



**CARLOS XUMA.COM  
PRESENTS**

*Get a*  
**Girlfriend**  
**FAST**

**GET A FUN SEXY GIRLFRIEND  
IN YOUR BED - AND IN YOUR LIFE  
-IN 30 DAYS OR LESS**

# Get A Girlfriend

## Fast Track Coaching Kit

### Month 2 Cheat Sheet

Hey, it's Carlos. Welcome to Fast Track Coaching.

This is coaching number two, session two, of course, and what we are going to talk about today is some of the more – what I like to call the – esoteric and arcane secrets of attracting women.

This is more of what you need to augment what you've already learned in the Get a Girlfriend Fast Program. We are going to talk a little bit about self-value and creating desire as well as going into some tips about qualification.

I'm actually going to cover a lot of materials, so I really want you to get the most out of this to make sure you have some sort of text document open or you have a journal or your journal if you are actually writing in a physical journal, which I highly recommend.

If you don't know why, review that part of the program, but I do want you to take notes. This is important stuff. I want to get the best that you can get out of this material, so take notes and pay attention. This is good stuff.

Self-value and creating desire is really about how you can basically be the most valuable guy. In other words, we know that people are

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attracted to value. We know they want value, and that value creates desire. When you see something that's valuable, you want it.

I played this game. It's called *Sleeping Dogs*. It's an open world game on the PlayStation. Yeah, I'm kind of a game geek. But the coolest part of it, you got all these cool cars in these games.

And it's so stupid, it's not even a real car. It's just a car in the game, but I want to get like the high end sports car models. The ones that are like Lamborghinis, I always want that model and so someday I'm going to have to own a Lamborghini, I can just tell.

But that kind of desire is created by the value that that car gives off even in a stupid computer game. Well, it's not a stupid game. It's a lot of fun. But I can get that sense of desire from that game merrily by play it, and I have that desire for that value.

So you can imagine what happens when you can present that value adequately to women. Qualification is a very overlooked area of attracting women. You have to have some attraction and interest from women first before you do this, but qualification is one of those steps to creating that value that creates the desire.

Qualification is the process, of course, by which you make her jump through hoops to get you. When you qualify a woman, you're telling her, "Look, I'm not sure if you're going to be the kind of woman that I can hang with so I need to find out a few things from you."

In other words, you're checking her out. It's like a job interview. It's basically saying who has the power and control in this interaction. Qualification can happen in any interaction. I qualify my employers.

When I was actually interviewing, I would qualify my employers and they would in turn it's kind of you could feel the power dynamic shifting a little bit, and I always got job offers from them because they sense that it

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wasn't just them interviewing me, it was me interviewing them. I always interviewed my boss.

If you can follow the line of logic there, you can see what I mean, especially if you have a crappy boss in your life. I don't work for jerks. Sorry, I never have and never will, and now that I've been on my own for quite a few years, well, I don't think I'm a jerk.

So let's go into the next section here. Let's talk about the investment principle. Women's interest is like money. Women's interest is like money. She has to pay to play. This is what you have to understand when you're talking to a woman or whenever you're interacting with her, in conversation, you're on a date, whatever it may be.

But let's use a date, actually, there is a very specific case in point. When you are on a date with a woman, you need her interest level, and her interest level in you is the money she's paying to get your attention.

This is what I'm talking about with the qualification. The investment principle is that she has to pay to play with you. She has to somehow put skin in the game. I'm going to give you an example of this. I'll give you an example of low commitment exchange.

This is a little example of a low commitment exchange between you and a woman. So let's say you're talking to her and you say, "So how did you get your hair that shade of blue?" And she looks to you and says, "Oh, I don't know. I just colored it."

You can kind of hear the lack of engagement there. It's almost resistance on a certain level. "I don't know, I just colored it." She's giving you a minimal response. She's trying to avoid kind of interacting with you on a certain level.

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I'm sure you had this happen when you approach a woman and talk to her, she's kind of giving you that standoffish vibe and kind of like, "Prove yourself to me."

Well, when a woman does this and you fall into that trap, you're going to be putting yourself in a situation where you just can't win. You get that resistance and you wonder why you get it. Well, I'm telling you exactly why, it's because she's keeping herself disengaged to avoid investing.

It's not you though. She had 30 guys approach her and she has no reason to think you're any different so that's why she's doing it. She's going to keep herself at arm's length, and keeps you at arm's length, to avoid any kind of investment.

Because the second she starts investing herself in the interaction, she knows, well, look, she doesn't know consciously, but she knows on a certain level that this means that there is a transaction going on.

It's kind of like how you treat somebody who trying to maybe make you fill out a survey in the street or trying to approach you on the street and it's obviously a sales thing like a street vendor who is trying to get your attention, what do you do? You don't give them your attention because that means what. Now, you've got to go through it. It would be painful to break that connection that they are forging right there.

You can sense this dynamic, this kind of struggle if you will when you encounter a street vendor like that. It happened to me when I was in Hong Kong. You didn't want to make eye contact with any of the vendors because once you did, you felt like, "Oh shit, now I got to go to actually talk to them and then I got to politely refuse, and I can't politely refuse."

So when a woman does this disengagement tactic to avoid her investing, you have to persist. You have to be the one to persist to get the kind of investment you need.

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So what do you say once she gives you that line about, “I don’t know. I just colored it. I didn’t dye it.” Well, you can say something like, “No, really, I want to know what it is you do differently because I’ve never seen that kind of shade. It’s different.” Then she’s going to give you more of an interaction.

This is what I call “the push.” It’s done compassionately, but not aggressively, but it’s persistent enough to get through her guard. It’s going to get past her guards. You want to get into her in a certain level that says, “I’m not just doing this because I’m trying to get your approval.”

This is why a lot of the questions that guys use as opinion openers just don’t work. The woman can sense on some level the second she gives you a little bit of resistance, and this is why she does it, by the way, she gives you a little bit of resistance because she wants to see if you’ve really got your skin in the game. Are you really, really committed to what it is you are saying, or is it just another line you’re putting out there?

It’s a test. It’s a test on the truest level of test from women. So to go back on that and to really push her point, let’s say you open up with another opinion opener. I’ll give you another situation where this could happen.

You can start with an opinion opener of the clichéd, the all too often used, “Who lies more, men or women?” Let’s say you use that on women. It would still work now if you really wanted to know because what’s going to happen is, what is going to happen? Well, chances are a woman has probably heard it from some PUA wannabe.

There is a certain common amount of knowledge now that that’s a frequently used opener. Some women won’t care. Most women will recognize it now for what it is, but that’s okay if you really genuinely want to know.

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When I was in Toronto, this is way back when I was appearing at Cliff's List in one of his conventions a while back, I went and actually did some approaches during the night when I was out there because Montreal is such a wonderful city. It's a fantastic city here when you get a chance, and women are just beautiful.

We were talking to women. We were approaching women. I remember distinctly walking up to a woman, and you never know if they are going to be French speaking or not so you have that little thing going on, but I didn't let it bother me. I know I can kind of bullshit my way through.

I used that opener, I used the "So who do you think lies more, men or women?" And she just looks at me and said, "Well, who cares?" I looked at her right back and I just kind of give her a hard stare-down and said, "I care, that's why I asked that. If you don't want to answer, don't be rude. Well, that's fine."

