

10 Ways to Get Almost Anybody to do Almost Anything

- 1) Phrase your questions so that 3 "Yes" answers are given consecutively. This will keep the other person in your conversation in a positive "Yes" mind set
- 2) Insert "Yes" tag phrases into your conversations, preferably at the end of a question. For example, 'you are having a good time aren't you?'
- 3) When you want someone to answer "yes", then nod your head as you ask a question of them
- 4) Use the same words as the person you're speaking to. For example: "I **see** what you mean" deserves a response of "it **looks** like you've got the right idea." If someone talks in auditory language with words like **hear** and **sound**, then respond with similar words. If someone uses words to do with **emotions**, then respond with **emotional** words like "it **feels** good to me"
- 5) Pace and follow others speed of speech. If it's slow - then you speak slowly; if it's moderate then you speak at a moderate speed and if it's fast then speak at a fast speed. Pace and follow. Pace and follow
- 6) Watch the direction of a person's eye movements to understand if they think in pictures (visual), sounds (auditory), or feelings (kinaesthetic). Their eyes will go up for visuals, will be level with the top of their ears for auditory and move down to the floor for kinaesthetics
- 7) When you're talking, from time to time slow your speech right down - really really slow down ... and then just add the phrase "that's right". Then continue speaking at your normal speed again. What you've just done is to speak to the unconscious mind of the other person
- 8) Walk at the same speed and in the same way as the other person. When sitting make the same gestures as that person. Allow a 30 second time lag between the gestures and movements
- 9) Listen carefully to the *emphasis* on particular words by another person. Use the *same* emphasis on the *same* words when responding
- 10) Always speak positively, saying what you **do** want. The mind is unable to process a negative command. If you tell someone not to think of a red rabbit, what's the first thing that springs to mind? The reason is because you have to think of something in order **not** to think about it!