

# Carlos Xuma's Natural Attraction Blueprint



## Reference & Content

### WEEK 3

Welcome back to Week Three. We have gone a long way towards the goal of really stepping up this natural attraction blueprint for you. Now what I want to do is build on what you've accomplished in Week One and Week Two. We're going to take Week Three to the next level which is to get you actively using your blueprint or at least have it in a concrete form that you can now use and reuse.

All right, I want you to have a good clear understanding of what it looks like from start to finish. When I say blueprint here, what we're really focusing in on this program because we only have a limited amount of time together.

Remember, there's only so much you can accomplish and it's best to focus a bunch of light through one beam that creates a laser than it is to scatter it everywhere and not have any effect, okay? That's how you basically transform your life in every respect is the effective and judicious application of your energy to whatever it is you want to accomplish by focusing it all into one beam, one narrow compressed wave, if you will, and you create a laser. Otherwise, it's just a flash of light that dissipates and does nothing.

So what I want you to have is the approach. We're going to have it from the initial opener to the response to – her response because she's going to respond to whatever you say. The opening line is really the least important, and again, if you focus on it too much, it becomes really important in your mind and that gives you more approach anxiety.

And it's undue too because your opener isn't that important. So it's what she says next and then how you reply to that, that makes more of your interaction. It makes up more of it, it's actually more important to focus on that aspect.

Then we're going to talk about things like power questions and the connection communication that we have in conversation and of course, the close. So basically once you have the opening and closing parenthesis, the opener all the way to the close and whatever's in between, whether it's a small amount of material or as you build it, it gets larger and larger, you now have a replicable unit of approaching. Basically, that's what it is. It's a unit of approaching that you can apply at any time.

So we're going to go into the rest of Week Three, its content right now. Let's get into the content right away. All right, let's talk about the Seven Stunning Seconds. What are the Seven Stunning Seconds?

Well, those are the first seven seconds of interacting with a woman. It's very important that you have the best impression in the shortest amount of time because in those first few seconds of approaching a woman, she's making subconscious as well as conscious decisions about

you based on your body language. It is mostly subtle. It is mostly below the radar so you've got to be effective and most of it comes through in your approach body language. That's the number one thing is your approach body language.

Are you coming in strong? Do you have a good posture? We worked on this before and I gave you some examples of how good posture should be. Again shoulders back, chest thrust out, eyes up, chin up. That's 90 percent of it right there and if you can move quickly in, and keep it firm, you're going to be fine.

Eye contact is the next part of the seven seconds. Your eye contact has to be direct. It should meet hers but it should not be intense. It shouldn't be, right? It should be relaxed. I like the kind of look my eyelids droop a little bit and helps a little bit to give me – to take the edge off a little bit. I don't want to look like I'm falling asleep. I want to look like I'm awake but I'm also kind of like, "Um-hmm," because that's a relaxed expression.

You're confident in relaxed energy. Again, coming across that you're confident but at the same time, you're relaxed. You're cool. You're chill. It's not a big deal. If you're stressed out and uptight, and you look like a ferret on crystal meth, guess what? You're communicating desperation, anxiety, nervousness, all of the things that she is kind of basically be repelled by.

Your tone of voice. Project low, deep in the stomach. I've been reviewing a lot of the videos that you guys have been sending in, the audio and all that stuff and it's been great for me to look at and assess. One common thing across the board for every single guy has been that you all, that every guy has needed and it is you, everybody needs to work on their resonance, the tone of their voice from how you project from your body. A lot of guys do it up here, high in the throat which sounds very pinched and nasal and you really got to make it resonate in your body.

I can feel it in my body and I use it this way to project especially when I'm teaching in martial arts. You got to project your voice. You got to be able to yell sometimes without seeming like you're yelling. You got to project your voice.

So again, your words, yeah, they actually do make a part of this and it should be something you focus on which is why I'm giving you that. The words though should be the

last thing you have to worry about because you're focused on the words, the other 93 percent of your interaction is falling to pieces. So by memorizing the words, you can then attend to the rest of this. And then, of course, your image, your grooming, your style, that kind of – it's like icing on the cake of your body language. So you want to make sure that's taken care of.

Very easy to do, go to any store where you have women that are working as clerks and ask them for advice. That's all you got to do. That's it and at the same time, you're going to be practising basically what I call the hired gun approaches. These women have to respond to you. They have no choice so you immediately get to flirt with a woman for free! And she helps you. She gives you advice, free advice! There's so much you can do with it. You got to do it.

Now, if you haven't by now, you must choose your opener. That's part of your deliverables for this week is you really do have to have your opener firmly set. We talked about it last week and I put it in last week's assignments but it really has to be nailed down. You're going to have one of these three and these are the three that I recommend you focus on. Number one is your vulnerability opener.

As an example, this is one that I may not have talked about in a lot of detail but it works like a champ and it's basically walk up and you immediately get a voice of information that makes you seem a little more vulnerable, that you're opening up a little bit, that you're not scared that somebody's going to poke you with the stick because you happen to open your suit of armor or you lowered your protective shields.

So one of the ones that I like to use is, "Hey, you know what? I just had to come over here. I'm trying to be more social and outgoing and this is part of my self-development program so I thought I'd come over and say hi. My name's Carlos." That one works fantastically especially at parties. Oh, I can't even tell you how much that resonates because the fact is that every person has this belief in their head, "I want to be more social and outgoing. I wish I could just go up and talk to that person. But I can't. So I sit here with my beer in front of my chest and hope that come up and approach me."

Everybody else is doing this, believe it or not. Even women are doing this. So by us doing it, we're secretly voicing, we're voicing the secret feeling they have inside

and that establishes connection almost immediately. So it's a vulnerability opener. That's what I call the universal flirt opener and that is the one that I like to use which is, "I just had to let you know that your smile brightened my day," or "Hey, you know what? I had to come over here and just tell you had this fantastic energy about you and I know I'd kicked myself if I didn't say something. My name's Carlos."

Or you can just walk away from there but the point is to build up your immunity a little bit. Inoculate yourself against the fact that you think you're going to get rejected when you won't if you come in with the right energy. And then third, is the universal obligatory opener. This is the most indirect way and it's also the way I recommend you get started if you have the most approach anxiety.

So if you have a high level of approach anxiety, use the obligatory opener to get you started. The obligatory opener is something like, "What time do you have? Can you tell me where something is?" Then you have to bridge it into normal conversation which is where most guys have a problem.

Again, I'm giving you some lines to use on this or to connect this to normal conversation, things like, "Hey okay, I have to admit. I just wanted to come over and say hello. I just saw you standing over here and you look like you wanted to meet somebody new. My name's Carlos." You can see there's a million different ways of connecting and tying this together but the point is you have to go from your opener into some kind of connection so that she understands why you're talking to her and then into normal conversation where you can connect, where you can tease, where you ask your power questions, and then eventually close for the information.

So there you go, there's the information you need to know about choosing your opener. Choose one of those three types and get to work on it. If you haven't already, we need to have that done this week, along with some other things as you'll see in the exercises. Use a short time constraint. I recommend you keep this in your game too. Time constraints help you get into the interaction because they make you feel better, because you're giving yourself an immediate excuse to pull the plug and get out, if you have to as well as giving her the understanding that you're not going to be standing there forever, chatting her up and hitting on her. "I've just a second. I have to catch the next bus or train but I wanted to say, I was just on my

way out, I was – I have to go meet a friend. I don't have much time but..."