I just kept a nice and calm tone about it. I wasn't trying to be a dick, but then she sensed, "Oh, he really is into that question. He really is behind it. He isn't just trying to pull a line to cover up his own insecurities, to cover up for his own fear of approaching." That's what you've got to do, and that's why commitment is the best thing that you can do. I'm going to come back around to that.

You're going to find that this is the case with many of the women out there that are reluctant to talk to you, typically during the daytime. They are going to put that out there. They are going to try and resist a little bit, and it's not even so much that they are doing it to you at all. What she's doing is she's being cautious and she's being guarded.

She's being cautious and guarded, and if you add to this what I call "disingenuous vibe," and disingenuous vibe meaning "I'm not really behind what I'm saying. I'm just saying it because I want to use it as an

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opener,” if you add this ingenuous vibe, then you have a recipe for failure because you let her push back your already soft frame.

When I say that, I mean that she’s pushing you back on what I call a “soft frame.” A frame is the person who sets the rules of the interaction. If I walk up to a group of women and I’m dressed in a police uniform and I walk up with authority, who’s got the frame there? You bet your ass I do. I’m the cop. I’m the authority figure.

Well, what if I didn’t have that uniform on? What if I didn’t have a gun, the badge and all the rest of it? And if I walk up with the same body language and carry the same tone and air of authority, I could still control and dictate that frame. They are not going to know it immediately from my uniform, but they will sense it from the way I present myself.

So don’t let women push you back into a soft frame that you’re going up there with. If you don’t have a hard frame, which is somebody is going in with a level of commitment behind what it is they are saying, what it is they are feeling, you’re going to run into trouble. You have to act as if you already knew that she was going to resist you, but that there was a secret burning desire that she hadn’t realized yet.

What I mean by this is, if you could look into the future and see that this person, this woman is going to be somebody you’re going to be dating for a while and then you’ve kind of rewind and go back to the present moment and you walk up and talked to her and she gives you a little bit of resistance, what would you do?

Well, of course, a part of you is going to be, “Wait a minute here. Hey, I just saw the future. You and I are going to be together. There is more here. You can’t just resist me. I’m going to persist. I’m going to go forward. I’m going to push.” And that’s what gets you into that interaction.



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Well, you can have that little flash of forward insight with any woman. Any woman could be that woman. If your present commitment to that belief that you're going to be with this girl is what carries you through those first layers of resistance, so you have to act as if you already knew that this girl was going to try and resist you.

But that you know deep inside there is this little secret burning desire she has for you and you have to help her find it, and you know it's there because you see the future. It's a little thought experiment, but it works.

Being guarded yourself is not a way to protect yourself, and this is where I'm getting around to this full circle. If you think that if you're a little bit guarded, if you're a little bit reserved, if you hold back a little bit, if you don't give a commitment level to the approach or whatever it is you use, that you're actually making it easier on yourself, you're wrong.

You will actually just making it more likely that she's going to reject you. Being guarded doesn't work, but instead you have to be fully committed. Full commitment is your protection against rejection, and this is your mantra.

I like this. I call it mantra because it's better than an affirmation. Affirmations kind of suck if you ask me. You've got to have them personalized, customized and something that you can use.

So full commitment is your protection against rejection. Full commitment is your protection against rejection. I want you to repeat that as many times as you have to get into your head that you've got to go – I hate the term, man, but – balls out.

You've got to go balls out and go after what it is you want. You can't hold back, because when you hold back, it's kind of like tentatively dipping your toe on the pool and realizing it's just never going to get you in the pool. You've got to jump in, cannonball as they say. She has to earn you. Reward her for what she says.

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So keep in mind that women do have to invest in you. She's got to earn you. She's got to earn your attention, but don't be a prick and don't play it like that right from the start. You just have to know that on certain levels she needs to do this. Whenever she says something that is worthwhile, you should reward her for whatever it is she says accordingly.

There has to come to a point where there is a doubt about her, and you need to see if she's right for you. This is a frame you're taking on to do the qualification. There has to come at this point where you've got to doubt. You're not exactly sure, "Oh, I don't know." It's the same kind of doubt that she starts out with for you.

The problem is that most guys go into interactions with women with no doubt at all. "I just want to get that, man. I want to get that piece of butt. I want to get that girl right there. I've got no doubts about that, and I'll do anything I can."

They go in basically without a care in the world, but they don't have the one thing she's looking for, a certain amount of discretion and restraint and that doubt that says, "I'm not entirely sure that I'm that into you." When you've got that, it really does work to your benefit and your favor.

Especially with qualification, qualification is a very important, and again, oft misunderstood part of attracting women, and we practically ignore it if you ask me. So you've got to display personal passion. This is what distinguishes you from the other guys out there. It really does set you apart.

Ninety-five percent of the guys out there will never be able to do this correctly and never understand what I'm about to talk about. You, on the other hand, are going to have a distinct advantage. Displaying personal passion really just means you being able to put your personality out there on a certain level.

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It can be something personal to you. It can be expressing something about your personal interest, your hobbies, whatever it is in life that really kicks you into gear and turns you on. It doesn't matter if it's a TV show or computer game or an instrument you play, your work, whatever it is. You've got to engage that.

You've got to really display that personal passion and involvement, because what it does is, again, it separates you from the other guys out there who really are just trying to reserve themselves and trying to avoid any kind of rejection. They are trying to avoid investment themselves. As a result, they sabotage the results and they don't get what they deserve to have.

It prevents flaking. Women will not flake on a guy that they sense is really on his own path that he's pursuing that personal passion. He's going after what it is he wants in life. She just won't do it. It really is an incredible turn on. Again, I've coached so many guys about this where they don't get it, and I have to help them.

One of the best things you can do up front is to identify something that you're passionate about and make sure that you demonstrate that or at least express it to her in the first couple of conversations with her definitely, absolutely. If you're doing even online dating, that passion should be somewhere in your profile. That is what attracts women and really gets them to pay attention.

Now, when I talk about getting warmer as you go, what do I mean by that is that you want to get warmer as you go as method of rewarding her, giving her some sense of accomplishment herself. Getting warmer means that you're approving of her more which means that she's succeeding in some level in terms of qualifying her.

She does have to have that kind of feedback. She's not going to just hang around with a guy that's just there acting like he's king of the world

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and won't give her any kind of approval because remember when women are looking for that.

Let's talk about some final notes here. I want you to be aware of the quitter compulsion. Be aware of the quitter compulsion. What is that quitter compulsion? Well, guys, on the whole, tend to quit this stuff much more than they will stick with it.

We all know that when it comes down to it, most people in life don't accomplish what it is they want because they give up. They give up like inches short of the finish line. They don't even know it. The unfortunate thing about the goals that we set for ourselves, the goals that we want is we don't really ever see how close they are.

It's not like the line on a track that you are running. You know exactly where that goal is and you know exactly how far it is. You see so many specific things about it that it's hard for you not to go after it. You know if I take ten steps, I'm going to be crossing that line.

Well, it comes to a personal goal, you don't see the line. You don't get a visual feedback. You don't get a tactile feedback. You don't get the kind of feedback you want until you get to it, which means you really don't know how close you are, and we are all extremely close. But what happens is we quit just short of the finish line.

