

THE SECRETS TO CREATING CHEMISTRY
SEMINAR MANUAL

2-Day Seminar

By Bart A. Baggett

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Before You Begin...

To get the most from this seminar, it is important that specify how you will be using the information. It is useful for you to fully understand your inner motivations for why you are here. Please take a few minutes to fill out the following information.

Please Read This Page Before You Fill In All The Blanks

1. What do you want to do, as a result of attending this seminar? (Be specific and concrete and state it in terms of what you'll be seeing, hearing, and feeling.) _____

2. What's important about being able to have/do/ the answer to #1, above, to you? _____

3. What's important about that? _____
4. Because? _____
5. So, ultimately, what would this mean to you? _____
6. As you accomplish this, what message will you be sending the world? _____
7. More importantly, what message are you sending yourself? _____

Use the remainder of this page to state, clearly and concisely, the above information.

As a result of attending this seminar, I want..

4. _____
3. _____
2. _____
1. _____

I will agree to do what it takes to accomplish this outcome!

Date / Your Signature

PRINCIPLES

There is no such thing as LOVE, CHEMISTRY, or DESIRE.

There is a process inside that we call LOVE, CHEMISTRY, or DESIRE.

Every behavior, emotion, or state of mind is a result of a process. Never ask why, ask how!

Ask **yourself** what states you want to experience. But more importantly, what states do **you** want your prospect / date / lover to experience.

blind obedience
extreme fascination
absolute submission

romance
l u s t
commitment

Principles to accent in order to master this material:

1. Curiosity
2. Experimentation
3. Focus on Process
4. **Realize** the result is the effectiveness of your communication

Unconscious Behavior

I am calling upon you to examine what you do unconsciously. You will realize some of your behaviors are supporting your desired outcome and others are not.

Do you remember the first time you ever rode a bike? Was it uncomfortable at first. Soon, you were able to ride a bike, sing a song, and all with no hands. If you practiced, you could also juggle at the same time. Your unconscious takes **care** of those behaviors it has been conditioned to do and free your mind to focus on the juggling.

You will learn new skills. You will learn each skill separately and then integrate them. These skills will become a part of you. You will begin to condition yourself to t-e-wire parts of your language, body, and mental **processes** to make all your communication extremely effective. Practice on everybody. You begin see practicing as fun.

Persuasion is a controversial topic.

Many Dale Carnegie type "positive thinking/ self-improvement" graduates believe if you just be yourself and be totally honest, you will get the results you want. Are you getting the results you want.? Where is the line between being honest and deceptive, secretive and withholding information, exaggerating, **and** embellishing, or lying? Inside your mind, you know where those lines are. You can use this material within your parameters of integrity. I will never suggest you lie, deceive, or compromise your integrity. Revealing specific information in a specific sequence using specific language is called smart. Being a babbling idiot is called unaware. Which category would you like to be a part?

You are raised around a group of people that you did not choose. You had experiences that created who you are. Luckily, you are an adult and you finally have control! Yeah! If you were raised by parents that were tremendously persuasive, salesmen or politicians, you may have developed some innate unconscious ability to persuade and develop rapport. On the other

hand, if both your parents were engineers and computer programmers, the skills that were programmed into your speech, neurology, and body probably were not that of Casanova.

So, ask yourself if you are now ready to take responsibility for controlling your unconscious neurological and mental programming? If so, take a moment as ask yourself which part of your communication with other people is not getting the result you desire. That is the part of your life that “being yourself” will get you to be “by yourself.”

Great athletes are not born, they are trained.

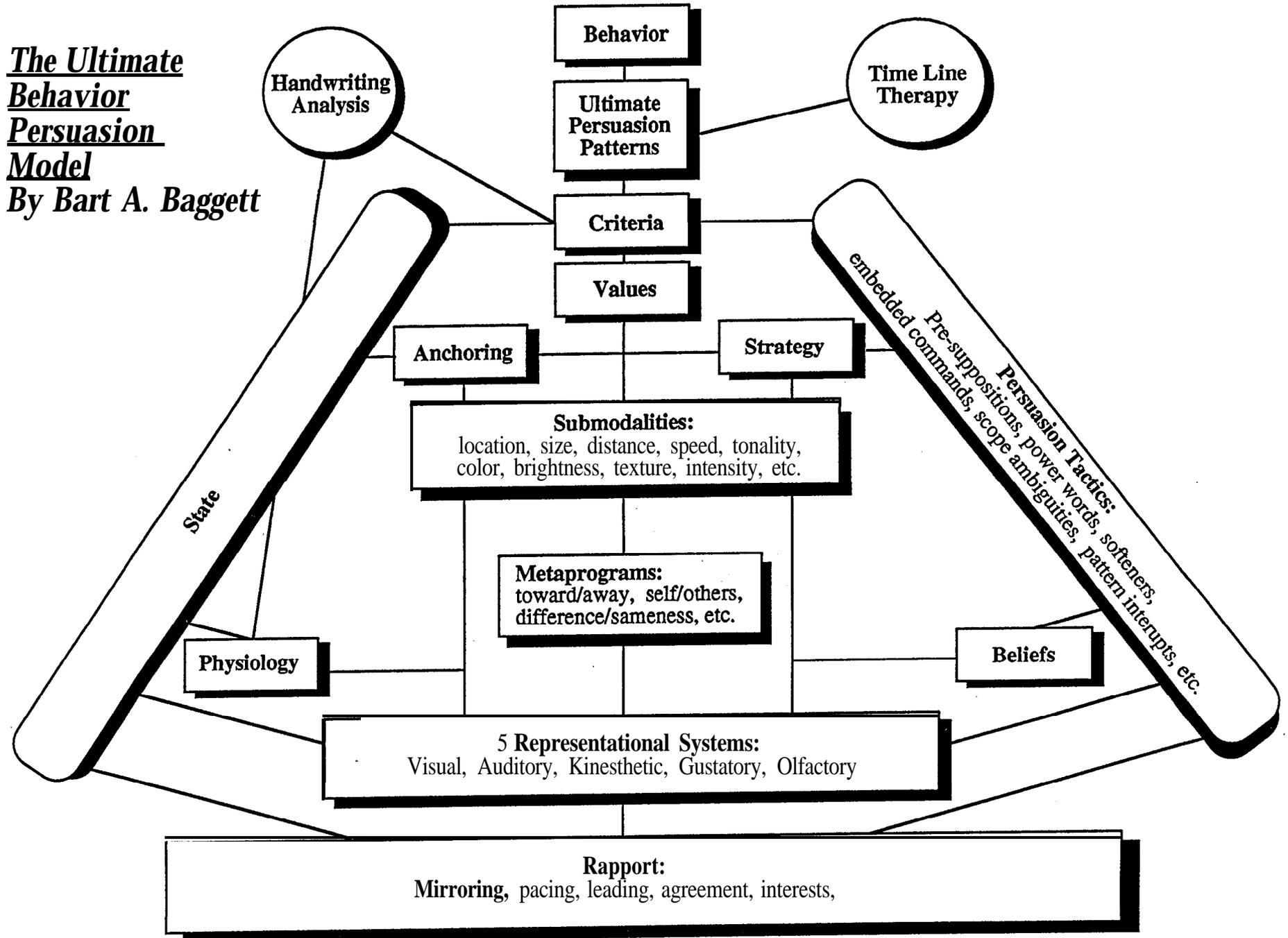
Process vs. Content

You must decide now to learn to think, talk, and write in terms of process, not content.

Process is the direction and content is the method of travel. Process is which highways you choose and content is which vehicle. You can still get there in a pick-up truck or motorcycle, as long as you use the same highway. Therefore, once you establish a person’s process for any behavior, you can take them there with any number of contents.

Questions **like**, “**What** cause.. .” and “How did you decide to ...” **will** get you process information. The best way to discover process is LISTEN. As someone talks, they will reveal to you their own process.

**The Ultimate
Behavior
Persuasion
Model**
By Bart A. Baggett



NON VERBAL RAPPORT: PHYSIOLOGY

Rapport is a two edged sword. It will work against you if you don't have an outcome.

Keep your outcome in mind. This is not about just making friends. It is about persuading people to be your lover..!!!! **If you are in sales, you** have to close the sale or your not selling. Or, are you just a professional friend? Friends don't pay your bills and don't sleep with you! Also, being a friend is a long jump to lover. Know the difference. There is great benefit to having friends, rapport will build friends. Know your outcome.

Three Main ways to Pace a person's behavior using your physiology:

1. **Mirroring** : It looks **like** they **are** looking at a mirror.
2. **Matching**: Opposite of a mirror
3. **Cross Over**: Pacing with a different part of your body altogether.

Mirroring

Non-verbal rapport exercise: Mirrorina.

Principle: Assume rapport.

"Give first and then you'll receive." Give confidence, comfort, trust, etc.

Exercise: Mimic non-verbal behavior. A: Persuader B: Subject

The more detailed, the better.

A does everything B does, allow a mental lag of a few seconds. A follow B.

Notice: posture, breathing, limb placement, muscle tension, expression, etc.

Pacing, Leading, & Mirroring: Notice everything. Tonality, speech pace, pauses and breathing rate, body position, expression, etc.

Exercise: Pacing to exact mirror. ~~lag time~~ then work up to exactly the same time, then begin making changes and see if they follow.

Q: What if I don't feel comfortable doing this exercise?

Because you haven't felt comfortable creating total rapport in the past. This is why you're here! Get used to it.. **Start** to feel comfortable **being** in tune with someone else's exercise.

If you feel uncomfortable... you are not getting it. Let go of your own past habits. Immerse yourself in your partner's world. You must jump in and start to risk Start to feel comfortable. Practice. Do it anyway.

You don't have to be ultra subtle with non-verbal rapport techniques. Be as blatant as you can, until you get caught a few times so you know your limits. (The little tick of the finger isn't always enough.) Be subtle with language commands, be blatant with non-verbal People aren't away of your own and their own bodies at a conscious level, They won't notice.

3 Rules for successful communication

1. Determine your outcome
2. Have the sensory acuity to know if you are or are not getting the response you want.
3. Have the flexibility in your behavior to vary what you are doing if what you are **doing** isn't **working**.

What did **you** gain from learning how to recognize and feedback non-verbal signals from others?

VERBAL RAPPORT

The Five Representational Systems

1. Visual (see)
2. Auditory (hear)
3. Kinesthetic (feel)
4. Gustatory (taste)
5. Olfactory (smell)

We all use all five. Nobody is just one. However, some people prefer operating out of just one system and ignore tremendous amounts of stimuli from the other systems. Therefore, you must communicate using the preferred system or run the risk of being difficult, misunderstood, or **simply** ignored.

