

**How to create instant attraction and make
anyone like you**
"Mastering the 'hidden' secrets of instant rapport"

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Have you ever meet someone and felt an instant connection or attraction with him or her before they even said a word and you didn't know why? Or perhaps you just meet someone and you instantly trusted him or her even though you didn't really know them?

And, have you ever known someone who seems to be able to connect with and make friends with practically anyone? Or do you know someone who everybody likes...but you can't understand why?

And finally, what if you could harness this magic secret of attraction and create it with anyone you meet regardless of your looks or background.

Sound unbelievable?

Well in this report I'm about to show you how to do just that. Once this skill is mastered you will be able to create this magic connection with virtually anyone you meet...make tons of friend and win the respect of your enemies.

This skill is a basic common denominator with every successful person. Anyone who has attained any level of success with people either unconsciously or consciously has mastered this skill.

What am I talking about?

The magic of instant rapport...

What makes someone like and trust you has nothing to do with you...it has everything to do with the way you make that person feel. And how you make that person feel has to do with one thing...they way and what you communicate both **consciously** and **unconsciously**.

What will most people do when trying to gain rapport and trust with someone? They will try to find something in common...right. Maybe they both went to the navy...maybe they are both pilots etc. This creates an instant common ground and understanding and some level of trust. However this level of rapport has major weakness...

What if you don't have anything in common? What if you don't know anything about that person? Plus, this level of rapport requires you to actually talk to that person. I'm going to show you how to do the same thing much more quickly, powerfully, and best of all instantly and with anyone...no need to have common backgrounds and although beneficial it is not necessary to even talk with them.

Here is the secret...

If you communicate a message that says, "I'm the same as you" and you communicate that message in the **same way** that that person communicates to **themselves** then they will instantly like and trust you and not even know why.

But, there's something you must know...over 90% of communication happens at an unconscious...almost psychic level. The words you use, although important, make up the smallest segment of communication.

The trick is to communicate with them in the way they communicate with themselves. So the first step in real communication is to enter into that person's world. To do that you need to understand how they communicate...

Communication levels...

Communication happens at many levels. Here are the major aspects of communication...

Physiology...

Body Language

Breathing patterns. Both speed, tempo, depth of breath and location of breath in the chest.

Muscle tension or relaxation in every part of the body

Eye patterns

Dilation or constriction of pupils

Motion of eyes
Length of eye contact
Predominate "eye accessing cues." (more about eye accessing cues in a minute)

Voice...

Tone
Pitch
Volume
Speed/tempo
Resonance
Timber

Speech patterns...

The words and phrases they use
Pauses and intonations
"Color of language"

Internal representations...

The pictures, sounds, and feelings they create in their own mind.

So how do you match someone's communication...?

Matching or mirroring, the key to instant rapport...

What is matching and mirroring? Well, it's a process of mimicking aspects of communication. Doing this skillfully and elegantly enables you to "enter their world of communication".

The closer you match their physiology and voice the closer your internal representations will match theirs. In fact when you are "in tune" and in rapport with someone on a deep level you set up a "bio feedback loop" where you communicate with them on a psychic and unconscious level.

In fact, if you were to match someone perfectly in every way...breathing patterns, muscle tension or relaxation, eye patterns etc. you would set up such a strong "bio-feedback loop" and communication on a unconscious and psychic level you could literally read their mind. You would think the same thoughts as

them, feel the same feelings as them. I know this sounds crazy, but it's true.

Skillfully mirroring someone is the secret to achieve instant rapport and trust. And it is the secret to truly understanding their communication.

The most important aspect of communication to mirror is physiology. Words are communication on a conscious level. Physiology is communication on an unconscious level and that is why it is so powerful.

7% of communication is through words, 38% is from tone of voice but 55% is from physiology (facial expressions, gestures, quality and type of movements etc.) Physiology makes up the bulk of communication.

There are an infinite number of possibilities to mirror but where you should start your foundation is breathing patterns and physiology.