You see, these are used to kind of establish that you're just coming for a few seconds to say hello and then you're gone. It removes anxiety from both you and her. And I use these time constraints because they're always true. Think about it. If she's not interesting to you, how long do you intend to stick around talking to her? Not very long. So there you go. Because I'm not sure you're somebody I'm interested in is the tag line you could have inside your head at all times.

Whenever you say something, you say, "You know what? I just had a couple of minutes before I came over and told you, you got a great energy about you," because I only have a couple of seconds because I'm really not sure if you're somebody I'm interested in yet. That's what's going on in your head. That's the attitude you're carrying. It's not what you say out loud. It's how you communicate it. So there you go. You want to put some artificial, they call artificial time constraints so she doesn't think, "Oh this guy's going to be here forever, trying to hit me up."

Appearance as factor in your approach and in your interactions with women. Young yourself. I call it younging yourself or just young yourself. Get some men's fashion magazines. Shift through, cut out all the pictures of guys wearing stuff that you see yourself wearing or you could wear. Compile it the next time you go to a men's store. It doesn't matter which one. Even if they don't carry that particular thing, ask them for stuff like that. Bada bing! Instant fashion.

Go to trendier stores. Take a look at what they've got. See what you could wear and even stuff that you might be like, "Hmmm, I don't know." Buy it anyway, try it out. Try it on. Check out the hip guys that you see when you're out. This is invaluable. You're going to see the guys out there that are obviously cool, obviously hip, obviously wearing cool stuff. Check them out and make a note of what it is they're wearing. It's very important because they're going to give you the best examples.

You can even go up and ask them. Start to buddy up with these guys and say, "Hey man. That's a really cool shirt. I've been looking for something like. Where'd you get it?" Watch the fashion that you see in television and movies, usually current movies and current television shows have good fashion in them. They use that as an excuse, by the

way. Some of those fashion designers will pay the people in the show to wear those things or they provide the wardrobe free of charge just to get advertisement. And again, hire a pro. There's people in every city that would love to help you out getting your image together, getting a little younger.

Clothes as a factor, specifically shoes. Very important. Get a good pair of shoes. I recommend a pair of black shoes. I like square toe these days but then again, that's the fashion. You can go with some more pointier toes. It depends on what kind of shoe you get. Very, very important. Get a good pair of shoes but keep them clean, keep them polished, keep them looking nice. Women do notice.

Belts. Get one single black belt. It usually goes with everything. I also get belts. Sometimes, they're reversible but they're not always best quality so I typically get one black belt and one burgundy belt. That covers all of your belt needs, okay? If you want to get a little bit more bling with it, get something with a cool belt buckle or a belt that you can change the belt buckle on.

Get one piece of bling. Get a necklace. Get a ring. Ditch gold. Stay away from gold. I don't care how much you like gold. I advise not wearing gold. Wear silver. Silver looks classier. I know almost every single guy, most guys that wear gold end up looking a little bit like a guido. Sorry to say.

All right, that's a quick close to – as far as haircut, go out this weekend. I want you to spend at least \$20 more on a haircut. All right, \$20 more than you used to spend unless you're spending a lot of money right like over 50 bucks, I recommend you spend at least \$20 more than you're used to spending on a good haircut.

Don't go to barbers. Go to a fucking stylist. Okay, that's why I'm saying this. No barbers. I used to go to a barber a long time ago. What do barbers do? They cut your hair. They don't *style* your hair. So you're not going to get that edge. And it doesn't matter how much hair you have. You can style it so focus on that. You can style your hair even if you have just a little bit, you can still make it look stylish and I highly recommend it.

Grooming. Nails, of course. Make sure your nails are trimmed and toenails. Random hairs, get rid of them. Ears, nose, weird places. Get rid of them. Breath. Either

you use mints. I'm actually kind of leery about using mints because I know that they actually make your breath smell worse after you've been sucking on them for a while. I prefer actually using a good mouthwash and then there's other things you can do to kind of improve your breath. Even chewing on little mint leaves is actually pretty good.

Your grooming as far as your beard and your sideburns and your facial hair, important. Keep your sideburns even and trimmed. Keep your facial hair whatever it's doing, whether it's a goatee, whether they call a Van Dyke or it's the whole thing here, mustache, whatever. Keep it trimmed, short.

Nose hairs, goes along with the random hairs. And of course, your skin. You use lotions. Also yeah, get some men's products. That's what I mean by lotions. I use a lot of Axe products. Do you have a tattoo? It might be something to think about if you want to but again, don't be one of those guys who gets a tattoo and then ends up kind of being like one of the metrosexuals who just gets a tattoo to have a tattoo. No, have it mean something. Have it be personal to you. Have it be important. But you don't need to have a tattoo. You can communicate the attitude of somebody who's wearing tattoos. That's your grooming.

What about your scent? Your scent, quality colognes. Always buy quality. Now, there's a lot of good quality ones out there today. I haven't kept up on some of the more recent ones but you go to a store. You try them on. You get something that works with you because your sweat and your body pheromones changes the scent of a lot of colognes so you want to make sure that you can control that. Try them on in the store, walk around, come back, ask her which ones she likes on you. Another excuse to flirt, huh.

Women are picky and they judge. I'm going to tell you this right up front. Women are very picky and they do judge based on appearances. Okay, I know I've told you that appearances don't matter but to a certain degree, come on. Let's face it. If you're brought up to a woman wearing a hefty bag and you're carrying your refrigerator box under your arm, she's not going to give you the time of day. I wouldn't. So have as many of these details sorted out that can be seen at first glance. That's the key part. When you first walk up, what can be seen at first glance is what's most important. The stuff that she has to

pick at to figure out like, “Is that a hair I see sticking out of his collar? I don’t like chest hair.” Now that stuff, who cares? Forget that. But women are picky. They do judge you so make sure you have all these details sorted out in advance. If you don’t do it, if you ignore me on this one, you’re not going to have the same success ratio as you could.

So now, delivering the goods. Let’s start with delivering the goods. When you walk up and you start delivering your opening line. Speak slow, with resonance and projection. Let her hear your voice. Don’t make it a meek, timid, little voice because I don’t want to be rejected. Speak up, man! If you’re able to convince her that you are confident in saying the words, that you’re saying words and you’re not confident about those, imagine what the rest of her is going to be thinking about you, okay? So speak slow, with resonance and projection.

Maintain eye contact to about 80 to 90 percent of the time. But you have to eventually, occasionally look away and look back. It gives it a break. It loses a little bit of the intensity but for the most part, keep your eyes on hers. Not intensely, relax. Pause frequently in what you’re saying because it creates an air of confidence. That’s what pausing does. I don’t pause very much in this stuff that I present to you guys because I’m trying to cram a bunch of information at you.

I want you to get it as much as possible but when you talk to women, you got to slow it down. I have to slow myself down and no apologies. Under no circumstances do you apologize for anything during your conversation with a woman, unless of course, you accidentally kicked her in the head or bumped into her, then those are apology worthy but no “Oh I’m sorry. I didn’t mean to interrupt you but...” or “I’m sorry. I just wanted to say...” No pre-apologizing. That’s bullshit. Don’t do that.