Now, there are two reasons why you do this. Number one is, you want success, but not the work. This is only natural. We are born lazy as they say. We are lazy by nature, and that's part of human nature. That's fine.

But you as a responsible mature adult have to get past this. If you want to succeed in life, anywhere, you're going to have to get past this one limiting belief, and first of all, I think 100% of the population carries it, but only maybe 2 to 3% have really get themselves conditioned to be able to go past it and to overcome it.

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Remember, you want that success, but you don't want the work, well, just bully for you, man, tough titty. You've got to put in the work to get the results you want.

The other reason that men typically quit on this stuff is, especially when they are learning this kind of a soft skill with women, is that there are too much pain when their ego and vulnerability gets challenged. Your pain level, your pain threshold is hit really hard when your ego and your vulnerability is being challenged.

I'm telling you stuff that may or may not be very pleasant to hear sometimes, and this is not just, "Okay, here is exactly how you create this Excel spreadsheet so that you can do this and that." It's not a simple skill based thing that we are talking about.

It's something that actually touches on some emotions that are going to trigger for you and make you more likely to shy away because when it comes time to do something about this, you're going to remember the emotions of the experience more than you're going to remember Carlos Xuma's words.

Which is why this particular part of the program is so important. The monthly coaching is what's going to guide you and help you through. You're going to have my words helping you. You're going to have my voice here giving you reassurance that, yes, you can in fact do this. You can get the girlfriend you want. You can accomplish it. It's not that hard.

You want the success, but not necessarily the work, and that's where we are going to get past that and you want to, of course, avoid that pain. So when your ego and your vulnerability is going to be challenged, you're going to be running into some emotional situations.

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You've got to set realistic goals. We are going to make sure these goals are realistic. If you don't set a realistic goal up front, you are not going to be able to make it in the long run.

You've got to develop the habit of banishing failure thinking. Develop the habit of banishing failure thinking. In other words, if you are still engaging in a dialogue where you're thinking about, "Oh man, oh God, I'm a loser. Oh God, I'm not going to make it. I'll never going to get this down. It's never going to work for me. There is something wrong with me. Why don't women like me. Blah, blah, blah, blah, blah."

Really, I got to tell you, that's a lot of BS because you're just listening to that little childish voice inside and you're not challenging it enough. You're not developing that habit of pushing it out of your head.

Now, we will talk about some inner game stuff next month. It's going to really help you with this. I really want to get into some good inner game stuff, but I also want to give you some of the strategies that will make you more successful, that's why we are covering this for this month.

Create enjoyment even in misery. In other words, you have the ability to really enjoy yourself to have a good time, to have a fun time even when you think you're the most miserable.

Most of the things you do in life simply are not painful. Possibly emotionally painful, every so often a little bit, but very rarely are you ever in any true pain or anguish. It just doesn't happen in our lives.

The worst that ever happens to us is we get a little hungry from time to time, or you may even get a little bit of constipation or heartburn. Oh, poor you, come on, there is really not that many hardships we have to endure in this modern world.

To keep that in perspective, you can have the capacity to create enjoyment in any of these situations, which means you need to have fun

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even if you're not necessarily where you need to be with women right now. That's going to carry you through a long way. Just being able to enjoy yourself without having the thing that you're pursuing will help quite a bit.

I'm going to give you a few kino tips before we finish up today. I want to give you some things you need to be working through. Here is a progression of how you want to be working through kino, and kino, of course, is kinesthetics or touch, the art of touching with women.

The first level is light social touching. With light social touching, you have to start right away with some light social touching. It has to be very brief. It has to be very calibrated and should be very light. It shouldn't be like grabbing an arm or anything that's alarming in any way to a woman. It's a general touch on the shoulders.

You passing her qualifies as light social touching, or if you in the middle of talking or telling a story, she starts laughing and you just kind of like put your hand on hers and then take it away right away. That is a good light social touch.

Playful touching is the next level. Playful touching, that's where you are a little bit more interactive. It's kind of like arm wrestling or any of those little physical moments.

Sustained touching is the next level. Of course, this could be anything from hugging to holding hands, whatever that might be, and then the next level is, of course, sexual touching. This includes kissing, caressing, or anything like that.

Just to keep this in perspective again, you've got to understand that more is not better when it comes to touch. More is not better. Now, why do I say that? Because there is a terrible tendency that guys have to figure that wherever they are, if they can just do more of it, it will eventually naturally lead to the next step, and it doesn't work that way.

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I'll give you an example, making out with a girl. You're making out with a chick, and whether it's at home or in a bar, I don't care where it is. Wherever you are with her and you're making out with her, if you're going to carry this thing forward, if you just keep doing the same thing, it will not naturally progress. What you have to do is pull it back. You have to be able to break it off and step back from it.

The key here is to touch her in ways so that she likes it and then take it away and then she'll miss it. Touch her so that she likes it and then take that away so that she then misses it.

But guys all too often they do the opposite of this. What do they do? They touch her when she likes it and then they keep touching her and keep touching her and keep touching her, and she never gets a chance to miss it, and as a result, they overwhelm her with the physical aspect and it pushes her away. It really does. It turns women off faster. Just about anything a guy can do is to be a little too aggressive on the kinesthetic side.

Remember that everything you do should always leave this aching and longing when you withdraw it from her. You can use it as your rule of thumb. Use that as your rule. This could be your guide when you wonder how long, how far, how intense should I be doing something.

Just keep it in mind. If you do it and then you can take it away and there will be a longing or an aching or a desire from her to restart or re-continue it, then you're doing it the right way.

Here is your assignment. You need an assignment. You got to get up your ass. You got to get working towards the goal. If you haven't already, make sure you've gone through the entire program at least once, but you should have gone through it twice.



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That's right, twice. I want you to go through the *Get a Girlfriend Fast Program* more than once because the amount of stuff that you've got in there, I know it's overwhelming at first, but it's all presented in a very logical system that you can follow through and get through.

The assignment you have for yourself this month is in order to keep you on track and moving forward, you've got to understand you need to commit yourself to a path of action.

Now, the funny thing, of course, about action is that it gets you unstuck. It gets you out of your head and it destroys most of the fears that you have about acting in the first place. That's one of the great things about action. If you get yourself into this action imperative, you will move past any of the problems that you naturally have.

So here are the basic troubleshooting steps for text. I'm going to share this with you because I think you might appreciate it. Most guys relate to the whole technical realm pretty well. I used to be a tech. I used to be one of those level 1 or level 2 techs handling PC support issues and things like that a long time ago.

These are the basic troubleshooting steps that they give, the technology guys in these places, that they have to follow through, and just bear with me a second because this maybe relevant to you in a second.

- You should establish the symptoms. What are the symptoms of the problem? Is it not booting? Is the keyboard not working? Whatever it is, figure out what the symptoms of the problem are, then use those to indentify the affected area.
- From there you establish what has changed. What is it that has changed since before? Does she maybe likes start up a computer and this time she has diskette in? This is the old time stuff I used to encounter so pardon me if it doesn't exactly work for you.

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- But no, maybe she's trying to update her system and she changed her login and now she can't log in, you establish whatever it is that has changed.
- Then you select the most probable cause based on the information you've got.
- You implement a solution.
- Then you test the result.
- Once you've tested it, you recognize the potential effects of that solution making sure that there aren't little side effects you're creating.
- The you document it and you're done.