Breathing patterns and physiology is so powerful because they happen on an unconscious level. When you are matching someone's breathing and physiology you are communicating to that person on an unconscious level. The message you're sending when you do this is, "I understand you...I'm like you...I'm on the same level as you."

How to mirror elegantly...

There are two important skills that are absolutely essential if you want to become an effective mirror. They are...

- Sensory acuity (Being able to pickup on all levels of communication accurately)
- The ability to become a "chameleon". What I mean by that is the ability to be flexible and change your communication styles to match their own. That means flexibility of communication far beyond what most people have attained.

Attaining these two skills takes a lot of practice. The best way to gain this skill is to "keep an external focus" at all times when you are communicating with someone.

What do I mean by that?

Well, when you have an external focus your senses are focused on that person...your not "doing internal negotiations" with yourself. Your not thinking...How do I look to them? What are they thinking of me? What do I sound like to them? Did they think that comment was clever? What am I going to say next?...etc.

Instead your focus is on them completely. You're noticing their eye accessing cues...your picking up on their breathing and muscle tension...you're consciously noticing levels of communication that would usually only happen unconsciously. And you're doing it naturally and subtly, almost unconsciously.

Example...

Have you ever been so intensely interested with someone or what they were talking about that you "stayed completely outside of yourself"? You never thought about yourself...your focus was completely on them and what they were saying.

Well, keeping an external focus will help you do the same thing with not only conscious communication but communication that happens on an unconscious level.

Counter example...

Have you ever had a conversation with someone and the only thing going through your mind is what to say when he or she stopped talking. You have a half-hour conversation. By the end of it you have no idea what the other person said. In fact, you could have just as easily been talking to a manikin.

How connected did you feel with that person at that moment? Well, that is the opposite of what I'm talking about.

Keeping an external focus will help you gain sensory acuity. Becoming a "chameleon" with your communications styles will take a lot more practice. To do this you need to understand...

Representational Systems or communications styles...

What are representational systems?

It is a term that describes the way in which someone primarily communicates with himself or herself.

There are three primary representational systems....

- Auditory (sounds and words)
- Visual (pictures and images)
- Kinesthetic (feelings and emotions)

You communicate in all three at some time or another but you specialize in one. Most of the communications you have with your self are in one primary representational system.

Representational systems are one of your most powerful tools for "entering someone's world". By understanding the way someone communicates with himself or herself you can instantly communicate on their level in their own language.

We are all different in the way we "see" the world. **By understanding how someone else sees the world the more effectively you can communicate with him or her in a way they will understand and respond to.** Representational systems are like a compass that help you navigate their communication territory.

Lets look at the different representational systems and how to recognize them in a person...

Visual

A person that primarily communicates visually uses words like "do you see what a mean?" "do you get the picture?"

Their tone is usually nasal and high pitched.

They talk fast because they are trying to put into words the kaleidoscope of pictures that are passing before them. As a result they often choose their words carelessly.

Breathing is typically high in the chest. And their rate of breath is usually rapid.

Usually they have muscle tension in the shoulders and abdomen.

They use a lot of hand gestures and the gestures are usually quick and rapid.

Auditory

This person primarily communicates to them self in words and sounds. They will use words like "that strikes a chord" "It sounds good to me".

Speech is modulated and exact. They speak in a balanced tempo and they choose their words very carefully.

Their voice is clear and has a resonate tone.

Breathing comes from the whole chest and is deeper than a visual person and is slightly slower.

Muscle tension is more balanced and even throughout the body.

Shoulders are relaxed...almost slouched. And the head is often cocked to the side as if trying to "hear well".

Kinesthetic

A kinesthetic person communicates primarily in feelings and tactile sensations.

They use phrases like "It feels right to me" "I'm not grasping this" "I can wrap my mind around that".

They speak very slowly with long pauses between their words.

They have a low deep tone to their voice.

They move more slowly in their hand gestures.

Their body posture tends to be square and even.

In addition to recognizing these signs you need to master...

Eye accessing cues, a powerful tool to recognize how someone is "seeing" their world internally

Eye accessing cues are cues that tell you in what representational system someone is using at that instant.