The three elements of attraction are: a sense of humor, self-confidence, and self-control. You know these from I’m sure way back in terms of my material. I’ve been teaching this since day one, they don’t change. But self-control and I’ll redefine for you a little bit, self-control has a different air as far as how you use it. Self-control turns into a challenge. You want self-control to communicate that you are a challenge. That’s what self-control does further down the path.

So think about that. You want to present that you’re a challenge. She wants a man who is not easy to get. Very simple equation there. Women do not want men who are easy to get, to obtain so you must be more difficult for her. Because almost all men are easy. It’s a simple fact. Most guys communicate how easy they are. “Oh, I’d take her. I’d do her. I’d bang her.” No. You got to have a woman; you go, “No. No, I’m sorry. I don’t know. I genuinely would not sleep with a woman. Even she would get over here now, took off her clothes and drop on the floor, no way. No, I couldn’t do it.” You got to have those standards. That’s a qualification standard. So you turn yourself into a challenge by qualifying and that’s part of your exercises as well. So again, sense of humor, self-confidence, self-control. That’s the holy triumvirate of approach and basically everything you do with women. I think I’ll leave that open here.

IOI’s. Who gives a shit? Who gives a shit what her indication of interest is? I don’t. honestly, I don’t. Stop looking for signals when they really don’t matter. You have to create those signals that you want. So stop waiting for them to appear and then reacting to them and watching for them. It’s like we’re trying to divine the future from tea leaves. Forget that shit. Go out and make your life what you want it to be. Put the tea leaves back in the closet. The only IOI you need is that she is still talking to you because with women, talk is emotional currency. If she’s talking to you, that means she trying to keep a circuit of connection going with you. That’s what her talk is to a woman. That’s especially how women relate to other women. If she’s talking to you, she’s keeping up a connection.

Cocky funny. Cocky funny, works? Yes, it does in the right context. You want to tease with a cocky and funny attitude. Teasing shows confidence and non-neediness. That’s what teasing does. It communicates that you’re confident and you don’t need her approval because if you’re teasing, you’re deliberately putting the interaction at risk, in jeopardy. Teasing in a funny way also demonstrates that you have a sense of humor. So you’re actually communicating multiple things by teasing.

Universal. What’s in it for me? Universal is what’s in it for me. What do I mean by that? In response to basically any request from a woman to you, your mental response universally is what’s in it for me? You literally say that, not only in attitude but you say it in words. If she says, “Hey, can you watch my drink? I’ll be back in just a second.”

Look at her and go, “What’s in it for me?” You do it jokingly, right? Not like you really expect some compensation but she then is encouraged to play back. If she doesn’t play back, she will feel self-conscious for being a social tool basically. So remember that line. Five very simple words. What’s-in-it-for-me. What’s in it for me? “Yo, chick. What’s in it for me?” Use that as a great way to tease and use it. You can use that so many times over the course of a night. That’s a great way to be cocky and funny.

How to be consistent with your results? I had a lot of guys that were asking about this one, by the way and I want to get you a little bit of insight into this, how to be consistent with your results. The tipping point. In the interaction is the moment where you realize that things are actually going your way. So you want to get to that tipping point as quickly as possible and the only way to do it is to repeat, repeat, repeat.

You probably expected a miraculous answer here, right? Like you could take a pill and you’d be consistent. No. It’s repetition and not winging it that gives you consistency because even if you take something that doesn’t work the first time you use it, you don’t throw it out. You tweak it and you try it again. And then, when it does work, you keep using it.

It’s really amazing to me. I talk to guys all the time and they have a set of things that works for them consistently. And what do they do? They stop using it the first time it works. They try something new. It’s like we have this immediate need to put ourselves in jeopardy or screw it up for ourselves. Use what’s working for you. No other woman knows that you just used that whole story on another woman. It’s okay. It’s basically a polished and presentable way of putting yourself out there. That’s all it is. It’s not fake. It’s not manipulative. It’s just rehearsed. That’s it.

Handling the test. Tests from women are very important. You’re going to encounter them more and more frequently as she detects that you have confidence and you’re the kind of guy she could potentially see herself with. She has to test because otherwise, how will she know for sure if you’re for real? It’s a necessary thing. Tests are positive indicators. They indicate that she’s interested in you. They’re a good thing.

Just because you may not have the answer to it, doesn’t make it a bad thing. It’s actually an indicator of something positive so you should take heart in that. You don’t like them because it’s a challenge back, right? It’s all about one thing. Are you going to act congruent or will you act as if you’re caught? That’s what tests are meant to do. That’s what women are looking for.

She doesn’t care what you say in response to it. She cares how you handle your answer to her test. So if you act congruent and you stick with your guns and you stay true to yourself and your path and how the interaction is going, you don’t get all flustered, you’ll do fine. Whereas if you act like you’re caught like, “Oooh, you kind of caught me in that one.” Then you’re going to be screwed.

The one test response that you can have is do not answer the question that she is asking. Answer the question that she is asking underneath it. When a woman says, “Where is this going?” what is she really saying?

She doesn’t really want to know where it’s going, she’s saying, “Are you going to be the guy that hurts me and breaks my heart and makes my life miserable and I have to end up buying a box of bonbons and sitting in front of my Sex in the City DVD reruns?”

That’s what she’s really asking. If you can see these answers that are going on underneath her tests, you will be better able to handle them and handle her. I’ll give you an example here, “Are you a player?” What is she asking about that? She wants to know if you’re the kind of guy that’s out there just looking to have fun and wants to use her and forget about her. So one of the things that you can say is, “Oh absolutely. I’ve got a girl in every port.”

And then I like to offset it with, “You’re silly. You get hit on by a lot of players? Is that it? Are you a player magnet? I think you are.” “Will you buy me a drink?” Okay, another test question. Ah, no. Then how would you finish that one? That’s your assignment. How would you finish that one? The first thing I would say is, “Ah... no.” But how do you take the edge off of it because then that seems too harsh. You just can’t leave it hanging out there because she’ll just have to come back with another challenge.

You have to challenge her back before she challenges you. It’s the pre-emptive challenge that makes banter work.

You challenge her first so that she can't get the foothold to challenge you back. Very important concept there. Another one, a great one. "Do you think I'm pretty?" Women love to ask this one, especially in bars. "Do you think I'm pretty?" How do you answer that one? I want to hear your responses. Feel free to email me that one.

And let's move on, after the testing, what about dating multiple women because in a lot of ways guys are tested by that. They're asked, "Hey, are you seeing anybody else?" Women insinuate that it would be bad for you to be dating anybody else. The fact is that dating multiple women is the critical success path for women in dating in attraction period. That's it. You must be dating multiple women at some point in your life because of what it does for your attitude and your understanding of how this game works and providing you...well, I'm going to give you a reason here, as a matter of fact. Your first goal must never be to just isolate and hunt down the one woman for you.

A lot of guys are running around with this misconception that, "Oh, I'm just looking for that one woman. That's it." If you go in with that attitude, you're immediately assuming a kind of scarcity frame and a viewpoint in your head. You've got to go in, not looking for the one. You're looking for a group of possible and then you're going to wait for the one to put her hand up and go, "It's me. It's me. It's me. I'll do it. I'm the one. Hire me." That's the attitude.