Those are the eight very hardcore little technical steps you take when you resolve the technical issue. Now, I know you geeks love that. Don't tell me you didn't. That's a nice perfect little system to fix any technical problem. Any technical problem you want to fix, that's the way you can do it.

But what about for dating and women, well, it's actually a strikingly similar. Number one step is list the symptoms. What happens or doesn't happen? What is the problem you're experiencing? What are you not getting? What are you getting that you don't want?

Once you've identified that, number two is to isolate your weakest link. In other words, find your source of strongest emotions. Is it your inner game? Is it your outer game? Where do you feel the weakest?

Maybe when you're feeling it right now when you try to talk to women. You go to a bar or you go to a single's events or whatever you might go

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to, but you're finding it is difficult for you to walk up and strike the conversation because something is kind of disengaging you.

You're getting disconnected. You're not feeling it. You're not feeling comfortable. Well, it could be an inner game issue, and if you find that, it's usually the source of, if you can identify it, of course, it's the strongest emotion that's hitting you and stopping you from taking action. That's typically what it is.

Now, number three would be to identify the cause. So what do you do there? What is it you're doing? I'll give you a hint, your first suspicion is probably the trouble spot. If you're not getting the results you want, whatever it is you think or suspect as the problem, it's probably the trouble spot on a superficial level.

Once you've identified the cause, your next step is to implement a solution. What step is most likely to fix this? Well, of course, listening and reviewing the *Get a Girlfriend Fast Program* is a big step, but you want to get the most bang for the buck. What step can you take that will have the most effect on the problem and take care of it, that will give you the most bang.

Then you have a documentation process too that's called journaling. It actually is very similar in a lot of ways. Using a journal to document the things that you've tried like trying a new story, trying new techniques with women, trying new ways of qualifying them, seeing what works and what doesn't work.

It is a lot of trial and error. Don't let it dishearten you. The best thing about trial and error is, you're learning something on a level that most guys can never even come close to.

Guys that read e-books and guys who listen to programs and do nothing else never really get past the problems and the sticking points, even if they are identified in that program, and I do a really good job with that.

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What I've noticed is that the only guys that really get past it are the guys that no how to do this kind of trouble shooting on their own game. They know how to go through these five steps effectively, and they know exactly how to cover them.

They know exactly how to go through them, and they journal them, and then they keep track of them. Because they've gone through the emotional experience, so they are not going to make it again. If you get methodical, there is no problem in life you cannot overcome.

Let me repeat that again. If you get methodical, there is no problem in life that you cannot overcome. Take it from me, and what I want you to do is to remove emotion and insert relentless forward action instead. Remove emotion and insert relentless forward action instead. This is another one of your mantras.

Yes, I want you to repeat that 20 times before you go to bed tonight. Remove emotion, insert relentless forward action. This is how I've gotten past most of my hurdles in life. I've taken the emotion out of the situation.

As much as I possibly can, I've got to take the emotion out of it, whatever it might be, because typically the emotions are what are disabling me from moving forward, and instead I put relentless forward action in its place, and it gets me past the fears. It gets me past the emotions and it gets me to the success that I want.

Because typically this is a situation where emotions will not help you unless they motivate you forward, especially the negative emotions. Emotions will not help you most of the time when you're trying to improve your game with women. Let me tell you that right up front.

If you're experiencing certain emotions, chances are they are negative and chances are they are not helping you move forward, and it's

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typically the stumbling block for most every guy I've coached out there. I've had to teach them how to just let go of a great deal of their own emotional hurdles that they've got to overcome.

So if you want to get more in the Fast Track Coaching Course, go to the membership and go get your audio for this program. Yeah, you can get a separate audio rather. You can put that in your iPad, put that in your phone or whatever. Get the presentation, I'll include that as well.

You get all those stuff, and as well as it's zipped up and packaged neatly, and I will be back again next time with more information. Of course, keep checking the member's area because each week you'll get new content and new things to carry you forward, and next month, of course, we are going to cover more on inner game and the confidence game when it comes to attracting women.

This is a big sticking point for a lot of guys, so don't miss it. You can't afford not to hear some of the stuff I'm going to be talking about in next month's content. This is Carlos Xuma. I hope you got a lot out of this, a lot of material here. I do want you to review it as many times as possible.

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## Monthly Content - Part 2

All right, welcome to Month 2's content. I want to give you some really good stuff this month in terms of tips on conversational and communication confidence. This is primarily the aspect of communicating with women, talking with women in a way that will give you the charisma, will give you the influence, will give you the power with women that you always desired.

Now, you've got to understand that there is a very important equation at work behind any communication with women, and I'm going to explain it to you right now.

First of all, communication is power, or you can say communication equals power. You can put equal sign there for you algebraic geeks out there. Conversation and communication, that's power.

Communication is also influence, so communication is influence, or communication equals influence.

So communication is power, communication is influence, therefore, if you remember your high school mathematics and who doesn't, actually, it's maybe even in grade school, that means if A equals B and B equals C, then A equals C. Power equals influence. That's what you're striving for. You're looking for influence. Influence is the ability to steer people in the direction you want to go.

Now, I got to slow it down here and really express this to you that you have to kind of investigate and kind of look back into your head and think about how you view that concept of having control or having influence with people.

Now, I'm not talking about control over people. I'm not talking that you're pulling the strings like they are the marionette and you're the puppet master here. Nobody has that power.

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As much as we would like to believe that, unless you are blackmailing somebody or you got a gun to their head, or something really extreme and I mean really extreme like that, you do not have the kind of power you think you might have.

In other words, a lot of people like to talk about how people made them do something. “Oh, she made me do it. Oh, he made me do it. Oh, my boss makes me work on the weekends.” You know what, that’s a bunch of bullshit.

You can do whatever you want. You’re just kind of giving up your own personal authority over the fact that you control that. You’ve got to start saying “I choose,” instead of “I was controlled or he made me or she made me” because it’s just not true.

You’re not made to do anything in this world. Really, you’re not, except for the old compulsory taxes and dying thing, of course. So think about it that way, and really get down to the nitty gritty here. Again, what we tend to do as men and as people really in general is we resent the things that we can’t have.

Resentment is a way for us to avoid the discomfort of facing our shortcomings. Let me say that again, that’s a Carlos Xuma quote and it’s really important so I want to highlight it. Here is my highlighter. I’m going to highlight this one. **Resentment is a way for you to avoid the discomfort of facing your shortcomings.**

In other words, we learned to dislike. We learned to hate. We learned to resent the things in life that we can’t control, that we can’t have, that are denied to us in some way or another. That’s how we deal with it.

I mean, if you can’t have it, what’s left there to do? Are you going to sit there in eternal turmoil over the fact that you can’t have what you want?

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Or are you going to find some way to reconcile that turmoil, find a way to put it to rest, so to speak/

Because the fact of the matter is that when it comes down to it, everybody on this planet is influencing somebody at some point every day, and every day in every way you are influencing people.

When you answer the phone and say hello, you're influencing them, believe it or not. You're influencing subtly through the techniques and the patterns of communication that we use.

It's all about the patterns of our communication. We get habituated to certain patterns and we use them and we tend to fall back on them more often than not without thinking about them.