The reason that we call it our representational system is because these five senses represent reality to us inside our own minds. Strange as it may seem, we don't know what reality is. We only know what we filter from our external events. We use our five senses to take information in and store it.

Our representation of reality comes in initially through our five senses and then goes through our internal filters. (Sometimes, you just don't hear certain things. That is a filter.) Individuals communicate with each other in sort of a code. **If you can unlock this code, they will believe you truly understand them.** When you match someone's coding system verbally using words from the representational system of their choice, they don't have to re-code to make sense of it. If you know that saying the sounds "Sit B. **Oey**" would give you the result of having an animal coordinate his bottom to the floor, you wouldn't **care** if the words made any sense. The dog doesn't have to know that it is correctly spelled "Sit. Boy." In fact, he doesn't even care it isn't a proper sentence. He doesn't know that sit is a verb and a command. All he knows is that those sounds have a code that makes sense to him. Therefore, when you choose the same code as the person speaking, no internal translation has to take place, and your communication is effective.

As far as language and influence, you will focus on the three main sources for coding information::

1. visual
2. Auditory
- 3. Kinesthetic**

Exercise:

Which of the **three** codes categories do the following phrases fit?

see it clearly
shake down
solid idea
tune him out

brilliant example
rings a bell
tone it down
pretty as a picture

Other ways to use verbal rapport:

Replicate moods, beliefs, interest, content of conversation, opinions, enthusiasm, etc.

Below arc a list of words which will **RED FLAG** which representational system the speaker is accessing at that time.

Representational Systems Key Words

Visual

see
 look
 view
 appear
 show
 crystal clear
 flash
 imagine
 focused
 t w i n k l e
 clear
foggy
 dawn
hazy
 sparkling
 reveal
 envision
 illuminate
 shine
 dim
 dark
 glow
 scan
 pretty
 zoom in
 reveal
 draw

Auditory

hear
 listen
 sound(s)
 make music
 harmonize
 mellifluous
 dissonance
 attune
 overtones
 chant
 question
 beallears
 rings a bell
 silence
 be heard
 resonate
 d e a f
 tune m/out
 clatter
 tell
 noise
 shout
 talk
 say
 babble
 shrill
 voice

Kinesthetic

feel
 touch
 unbudging
 get a handle
 solid
 suffer
 hard
 make contact
 throw out
 turn around
grasp
 get hold of
 slip through
 catch on
 unfeeling
 concrete
 scrape
 tap into
 link
 cram
 tackle
 warm
 sharp
 soft
 fall
 shape
 tension

Unspecified

sense
 experience
 understand
 think
 learn
 conceive
 be conscious
 know
 perceive
 insensitive
 distinct
 motivate
 consider
 change
 process
 decide
 contemplate
 relate
 reward
 express
 feedback
 logical
 organize

Exercise:

Make three phrases or sentences out of each category.

1.

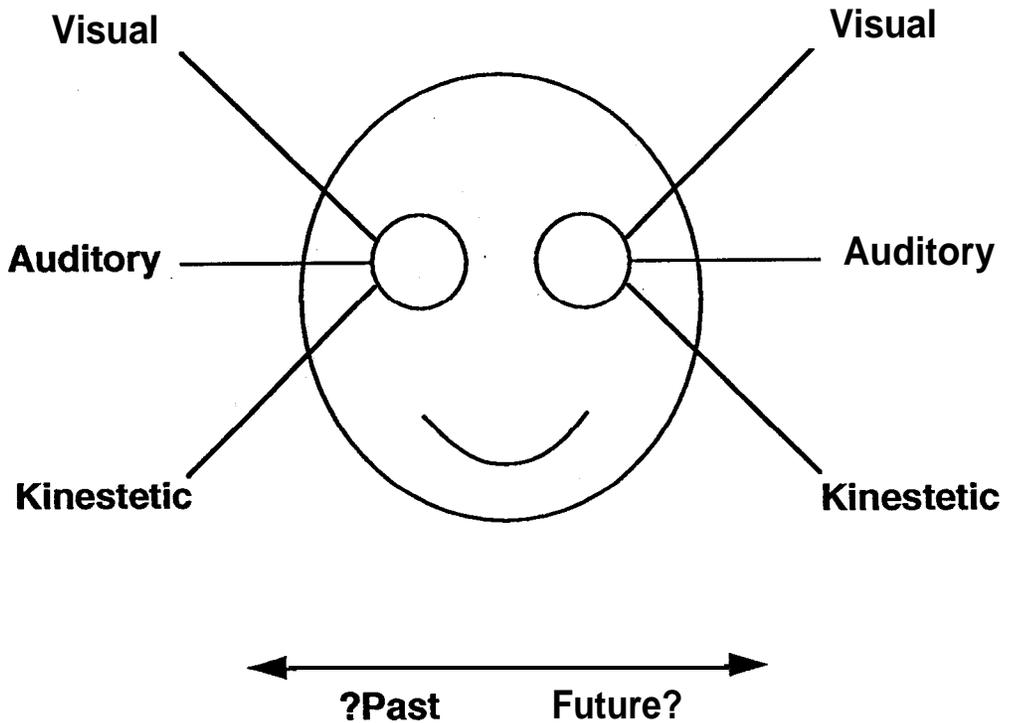
2.

3.

Non-Verbal Cues to Representational Patterns

Eye movements signify which coding systems is **being** accessed. If someone was recalling a telephone conversation, her eyes would be shifting to the left or right.

The future or past aspect of this diagram depends of the handedness of a person. If he is right handed the future is to his **right**. This information is helpful to catch all the clues of someone's coding system.



STRATEGIES

Strategy - A strategy is a particular sequence of representations that, when followed, produces a specific behavior or outcome leading the rapport.

Criteria- What it takes to fulfill the strategy. Closely linked to values. All criteria serves to move a person towards an objective or away from a problem.

Most of us use a combination of the five representational systems to **create** a specific state, behavior, or emotion. For example, can you think the last time you decided what you wanted to eat? Did you first see a picture, then imagine what it would taste like? Or did you smell it first, then imagine the taste? Let's test it.

fajitas strategy for

What if I said to you, right now, "Would you like some hot fajitas?" What is your answer. Yes or No. Now, the important thing is not the answer it is the process you used to get the answer. When I think about fajitas **the first thing that pops & to the sound of sizzling steamy fresh chicken crackling the air. Then almost instantly** I visualize in full color a picture of the waitress at the Hard Rock Cafe carrying the black cast iron skillet to my table packed full of the colorful entree'. Then, I imagine, as my mouth starts to water, what it will be like to chomp down on the slightly blacked chicken with a mouthful of guacamole and sour cream. After imagining all that inside my head, what do you think my answer would be?

But more importantly, how could you sell me on a different type of food. It is very simple. First, describe the smell. Then paint a picture of how good it looks. Then, tell me how it taste. If you do it in that order, convincingly, I will want it. It's the process. In this case, the order is just as important as creating believable images for me to see, hear, or taste. Likewise, if you have seven digits, of all equal value, the order you push **them on the** telephone is critically important to who will pick up on the other end. Begin to recognize the order that people access certain systems.

Eliciting Attraction Strategy

So, can the same strategy elicitation and playback work for having someone's **mouth water over dating you?** Of course. First you must find out **a time when s/he really wanted a specific lover. You will rarely get the exact criteria if you generalize. Be specific. Ask about a certain person.**

For this example you are a woman out on a date with Art. You are midway through the main course when the conversation turns to past relationships. You used to dread this part of the conversation but this time you know it will give you the information that you need to discover his love strategy. You spend as little energy as you can on the break up. What you are interested in, and say it, is why you found her attractive in the first Place-

"When did you realize that you were 'really attracted to her?'"

Or, if you are not talking about a specific person..

"Art, can you remember a time when you were totally attracted to someone?"

Remember the content of this memory is not important (If the content seems to be too important choose another memory. For example if he chooses the girl that just dumped him yesterday, he may have a hard time visualizing her picture without feeling the pain of the breakup. Choose his first love, or someone he really felt attracted to but never actually went out with.)

Your mission is to get Art into the state of being attracted.

"Art, can you tell me the very first thing that caused you to be attracted?

Was it...

Something you saw? Or was it...

Something you heard? Or was it...

Something you felt?"

His response might be something like this.

“How could I ever forget that? **Jeez**, it was like rockets went off in my mind. I was just wild about that girl, **y’know?** I can just see her now, right there in my mind’s eye, standing **behind** the **pizza** counter smiling with those her big blue eyes staring at me.”

“And the very first thing that attracted, you was...”

“Oh yeah, it had to be here eyes. She just looked so innocent, so sweet; ”

“Art, after you saw her there next to the pizza counter, what was the very next thing you remember that attracted you? Was it...”

*Something you saw? Or was it...
Something you heard? Or was it...
Something you felt?”*

Again, you have asked him to be very sensory specific.

“Hmmm. I can’t recall exactly. I just remember me saying to myself. What a great girl. She must be so sweet. I wish I had a girlfriend like that” That’s when she **said ‘Hi’ to me.** ”

So, now you know the second part of his love strategy is auditory. He has to say something to himself or hear her say something.

Of course you now know the next question.

“Art, after you saw her standing there, you told yourself you wanted a girlfriend like her, and she said hi... what was the very next thing that you remember that attracted you in that intense way? Was it...”

*Something you saw? Or was it...
Something you heard? Or was it...
something you felt?”*

“**There is** nothing more I can **recall**. After we talked briefly, I just knew. I just had that **feeling**. I just wondered how good it would **feel to hold her in** my arms. There are some things that you just get a **feeling about**. **Y’know..** .**right** here in my stomach.”

Now that Art has told you such seemingly unimportant details, you have the exact love potion to **turn** his motor on and **turn him** into your melting love slave. He begins with a picture, then sounds, then feelings. Now, replay it in a different content.

Remember that a good portion of **establishing** rapport has much to do with offering back someone’s behavior, we may now begin to weave Art a story that taps in to his **attraction** strategy. We base this methodology on the unconscious delight we experience when we’re related to **through** metaphor.

Knowing Art’s attraction strategy will allow you to tell him a story (content) around the framework (context) of his attraction formula, thereby causing him to be attracted. Keep this in mind Remember deep levels of rapport can be initiated by running his strategy but changing the content so as to bypass his consciousness. You find him suddenly and miraculously **attracted** at some unconscious **level**.

Your statement using his attraction strategy, different content.

“Art., judging from, your **point of view**, it **looks to me like you can really see what attracts you to** someone. I’ve had the same experience. Just by **looking at the** right person will literally make my **bells chime**. I just go inside and say “Hmmm, what a great smile, what great eyes. So attractive. Just my type.” You know in that **tone** of voice. It tells me, in that **warm special** way, that this person is **special**. It just creates **butterflies in my stomach**. **Can you image that** happening to you, instantly?”