So why do we date multiple women? Number one, it's for a frame of comparison. You want to know how good she is compared to other women? The only way you're going to know that is by dating multiple women. An abundance mindset, it puts you in the frame of a guy who knows you can get a lot of women and even if the relationship you're in would end, you know that you could get other women. That's the position I'm in right now and I love that position but at the same time, it makes me also balanced and understanding that you know what? I want to keep the relationship I have but if it were to end for any reason, I would have no problem finding another woman. That's a great place to be.

And of course, risk reduction. You want to build and reduce your risks by, of course, having multiple women. It's just a way of life, if you want to reduce the risk of something going wrong, you make something redundant like your hard drives in your computer. You don't just

have one hard drive that's 10 years in there or you at least have a backup for that hard drive, right? That's what you want to have. And that's the essence of why you must be dating multiple women. Even if you don't want to be dating multiple women, you should be dating multiple women. It's really important. I can't emphasize that enough.

Let go of your previous relationships completely. What I want you to do after you get done with this video, it could be something that you can do anytime between now and next week, I want you to go through and do an active purge of all the things in your life that are holdovers from past relationships with other women. Anything that reminds of another woman, even if it takes you a second to remember, "Wait a minute, she did give me that, didn't she?" Oh! Get rid of it.

Because what it's doing is it's creating this mental baggage that's always around you. It's in the back of your head even when you don't realize that, it's there weighing you down. Get rid of it. Do a purge.

Let go of previous approaches and almost immediately. What I mean is let go of the previous approaches you've done with women that didn't work out, the ones that did work, let those go too. Just let those be a positive affirmation to you and anything that wasn't almost like I almost had that one. Let go of them immediately. No more lamenting about the one that got away. Get rid of that stuff.

No more winning back the old flames, the girls that you used to date. Nope. No more of that. We're going off on a whole new fresh abundance frame and mindset. No more trying to turn your friends into lovers, okay? That's a scarcity mindset that says, "Oh gosh, there's like three billion women out there. I better not go looking at them. I think I'll try and just stick with the women that I know already, that I've already basically said no."

That's what a friend, a girl that's a friend is. She's a woman that's already said, "No thanks." If she's a friend, then you're going to have live with it. That's all. You just have to deal with it. Deal with the fact that you may want her. Maybe it's not scarcity. Maybe you've always wanted her. Whatever the case may be, but guess what? That's your life. Deal with it. There's women out there that I've always wanted for years and years and years but I let them go because they don't help me feel like I'm in

control of my own dating and sex life. And the reality is that she will not just wake up one day and suddenly realize her feelings for you. It doesn't happen this way. It just doesn't happen. A lot of guys want to believe it but it doesn't happen.

They're either there at the start or they don't exist at all. That's why the seven seconds that I talked about at the start, you're splendid fantastic seven seconds, those seven seconds are so important because that's the foundation for your relationship with her. Play the odds, all right? You're trying to go after the scarce one that you might be able to one in a hundred, one in two hundred, one in a thousand be able to get but guess what? You're working against it.

Why not go after the women that are waiting for you, that are open and receptive to a relationship instead of the women that are actively rejecting or refusing a relationship? Would that not be the best thing to do? I think that it would be great.

Also remember when you're approaching that nobody remembers or even notices your flubs. This is something I learned from guitar when I used to play live and the fact is that when you're in the music, you can screw up all you want, I mean, well not all you want but you can make flubs here and there and a chord can kind of awful a little bit or you might hit a wrong note here or there, big deal. Nobody notices, they just assume that it's part of it.

They're caught up in the spirit of the moment. They don't see it the way you see it. You're in your head and you see everything and you notice all your mistakes. They don't, okay? I guarantee you, you don't catch most of the mistakes other people are making. It's because we're so focused on our own little bubble of our self. Remember that. Nobody notices your flubs.

Fun, positive, interesting conversation. Every guy should be focused on this as a goal. Fun, positive, interesting conversation. Here's how. Scope – scope is what you're talking about. So it's never about the what. It's the how. It's how you're talking about the things you're talking about. So if it's fun, it's fun because of how you're talking about it. If it's positive, it's because you're talking about it in a positive light. If it's interesting, it's got an interesting tangent based on how you're talking about it. It's not the content.

I've been watching the show on the History Channel on the presidents and it's been awesome. It's like a great show. I watched this whole thing from George Washington all the way to now and I was like fascinated. It's because they made even the most mundane things about these guys cool and interesting. It was how they presented it. It wasn't the what. I mean, anybody else would say, "Presidents, boring." No, it's a cool show.

So it's never what you say, it's the how but guys are actually caught in the trap of **what** thinking. They're thinking about facts, they're thinking that what is more important because I can memorize what. It's hard to memorize how, isn't it?

Women are trapped in the **how** thinking. They're in the how side of things. They're in the other side of the equation. They're thinking in terms of drama. So we're facts thinking, they're drama thinking. That's the big difference.

So I'll give you an example of a conversation. I actually had this about hangnails. Those little bits of skin around your nails that you get when you pull them off, they bleed a little bit and they're painful. That's when you have dry fingers. And I got into a conversation with a woman. I was in the middle of talking to her and I'm like, "Don't you hate these hangnails that oh, they're just annoying because you want to pull them and they're painful but at the same time, you got to get them out of there because you them on your fingers every time you're brushing on something. Doesn't that drive you nuts?" And we actually started a conversation based on that because I was talking she could emotionally relate to, something as stupid and simple as a little bit of skin on your finger that annoys you. Those are the things that are actually interesting in conversation. You might think you need to talk about some clever accomplishment. All she needs to talk about is a hangnail.

Getting connection. Big and important.

How much connection can you possibly get in just a few minutes? It's kind of a rhetorical question but what I'm saying there is probably not a lot. So what you have to do is work with what you got. In the short period of time you have, she needs to sense more from you. She's going to try and sense more things about you than she will get from your words.



All right, very important, very important thing to remember. So give her an intuitive sense that you are fun, funny, and different in the short span that we're working on in this program, this small approach, I want you to work on these three elements. So give her an intuitive sense that you are fun and funny and different. How do you do this? You give her a sense that you're fun by being exciting and energized, by projecting your energy. Be that way.

Don't be like this and very calm and controlled. No, that's not what she wants. She wants somebody that's got some edge to her, some life, some vibrancy because that's fun. Funny means just not rigid, not being structured. In other words, you're relaxed. That's how she detects whether a guy will be kind of funny and that's what it's demonstrating when you are humorous and make her laugh as well as being different. Stand out. In some way, you just simply have to stand out, whether it's your tire, whether it's the things you talk about which really is all you need.

You don't need a whole lot to stand out as being different at all. In order to do that, you just simply have to find a different way of communicating. By the way, power questions, awesome way of standing out and being different. I can't tell you how many women have said, "You know what? It was that question you asked me that really made me go, wow and I thought, I got to talk to this guy some more." So how much can you get? Not a lot but you can do some so you have to rely on more subtle stuff up front.

Getting an investment is absolutely important. If you want to get connection with her in the short period of time that you have, you have to get her invested in your conversation. So you have to have some investment or she's going to flake and ignore you. She'll either flake out when it comes to time to set up an actual date or she will ignore you when you call. Plain and simple. The best that you can get from a woman is responsive behavior. She has to respond to you in some way.

Responsive behavior is laughter. Laughing at your jokes, laughing with you, laughing along...hopefully not laughing at you. Laughing with you. Again, getting an investment. That is the most important.