So I want you to start getting more thoughtful about your communication. I want you to start communicating with more purpose and more objectives, I guess I'd say, and I know it sounds terribly clinical and almost mercenary, but it's very true.

When we are talking about what to say to women, you're going to have to start getting a little bit more conscientious about what it is you're actually saying to her if you want to have the kind of effect that you would look to have.

If you're just going to go in there and just kind of flat out wing it and totally improv it, well, guess what? You're going to have about as much success as jumping up in front of a crowd on open like night at the local comedy club and doing an improv routine.

Have you ever tried that? I bet you haven't because it's just not a good idea. You don't do it. You got to have some preparation. You got to have some understanding of what it is you're going to be saying, what it is you're going to be doing. You've got to have a plan.



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Now, what most guys that have good success with women have is they kind of have a good internal script. They've had previous experiences which gave them a pattern, which gave them success with women.

Now, enough of this theory stuff. I want you to understand the reason why so we don't get caught up in the judgments or the resistance that I often get with guys. They want things to be a certain way, but they don't realize that wanting it and having it actually be that way, well, those are two different things.

The reality is that things are the way they are because they are that way, and if you resist that, if you try and mentally fight that, you're only going to be suffering for it.

Now, let's get on the conversation. Conversational skills, for lack of a better way of saying this, they will make you or they will break you. They will break you if you don't have them. You can be the ugliest guy in the world, but if you're good with your words, if you're good with communication, then you can have some serious, serious game with women.

It's not that hard to be good in conversation. Just pay attention to what you're saying and how you say it. Let's start with the first obvious thing, the audibility. Mumbling, stuttering, speaking with a lack of confidence is one of the first things that cues women in that you have a lack of confidence.

This is important to understand. If you are a guy that's at least average appearance or better, a woman is going to expect you to act attractive. Physically attractive starts for guys somewhere around five or six. (On the "10" scale)

Quite honestly, five or six is actually pretty good. Women don't have the same blind side. As a matter of fact, it's really even hard for me to use this with the classic one to ten scale for guys because it doesn't apply.

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It doesn't really apply because you can be talking to a woman. She might have thought you were two or three going into the conversation, but you can walk out of there being a seven or an eight and you can be really getting under her skin to the point where in a week's time, she would be thinking of you as a nine or a ten and she will sell her firstborn to be with you.

I'm not exaggerating. This is the kind of influence that guys can have with communication only. Your appearance is... I won't say it's meaningless, but again, it's not as important as you might think.

So a lack of audible skills, in other words, lack of presenting yourself in a lot of ways is what's going to seal your fate because even the ugliest guy out there can have serious influence with women if he just makes himself appear attractive to women.

Now, appearance of attractiveness is the most important thing, and not the look of attractiveness. I'm talking about the appearance by means of how you present yourself, and it's all done through your words. That's it.

That's how women interpret you. That's how women read you. There is some body language aspect of that. Don't get me wrong. There is a little bit, but you can fix your body language in literally five minutes, and I do that within the program, by the way.

So if you haven't gone through that part of the program, make sure you go through the body language, the shortcuts that I give you there. They will get your body language dialed in and almost no time at all, plus you're also going to feel more confident because your physiology affects your psychology. It's just a simple fact.

Now, I'm getting ahead of myself and I got to slow down because there are so many cool things I want to tell you about this. Let's step back and

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I want to give you a very easy way of thinking about your communication with women.

I want you to think about how you talk to women in terms of themes. Themes is what you really need to pay attention to. Themes are what your conversation is about underneath the words. That what's really the most important.

You'll get the hang of choosing the right words and things like that later on. It's how you're getting to those ideas, the big ideas underneath what you're saying. Now, here are some of the themes you want to make sure you build into your conversation with women. These are probably the most important ones.

Number one is a sexual theme. In other words, your conversation should have some edge, some flair of, "You know what, I'm a guy, you're a girl. This is not just about comfortable chitchat. This is about me wanting to get with you, and you eventually wanting the same thing with me."

That's the secret subtext that's going underneath, but unfortunately, a lot of guys are working with this subtext, "Hey, you know what, I'm going to pretend like I'm just going to be a friend. I'm going to try and not offend you as much as possible, and I'm going to do everything I can to just not make you not like me and hopefully that will make you think of me as attractive."

That's a better way to go. That's the playing not to lose frame and that rarely ever works. Ask any football team about that. Ask any football team that gets out in the field if they are just going to play to make sure that they don't lose or if they are playing to win.

There is a vast difference there and women sense it. So sexual theme, sexuality in your conversation. It doesn't mean you're talking about your dick or your boobs, or any of that stuff. What it means is underneath,

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there is a subtle wink and a nod that says, "Come on, we know what's going on here, don't we?" That's how you can also avoid that friend zone. It's really important.

The next theme is challenging frame. This is the challenging frame. You want to always be dialing up the tension within the conversation, and it's a good, healthy tension and you could think of this as a subset of the sexual theme because you're bringing up the sexual tension in the conversation, and you do that through challenging.

How do you challenge? You tease. You give her a hard time. You do role reversals. You do any number of things that tell her that you're not going to just sit there and try and make the conversation go nice and smooth, you're going to make it to have fun bumps and turns and loop-the-loops just like a rollercoaster would have.

That's what she's looking for, a conversation that's a little bit of a rollercoaster. It's a little bit of a ride for her, a little bit of fun. So think of your conversation in terms of that theme of you're on a rollercoaster with her and she wants to have fun.

The next theme is humor. You've got to build in humor in as the theme. The humor theme is it's often a little bit overrated by guys. In fact, they try and be too funny or they learn jokes as a way through humor. Humor does not have to be overtly consistently telling jokes or constantly misinterpreting things. It's very easy to slip it in.

It can be as easy as, like I said, just teasing her. It is enough of a little bit of humor in a lot of cases, but it's how you playfully interpret things around you. She's looking for this.

This is an evolutionary thing. It's kind of a deep, little science fact, and I don't want to go too deep here, but what it does is it communicates to a woman that humor is its own form of intelligence. It's a way of interpreting the world.

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You can't have a sense of humor without having a certain ability to see the world. It's that perceptiveness, and that perceptiveness is actually a survival ability. It's kind of crazy, but that's how it's interpreted by a woman.

Now, there is another thing I want you to keep in mind about humor. Think about the last time you're scared on accident. It's like somebody jumped out and went boo or whatever it is, but you're startled by something. It could have been a movie like a scary movie where something jumps out and you jumped.

What's the first thing that most people do after that happens? They laugh. Now, this is really kind of crazy, but it's true. You laugh a little. You chuckle at yourself. You're kind of like, "Oh my God, that was so scary."

It's not like boo and you just jump and you're like, "Damn it, grrr," and you've gotten angry. There is a part of you that actually has to laugh because humor is stress relief mechanism, and that's the other side of the evolutionary value of humor and why women look for it.

When you have a good sense of humor, that means you're not going to be caught up in all the bullshit that's going on in life. You're going to be able to let it go a lot easier, so humor is the third theme.

Connection is the fourth theme and probably the most important. I would put connection up there right beside that challenging frame intention building theme. Those two alone will get a woman interested in you and dating you.

You can just use those two back and forth and back and forth. Ignore the sexual theme or the humor theme or any number of other themes you can build into it, but the connection and challenge frame are

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definitely the top two, and you probably heard of these before in some way or another.