Realize how effective this simple system is. The above example simply used the representational systems only. Imagine how powerful you will be when you begin to combined this technique with the other tools you will learn (anchoring, submodalities, and Magic words).

Exercise

Elicit someone's attraction strategy.

Explain the strategy below.

What was the sequence / or&r of events?

What is your own strategy for attraction?

Comments?

MAJOR PERSUASION TECHNIQUES

Rapport

Pre-suppositions

Cause and effect

Embedded commands

State elicitation

PRE-SUPPOSITIONS

Learn to speak in such a way that everything you want to subject to do is pre-supposed. In other words, they have to accept what you are saying and the basic fundamental principles of what you are saying is true, just to make sense of your sentences. It **eliminates** resistance in everything that you do. It installs suggestions very profoundly into the minds of your listener. It creates a deeper sense of rapport and easier ability for them to follow along with you.

To make sense, or answer the question, they must agree to the hidden assumption.

“Is the awareness of the Magic of these patterns starting to sink in? ”

“Are you starting to experience the satisfaction of working with me will bring to you as I describe my service. ”

Rapport and pre-suppositions is the staple to persuasion techniques. The reason that these two particular methods are so effective at high levels of sophistication is that no one can **tell** you are doing it. It is not discernable. Even people with a moderate training in this, **cannot** tell you are doing it. Because people, you, already use the words in your own vocabulary. You will now simply use them effectively and more frequently.

Basic we-suppositions:

“**Where** would you like to go for coffee?”

P-S: Your date wants coffee.

“Is there a particular movie that you have been wanting to go see?”

P-S: Your date has been thinking about movies.

“Do you always use a condom?”

P-S: You have sex.

“I’ve got some great **Kenny G** CDs at home. Do you like listening to Kenny G by the fire?”

P-S: If your date says yes, you assume you are going to get lucky.

“Are you safe?”

P-S: We are going to have sex if you say “yes.”

Advanced pre-suppositions:

“**Can you** imagine the rich smell of fresh coffee right now? If you were to choose a place to go right now, where would that be?”

“Do you ever find yourself thinking about a movie over and over inside your head? As you think about all the movies that we could go see, which particular one really excites you? ”

MAGIC WORDS

Magic words **that enhance state elicitation and support presuppositions.**

This section has so much power packed information, that if you just mastered this one part, you would experience such a significant leap in your persuasion abilities, you would consider this training entirely worth while. Even if this is all you remember. This is that powerful.

Naturally

Automatically

How

Experience

Wonder

Understand

Experience /Awareness

Before

During

After

When &Rank

Among

Expand

Beyond

Where

Causes

Because

And

Cause and Effect

Now

stop

Commands

You will begin to use these words in the midst of phrases in your normal sentences. The use of these words will increase your persuasion power ten fold.

The eighteen Magic words are grouped into six sections. 'In each section, the category name is listed to the right. There are many other words in each category, the ones listed are what I consider to be some of the most powerful and persuasive.

Magic Phrases

Use any combination of the words to make complete sentences.

Magic Phrases make an ordinary statement extraordinary.

With Magic **Phrases**: “Before you begin to expand your knowledge of persuasion, you will become aware of how naturally these Magic phrases become part of your daily speech.”

Without Magic Phrases: “Your knowledge will grow. These phrases will become part of your language.”

Remember: You have always been using these techniques, however, before you haven’t been aware of when, where, and what outcome you were getting. In other words, be careful to not use these in the wrong situations to persuade someone in the wrong direction.

BEWARE of the wrong way to use the **Magic Phrases**.

If a restaurant customer were to say to you “The meal was below average.”

Then you said, “Obviously, you **are** noticing the poor quality of the food tonight. Naturally, when we have a substitute cook and leftover vegetables, the quality of the food suffers tremendously. At least you didn’t notice the slow service!”

Notice your feelings and comfort level now. Better or worse. If you weren’t uncomfortable you probably are beginning to feel that way now.

These word patterns always work. They will work to your advantage or against your advantage. It is up to you.

Adverb / Adjective Presuppositions

Strategy: Always put the adverbs before the verb and adjectives before the noun. The key to **the success** of this is that everything that follows these words is presupposed. Your listener must accept it as TRUE in order to make sense of the sentence.

Magic Words:

Automatically
Naturally
Unlimited

Examples:

“Have you discovered how easily you can make the decision to tell me all about it?”

“Have you asked yourself if the unlimited potential of our relationship is what is making you so happy.”

“Have you naturally discovered how attractive you are becoming?”

“It just seems natural that we become lovers.”

“Naturally, you will **find** enough reasons to go ahead right now, and write down your phone number.”

“When you sit behind the wheel of this new Cadillac, you instinctively know it fits your style. You automatically want to own it.”

Exercise:

Write down three examples of this pattern. Make your examples ones that you can take back with you to the “real world” and effectively **use**. **Choose** words from the list below.

1.

2.

3.

List of other words in the Adverb/ Adjective Presuppositions Category:

some	all	many	begin	easily	naturally
readily	infinite(ly)	unlimited	continue	begin	still
already	repeatedly	usually	finally	most	truly
boundless	endless	enormous	huge	immeasurable	limitless
immediately	unbounded	vast	instinctively	intuitive	spontaneous

Awareness / Experience Category

Saying one of these words ignites the process. Again everything that follows is presupposed to be true. These words force the issue of not will you do X (whatever you suggest), but are you aware that X.

Magic words:
Understand
Wonder
Experience

By the way, as you gain proficiency using these words, this scenario will never happen, however, if it does - here's what to do. Let's say you ask the question, "Are aware that.. ." and the person you're persuading says, NO. You simply respond with, "Oh, not yet, huh?"

Examples:

1. Try to avoid thinking about a **green** mouse. (Try = Fail)
2. The more you begin to construct in your mind the ways you'll be using these phrases on your date, the more you'll begin to realizing the explosively effective techniques you now possess.
3. **Are** you starting to experience the levels of passion you always knew our relationship could bring?
4. Becoming aware of the potentials of our relationship allows you to start experiencing the inner sense of **realizing** how completely we fit each other's needs.
5. I'll beginning to wonder if you realize the unlimited possibilities our relationships could achieve.
6. Are you grasping the reality of this profound act of God
7. I was wondering if you mind can conceive of the power and feeling and closeness we are discovering.

Write down three examples of this pattern. Make your examples ones that you can take back with you to the "real world" and effectively use. Choose words from the list below.

1.

2.

3.

List of other words in the Awareness Category: (use "ing" ending where appropriate)

realize	aware	know	understand	think	feel
w o n d e r	puzzle	speculate	perceive	discover	experience
accomplish	fulfill	grasp	reconsider	consider	assume
grasp	think	realize	realizing	conceive	perceive
feel	sense		advise	notified	notice

When / Rank Category

These words use some aspects of Time and or Numbers to create the presuppositions of your choice. It is very difficult to distinguish between Time and Number as categories, so they are combined. These easiest way to define this category is through examples.

Magic words:

Before

After

During

Earliest

First

Immediately

Right Now

1. "Before our discussion today, did you already become aware of all the things we could do together?"
2. "Before we leave this place together, should we have another drink?"
3. "After you've been with me, you'll understand why I am so cocky."
4. "During our time together, could be thinking about the next time we will meet?"

Exercise: Write down three of your own sentences using this pattern.

1.

2.

3.

List of words that fit into the Time/ Number category.

before
begin
former
highest
when
current
other
continue

during
second
after
another
until
earliest
latest
eventually

early
chief
later
was
foremost
first
whiie
in addition to

Exercise: Jumbled Commitment Paragraph.

Combine the previous three categories **into** one super paragraph. Use as many as you can while persuading someone to understand the benefits of committing to a relationship with you. Assume you have been dating awhile. Make this fun and a little nonsensical. The point of this exercise is the process of using it, not whether you decide to actually ever use this paragraph in the real world

Example:

During our time together. I was wondering if you have ever considered the chief benefit of deciding to begin a monogamous relationship with that one's special person you find attraction.

As you begin to consider all the obvious reasons to make a commitment NOW, doesn't it seem natural to feel more excited about our relationship.

The Where Category

Among
Beyond
Expand
Down
Increase

Spatial words are used to signify or create a relationship between two things. Also, these words evoke powerful imagery in the mind of the listener. Think of the spatial relationship.

Examples:

1. To increase your ever growing desire to be successful, you must stretch your imagination.
2. From among the hundred of choices you have as women, you can always expand those choices by implementing these language patterns naturally into your speech
3. As you expand your knowledge, your appreciation of this information grows beyond your previous expectations!
4. As your affection for me expands, are you realizing how incredibly happy you are to be with me.
5. Inside your mind, your internal voice may go down as your thoughts proceed beyond traditional romantic intentions.

List of words that fit into the Where category.

again	along	among	apart from	around
aside from	behind	below	beneath	beyond
along with	down	from above	in	including
from behind	into	from under	in place of	without
Off	on	out of	round	short of
through	toward	under	uncover	off the top
underlying	touching	close (er)	near (er)	further
expanded	enlarge (ed, ing)	proceed (ed, ing)	withdraw (ing)	undergone
upward (ly)	dissect	cut away	lower	separate
amplify	develop	enlarge	evolve	extend
increase	release	spread	unfold	unfurl
stretch	reach	range	bounds	breadth

Exercise: Write three sentences of your own.

- 1.
- 2.
- 3.

The Cause & Effect Category

This is an extremely powerful category. It is the natural way we normally express our beliefs. It is also the most basic expression of pacing and leading. You can also create illogical logic! You create realities that sound logical, but really aren't, but are accepted as true.

Start
Causes
Because

And
As

Use these rules to make this pattern simple:

- A. Generally, X is a pace.
- B. Generally, Y is a lead.
- C. Most importantly, any X can **cause any** Y!

Examples:

1. As you smile like that, you make both of us glow.
2. The intense feeling of our attraction causes unpure intentions to pop into mind? Can you see those thoughts now?
3. **You warm** heart **kindles** my desire to go deeper into the relationship.
4. Thinking your next thought causes you to agree with me that you need to really master this material,
5. Simply saying that excuse causes you to understand why you already don't believe it.
6. Being here creates an understanding to our relationship. And, as you completely absorb that feeling, it will **cause you** to **know** why it will be the right thing for you to do.

One particularly effective method is to wait until the person you are speaking with says something positive and then you say: "That's a good point and just understanding that point causes you to realize the full value of my proposition."