Now, texting technique. This is how you can establish more continuity, getting more connection. After you get

her phone number, send a quick and flirty text to her. This is really important. This is something a lot of guys miss out on because they're really concerned about texting and seeming juvenile or being too much too soon. No. Texting is good because it's actually a different medium. The more she has to communicate with you in the same medium meaning phone call, texting, in person. The more she does one of those, she'll get bored of it until she gets a different one and that's a different modality or using her eyes as opposed to her ears. Do you get what I mean?

So after you get her number, send a quick and flirty text. One is to do a casual mention of something that you talked about during your conversation, bringing it up again but in a funny way. A really good way of doing it because it's very custom and personalized. What I'd like to do is, "Just checking. Thought you might have given me Obama's number instead." Just a cute little text. A little tease and again, it gets her remembering me. Now that you got my number, oh I'm sorry...now that you've got my number, but please, no drunk dialing me, okay? A little joke again, I'm switching roles.

She's probably used to guys being that way so I'm pretending that she's going to be that way. Role reversal is one of the best ways to tease and to have that funny little banter with women. So come up with your own. Come up with your own playful text.

Okay questions. I talked about power questions a little bit. The second and third responses are actually much harder to get and are much harder to plan for when it comes to talking to women because you can't plan out that far. A conversation is organic. It just goes in so many different ways. So it's more random. So remove the random by using stock questions.

Again, power questions. I want you to come up with some of your own and the reason why is because this is... well, actually this is a good example, the magician's choice. If you're not familiar with what it is, here's what it is. The magician's choice is where I give a person the illusion of having the ability to choose but what I'm doing is I'm really making the choices myself. It's really easy. I actually will probably include a good worksheet on this, now that I think about it, that would help you understand this concept a little better but basically, when I give somebody a deck of cards and I have them pull out a card and they put it back in and I know what card that is, right?

But I have to show them that I'm eliminating down to that card, I split the deck and I say, "Okay, I want you to choose the red cards or the black cards. Now I know that it's a red card and in her mind, and she says out loud, "Black." So I would internally make my decision based on what I want her to choose. I would say, "Hmm, okay, black. Let's eliminate blacks." Or if it was black, I could say, "Hmm, okay, we'll keep blacks. We'll get rid of reds. I gave her the illusion of having a choice but I was the one who maintained it all the way.

A little obscure there but you got to understand where I'm coming from. You can control with questions. It should always be you controlling with the questions.

Curiosity. Curiosity is the key. Curiosity is the key because, well first of all, it's the key to opinion openers. A lot of guys don't realize this because they use a lot of opinion openers but don't realize why they're not working them. Opinion openers are openers that you walk up to them and say, "I need a woman's opinion on this. Do you think that guys should just never wear pink?"

Okay, that's an opinion opener, right? And the problem with that is, is that most guys ask opinion openers that they read or found or something or they just invented that they don't care about. They have no personal emotional investment themselves. Curiosity is motivating and it generates its own energy. If you really want to know the answer to the question, you'll ask it and it won't seem or won't feel like to you like you're orchestrating or kind of artificially starting up this conversation. It will come from a genuine and authentic place. I will really want to know that.

Like if a woman walks in and she's wearing...let's say she's wearing the exact same jacket that I am and it's a really kind of odd jacket and here's is...it's a woman wearing it, right? So it's even more odd. I walk up to her and say, "My God! That's so funny. Look at you; you got the same jacket I do. Where the hell did you get that?"

Okay, that's genuine curiosity. I'm going to feel compelled to walk over and talk to her. It's going to come from a place of authenticity. It's going to be like hands are behind me, pushing me into that interaction with her. Okay? Really important but again, it must be sincere. That's why most opinion openers don't work. The guy doesn't care about what answer he gets. He's only looking for an artificial, subtle, or just some way to get

into the conversation with her and that's why. So fake curiosity is a manipulation. I want you to remember that. Fake curiosity is a manipulation.

Instead, use especially from the exercises that I've given you. I asked you this question. What is something you're really curious about women? Why not ask them about it? What is so wrong or hard or difficult about asking the questions that you're curious about? Because when you're containing your own curiosity and your own interest, then you're really sabotaging your life. You're letting the saboteur take over. We are not going to do that. We're not going to allow that.

So curiosity is the key to all of your conversations with women. It's the energy that will push you into conversations no matter what and you'll feel comfortable doing it because curiosity is driving you. It's its own natural energy. Again, an important concept.

Forget memorable. On the approach, you don't need to be memorable. It's just not necessary. A lot of guys tried this. They want to be the wow guy that goes in and just, "She can't forget me. I know she won't forget me now." You don't need that. She only needs to feel this when you close the conversation. Not when you approach. When you close, you should be a little bit memorable.

The best openers actually slip under the wire and feel natural and are not memorable. She won't remember what you said, okay? Probably not. Most women don't. They don't remember what the guys used to open them up. And that's a good thing.

Don't use the clever pick-up lines that you may have heard out there. Definitely don't use lines like, "Hey, you must clean your pants with Windex because I can see myself in them." Oh yeah, that's a good one. Come on, why do guys use these? They use them because number one, they think first of all, it's a pick-up line and I can distance myself from the pick-up line.

In other words, if I use this pick-up line and it doesn't work, it's like I bought a tool that didn't work, I can take it back to the store, I can throw it out. It wasn't me. It was the tool. I'm not at fault here. The other part is this is a way of kind of substituting humor. I use the humor of the pick-up line and that's supposed to make her laugh and suddenly she wants to talk to me. Most of the time, they just come across as crass and old and vulgar. All right, to

be very honest. So again, forget memorable on the approach. You don't need to be memorable walking up or even sometimes in the conversation. As long as you do your job correctly, when you close, there you can slick it. Slip it in a little bit.

Closing. Here we go, the big topic, because this week, we're going to have a soup to nuts approach plan for you and then we can go into more detail about how to enact it, and use it, and work it and sharpen the saw next week. Closing is the art of leaving her better than you found her. Plain and simple. If you think about it in those terms, you'll have no problem opening up either because you want to leave the woman better than when you found her.

Close on a high note. That's a universal rule when it comes to closing. Most guys stayed long past their welcome because they, number one, have lost track of where they were going. They didn't have a plan. Number two, they were afraid to close for anything because if they close and she says no, well that ruins everything, doesn't it? This whole conversation I had where I was trying to make her feel better, will be worthless.

No, no, no.

The ultimate goal is not to get the number. It's to make her feel good and then the number will come on its own. So close on a high note. Don't close on a low note because why would you want to give your number if she's feeling like it's a great thing and she wants to keep it going, that's why she'll give it to you.

So here are some of your closing options. Number one is nothing. Just leave a smile on her face. That's all you have to do, okay? Especially if you have high approach anxiety, make that your focus right off the bat. Number two, you can get her phone number. Phone numbers are good. I personally still like them.

I think they're very effective and the important thing is that you get her name and her phone as well as your number because if she just sees a number, she's not going to recognize it. It'll be weird. She will think it's strange. She'll send you to voice mail. It's just a fact of life. Get her email. That's another good way of connecting with women. I think guys overlook that one quite a bit. Get her email. Get an email that's fairly reliable. If she gives you [jjk32479@yahoo.com](mailto:jjk32479@yahoo.com), it's a little questionable

whether that's real but if it's got her name in it or if it's got something, actually that's one thing to do is by the way, if you get her email and it's like yuppypoodle.com, you got to give her shit about that. You got to give her shit about whatever that she chose as her email name.