We call them “attention building and rapport building.” Connection is that feeling that a woman has. She’s got a connection with you that you see that same thing in life. It’s like there is a rarity there, and this is the important part.

When a connection happens with a woman, what she is really feeling is that she’s suddenly seeing your uniqueness to her. She’s sensing value there because of most of the guys she meet she does not connect with. Most of the guys she ever meet she’ll not connect with because they don’t know how to do it right, so she waits.

What she thinks is that connection is a random event. It’s a destiny thing. It just happens because it was meant to happen. What she doesn’t realize is that they can actually be articulated. It could actually be orchestrated and architected to happen.

A lot of time a lot of women don’t understand that, but a lot of guys don’t either and this is where you have the advantage. You can actually create and establish connection in conversation.

So those are the themes I want you to keep in the back of your head at all times. There are other themes than that, but those are the most important ones.

Now, whether it’s stories or just random conversation, you’ve got to build in those elements. Again, the top two are the challenging frame, the tension building, the teasing side of it and then the connection side of it.

The first step is slow down. I want you to slow down your conversation. You need to be thoughtful. Many guys who run into conversations are using the uhms, the urhs, the ahhs, and they are just basically messing it up because they look too eager.

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You can tell an anxious person when they are talking because of the way they talk, the patterns of their speech. They use a lot of fillers. They are too afraid someone is going to interrupt them.

So what do they do? They keep talking and they are like, “Uhm, and... uh, wait a second, uh, yeah, and I was talking to this guy, and uh...” So you see, they are trying to fill those gaps because they are afraid if they stop for any moment in that conversation and just go, “You know, I was.... Ahh...”

Did you hear that gap? It’s a little bit of an uncomfortable pause, but you know what, if you continue your conversation after that gap, you seem twice as confident than the guy who just started that same sentence and start to fill it in with all the uhms and ehrs and ahhs.

It’s another one of those interesting little things we also know about people intuitively. We don’t know it consciously, but we do sense that so slow down. Be more thoughtful with the conversation. Be more curious about her than you are trying to impress her with what you have and what you’re going to offer her.

The only thing she’s looking for is what? You should have listened on this one on the program. She’s looking to dial it in at WIIFM, what’s in it for me, so you’ve got to be conscious because that’s what she’s looking for, what’s in it for her.

Now, again, every situation you’re in allows you to take control and be in command, so don’t get caught up in false judgments about guys who do have this ability and power. Resentment is that way for you to avoid that discomfort we are talking about.

So now, let’s get into some specific strategies. Here are some simple guidelines for making your small talk really work with women. Once you’ve basically broken the ice and you open up a conversation with a

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woman, you can say pretty much anything you want. You just stick to some guidelines and then let it flow.

The more you try and be specific with your conversation, the more you try and stick to Carlos Xuma's plan or any plan that you make for yourself, the more likely that you're going to fail. There is a saying that no plan survives first contact with the enemy.

Believe me, nowhere is that more true than when you're talking to women. So number one, listen attentively to what the woman is saying. Not only are you giving her the impression that she can talk to you about anything.

That's actually really rare, she has to feel that's her sense of safety, a sense of comfort and it lets her feel like she's accepted and that's also rare for women to feel just genuinely accepted. She's always feeling judged, criticized and looked upon by her peers.

But you're also going to get a chance when you're listening attentively, not talking, am I getting this through you okay? Don't talk. Listen more than you talk. You're also picking up on the key phrases that she'll be using which allows you to keep the conversation going.

So you're going to hear something that she says that allows you to continue the conversation. You're be able to pick up that thread and go off on it. Maybe she mention that she was in France last year and you went to France when you were a kid. You hold that in the back of your head. You keep listening and then you, what? You bring it up at the right time.

Now, as you're listening attentively to picking up on the key phrases, use that as an opportunity to sprinkle in a little bit of background info on yourself, and it's just enough to let her know that you're obviously a real person, a real guy with real connections because that's what she's looking for. That safety thing has to be planted early in the conversation.



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Now, here is an important thing too, and a lot of guys out there over do this one, because when they find something in common with a woman, they get really, really excited and they start to point it out and then you make a big deal out of it, and that's really the wrong way to go about it.

If you find something that you can relate to on what she's saying, she talks about something. It doesn't matter what it is, a commonality, something she's saying that you agree with, whatever it is, what you do is you wait for her to take a little bit of a break on the conversation.

Don't make a big deal out of it. All you do is you say, "Oh, you know what, I can totally relate to that." And then you just go on with the conversation. Because by not making a big deal out of the fact that you two shared something in common, you're going to put her mind in a certain state.

She's going to suddenly not be so sure what your motives are. In general, when a woman is in conversation with a guy that she's never talked to before, in the back of her mind, she's looking for signs that you're somehow interested in her. You're somehow going to make a move on her.

That's okay to a certain degree. The guys who are obviously interested in her are very predictable. They don't give any challenge and if she's an attractive woman, she's going to need a little bit of that so you can't be too obvious with your interest.

So this is your opportunity to present yourself to the challenge, and this is especially important when you're in warm environments like bars and clubs. Actually, I call that a hot environment.

When you're in that kind of environment, all the women know you're there to pick up on them. They know it, so you've got to go in with a

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different angle. You can't just go directly in with a lot of heavy interest. It's going to freak her out and push her away.

Because of the time when you tell a woman that you have something in common with her or you point it out, the nine times of ten it has the same effect as a stupid pickup line. She thinks you're just trying to con her. You're just trying to get into her pants because that's what women think right up front.

"Whatever is coming out of his mouth is an attempt to get in my pussy," that's all she's thinking about. Whether she wants to say it or not, she's got that lingering sense in the back of her head. She entertains the notion.

She knows she can keep you at bay, but there is that sense that, "Okay, this thing is going to get sexual. It's going to be the same old thing." You've got to keep her guessing.

Another important area of understatement is do not tell her too much about yourself. Don't tell her your life story. Don't tell her where you came from. Don't go into a long dissertation about you in any way.

As a matter in fact, the less you can tell her and still absolutely leave a little holes of curiosity there, the better off you're going to be because the more you tell her, the more you're trying to come across as you're trying to impress her with your words.

You're also going to run the risk of looking like you talk too much. She could also think you're full of yourself, and again, you're not leaving anything to her imagination. Always, always, always less is more.

Now, communicating the right things about yourself with your words without actually saying them is the essence of conversation influence. In other words, you're able to communicate subtext without actually saying things.

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I'm going to give you some examples of this that you can actually use. I'm going to give you some routines, but I don't want to call them lines, but I want to call them ideas for your own embellishment. Let's put it that way.

You can take these. You can apply them however you like, but you do and you should think about using these as real material that you can actually apply when you go out there to meet women and to talk to women.

It's very important that you use some memorized material because there are times when you get really nervous, and for whatever reason, you just can't come up with the right thing to say. The only reason this happens is because you don't have an option to fall back on.

Well, in martial arts we talk about this, when you're in a stressful situation, you're going to fall back on the thing you practiced the most, and that's where memorized lines do come in handy. If you have them, you can call on them and you don't have to think about them.

If you get caught off guard, you can pop one out easily and quickly, and that's why it really does have a lot of value. So I'll give you a few that you can use to open the conversations, and again, to use in the middle of conversation to help you along.

