



Life&amp;Style relationship writer Joanne Wilson with authors Allan and Barbara Pease.

PHOTO: PATRICK WOODS

# RELATIONSHIP INFLUENCERS

BARBARA AND ALLAN PEASE HAVE DISCOVERED THE SECRET TO WORKING TOGETHER AND LIVING TOGETHER, AND THEY LOVE TO SHARE THEIR INSIGHTS IN WRITING

WORDS: JOANNE WILSON

I'm so proud to feature two incredible local "Relationship Influencers" for my current series that come as a pair totally rocking it in their niche - Barbara and Allan Pease. This couple is a force to be reckoned with and a prime example of tenacity and growth from adversity! Their research has been on the cover of magazines including *Marketing*, *Readers Digest*, *Playboy*, *Cosmopolitan* and *Oprah*. I have referred to their commentary in my therapy and admired their entertaining and informative presentations since watching Allan's national TV appearances on body language in the 1980s.

Enjoy their inspiring relationship:

**You're considered to be highly regarded Relationship Influencers not only in Australia but globally. How did you come to settle on our glorious Sunshine Coast?**

Allan: We were living primarily in Europe at the time when Barbara became pregnant with child number five. We wanted to live in the best place in the world to raise kids that was strong financially, socially, politically and most importantly, a safe place to be. After a worldwide search, we narrowed it down to Australia, on the beach somewhere between Terrigal and Noosa. We drove that entire coastline and discovered Mooloolaba. We've been here 20 years now and wouldn't live anywhere else.

**Aside from the financial rewards, what motivates you both to invest so much energy into teaching and inspiring others?**

Making an impact on the lives of other people is incredibly rewarding. Through our books, TV shows and films we know we have

impacted positively on the lives of millions of people worldwide. It's the ultimate kind of reward.

**How long have you been married and what is the most difficult aspect of working together as a couple?**

Allan: We met 29 years ago when Barbara was running seminars for job seekers and was using pirated copies of Allan's *Body Language* videos. Allan asked her to stop this, please. Today, we have six children and eight grandchildren. We've been married 28 years and have never had an argument in business. We've had plenty of personal disputes (laughs) but never any in business because we have clear lines and roles at work. Barbara is the CEO of all our businesses and I am the creator of new products and ideas.

**You've had so very many successes in my eyes, but what has been a highlight of your respective careers so far?**

Barbara: After we financially lost everything in 1994, we made the decision to move to the UK and write new books and conquer the huge European market. We knew no one there, had few contacts, and my role was to create a seminar and publishing business from scratch. All I had was a borrowed telephone, a second-hand desk, a UK Yellow Pages Directory and lots of determination. Within five years I built an international publishing business that had five of our books in the European Top 10 and Allan was one of the most booked speakers around. I was scared to death at the time but was determined to succeed despite everything that had happened to us.

Allan: We went "cold turkey" to Russia at the fall of communism determined to capture this exciting, potential market. It was a

remarkable experience for us and in the first year we appeared on Russian National Television and gave a seminar for the new Russian government politicians on how to appear confidently in the media. It was held at The Kremlin, there were SWAT teams everywhere and we had our own ex-KGB bodyguards. It was hosted by the now famous Saint Petersburg Mayor Anatoly Sobchak and his new deputy, Vladimir Putin. We sold an estimated 10 million copies of our book *Body Language* as a result that year, but we never saw a cent of it - the publishers stole it all! We've heard they now live in The Cayman Islands. Oh well... we see the humorous side of it now (laughs).

**Amongst other achievements, you've sold millions of books worldwide, run too many seminars to count and worked on a number of major TV shows. Can you share any behind the scenes humorous moments? What has been the most challenging?**

Barbara: For me, it's definitely talking through foreign translators! For example, we recently did a media tour of France and were featured on their top Paris talk show, *Ca Vous*. There were four interviewers, Allan and I. Everyone wore earpieces; Allan had a male voice in one earpiece translating him to the interviewers and a female voice in the other ear translating what the women were all saying. At any one time there would be six voices talking simultaneously in both languages! And all translations lagged five seconds behind so we often were not sure who said what. We'd simply react to each interviewer's facial expressions, which make it look like we were all speaking fluent French (laughs).

Allan: One night in Hungary, we went to dinner with former KGB spy Alexander Litvinenko and his wife Maria. We had the same publisher and were both releasing new books in Hungary. Alexander's book claimed to expose the hidden secrets of the Russian Government. I asked him, jokingly, "How can you write a book like this and still be alive?" He described how he was living in disguise in London and he dressed like John Lennon, "They'll never find me" he quipped. A few months later we saw Alexander on global television, completely bald. He'd been poisoned with radioactive Polonium 210 and he died soon after. I now never eat sushi when I go to Russia.

**We all have those days when we're not the best versions of ourselves. How do you overcome those substandard moments to fulfil your hectic roles?**

We agreed a long time ago that if one of us was feeling flat or dragging our game the other would take the lead and encourage, motivate, prod or kick the other's rear until they got back on track.

**What's the best advice you've ever received about relationships and who did it come from?**

The first three years of our relationship was like a Hollywood movie - *Titanic*, *Beaches*. The fourth year was also like a movie - *Friday the 13th, Part 2!* We had arrived at a point many couples get to - that rocky road where you can't live with them, but can't live without them. The differences between how we each saw life was creating real stress and tension for us both so we decided to write a list of the things about each other we couldn't live with and to research answers, strategies and techniques to manage these