Get her Facebook.

Facebook is also a really good use these days because everybody's on it, right? And everybody wants more friends, right? Use Facebook and the virtue of having Facebook is, if you get her Facebook, you get her full name so you know again. You get her name and you get her last name too, as well as easy ability to connect. Mini-date – this is rare. A lot of guys talk about this. A lot of gurus talk about this.

It is possible but please, don't go here if you don't really know how to do it. It takes a lot of connection. It's rare and it only works at a time when she doesn't feel pressured to go do something else. If you really hit it off well, yeah, by all means jump into a mini-date right then and there. Go to a nearby coffee shop. Go to a place, grab some lunch, whatever. But it is rare so don't shoot for that as your main goal.

Your close phrasing. How do you phrase it? Look at your watch and go, "Hey, man. I got to get going." Or hey man might be a little bit too relaxed. It'll be like, "Hey, you know what? I got to get going. I just wanted to say, this is great talking to you. Do you have like Facebook or something? We can connect maybe a little later." Very innocuous, very easy to go on with.

"Hey, I got to get going. Hey, it was cool talking to you. I just got to get going right now. I need to get back to a friend." So you can stack these up. "Hey, it was great talking to you." Turn away from her and then turn back. "You know what? We might want to continue this conversation again sometime. Give me your number so we don't have to lose this connection."

Or "Give me your Facebook so we don't have to lose this connection."

*Lose this connection.* Those three words are critical. And I think you know now why they're so important. What does woman **not** want to do? Lose connections. She's motivated to not do that so this actually gives her more incentive to give you her number or her email or

whatever. Don't lose that connection. "Maybe we'll run into each other again sometime." Remember, you always have to adopt the mindset behaviors of the man in demand. You'll probably be noticing the last phrase here.

Maybe we'll run into each other sometime.

I didn't ask her for anything. That's fine. I can let it go like that. Think about this guy, this man in demand. What would his lifestyle be like? Will he be so busy with other women that he wouldn't always be interested in adding another woman into the mix? All right, because after a while, it starts to stack up. The energy starts to get a little thin.

But for now, here's what I suggest. Kill them all, let God sort them out. This is a phrase I think it's from the Marines or Seals or something, I don't know. The phrase, what it really means is that you know what, right now, approach every woman. Get as much close for a phone number or some connection information from as many women as possible and then you got the potential to again, let God sort them out.

Will she respond? I don't know but by having more numbers, I increase the probability, don't I? That's what you want to do.

So there you go. We've just gone through most of the critical elements of an approach and talking to women that you need to use. Important stuff and I'll come back in the next section with more tips.

Welcome back to week 3, progress to results. And we're talking now about tips. These are tips related to the content and can make everything. Flesh it out in 3D if you will. Let's get into the tips right away. First of all when it comes to your personalized approach plan, your back pocket approach is your standard. It's your reference, it's what we're really finally stamping and establishing in this week's content.

So make sure that is your focus. You must have something that's personalized that you feel comfortable with as comfortable as you can anyways, and again that you can approach with at pretty much anytime, be able to roll it off the top of your head, tip of your tongue without even thinking.

Four reasons that guys fail during the approach. These are important to understand. First of all, non-alpha, non-masculine behavior is the number one reason and that's really encompassing all the four that I'm going to talk about here. One is you're too easy. You're too easy, when you approach a woman you're giving up too much. You're making it too easy on her. You gotta have that element of you're still living your own life and sometimes natural thing for people is that our interest and what we want don't always coincide, by making your life coincide with hers too much, it communicates that you are trying too hard.

Giving her too much attention is another big mistake guys make, giving her way too much attention making her the focus, like there's a big spotlight shining on her. She doesn't need that. She doesn't need to be any more self-conscious than she already is.

Number three is not creating attraction, by attraction, of course I'm talking about these vital elements, playful attitude, teasing and flirting, buying gifts and giving compliments and being different. Playful attitude is part of the whole creating attraction, you gotta be a playful guy, you gotta be fun wanting to play around with people, enjoying the fun of it. If you're not, you're going to immediately have a what we call immediate debit from

your account. It's going to feel a little bit off, because you're not flexible, you're not willing to kinda just go with the flow. Teasing and flirting, gotta tease, gotta flirt, those are pretty much the same thing when it comes to guys.

I think what women think of as flirting is that bantering interaction that man and woman have, it kinda says, there's a little bit of sexual interest going on here. And you can see this pretty frequently in the old black and white movies, still romantic, not even just romantic comedies, but the old movies, not just Clark Gable but I'm thinking more of Carey Grant. He's an excellent example of this, the interaction they have. It's all teasing and flirting and that's required to create attraction, it starts a charge. It's like a little bit of creative friction in the interaction. If you try not to have friction, trying to make it too easy, she's going to feel like there's no charge. Buying gifts and giving compliments, basically it's worse by sucking the life out of it, it works against creating attraction. So you don't want to do that, if you just simply stop doing that one, you're in good .

Be different! Be different that's really important as far as creating attraction, because you'll immediately stand out as interesting in her mind. Just by virtue of the fact that you're not like all the other guys, and of course, number four reason for failing on the approach is being her girlfriend, which is a shoulder to cry on and an ear to bitch in.

You don't want to be that, or as we like to say, you're an emotional tampon, you're just the guy that she can go to and unload all of the emotional troubles and you're always there for her, and you're always there for her because you hope that someday, she's going to realize that, "Oh, I've been crying those years so long I might as well go to bed with him". What, where's the rational logic in that one, you know what I mean, we like to assume that by doing so much stuff for somebody, that they'll hopelessly, somehow figure out, that's the person for me, It doesn't work this way.

The greatest lesson I've learned about body language is don't focus on hers at all. Don't look at her body language. It's not a big deal, don't worry about it you create her body language with what you're saying and doing. If you look at yourself as the orchestrator or the one who's initiating, the one who's making this happen, you no longer look for outside signals to come in, you create what you want on the outside. Because what happens is that you're focusing on her body language, it puts you up in your head, plain and simple it's what it does, instead, focus on the best presentation that you can give to her and it will all square itself out, measure your success by contact information and dates that you have not by her body language. Your success is measured by contact information and dates that you get.

That's it, it's the only litmus, the only metric you need. The biggest mistake in body language is, moving like a bird instead of a cat, this is for you, don't move like a bird, you know that spastic, quick, darting, that nervous action. This is why I hate birds as pets, I'm sorry, I think they are the most annoying pets on the planet.

Move like a cat, slow, languid, very fluid and they're always slow they kinda stare at you, grrrr... you know that look they give. That's the kind of movement you want, thinking in terms of movement of animals is actually very helpful, we study this in kung fu. I have a set of five forms that I learned, the dragon, tiger, snake, crane and leopard. I learned each one of those animals, so I can better embody those energies while I did techniques.

Also, techniques that are based on those animals and its helped me to be a much more expressive person in terms of knowing how I want to use it. Do I want to use something more quick energy, do I want to use something circular and dynamic or do I want to use something that's very close, slow and logical like the crane. That sort of thinking helps me move and that's why thinking in terms of animals when you need to, helps you with your body language.