More Cause and Effect Words

kindles	proves	generates	since	causes
forces	makes	invokes	settles	stimulates
brings to pass	creates	verifies	justifies	determines
constitutes	cause	activate	arouse	bring on
build	create	encourage	excite	incite
initiate	inspire	make	motivate	produce
prompt	remind	starts	prompts	

Exercise: Write one sentence using a cause and effect.

Another form of Cause and Effect is called **Implied Cause and Effect**. These words LINK one action to another.

It uses **AND** and **AS**.

Ex.

1. As you learn these word patterns, you will feel a sense of accomplishment.
2. As you sit here with me, you will begin to notice the attraction growing.
3. As the realization begins to sink in of how natural this feels, you will become stronger each time we touch.

Exercise: Write three sentences of your own using cause and effects.

1.

2.

3.

Exercise: Create babbling run-on sentences

This is exercise for entire group to combine as many Magic words as possible in one sentence. It doesn't have to make sense right now. After you become comfortable using these words, you will input "embedded commands" were appropriate.

Hone these sentences down into more practical applicable phrases that make sense and apply to your specific need.

Handwriting Suggestion: _____

Insert the Fluidity of Thought trait into your handwriting. This will support the fluid sentence structure as these language patterns roll off your tongue easily. (Interconnected figure 8 loops.)

Quotes

Quotes are a powerful way to introduce a thought, concept, or idea into someone's mind without having to take responsibility for saying it. You can use it in any context. It is useful using the cause and effect language patterns.

One of my past girlfriends, Lisa, was really good at using quotes to mess with people. We used to go shoot pool and **find** ourselves **winning** over much more talented opponents. It seems often just as our opponent would take a shot, Lii would be telling a story like, "My friend Joe, always would MISS IT TO THE **LEFT**." And a funny thing happened, the shooter missed it to the left and his name wasn't even Joe. Is that fair?

Use quotes to embed commands you want their unconscious to respond to but their conscious mind to ignore.

Example:

"The strangest thing happened last weekend. This woman walked right up to this guy and **said**, "Could you image you and I embracing in a long **passionate** kiss, right now?" Wasn't that a strange this to just come out and say to someone? People never cease to amaze me. "

"Yesterday, I was sitting here watching the a couple at the bar. He looked up at her and said in a sexy voice, "Can you imagine stripping off all your clothes and having me make love to you

right now, on thii very **bar!**” Wow! Can you believe he said that? What would you think if **that** happened to you?”

“Mommy! Mommy! John was angry and he said “eat me, Bitch ” right to her mom!” Does the little kid get in trouble? No, he didn’t say it.

Exercise:

Write 3 sentences using quotes to elicit a thought or process you would like someone to have.

Dangerous Words

But
If
Would have
Should have

Try
Might
Could have
Can't / Don't

But – negate-any words that are stated before it.

If – Presupposed that you may not.

Would have – past tense that draws attention to things that didn't happen.

Should have – past tense that draws attention to things that didn't happen.

Could have – past tense that draws attention to things that didn't happen.

Try – presupposes failure.

Might – it does nothing definite. It leaves options for your listener.

Can't / Don't – **these** words forces the listener to focus on exactly the opposite of what you want. This is a classic mistake that parents and coaches use without **knowing** the damage.

Ex. "Don't drop the ball!" **Result:** Drops the **ball**.

"You can't 'watch T.V.'" **Result:** Focus on watching TV.

*"A Chieftain who asks the wrong questions
always hear the wrong answers" -Attila the Hun*

IE: 'Why don't you find me attractive.' **Pre-supposed** you are unattractive.

Rewritten 'What about me do you find attractive.'

Pre-supposes that some part of you is attractive..

Always assume compliance, rapport, and attractiveness. Watch what words you use.

Exercise: List your most common dangerous phrases that you will avoid.

The Blatant Commands Category

This is a very subtle (although blatant compared to embedded commands) and powerful way to tell someone exactly what to do, without any conscious resistance. Any verb, using the right tonality emphasis can be a command.

stop

Now

These particular words, Stop and Now, serve as very powerful abrupt shifts in consciousness. The word Stop will interrupt anyone's thought process and hang on your next word. It is called a pattern interrupt.

1. "Stop.. **and** start to see **things** differently."
2. "Stop.. **and** notice how things are beginning to change as we speak."
3. "As you begin to realize all the Magic these words give you to influence others effectively, you'll begin to discover your ever increasing enthusiasm for mastering it - NOW - let's keep practicing on putting more of the patterns together, shall we?!"

Pattern Interrupts

When someone starts to ramble **or** access a state that is not supportive of your outcome, you must interrupt the process before the state takes over. You could throw water in her face, spit on him, or yell "fire." Any of these will probably change the person's state rather abruptly. However, it would be nice if the next state s/he adopts is one of rapport with you.

One client came into the office and started crying hysterically and uncontrollably. The doctor calmly looked at her and said, "Stop. We haven't begun yet." So, she got hold of herself and waited **until** the therapy began. Ha.

stop... Start to realize...

wait...

That's the difference between you. Feel comfortable as we are speaking.

(**This method is tricky**, but by leaving a sentence hanging, you will **literally tilt** someone's head and start their brain spinning. While they access what you are about to, or should, be saying next, you can pepper their brain with commands and bypass any logical thinking that might **have resisted** it.) Obviously, this technique works better in person than written

Exercise: Write down a few examples you could use immediately.

EMBEDDED COMMANDS

Embedded Commands In The Sentence Structure

Softeners

When you...
If you were to...
If I were to...
What's it like when you...
A person can
As you...
It's not necessary to . . .
You **really** shouldn't..
You don't have to...
Could you...
Have you ever...
What if you could...

Command Verbs

become
think about
get
experience
remember
forget
fall
feel
envision
imagine
foreseen
hear

Target State

turned on
fantastic sex
excited
total fascination
having great sex
all the pain
in love
absolute lust
perfection
mysterious
true love
rapid breathing

If you could...
I'm not
Are you
can you

begin to
suggesting that
implying that
expand

Exercise

Person A states a Softener...
Person B completes it with a Command Verb and **Target** State.

Exercise

On paper, create your own phrases using these words and others not on this list.

Then, verbally, put them into a paragraph using your own context.

(The chart on this page is a derivative of a similar chart in concept first created by Ross Jeffries used in his Secrets of Speed Seduction seminars. For more information about Ross Jeffries or a free catalog call 1-703-791-6421)

TONALITY AND COMMANDS

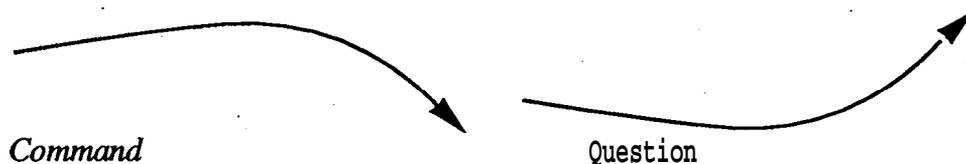
Tonality is soooooo important.

Exercise: Everyone say OOOOOHHHHHHH, AAAAHHHHHH, MMMMMMM. You will use these sounds during a seduction.

Note internal voices and which direction they come.

Find voice inside that has fear. Voice that takes action.

Sound waves. Commands turn down at end. Questions go up.



“Soldier, twenty push ups.” vs “Soldier, twenty push ups?”

Tonality and **timing** is essential in embedded commands. Pause before part of the sentence that contains the command This is called “marking” the word. This highlights the upcoming phrase so the person is pays special attention to it.

Example “It is so interesting when two people begin to (pause) think things differently?”

Consciously, the sentence makes sense, even though you paused. The unconscious pays special attention and notices the tonality that you used. It understands the sentence on two levels. You gave it a command to think things differently. Mark those commands with power and confidence. If you are too subtle, it won’t work as effectively.

You must communicate with confidence in your outcome. Tonality communicates more effectively than the choice of vocabulary. Have you ever asked, “Honey, what’s wrong? NOTHING! (harsh, sour, short voice.) was your Honey’s response. Tone speaks louder than words.

So, if you want to play a trick on someone’s conscious mind, ask a question with a command sound wave.

“Do you ever LOSE control of your bladder?”

You should actually use these sounds during your conversations to elicit states. If your date says, “This is really a romantic restaurant_” You say, “MMMMmmmmm, it sure it, isn’t it?”

Exercise: Group Rapid Mind Blast.

Get into group of **5-6** people. One at a time, someone sit in the middle of the circle and close your eyes. Be prepared to open your mind to a level of receptiveness and learning. As you relax and listen intently in that chair, the others will take turns using the super language patterns one after the other. The people standing will use every word or phrase that comes to mind to reinforce the powerful learning experience that is taking place. The point of this exercise is for the person in the chair to get constant, rapid-fire, powerful suggestions about how he or she is going to easily and confidently utilize this information to create the most amazing relationships s/he has ever experienced. The purpose for the people standing is to think quickly and begin to have your mouth continually spit out powerful phrases.

One person can play off the next person's last statement_ You **are** encouraged to complete sentences and make it one big long six person sentence that literally floods the listener's mind with suggestions.

Controlling Emotions

Controlling emotions in yourself and others is perhaps the key to success and happiness in your life. All persuasion is based on some form or another of eliciting emotions in others. If you consider what makes musicians so well loved is that their music elicits specific states that fans find compelling. Their music is an auditory anchor that triggers memories, feelings, and emotions across the spectrum.

How to elicit an emotional state

1. Access the state inside yourself. Go into state.
2. Ask questions about the state. "Can you remember a time you absolutely had to have someone and you went for him/her? What did you feel like right at the instant that you made the decision to do it?"
3. Be congruent. If you want to elicit the state of happiness, put a smile on and BE HAPPY!
4. Have them associate into the experience. Have them see themselves through their own eyes and see, hear, and feel the things they saw, heard, and felt.

First, let's learn state elicitation. How can you elicit a state? There **are** some useful steps to follow to do this.

Associated =

Dissociated =

What are some useful states to elicit?

- | | |
|------------------|----|
| 1. Excitement | 5. |
| 2. wanton Desire | 6. |
| 3. Curiosity | 7. |
| 4. Inebriation | 8. |

Two Primary Ways to Elicit Any State

1. Use emotionally evocative words in your speech or written communication.
2. Use the evocative tonality when describing the state.
3. Ask the person to tell you directly what it is like when you experience X. You can ask "What's it like to be completely XT (Aroused, intrigued, depressed, etc.)"

ANCHORS

An anchor is an event that immediately creates an involuntary physical or mental response. The classical anchor was the bell that Pavlov rang that triggered his dog to start salivating and fantasizing about a bowl of Alpo. You can have anchors that function in any of the five representational systems. Below is a list of common anchors. Identify which representation system it occurs. Some can have more than one.