The first tip is something I call the "setup." Now, the setup is a way of mixing a couple of tactics and strategies together all at once so that you get the idea of how subtext works as well as using a practical opener.

So what we are used to as far as opening women or talking to women whether it's a bar and club situation, you're out at some daytime concert, whatever it is, you're usually used to a lot of the direct or indirect openers.

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A direct opener is where you open with something that shows your interest right away, and it's usually not recommended in most situations unless you can really pull it off.

An indirect opener, on the other hand, well, that's a kicker because that one can get you into the door. It's a little risk, but high return if you can get yourself in the door.

So the setup routine, I'm going to tell you here basically demonstrates preselection. It's a concept in pickup that actually does apply and I find to be very useful to teach to guys. Preselection means that you are actually preselecting. You're a guy that women already find attractive.

That's what you want to communicate to women is this preselection concept. You have friends. They are trying to set you up with people and you have standards. You're even picky about who you date. Preselection is an important thing to know about, an important thing to use to your favor.

But the easy way to use this and very easy subtext is you ask a woman something like this, "Hey guys, how do you tell someone that you're not interested without hurting their feelings?"

Now, here is what that one does, right off the bat you're kind of mixing in a subtext of you're the kind of guy who does select women, who doesn't just take whatever is handed to him and you're always a guy that women are interested in, but it just so happens you're not interested back.

So whatever response they come back with to that when you say, "Hey guys, how do you tell someone that you're not interested in them without hurting their feelings," and they respond to you and you say, "Okay, so listen to this, I came out with some friends of mine and my friend Ellen, she's trying to set me up with her friend and she's cute but she's just not type. What should I say to her?"

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Did you hear that one? That's very effective. What it does is it sets up a nice situation that women love to talk about, how would they want to be handled if they were the woman that basically you're trying to say you weren't interested in.

But it's great because it's showing that you're choosy. It's showing that you're not one of those guys that just grabs on to women. You're not going up and saying, "Hey, what do you say to a girl if you really like her." Nothing like that at all.

It's very straightforward, but it's also very easy to deliver. It's also a kind of an opinion opener if you're familiar with those as indirect openers go. It's also very effective as that.

You hear what I'm trying to do there. I'm communicating on several levels, what kind of a guy I am, all with one simple sentence. It's very effective. One more time, "Hey guys, how do you tell somebody that you're not interested in them without hurting their feelings?"

Now, of course, I do need to add here and I shouldn't have to, but I know I do need to add that if you're going to ask the question of a woman, make sure you care what the answer is. If you're just asking the question to start a conversation, you don't really care about the question enough and it's going to come through.

As a matter of fact, one of the things women love to do is when they think they hear something that's similar to an opinion opener or one of those "hey girls, what do you think" type openers, what they like to do is challenge you on it.

If you're not coming from a sincere spot, you're going to buckle under the pressure. It's going to happen immediately like if you ask one of those clichéd ones like, "Hey, who lies more, men or women?" And then they will look at you and go, "Who cares?" And then what you're going to say? You're going to be like, "Uhh, well, yeah. Oh, okay."

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You're not going to have the energy behind what you're saying to carry forward with it. In another words, if I was really caring about the answer to that question and they said that to me, "Who cares," I'd look them and go, "I care. I want to know. I mean, I think that women probably do lie a little bit more. They are better at it."

Then what are you going to do? You want to get into a more realistic conversation because they are going to realize you're for real rather than just a guy who's going to basically buckle and fold under the first sign of social pressure.

Here is another one that works really good if you want another opener. Just walk up to a group of women and look at them and go, "So which one of you is the richest?" Now, that's a good funny one to start out with.

Then you can also take it a little bit further. You can say, "Okay, you can be my sugar mama, but, well, we are going to need somebody to cook for us. Who is the best cook in the group?" These are little fun openers you can do. Obviously, they have to be done in but higher energy situation.

What you want to do is not come across too seriously, and the good thing about this one is it's very short so if it's a loud environment, they are probably going to be hear you and it's not going to take long to get the conversation going.

But, again, what are we doing here? What are we looking to do? We are looking to influence through communication so let me give you a few things you can use further down the road.

I'm going to assume that you generally speaking have enough tools now to open a conversation with a woman. If you don't, go back and review

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the main content of *Get a Girlfriend Fast Program*. We are going to move forward with a little bit here.

One of the important concepts, and this is something I got from my good friend Nick Savoy over at Love Systems, is that it really does need to be a transition point. In other words, you may start a conversation with a woman, but it has to change from that opener that you used to start the conversation into a real conversation.

You've got to be able to transition from one to the other, and it's a good thing to have because you're going to need to do it, and that's one area that most guys feel most inadequate when it comes to conversation.

The key thing here is just to notice something about the woman and use that to change the topic of conversation and that justifies you being able to stay there and keep the conversation going without looking like one of those guys who is a try hard. Very simple and straightforward, very easy to do and it's not complicated.

One of the things I like to do is pull and draw from all my various skills I've developed over the years doing everything from attraction in bars and clubs to daytime environments, any of that stuff.

One of the things I like to do is use some of the things that I've learned with things like handwriting analysis, which that one actually you can't use transition very well, but one that you can use is stuff that's related to NLP.

It's something else that I also like studying, neurolinguistic programming, and the study of which way your eyes look when you're talking to somebody or when a person is accessing versus fabricating and all those things about where their eyes are looking. They are all very fascinating to me.

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So what I like to do is in the conversation after I have opened her, that we started a little bit of a conversation.

I'll kind of look at her quizzically. I'll squint my eyes and look at her and go, "You know, it's really interesting. Are you a visual person?" And she'll say yes or no or whatever it may be. It doesn't really matter what the answer is, although I really do hope you'd care about what the answer is.

Your answer or your response to her answer rather is that you just ask her something like, "Do you think in pictures and see little movies inside your head, or do you more think about what you're hearing or what's going to come into through your ears?"

Now, most women are either visual or auditory. Every woman is auditory to some degree. Men, by and large, tend to be much more visual. I'm primarily visual as far as things go. As a matter of fact, I can't take having anything messed up in my environment.

Clutter drives me crazy because it's visual confusion. Visual confusion turns into, what, psychological confusion to me, so I hate that. I hate having clutter around. I hate seeing things all messed up and disorganized. So the whole visual modality for me is very, very, very important. It's my primary mode.

Women are the same way and you can basically detect a lot about them, and by using this little thing, this little question, "You know, that's interesting. Are you a visual person?" She's going to say yes or no, and then you can obviously back up whatever she says with whatever you say next.

If she says, "No, I tend to think about the things that I hear more than I see." And you go, "I thought so." And then if she says, "Yeah, I am a visual person. How did you know?" And you say, "I thought so."



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It's one of those open ended questions I love to use because I haven't really stated anything overtly. I'm just asking her question, "Are you a visual person?" Everybody has their particular orientation. You can use this as an opportunity to break into deeper conversation with her.

You can talk about, "Well, I just notice that you kind of..." And she'll say something to the effect of, "Yeah, I am. How did you know?" And you'll say, "Well, I noticed that you kind of look up and into the left when you answer my question."

You can use any number of things. I'm just giving you one example here of a way that you can take some of the social cues that you've learned about, and I'm sure you've learned plenty of having studied the stuff, and be able to apply it to real conversation.