Here's what you'll look for when reading body language, if you're going to read the body language, please don't but if you're going to look, for reading it, here are the signals that you can interpret specially if you were trying to evaluate from far away or if you're doing this for another person. This is how I use it, I use it effectively on my own, if I want to study it anyways.

Watch their proximity, how close are they, when you move closer what does she do? Does she move closer, does she stay there, does she move away. Number two, watch her head position, smiling with a tilt is good. Cocked head is cautious, remember that. Eye motion, looking down is shy or bashful and that's okay, looking to the sides a lot is nervous or distracted, you ever talk to somebody who's always looking around everywhere but you, it's annoying as hell.

Watch for mirroring she will subconsciously, unconsciously mirror you when she wants to connect, she will start to do same things you are. Closed or open body language, crossed arms or legs, watch for that, if they're closed not as good you want to open her up. Preening, any kind of, you know, fixing her hair, fixing her dress, straightening out her blouse, all good signs.

Nervous gestures, watch for squinted eyes, low brow and skeptical, that's basically what's interpreting, she's kinda skeptical of you, what, she's not sure how to take you, and the back of the hand brush. I recommended this a while back as being a universal technique for flirting, use the back of your hand to brush her in some way, unintentionally, unintentionally of course. What it does is, it sets up some contact that she can playfully in her mind, misinterpret as "did he do that on purpose?, did he do that intentionally? haa", makes her wonder, that's what she wants.

Enough talking about body language, there are real secret to using the opinion openers is, you must genuinely want to know the answer, that's all!, more than you just want to open the set, you want to, you've have to have real, honest curiosity about what their answer is, when you

have that honest curiosity the conversation will take care of itself because' you'll think of automatically what it is you want to say next.

The one thing that almost no one knows about rejection, there is no way to avoid rejection, but by not approaching her you are ensuring she will not be yours, she's not going to be your woman if you don't approach her, so what is that?, that's a guaranteed rejection, think about it that way, a lot of guys think that if I don't approach her, that I'm avoiding rejection no, no, no. You just guaranteed she's going to reject you, because now you're never going to get to meet her, you never going to get to date her, you never going to get to talk to her, that's sounds like rejection to me. Here are top four ways that you should bring your hobbies into your conversation, a vitally important skill to have, number one is connecting an emotional experience, what is the emotional experience to that thing, when I talk about snow boarding.

I use this example quite a bit, it's not that I'm snowboarding, it's that I'm at the edge of a precipice looking down at the steep incline and my adrenaline's rushing and I'm wondering can I make this one, will I fall down, do I do a face plant, on then there's a rush, I start to gain speed, and I start to get control the board, and that's exhilarating, see what I'm doing I'm putting an emotional terms you can relate to, connect an emotional experience. You're also demonstrating expertise by talking about your skill, by talking about your hobbies in your conversation, so demonstrate expertise, what I tell woman, hey you know what I can, I can analyze handwriting, I can instantly demonstrate that right then and there with them.

It also shows passion and ambition, so bring out the passion and ambition that's attached to that skill or hobby and also shows that you have a life outside of dating. Which is really what she's looking for, in the talk about hobbies, she's looking to find out that she'll have well rounded lifestyle, that your not just out trolling the bars every night. If I had to narrow down the five ways to make conversation fun. They will be these, number one is talk

about the current events or drama in the news, as of the time this recording one of the most recent things that's happen is old Gary Coleman died, a few, like a month or so ago, and of course there's a lot of, you know, talk about that, a lot of jokes, and things like that, so, bring that up, you know, talk about Gary Coleman, it's like why do we still know who this guy is, I mean, he's on TV show what, 30 years ago? And we still know who he is . He's done nothing else.

Tease whenever possible, teasing is absolutely one of the most important ways you can make conversation fun, because it forces her to invest in the conversation, it forces her to ante up and give a little bit of her own energy. Number three, always divert her from her conversational direction, whenever you can do so, another word, wherever she's expecting, wherever she's expecting to take conversation who have to immediately grab her by the wrist and you anchor her in another direction.

So she's talking about her work and she's talking about how, Oh, God, yeah, I got into work this morning and my boss has been such a pain. I said don't tell me, it's because everybody found out about his affair with you and then of course that breaks her rumored path, she's like what, what, no, no, no that's not it, I didn't, I'm not having an affair with him, I wouldn't do he's gross, I'm saying, ah, I don't know, I bet you would, maybe somebody else in your group that is having an affair with him.

So what I'm doing is I'm constantly batting her around, I'm stirring the conversation, giving her an unexpected course, I'm being different. Misinterpret her to get her to clarify and justify herself, whenever she says something, you want to misinterpret it so she's force to say, "no, no, not hat's not what I meant, that's not what I meant,". When you do this she's force to invest in her conversation with you and the fact that she had to justify herself. Make playful observations whenever possible, playful observation can be just about anything. From, you know what? that ring you're wearing, I saw something just like

it, in one of those little bending machines in the grocery store, I won't tell anybody but you might want to think about, you know, something else, little things like that, that's actually more of a tease, but again playful observations.

I know that are observations could be something I see problem, the, the vicinity that we're in, observations about anything. You want to show that you are observant about your environment. When I'm in coffee shops I make an observation about the other people getting in there, I make observations about the coffee shop itself, you ever know how pretentious they're here, they can't just say it's a black coffee bean, no, they gotta say since, some clever French term or some Sumerian roast terms, how it's a black bean, This is a black bean man, call it that, oh I get it, it's a marketing, right? there I'm just trying to make playful observations. Five proven ways to get yourself to get rid of your creepy behavior, really good stuff here.

Number one, stop staring, if you aren't going to go meet her then forget about her, if you're not going to walk up and say something to her forget about it, don't even bother, but don't sit there and stare at her, no hovering, no staring. Number two, keep the eye contact soft, yet strong, don't over do the eye contacts, some guys turn on the Manson laughs, I'm going to make an eye contact with her, I'm going to bore a hole through her head. Arrrrrrhh! don't do it just slow blinks, with expressiveness, hmmm, it's all you gotta do, break your eye contact every so often. Unless she's already your girlfriend, no gifts of any kind, she has to earn her place in your life, you don't have to earn or buy your way into hers, make that a mantra, make that one of your affirmations everyday. I don't care what but remember that.

No sexual comments either, sexual comments kind of fall into this range of, you know when you make a sexual comment that suppose to be sexually appreciative like, Oh! wow!, I bet you don't have any problems with the guys, huh! I bet you all the guys like you. Goofy, weird and creepy. No creepy kino, creepy kino is touching with more intent of sexual intent or constantly pawing. it's the

pawing thing, just hunch, instant touch, incidentally and light and quick, incidentally means just as a matter of what we are talking about, to reach over and touch her, no, no, no, you gotta, you got to hear this or you know I do it to get her attention or get her re-engaged. It's light, it's quick, it's temporary, it's fleeting. And lastly, keep your emotions in check, this is one of the things that women pick up on guys in their first interaction is their level of emotional control. Moody is scary and unattractive, it's scary and unattractive for most women, you don't want to go there, trust me, so get your emotions, "hooh", under control.