Waving	Green light	Bell on microwave
Favorite Song	Cough	Siren
Doorbell	uniform	Smell of fish
Fingernails on blackboard	Food on a plate	Smile
Doubled fist	Itch	Untied shoelace
Factory Whistle	Cigarette smoke	Telephone ring
Perfume	Door Slam	Lawnmower mowing
Alarm clock ringing	Handshake	American flag
Sneeze	Coffee perking	Car taillight
Baby crying		

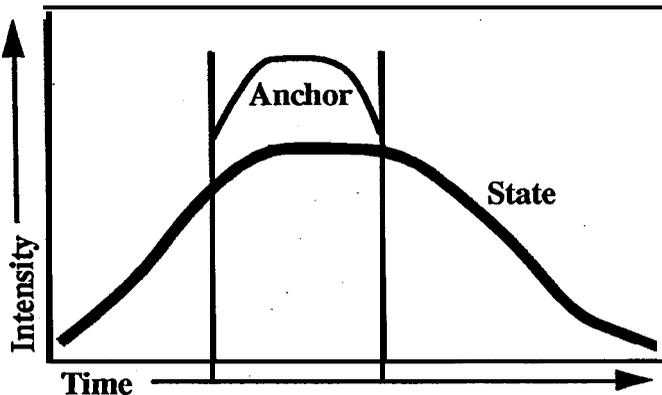
Setting Anchors

Create or notice a specific state you would like to be able to recreate. Choose and set the anchor. (**Touch**, make a sound, make a certain facial expression, etc.) Repeat the procedure a few times. Test it, Fire anchor. Do you get the state back?

General Procedure:

1. Elicit your target state in a person.
2. At the peak of the state, set your anchor (stimulus).
3. Watch carefully to analyze if they are truly at the peak of state.
4. Release your anchor as they begin to come off the peak of state.
5. **Test**
6. Repeat the process until you can **fire** anchor and response state is involuntary.

Application of An Anchor



Exact Procedure:

1. Have you ever experienced X?
2. Go inside and see what you saw, hear what you heard, feel how it felt, and when those feelings of X reach their peak, simply wiggle your finger for me. (Choose any signal.)
3. Anchor that peak state as signal goes. (words with specific tonality or touch.)
4. Think of something neutral, ‘Think of my **shirt.**’
5. **Fire off** anchor unexpectedly. Watch for response neurologically.
(smile, eyes, posture, etc.)
6. Repeat process until the anchor gets the desired response.

Comments of Live Demonstration:

Theory: Any time someone is in an intense emotional experience, at the peak, if a specific stimulus is activated, the stimulus and the state are linked neurologically.

Anchoring helps us gain access to past states and assist in linking the past to the present.

Keys to Anchoring

Intensity of State
Timing (Peak of Experience)
Uniqueness of Stimulus
Replication of Stimulus

Ways to Identify State Changes

Note Changes in
Breathing:
location, pauses, rate, volume

Voice
tempo, predicates (representational system vocabulary), timbre, tone, volume

Eye **Movement**
Lower Lip size
Posture
Muscle Tension
Pupil Dilation
Facial Expressions
skin **Color**

TACTICAL SOCIALIZING .

“The art of winning a war is to accurately predict your enemies next move.” — Anonymous general in some unknown war with some insignificant country a long time ago.

Know your answers before you are asked the questions.

WHAT DO YOU DO?

“I teach people quick personality analysis and persuasion techniques that people learn to improve their relationships, create sexual chemistry, and change their lives !”

HOW DO YOU DO THAT?

“By incorporating the highly sophisticated human behavioral techniques of Neuro-linguistic programming, Time-line therapy, and handwriting analysis into an easy to learn system.”

CAN YOU TEACH ME?

“Of course. If you find the the mind fascinating and you really enjoy learning new and excited methods of making your life better, you can understand and use these techniques **almost** immediately. The first step is to read my book or attend one of my seminars. If this really interest you, I'll be glad to take your name and address and invite you to the next **FREE LECTURE.**”

Sample Dialogue.

“Isn't it excited to meet fascinating people? One of the reason I come to events like this is because I always seem to become acquainted with someone that completely intrigues me. Have you met that one person that sparks that . . . **you** know... curiosity? ”

“No, not yet.”

“I'm sorry, I obviously didn't introduce myself. That explains it. My name is _____. Now, perhaps you have. I'm beginning to wonder if you are fascinating and intriguing. What's the most interesting thoughts you **are** having tonight?”

The Confession

This technique assumes a level of intimacy and trust.

Tell a person a confession. “Can I tell something just between us?”

“Can I tell you what I really think about _____.”

“Can you keep a secret?”

How to blur the line of truth and opinion

Pacing with obvious true statements

Gain agreement with obviously true statements before you offer your opinion.

“He is standing over there, wearing that black suit, smoking that cigarette, and thinking he is soooo cool.” The last statement is an opinion but sounds like fact.

“You and I are here. We both came here alone. It’s getting late. It’s time we get outa here.” Again, the last statement is an opinion but sounds like fact.

Binds

Binds are when you link one statement (that they accept as true) with another statement you want them to accept as true. It is great if there is any form of disagreement. You simply link the tendency to disagree with the subject you want agreement.

The single bind format: The more **you X**, the more you Y.

“The more you feel a lack of trust, the more you will realize you really want to trust me completely.”

“The more you try and object, the more you will find yourself going along with these ideas completely.”

“The more you don’t comply, the more you will find yourself complying anyway.”

“The more you argue your opinion, the more you will see the truth in what I am saying.”

Write down your own examples.

- 1.
- 2.

Questioning Tactics

Some people assume that everybody has the same model of the world as they do. If you say it is wrong to cheat, steal, or lie, you are assuming everyone’s model of the world is the same as yours. Now, if someone makes a statement using these global assumptions, you should realize how to counteract that assumption. Saying one of the following questions **will** cause the person to realize the source of for validating their opinion. When someone states that ‘L.A. is a difficult town for single people’, they are dissociated from what they are saying. In other words, they **are** not taking ownership or responsibility **for** what they are saying.

To **challenge this**:

- 1. According to whom?**
- 2. Who says?**

Once they take responsibility for what they **are** saying, they will realize it is their personal belief and not a truth of the world. Only then, they might consider changing that belief.

Examples of these statements:

“I am not attractive.”

“I am fat”

“He doesn’t like me.”

“**I know** I’m not wanted here.”

How do you know?

This pattern is amazingly powerful to challenge anyone’s beliefs. If a person says, “I think I need to sleep on this before I make a decision”, you could say, “how do you know?” If they say it’s just a feeling, you can say, “How do you know it is just a feeling that tells you to wait. Perhaps it is a feeling of anticipation because you really want it, right now. As you recognize it for what it is, NOW, don’t you feel better?”

Cause & Effect Assumption

This is a statement that states that some action by one person is directly responsible for another, person to think, do, or feel something.

Many people accept the idea that one person can say or do something and CAUSE another person to feel a certain way. **You know** inside that that person does indeed have control of their own internal process and can choose to feel happy, sad, excited or angry. This also presupposes that they have no control over their own emotions and actions, they just helplessly respond. Obviously, this is untrue.

Ex. “You make me mad when you say that.”

“I can’t make buy that right now, I have to look around.”

The challenge for this logic is:

1. How does X cause Y?

2. How does some behavior or X person cause you to choose to Y?

Other Verbal Tactics .

People use words that remove choice.

Watch for words such as: impossible, unable, mustn’t, can’t.

Challenge:

1. Just suppose you can.. .
2. What would happen if you ...(could/did/did not?)

People tend to use words that assume the whole world is in agreement with them.

Watch for words like: never, all, every, everybody, no one, each, and etc.

Challenge

1. Use the same word as a challenge. **Like, ALL?**

Ex: 'No one has sex on the first date anymore?' You reply, 'No one?'

2. Reverse what is said and put it in their own words.

Ex. 'Everyone knows we shouldn't be doing this. You reply, 'What is it that you know you shouldn't do?'

Future Pacing

This technique is to take the subject to a time in the future and **see/hear/feel** himself making a decision right there. **Or**, you can have the subject see clearly a future event that you want to happen.

Commitment

This technique will enable you to make sure that once you secure a commitment or agreement, they won't back out or change their mind in the future.

The Procedure:

1. Get a commitment to something.
2. Create a situation in the future where that commitment might be challenged.
3. As them what will cause them to keep their commitment anyway.

This technique is actually a TIME-RELEASED Suggestion. When the situation arises, the memory of the reason to keep the commitment will magically pop into their mind.

Long Term Relationships

This technique will enable you to have the person feel totally comfortable with the idea of committing to a long term relationship with you.

The Procedure:

1. Get the person in the state of being happy with you. (This technique works great after sex)
2. Have him/her imagine a time in the future when s/he is looking back on this particular event (conversation, sex, dinner, etc.) Choose a specific time: 6 months, 2 years, 10 years, etc.
3. As they look at this event from a future location tell them this was the start of the time in between of happiness, total satisfaction, great sex, and the love affair they had always dreamed of.

Example:

Him:

'This is really great, but I've been hurt before. What if this doesn't last?'

beinggs of

USING THE HANDWRITING ANALYSIS TO CREATE INSTANT ATTRACTION. . .

This process is for those that feel comfortable analyzing a prospect's handwriting. To do this proficiently, you should have read *The Secrets To Making Love Happen* and own a *Graph-Deck Handwriting Trait Cards* to practice. Refer to the trait dictionary for exact definitions of each personality characteristic and a sample of the individual stroke.

You can use this as an ice-breaker for someone you've just met or you can do this on one of the first few dates to "gain more insight" into the person. In either case, you have an unprecedented opportunity to crawl inside his or her brain and leave trails of intimacy. In other words, as you describe someone's personality to a "t", s/he will be in a natural state of fascination and undivided attention. Use this opportunity to deepen the levels of rapport and embed, embed, embed commands. The person you analyzed should walk away not only being impressed because you knew so much from handwriting alone, but completely attached to you because "you understand me like nobody else in the whole world" In addition to that level of rapport, as you describe traits *she likes* in a person, you happen to fulfill all of that criteria. Experiment with the descriptions and word phrases to best suite your own personality.

These pattern work equally well on women or men. Make adjustments to fit the particular gender you are seducing.

Separate patterns for each handwriting trait.