It's actually pretty fun because you're kind of blowing things open and letting women know that you have a perception that frankly a lot of guys don't have. They are not good at reading people in this way, or haven't gone into this kind of detail.

Women do it intuitively and they don't know what it is specifically they are doing. Most guys have to learn specifically until it becomes intuitive for them. That's one of the big differences in conversation between men and women, and how men and women tend to react and act in conversation.

While we are in the topic here, let me point out some more of these differences. When it comes to conversation and communication, women are a much more experiential, and men are data.

In another words, women will talk about the experience of something, the emotional situation that the temporal or the timeline-based experience of something, how it felt at the start as they are in it, as they went through it. Guys will give you the data or the specific points of interest that were of that situation.

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Or when it comes to talking about a car, what's a woman going to talk about? It's what it feels like to ride in it, what she thinks about it emotionally. Guys are going to think about, "Wow, how cool it looks. How fast it goes." They are going to tell you exactly what the gear ratios are, the size of the tires, and also the cool stuff. Men are data, women are experiential.

Women are connection seeking. This is obviously one of those things you learn very early on. Women are looking for connections. It's the most important thing to them.

What are men looking for in conversation and communication? Status. They are status seeking. What do we do in communication? Guys tend to try and outdo each other, trying to one up each other, trying to be THE guy, the one the other one finally gives in and goes, "Wow man, it's so cool."

At some point in the conversation, we are looking for that shift in power and that tells us who the high status guy is in that conversation. So keep in mind that those two areas that I pointed out about men, that men are more in the line of data and men are also status seeking.

Those do not serve you in conversations with women. You have to learn how to flip your mode over to be much more experiential and connection seeking, and that's where the secret is in influencing women in conversation.

Once you connect with a woman, once you've established the connection, anything goes after that point. You can pretty much do anything. But at the first part, you've got to establish that connection. Because without it, she's going to resist you. She's going to be reluctant. She's going to hold you at arm's length. It's not going to work in your favor.

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So let's go back into a few more of these. I just finished up the IQ one where we talked about, "Hey, are you a visual person." That's a good way to transition.

Here is one I really like to use in conversation because it works really well. It's got a little bit of humor in it, and that is after I've introduced myself to her, obviously, what's the next thing that has to happen? Well, pretty much the flow of the conversation is you would open up the conversation, you start saying something to her, and she'd respond. You go back and forth a little bit.

At some point, you just look at her and go, "Hey, my name is..." whatever, so in my case, it's, "Hey, my name is Carlos." And you put your hand out, and what is she going to do? She's going to put hers out and shake your hand. Now, 99 times out of 100 they do.

You're going to give her a kind of an interesting look like, "Oh, interesting." Like, "Huh." And she's going to look at you and you're going to say, "That's interesting and she's going to look at you and go, "What? Well, what's that?" You just say, "You know what, guys can tell a lot about a woman from the way that she shakes hands."

She's going to say, "Well, what is it? What is it you found out about me there?" And you look at her and go, "Well, right there, you were just thinking, 'What the hell is this guy doing talking to me?' And you do it with like a little smirk in the side of your face and she's like, "What the hell is this guy doing talking to me?"

It's true because that is something that she's thinking about. It may not have been the thing she was thinking about, but she definitely is, and it also shows again you are mentally aware of what's going on. You know how social dynamics work, and you knew that she was going to be a little uncomfortable with your first introduction, and that's okay.

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That's breaks the ice. It gets you in a lot further faster than if you try to play it off like, "Oh, let's pretend that I'm not really attracted to you and I'm not trying to pick up on you here."

Now, the last one I'm going to give you here is one that I've used quite a bit. It's my favorite thing to do. I don't want to call it a routine because it is personal. To me it's something I do so I don't really think of it as a routine, but one thing I'd like to do is to consciously push women towards another man.

In other words, I'm demonstrating security because I'm trying to push her into the arms of another guy. Now, what is she going to do? She's going to resist that, and it's actually going to have the rebound effect. It's going to have the reverse effect. It's going to put her back towards me and more interested in me because I'm less needy, less insecure, and it's obvious that, what is it? Well, yeah, she wants me.

So what I do typically I'll tell her something like, "Hey, you know what, I am probably the worse guy that you could ever go out with. I think you should run away while you still can. Just run away from me. That or I'm just going to have to find you a whole other guy here. Let's see, who could be a good guy for you?"

You look around with whatever the environment is that you're in and you try and pick out somebody that's reasonably dorky, nothing too bad, and just say, "Hey, about him? He looks perfect for you. He's the kind of guy that would hold your purse when you go to the bathroom, or he'd hold your hair if you had to go puke or something after a night of partying. He's perfect for you. Do you want me to introduce you? Come on, let's go." And grab her arm.

She's going to be like, "No, no."

And now, what is she doing? She's clinging towards me to not go towards him. This is a little situational social dynamics type thing that



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you can use. It's a lot of fun because it's even more fun especially on a first date, by the way.

If things are going well, you want to use this one. It locks her in really well by again, pushing her towards the guy. It makes her basically think, "Wait a minute, what's wrong with me? Why doesn't he want me?" And she's going to come back with more attraction for you.

It works every time. Most guys are just not secure enough or haven't really thought to use this technique, but it works great, and it's absolutely fantastic for getting her much more engaged with you.

Because she's going to be interested in you on, "Why is it this guy isn't to me? Why isn't this guy doing what other guy out there does? He tries to get in my pants. He tries to tell me how much he likes me and all these other stuff. Why not?"

Well, that what's communicated underneath that one. So again, just do something along the effects of, "You know what, you just run away right now because I'm only going to hurt you. It's only going to get worse from here. You're going to have those love, passionate romances with me and then you'll just kind of hate me in that way. We'll get right to the end of it. Let's get you into the arms of another guy."

That's what you do and it works great.

So there you go, those are some conversational techniques you can use. Again, the confidence that you want to have in conversation and communicating with women really comes from knowing how it works. Knowing what makes communication really click between men and women.

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Knowing a few techniques, a few words to say here and there occasionally, that's probably the least of it. If you're going to have like a pyramid or hierarchy things to learn, the biggest part, the base of that pyramid is really just seeing and identifying things when they have happen.

Of course, King Kong. As you go up the pyramid, the top of the pyramid is the least important stuff, the least of which you want to have which is just specific words. You do want to have some, but you don't need to have many.

As a matter of fact, the more you have, the more confusing it can get for you because you're trying to memorize things, and that's not good. You want to be able to go intuitively and you want to feel like a natural. That's really what the whole communication dynamics part of that comes does to.

So we covered quite a bit in this segment here. We covered themes, the themes you want to cover. We talked about some of the specific tips about how you want to handle the communication, the differences between men and women, a few routines.

The fact that communication is power and its influence, which means power is influence and you want to have that influence in conversation with women, and the confidence that you'll have is in direct proportion to how in control you feel when you're there.

So once you control your own reactions, your confidence will only flow naturally. This is Carlos Xuma. I will be talking to you again soon with more content from the *Get a Girlfriend Fast Coaching*. Make sure you also review anything from last month as well as the previous month's material.

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Stay tuned for next month's content, where we'll be covering TEXTING and how to use it to get the girl...



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