There are five ways that woman are creeped out by guys, the absolute worst way to handle an uncomfortable silence, is to let it go on, by letting it go on, you're letting it continue, you're letting it expand, it gets worse and worse and worse, until the panic is growing and you're screaming, Oh my God! I can't stand it, but you're not saying anything outside, you're just freaking out. Have a silence breaker ready to go."Hey that's our first uncomfortable silence, woohoo, high five", that's my favorite. Works every time. Here's another one, "hey I thought you're good at conversation, I can't believe you let it get boring on me like that, you'll never get that morning host spot on television that way". It's just another way of giving her a tease for something she's not even really responsible for, but I'm making her responsible, that's the best way of teasing, having fun with that kind of situation.

One of the secret weapons that I use for getting shy girls to talk is accuse her of being the thing that you are, because your shyness is what you're most afraid of, accuse her of that in a nice way to get her to start talking, "hey you're a shy girl aren't you?" I mean you like to be all hey, but I bet you find it dream that have to be on all the time, right? Show her that you can relate to her inner shyness, she's going to be more connected to you.

That's how I use that technique. Here's why you should never be afraid to fail, number one, the more action you take, the more results you get, number one. Number two,



the more results you get, the more successes you get, simple it always works out this way. Number three, the more success you get the more confidence you get.

And number four, the more confidence you get the more you will naturally attract woman, you see how this equation works, action leads to results, results lead to success, success leads to confidence, confidence leads to natural attraction and the end game of what we're talking about here.

Two techniques for when conversation's running dry, number one, pin the blame on her in a teasing way, then we do it something like this "you're kinda quiet, but you know what? that's okay, I like shy girls", so I did I kind a tease her little bit, but I took a little bit of the edge so she didn't feel like she's being put on the spot.

Then what you can do get her to tell you about something, about herself. This is getting her to invest on the conversation, when she talks about herself, she's going to immediately feel like she has a stake on the conversation, so you're getting quiet, hey tell you what, tell me something about yourself that you're proud of, that's the good thing to do, right?

It's positive, it's upbeat, it's fun for her to talk about. Also gets her to bring out the better part of herself in the conversation. So there you go, two quick ways to get the conversation going when it's starting to run a little dry is to hand it over to her to help you out, get her to chip into this conversation, you shouldn't have to always bear the whole brunt of the work, right?

And you do need her, you need her to interact, you need her to have an investment a stake in the conversation, the interaction, the connection. The best way that I know to destroy attraction is brag or boast, plain and simple, it's the one way that almost guarantees you will destroy the attraction by being arrogant and bragging and boasting. So just don't do it and you'll probably eliminate a great source of failure for a lot of guys.

The one lesson I wish I've learned years ago is if you just stay relaxed and start talking, she will go along with you and almost every situation if you're relaxed enough, if you feel that inner sense of justification and it comes through in your body language and your attitude, then hey, you know what, I've got the right to be here, then she will go along with you. You already have all the excuse you need to talk to any woman out there. A lot of guys are looking for a reason, why should I go talk to her, I gotta have some, I gotta have some reason other than the fact that I want to talk to her. Why do you need anything else? If you need more than that, now you're stretching beyond what is naturally already there and it's actually turning into manipulation if you want to think about that way.

Not what you want to do, not which one to use to meet woman with, if you're a beginner, then first thing you need to do is, first of all, get yourself just interacting with people in a relaxed way, that's it, that's your only focus, if you're a pure beginner at this game, you still have a lot of approach anxiety as either the only thing you need to be focused on is the next step because if you're trying to skip down the road. It's like me picking up the guitar and immediately trying to play, I don't know, some Metal God, actually it's a bad example because I haven't been play it for awfully long time. Oh, let's say I was, I was going to get out there on a tennis court and I wanted to. I'm kinda dating myself here, but let's just say I was a big fan of Agassi, right, Andre Agassi, what if I was trying to get out there on the tennis court and play like him right off the bat.

Is that realistic? No, but no matter what when it comes to woman, guys seem to want to have that immediate Guru God ability to attract women. That's okay you can have that desire, but let's take it in a more reasonable steps just get yourself interacting with people in a relaxed way will be a fast 80 percenter, you know the eighty, twenty row, that's 80 percent of your success right there, because if you build on that foundation of relaxed social interaction, you can get so, so, a success with just about everybody, not just men or women, everybody. And join a

social club of some kind. I highly to recommend this for guys, the reason being this, first of all putting into a commitment step, as far as getting out there being more social, being interactive to other people, and number two is accountable, it is making you accountable for doing something.

When I first started writing many years ago I created my own book club I just put it, an ad the paper and we got together and we had a meeting and boom and we had a club and I was like wow! That's kind a cool. So we all got together for a little writing club and one guy had only written like one piece of poetry and he had a piece of writing paper, I remember this, I'd written like a hundreds of thousands of words but this point and some other gal had a really, really nice manuscript of some kind, and everybody was different levels but we all kinda interacted and talk about it. And it was cool, but there's accountability there, I had to provide something, I didn't want to be like a fool in front of them, so I have to be accountable, that's what we're doing with this program by the way, that's what making you go further with your skills and you probably ever have before. So, there you go, those are the tips for this week and next stop are your assignments I want you to jump into.

These are going to vary depending on you and your situation. One is to memorize what your emotional idiot lights mean, your emotional idiot lights are, when I have this feeling, this emotion, what is it telling me? That's the light you are looking at on your dashboard of your life. If you feel jealousy, what is it that telling you? It's telling you that you feel threatened, that somebody is threatening your sense of connection with another person, so watch for that, that's what it tells you. Knowing that, allows you to bring your emotion to a rational higher level of thinking and control it more. Personal anthems, I'd like you to be able to identify five situation where shyness is killing your game and be able to get that handled as well as create five sets. A total of two anthems, first situations where your confidence is feeling challenged with woman, of course.

I want you to create your own sayings that help you get locked back into your own confidence, the one that I like to use, "I feel ten miles tall and made out of diamond, that makes me feel powerful and I can feel strong and powerful going into any social situation. I just remembered that.

We're going to have a personal checklist of how you going to continue your interaction and keep this program going well after it's done, because it's not going to finish at week four, it's going to go on for the rest of your life, because now you got a new set of skills that will serve you forever. Now, we're going to talk about goals, we may not have set it up this week, we may get to that next week. Be sure to just check your checklist and check the actual week three page to find out what specific exercises I want you to do and submit an audio presentation of any opener or any other part of the approach that you would like me to review and fine tune.

This means record a video put it up on youtube, I already had a couple of guys do this already. Record it on my 800 number, that's been, that was something, I think I put in in last week's video, give me something to help you with and I will review it and give you some feedback on, because I want you to succeed. And you will, if you just take the steps.



## IMPORTANT NOTE:

I am ready, willing and able to help you with EVERY PART of this week's homework assignment!

If you need any assistance at all with this week's assignment, login to the coaching center at: <http://www.carlosxuma.com/blackbeltcoaching/> and let me offer suggestions, give feedback, etc., for each of these assignments. If you need help, I'm here!

(Or if you have any questions about the lesson at all!)

**Remember, you are entitled to ask ONE QUESTION PER DAY (Monday-Friday) related to the current topic for me to personally answer... so use this coaching access!**

Stay Alpha!

A handwritten signature in cursive script that reads "Carlos Xuma".

Carlos Xuma

**Alpha Lifestyle Coach**

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