Stinger pattern Needs a challenge

You need a challenge. In fact, if you meet a man that is too weak, desperate or needy, (point away from you) you just get turned off by the thought of that. On the other hand, you seem to become attracted to someone that can speak to you with confidence, decisiveness, and power. This is because a part of you desires the strength of a really strong man, while another part of you resents his power over you. While this internal feeling begins to happen, the child part of you opens just wants to be loved by that strong man, respecting his power. It seems like the stronger the man, the more **valuable** his affection could be.

You **are** patiently waiting for the day when you find the man the is strong enough to meet your internal criteria for strength, but at the same time, he can appreciate the gentleness of your need to be loved. This man will be able to be kind, gentle, and isn't afraid to be really nice to you.

Because in the past, you have been attracted to JERKS. You know that these jerks **were** strong **alright**, but part of that perceived **strength** came from their fear of being open, honest, and showing their insecurities. Inside, you know that a man who can't show his feelings and won't open up to you is really VERY WEAK and that's when you decide to **LOOK FOR SOMEONE ELSE. You knew that**, and you yearn for the day when a **STRONG MAN** can also show open up to you. When that happens, it will feel so strong, so right. Like a wave of emotion just flows up through your chest while every cell says "Yes. Yes." [anchor]

When you **FIND** that someone special will look him in the eye and realize that anytime he is nice, he is coming from that internal power you respect and admire. You can end this game of chase and finally be totally satisfied with that **strong man RIGHT HERE**. The one you really desire.

Don't you agree that you could just go inside and say "Wow! I've got to have him." That is what your need for a challenge is all about, don't you feel that way, now?

(The **reason this** works is it a perfect match for their own internal experiences, because they want strength but also want emotional openness. It matches their fantasy at the deepest level therefore putting them into an incredible pleasurable state.)

Big internal sex drive uattern

AB writer with huge lower loops.

Meaning: Emotionally unexpressive and huge sexual imagination.

You say, "According to your handwriting you have a vivid imagination about what you want sexually. In fact, because you don't always express your feelings, there are many times when you GO INSIDE and fantasize in a very erotic fashion. I bet very few men really understand how to really satisfy you in the.. you know.. **that way**. Your sex drives are very strong. Inside, you keep dreaming of meeting a man that can just walk into your life and **crawl** inside your mind and go with you to that erotic place that only you used to only go alone. Finally, you could have those unspeakable sexual desires, totally ratified."

Now, if you **ask yourself if** I'm right. You don't have to answer out loud, because a part of you likes to keep some secrets. It might show up on your face the next time you think **of me**. I think you realize I under&r&you. "

What is so interesting about your sex drives is that you GO INSIDE and **Visualize** wild.. . passionate . . .sex.. . **that only you** (pause) know how good it really can be. You dream about finding someone that really understands you so that person can **come inside you** to experience the kind of ecstasy and sexual satisfaction that you privately fantasize about. Doesn't that describe your thoughts about sex? Wouldn't it be nice to **finally** have met someone that understands you on that kind of level? (Point to yourself)

(She may need a cigarette if you did it convincingly. Panty check)

Stubborn Pattern

When you make up your mind, you don't want to be confused with the facts. Even though when logic suggests you are mistaken, you may find it difficult to change your mind. In other words, can be stubborn. I'm not sure stubbornness is always a negative trait like some would suggest. There has probably been times when you met someone you **really** liked, instantly, maybe in a romantic way. And sometime in the future, someone criticizes that person, and you stood up for them.. because you had made up your mind who you choose to become intimate with, and you **will** stand by that decision no matter what others say. In that case, I believe your conviction can be very appealing. Don't you find that to be true?

Dual Personality Pattern

You sometimes have difficulty making a decision. Some people say you have two people inside of you urging you to choose one way or the other. One side of you is very logical and tries very hard for you to listen to logic. **On the** other hand, you often prefer to go with your gut feelings and really enjoy yourself. It's like when you meet someone you feel instantly attracted to. One part of your brain (point to your right **palm**) says "No, it's too soon, you just met, it's dangerous, yak, **yak,yak**." And the other part of your brain, the seductive side, the side you really prefer to listen to says in your most convincing voice "He's really cute, you can't afford to miss out on this one, you should go for it, NOW. When I look at him/her (pull your left hand in front of your own face) I just melt, Go for it. " When that happens you have the two voices but one just seems more like it really knows what you want. (hold up left palm and hide right hand behind your back.)

sensitive to Criticism pattern

(Use **this** pattern when you notice a large loop in the lower case d.)

“You are very sensitive to what people think about you. In fact, it could be one of your best and worst characteristics?”

What do you mean?

“Sometime is someone is too sensitive (point to your right palm), they can be defensive when they get criticized. If the loop (point to loop) get too large, that person can even be IN DENIAL of their own insecurities. You see, when someone criticizes that person, it is like taking a knife and stabbing (stab at them) it into their hear and twisting it with each cruel comment. Can you FEEL that pain as if someone criticizes how you looked, dressed, or acted? Some people (point with your right hand) can be so cruel to people if they don't understand their sensitivity.’

“On the other hand, (use your left hand) your sensitive nature can CREATE AN OPENING for **comPASSION**, understanding, and **TRUE INTIMACY** almost IMMEDIATELY. I really value someone that cares what I think. When we are in a **relationship**, it is important to GET APPROVAL from the other person. Wouldn't it be nice to finally HAVE SOMEONE, RIGHT IN FRONT TO YOU, that can totally approve, and love, and respect you for who you really are. ISN'T THAT A GREAT FEELING? When someone truly cares, it can simply FEEL like WARM BATH washing all over your body and the energy just PULSATES through your chest and that FEELING OF happiness just radiates! CAN YOU SENSE THAT CLOSENESS; NOW? That is one part of your personality that I really admire.”

Lighting Fast mind pattern

‘**You think** lighting fast and size up people instantly. In fact, you really hate (point with left hand) slow minded, ignorant, stupid people. THEY just slow you down and get in your way. What you really enjoy is TO MEET SOMEONE THAT thinks like you do. Someone, that is sharp, intelligent, and maybe a bit impatient, like yourself. Perhaps in YOUR MIND, you can be judgmental, but you always like someone that can APPRECIATE YOUR intelligence and KEEP UP. I know exactly how you feel, I hate people driving slow in the fast lane. Don't you?’

Block winter's pattern

You have a tendency to block people out. With some people (point away) you put up barriers and walls to keep them out. But it's funny, sometimes you meet someone different (point to yourself) and the more you TRY to hide you true self, the MORE you are compelled to OPEN UP. It just seems **NATURAL FOR** you to PULL DOWN THE WALLS, and let that person INSIDE. Because INSIDE, you know you can truly experience that **SPECIAL** level of intimacy, passion, and LOVE when you **DECIDE to LET THAT PERSON INSIDE.** (point to yourself)

Sexual frustration.

According to your handwriting, you are experiencing some **SEXUAL Frustration.** Something isn't complete. Let me ask you, when you **THINK ABOUT SEX**, do you imagine being **TOTALLY SATISFIED EVERY TIME.** Can you picture that special lover that knows exactly what to say, where to touch, and feels the level of passion YOU FEEL? Something tells me that **YOU WISH YOU COULD BE WITH THAT TYPE OF PERSON, Right Now!** Isn't it amazing how much I can truly understand you just by your handwriting, **IMAGINE** how much closer we could grow over time., Can you feel that closeness beginning to grow.

META-PROGRAMS

Metaprograms are the **keys** to the way a person processes information. They consist of internal patterns that determine how he forms his internal representations and directs his behavior. They are the internal programs (sorts) we use to decide what to pay attention to. We distort, ignore, generalize, and delete information because the conscious mind can only pay attention to so many pieces of information at any given time. Metaprograms gives us powerful clues to how we process information.

All metaprograms are context and stress related. If you have 10-15 years experience doing something, you will most likely work **from** an internal frame of reference on that subject. However, if it is your first time doing something, you may not have such a strong internal frame of reference about what is right and wrong in that context.

Motivational Strategies - Pain vs. Pleasure

Move toward pleasure "You should love me because.. I'm kind, gentle, and good in bed."

Move away from pain "You will miss out on one of the most amazing and interesting men you ever could have dated if you don't give me your phone number right now!" - Brett Baggett

(Example: Lighter & Hand)

Applies to ALL DECISIONS. For example say you are considering attending my 2-Day Seminar so you can use these techniques.

If you respond by moving toward pleasure I would say "Imagine the confident feelings you will have when you leave my seminar after investing two days of your time to be able to walk up to any stranger and develop instant rapport, turn "just friends" into lovers, and use language to create states of wanton lust with anyone you choose!"

On the other hand, if you **are** motivated by avoiding pain "STOP.. . and listen to how you would be persuaded to buy."

"If you consider all the time and money you have wasted over the years with dead end relationships, bad dates, and people walking all over you, doesn't it just seem natural to END THAT PAIN and do something about it? Deciding now to register and learn my techniques for persuasion can guarantee that you never have to experience that negative, painful, embarrassing DATING HELL ever again!"

Which approach **best motivates** you to attend the seminar?

If you learn how someone is motivated, you will always know how to get them to take action.

Frame of Reference

Internal Frame of Reference.

(Cross correlation: short, retraced loop **d**: independent thinker)

"Only you know, inside, how fast you and I can begin to feel totally connected."

External Frame of Reference.

(Cross correlation: large loop **d** stem: sensitive to criticism)

“Most of my past girl/boyfriends have said that one of my best qualities is how comfortable they instantly feel and how rapidly they begin to feel that chemistry.. **that** attraction. I’m not sure what it is about me or if that same feeling could be happening right now. That’s just how other’s saw me. What do you think?”

Sorting by Self or Sorting by others.

This correlates nicely with an **FA/AB** slanted writer. Those people tend to sort by self. However, the **DE/E+** is not always others sorters, they just are very receptive to other’s emotional stimuli. This **metaprogram** is difficult to define and utilize beyond the typical **self-centered** or not self-centered labels.

Matchers & Mismatchers

Use the relationship sort between three objects. Use coin or square question.

“**Describe** the relationship between the three **figures**.”

Matchers = similarity

Mismatchers = differences (**These** people are a pain in the ass if taken to an extreme!)

Convincer Metaprogram

What does it take to convince somebody that something is true. This is very useful to persuade someone that you are indeed being honest, in love, or being loyal. Example. What does it take to convince someone that you are in love with him? (How often must you show, touch, say, or express?)

1. Figure out what consistently convinces someone. **First**, find out what sensory building blocks he needs to become convinced.

“How do you know when someone else is good at a job? Do you have to.. .”

- a. **see** them or watch them do it
- b. hear about how good they are.
- c. do it with them
- d. read **about** their **abilities**.

2. Discover how often he must receive this stimuli in before becoming convinced?

“How often does someone have to demonstrate he’s good before you are convinced?”

- a. immediately
- b. a number of times
- c. over a period of time
- d. consistently

Possibility vs. Necessity

Very similar to toward and away from strategy. Just use the key words to motivate. “**It** is absolutely **necessary** that you stop smoking or you will die!”

Eliciting Criteria

Criteria is what a person uses to decide if something is good or bad. It is **what drives** a person to take action or avoid it. The more closely you or your product matches the person's criteria, the more impact you will have. For influence purposes, the more you refer to their criteria and link in to your product, service, proposal, the more powerful your impact will be.

To Elicit Criteria, Ask This Question:

- What's important about _____ to you?

1. What's important about relationships to you?
2. What's. important about a boyfriend to you?
- 3.** What's important about money to you?
4. What's important about learning these influence skills?

Don't stop with one question. You ask it repeatedly to get a hierarchy of information to completely match all there needs for making a comfortable decision. You may what else is important to you about _____? Once you get at least two answers, ask which of the two is most essential in _____. I say, "Of (answer #1) and (answer #2), which one is absolutely necessary in _____."

Fill in the blanks with your criteria learning this seminar information.

- _____
2. _____
3. _____
4. _____

Most important (1) to least important (4).

The Function of Criteria

AU criteria serves to move toward something or away form something. In Metaprograms, this is often referred to as moving toward pleasure or away from pain. Each answer will give you clues to which direction they are moving. You can also, come out and ask what it will do for them.

Toward

People that are motivated toward a goal use words like: attain, achieve, goals, include, accomplish, solutions, opportunities, more, etc.

Away From

People that are motivated away from pain use words like: avoid, end, get away, evade, exclude, stop, etc.

The question you will ask to determine move toward/away metaprogram is.. .

“What will having (name their criteria) do for you?”

Move Toward Answers:

Q. What will having more money do for you?

A. It will enable me to buy what I want?

Q. What will falling in love do for you?

A. It makes me feel important and gushy all over.

Q. What will mastering these skills do for you?

A. It will enable me to attract the lover of my dreams.

Q. What will a relationship do for you.

A. I want to feel gain a sense of unconditional love.

Move Away From Answers:

Q. What will having more money do for you?

A. It will keep the credit bureau from harassing me.

Q. What will falling in love do for you?

A. It will keep me from being alone.

Q. What will mastering these skills do for you?

A. Mastering these skills will enable me to stop feeling helpless around the opposite sex.

Q. What will a relationship do for you.

A. I want to stop being lonely.

Exercise: Elicit someone's criteria for a successful relationship.

Explain the criteria below.

Direction

- | | |
|----|--------------------------|
| 1. | Toward/ Away From |
| 2. | Toward/ Away From |
| 3. | Toward/ Away From. |

What is your own criteria for relationships?

Write a persuasive phrase to convince your partner that dating you will satisfy their criteria in a relationship?

SUBMODALITIES

Submodalities are the aspects of the internal representational systems that support any process. In order to fully understand, and manipulate, someone's behavior, you must first realize HOW that person is doing it on **the** inside of his or her head. Imagine everyone's brain as one big 3D Hologram. In that hologram people make decisions, have feelings, think, create, fantasize, etc.. Your mission is to extract the exact PROCESS that someone goes through to create the outcome they are getting. In order to get that information, you must ask questions.

One of the most valuable aspects is the LOCATION of any internal experience. Up, down, behind, in my stomach, from my toe, in front of my face, etc.

Other submodalities.

The important questions to *elicit submodality* locations are:

1. Have you ever X?
2. How do you know you have X'd?
3. Is it a feeling, sound, or picture?
4. If you could just point to where that (feeling, picture, or sound) comes from (is)?

Option #1: Movine Pictures

5. Have you experienced Y. (This might be some unpleasant or forgotten memory.)
6. Elicit its location using the above steps.
7. Move their internal representations around to match your outcomes.
ex. Put you image where they feel in love,
put current lover's image in the place they store stuff they forgot about.

Option #2: The Story Metaphor

8. You tell a story about how someone else experienced X.
9. Describe the PROCESS of experiencing X, (use embedded commands, here.)
Here, you could say how they moved the pictures.
10. Shift the submodalities. (Be gentle, if you move someone's internal pictures without consent you will notice a abrupt negative state change (anger.)

Anchoring

1. Have your ever experienced X?
2. **Go** inside and see what you saw, hear what you heard, feel how it felt, and when those feelings of X reach their peak, simply wiggle your fnger for me. (Choose any signal.)
3. Anchor that peak state as signal goes. (words with specific tonality or touch.)
4. Think of something neutral like my shirt

5. Fire off anchor unexpectedly. Watch for response neurologically. (smile, eyes, posture, etc.)

6. Repeat process until anchor works.

Sample Seduction:

Have you ever fallen madly in love? As you remember that time when you fell madly in love, and you see a picture of it, if you were to where you see that picture NOW, where might you be pointing?

As you just keep thinking about that, space as I talk to you, simply **allow** my words to come **from** that space, imagine that you would really start to feel absolutely **fantastic**. (Fire anchor)

In fact, you may notice somewhere inside you want to create an opening for my words. So if I were to say to you, "Watch what happens as you put a picture of you and me together in a very special **way**, right there in that space," notice how special that feels. (Fire anchor).

If you could just think about what really turns you on (point to that place), it can allow you to **COME** (fire anchor) to the same conclusion over and over again (**fire** anchor) that what you really want is to create an opening for **DESIRE** (fire anchor), create a place for **ecstasy** (fire anchor), and focus on the energy that swells up inside you, don't you feel that way now? (Fire anchor. Enjoy the ride.)

Elicit The Love Strategy

Can you remember a time when you felt totally loved? A specific time?
As you go back to that time and experience it NOW....

(Get the person into state.)

In order for you to feel these deep feelings to love, is it absolutely necessary for your partner to show you he/she loves you by.. .

taking you places?
buying you things?
looking at you in a certain way?. ..

OR.. .if more auditory.. .

In order for you to feel this deep feelings of love,
is it absolutely necessary for your partner to . . .
tell you s/he loves you in a certain way?

OR.. .if more kinesthetic.. .

touch you in a certain way?

Judge the answers by the congruency in physiology.

Now, elicit the submodality? How specifically? Let's pretend it was your job to teach-me to have the same feelings you do, exactly what do you do inside your brain to create that state?
(Refer to Submodalities)

FALL IN LOVE WITH ME NOW PATTERN

Have you ever felt **that** intense feeling of being in love?

When you think about that person that could be responsible for you having that feeling again instantly, you begin to realize in that special way that only you know how **that...hhmmm . . .** that is the one. As you think about that special meeting and making that decision, you will find yourself yearning to have that feeling again. Over and Over and Over. That's right.. Right there in your _____ (stomach, chest, heart, etc.). Each time you think of his/her face, that **feeling** just overtakes your body and you begin to melt. That's when you know you are starting to fall in love. Isn't that a great **feeling?**"

I'm wondering if it really possible to have those feelings again at the snap of the fingers?
(snap)

SHYNESS AND DATING COMFORT:

It is an excitement at getting to know each other. It is sometimes curiosity mixed with fear of rejection. Have you ever been shy or afraid to approach someone? If yes, this mental exercise will solve that problem? To make it work very quickly, choose the first event, that when disconnected will cause the problem to disappear. When you have that event clearly inside your mind, ask **yourself** how do you create these feelings inside?

What do you feel? _____
Where is that feeling located? _____

What do you say to yourself? _____
Where is that voice coming from? _____

What do you see inside your mind? _____
Point to that picture, write down the location. _____

You must be AT EASE, before you can makesomeone else feel AT EASE.

Exercise:

Swish pattern for shyness.

Choose a time when you experienced the inhibiting emotions and didn't approach or take action. Note the submodalities. Voice, color, size, sounds, feelings, etc. Notice the sequence that they appear.

Clear your mind.

Choose a time when you performed the desired behavior perfectly. Perhaps in a different context. IE: You walked over to talk to someone at the grocery store. Behavior is the same, context is different.

Note the submodalities. Note the location.

On the count of three, **take** the 1st event and send it so far out in the distance it is just a small hole of light. Then, suck it back into the 2nd event's picture location/ frame covering up and taking over the entire submodalities of the 2nd event. (Size, location, border, color, etc.) As the picture locks into place, hear that strong powerful voice inside your head say "go for it."

THE SUPER SECRET SEDUCTION PATTERNS

The Instant. Seduction

1. Get their attention using humor and make an introduction
2. Create a sense of incredible connection, comfort, and rapport
3. Anchor them to intense pleasure states in their body.
4. Use submodalities, embedded commands; magic phrases, quotes and other “technical” persuasion techniques to heighten the state of sexual chemistry.

Example using the Instant Magnetic Attraction Phrase

“Have you ever felt an Instant Magnetic Attraction with someone? (point to yourself.)

Maybe as you were looking at them and you started to LISTEN INTENTLY as you found every word fascinating.

Sometimes this JUST NATURALLY HAPPENS, it seems as if there is just a chord of light (gesture from your solar plexes to his/hers) connecting you with that special person.

And as that beam of light begins to GLOW and PULSATE with the strength of that connection, it just seems NATURAL that they are BEING PULLED CLOSER AND more intimate as time passes.

As time goes by, maybe you were even able to IMAGINE CLEARLY a time in the future (gesture a direction) say six months from now, STILL FEELING THAT SENSE OF INCREDIBLE CONNECTION, and look back on today (point back to you) as having been the start of it? ”

Pause for response as you nod your head yes.

“Isn’t it funny how some people can JUST LET THAT HAPPEN and LET IT HAPPEN very quickly as that feeling of TRUST and EXCITEMENT just sinks in?

As I think about all the good reasons it could HAPPEN SO QUICKLY, I START TO **REALIZE** those value and qualities in them that you hold so dear for yourself.. **.pause...WITH ME** that’s when you MAKE THAT CONNECTION and FEEL THAT GROWING BOND

For me, it sometimes takes more time, but during a ROMANTIC EVENING between just the two of us, those same feelings can just-MAGICALLY APPEAR and FEEL LIKE TWO MAGNETS PULLING US CLOSER TOGETHER, Until SUDDENLY it just seems obvious WEWEREMEANTTOBETOGETHER

Can you feel THAT (reach out and touch) is an incredible experience to have?

Isn't The Mind Interesting Combo Super Deluxe Pattern

In this pattern you use all the techniques you have learned and actual share some of this information with the person you about to seduce. You talk about how the mind holds memories and the body holds emotions. In order to help him/her fully understand, you demonstrate using real memories and setting real anchors. Get it? Then, after you have set the anchors and elicited the submodalities that you need, you put them all together and **Wallah!..you** have a love slave!

The Procedure:

1. Introduce the concept of how interesting the mind is and you've been studying some interesting things that s/he might find fascinating.
2. Use the Instantaneous connection pattern to create a certain **level of** comfort
3. Find the submodality location for someone she doesn't like. Point to that location.
4. Find the submodality location for someone she does like. Point to that location.
5. For fun, have him TRY and move a picture of someone that he doesn't like into the location of someone he does like. He will discover the picture won't move.
6. Find the submodality location for falling in love. Point to the location in space.
7. Explain the concept of association and disassociating. Use the Roller Coaster example.
8. Associate into a memory of greatpassion and intense physical pleasure.
9. Anchor at the peak.
10. Repeat the process
11. Re-associate into the pleasure state firing the anchor and noticing how your voice comes directly from the space s/he just pointed that represent falling in love.
12. Use language patterns and quotes to have herexperience intense states as a picture of the two of you mysteriously appears in that location as the anchors are fired.
13. Turn out the lights.

TIME LINE

Creating Your Future Lover

Elicit your time line

Think of some particular event that happened in the past

Did you go to high school?
How do you know?
(Is it a feeling, sound, or picture.)

If you could, just point to that now.

Will you go to work next week?
How do you know?
(Is it a feeling, sound, or picture.)

If you could, just point to that now.

Now, if you connect those two 'points in space, that is your time line.

Are you IN-TIME or THROUGH-TIME?

Time line induction exercise:

Float above your time line.
Choose a particular event
Float down to it.
Choose your outcome.
Put the new picture into the slide.
Lock it into place.
Notice your feelings now.

CREATIVITY PATTERN

A Pattern to Seduce Female Poets or Writers

Have you ever EXPERIENCED AN INTENSE PASSION for a special creative process you find yourself in the midst of? With me and my writing, I IMAGINE THE BIGGEST PLEASURE OF ALL is how I BECOME ABLE TO FEEL THAT WAY instantaneously over and over again just BEING ALONE WITH ME AND MY LAPTOP, RIGHT DOWN THERE JUST POUNDING AWAY at the keyboard.

It's like you're sitting there face to face with whatever it is you have to **do it**, and deep down you really **want to do it. so you take** a deep breath and allow yourself to **relax completely as you SHED YOUR INHIBITIONS** AND start to feel just PURR-FECT as you FEEL THIS VIBRANT. FORCE COMING FROM DEEP IN YOUR GUT and EXPERIENCE IT **SPREADING** to every cell of your being as you NOTICE YOUR HEART BEAT FASTER AND FASTER and how you GASP FOR EACH BREATH as you find yourself able to EXPERIENCE THE SHEER **EXCITEMENT** OF THOSE CREATIVE MCES PULSING THROUGHOUT YOUR ENTIRE BODY.

And as THAT SENSATION BUILDS AND BUILDS; you begin to FEEL ABSOLUTELY COMPELLED TO JUST DO THIS THING RIGHT NOW, and that's when the genuinely amazing stuff starts to flow out of you.

It's as **if YOUR ENVIRONMENT DISAPPEARS** and you FOCUS COMPLETELY on what's **right in front of you.** And you notice that it's like THIS THING is this bulls-eye target of your attention, and IT BECOMES YOUR ENTIRE WORLD.

For instance, if you were to FIND YOURSELF CONCENTRATING **on one** particular character+ you cannot IMAGINE HOW AMAZING IT IS TO FEEL THIS INTENSE FASCINATION as it BUILDS AND BUILDS to the point that you GIVE YOURSELF OVER TO **THE MOMENT** and BECOME COMPLETELY ABSORBED in that **special** world of the creative process you're **EXPERIENCING RIGHT NOW.**

It's like you **GO INSIDE YOUR MIND WITH ME** right now and start to **FEEL** A POWERFUL CONNECTION with this special, memorable character you're dealing with. It's **almost** as if **you** CREATE AN OPENING for that character and you NOTICE HOW YOUR **INNER VOICE** BEGINS TO SAY THAT **CHARACTER'S WORDS.** You LET HIM PENETRATE your consciousness and SPREAD throughout ever cell of your being.

You find yourself able to FEEL THE **EXTRAORDINARY** SENSATIONS of BEING WITH THIS CHARACTER in a special way. You **allow** yourself to OPEN **THE SECRET PARTS OF YOURSELF** and you LET THAT CHARACTER COME INSIDE YOU
(Remember to anchor.)

And that's when you **GET REALLY EXCITED** and BECOME PASSIONATELY CONSUMED by THAT SPECIAL WORLD YOU'RE EXPERIENCING so richly **right now** in that moment as you FEEL THAT EXQUISITE PLEASURE.

-Rob Meadows

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ASSIGNMENTS FOR SAT. LUNCH, SAT NIGHT, AND LUNCH ON SUN.

Lunch Saturday:

Assignment:

Use these language patterns during the lunch break. Get a specific result and be prepared with a story after lunch.

Saturday Night:

Assignment:

Talk to four strangers and elicit their strategy and criteria for the following: (Have at least two different answers for the each question.)

What to order in a restaurant or bar?

What make them feel sexy?

What makes them attracted to someone?

What makes them decide to sleep with someone?

Lunch Sunday:

Assignment:

Use embedded commands to influence someone's behavior. (Waitress, valet parking attendant, manager, etc.)

Final Exercise: Take 15 minutes each to seduce someone in the room.

Use everything you have learned so far. Elicit criteria, strategy, submodalities. The partner should cooperate but be honest.

Choose a third person to witness and comment on what you do extremely well and make suggestions to improve your overall effectiveness.

New Advanced NLP Techniques Unlock the Mystery of Nature's Own Formula for Sexual Chemistry.

Imagine...

... Creating that state of incredible connection
INSTANTLY...with whomever you choose
 ...and creating incredible relationships, too!

The whole concept of "chemistry" has been very, very, very misrepresented by all those "experts." Maybe they were sincere, but for sure they were misguided. You see, there's actually a simple, predictable, and specific method that you can master in a very short time. This secret system combines the powerful technologies of N.L.P., Time-line, handwriting analysis, and Bart's own unique special methods.

Can you imagine how good you would feel to be able to walk up to anyone you find attractive and instantly create that deep sense of connection, rapport, sexual excitement? If in the past, you have left "chemistry" to chance, you are in for a big surprise. Read On.

Sexual chemistry can be created at your beck and call. In fact, you can also create states of lust, commitment, intimacy, and even love. Bart has discovered the most amazing new developments in the field of human development, psychology, and persuasion that can release your power to finally have the kind of relationship you have always wanted. And now, you can learn it all in a two day workshop from your car or home on cassettes tapes.

Have you ever wondered, "Why do some people feel an uncontrollable magnetic attraction to someone, and others have no spark?" The answer is the internal mental process. Now, you can control this process.

After years of studying the master persuaders, linguists, lovers, and therapists, Bart discovered the secrets to falling in love AND he can teach you the specific method for making others fall in love with you, (or just lust, whichever fits your agenda.) Much

of the technology is based on Neuro-Linguistic Programming™ and the concept of Time-Line. Even if you have a background in either one of these fantastic methodologies for change, you've never seen or heard the specific outcomes that you can achieve using this specific system. It is truly a breakthrough is human behavior.

Now you can attend Bart's \$295 2-Day Creating Chemistry seminar without ever

leaving your home... for less! Imagine spending two days with Bart Baggett unlocking the secrets to creating states of lust, passion, love, and absolute connection.

Home Study Course Finally Available

As you complete The Secrets To Creating Chemistry Home Study Course, you'll understand clearly—maybe for the first time in your life—how some people consistently create charisma, love, and passion in their lives. What's more... you will have the actual skills to do it.

You Learn Specific Skills

Sophisticated communication skills that create intense states of pleasure whenever you use them. In addition you will learn specific tools to control your present attitude, other's reaction to you, and even program your future. You will be able identify, explain, and use the following specific skills:

- Create an instant state of attraction within the first 1 minute of meeting.
- Identify someone's motivational strategy.
- The best opening sentences so that people to find you totally fascinating.
- Elicit someone's highest values in life.
- Make your prospective lover FORGET about his/her current one.
- Lead your lover into a long lasting commitment.
- Discover how to lead your lover into the ultimate orgasm.
- Learn specific ways to seduce a person based on the individual's handwriting traits.

Here's Why Participants Recommend Bart Baggett's Creating Chemistry Seminar...

"I was worried that this would be just another positive thinking-pump-em-up give them nothing real course. I'm very pleased to say that it was instead very REAL and chock-full of effective and usable means to build confidence and achieve interpersonal goals."

—William Stanley,
 Sacramento, CA

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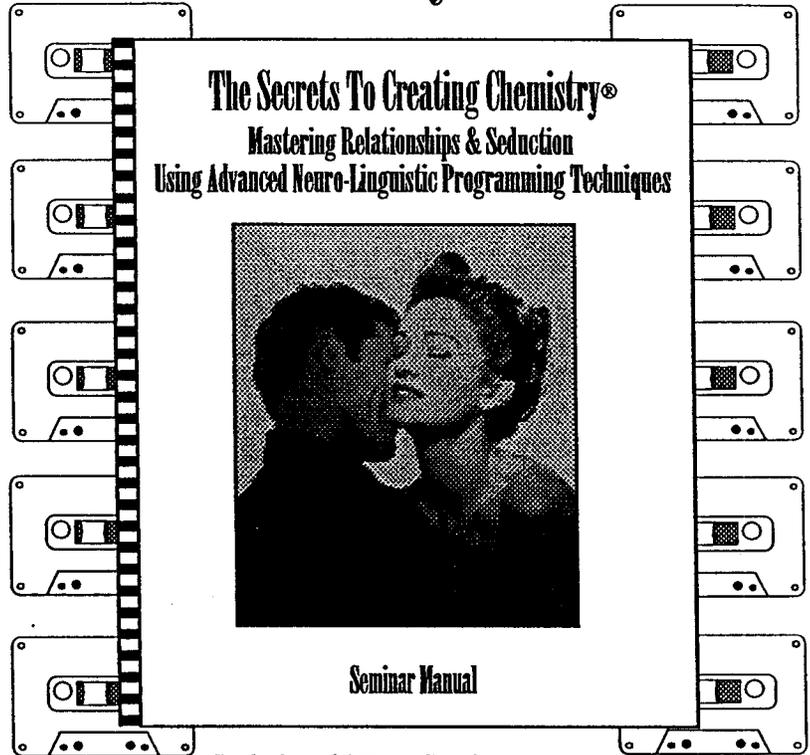
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