An example...

Think of the color of your mother's eyes...Notice where your eyes went. For 90% of you you looked up and to the left. You were accessing what is called visual remembered images.

Now think of an imaginary creature that is half crocodile half lion. Where did your eyes go? For most of you you looked up and to the right. You were accessing what is called visual constructed images.

Now hear your favorite song in your mind. For most of you your eyes looked to the left. This is called auditory remembered.

Now recite the pledge of allegiance in your mind. For most of you your eyes looked down and to the right. This is called auditory digital. It is talking to yourself.

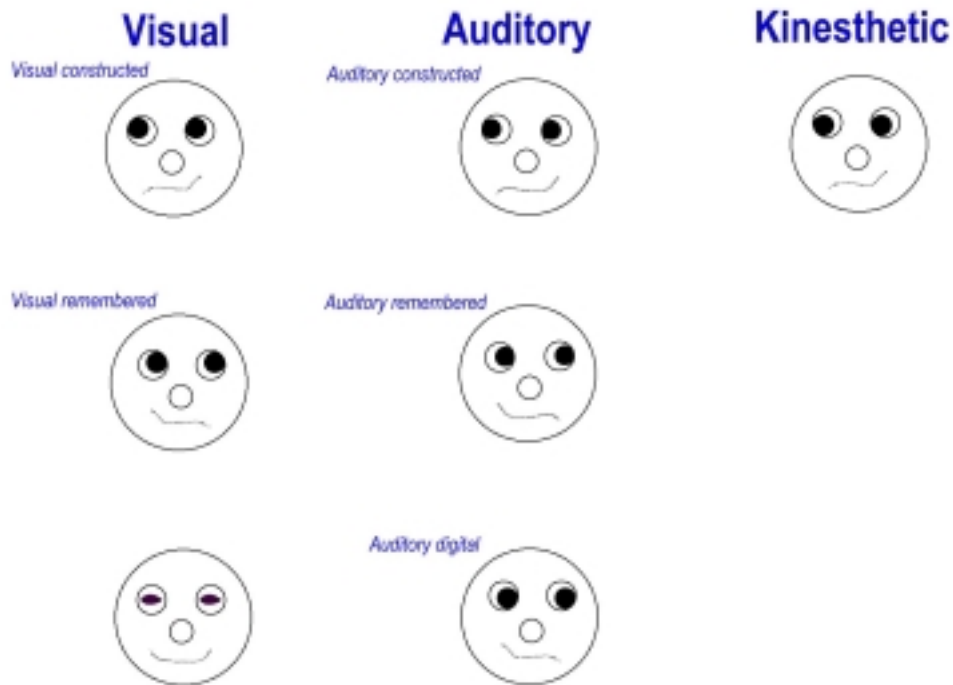
And finally remember the last time you felt deeply sad. For most of you your eyes looked down and to the left. This is called kinesthetic.

For some of you, about 10%, your eyes will move in the exact mirror of the above. Often people who are left-handed are like this.

Recognizing these eye accessing cues gives you yet another tool in understanding how a person is seeing the world and representing the external world to them selves internally.

Everyone will communicate in all three representational systems but everyone specializes in one. **The most elegant way to communicate with someone is to first recognize which representational system they are specializing in then tap all three but focus on their primary representation system.**

Eye Accessing Cues



And doing that effectively takes a lot of practice.

It is a skill...

Mastering it is like mastering driving a stick shift. The first time you drove a stick shift you had to think about every shift, but eventually you did it unconsciously.

First practice mirroring aspects of physiology...breathing patterns, muscle tension, rate of movement etc.

Second, you've got to master accurately recognizing what the primary representational system someone is using.

Third, practice thinking in different representational systems. Think of your childhood home. First think of it as pictures and images, then think of the same house as words and sounds, then only feelings and tactile sensations. Then practice blending these representational systems. See the same home in a blend of representation systems specializing in one or another.

Finally, practice communicating primarily in one representational system.

Practice, practice, practice, until it becomes a pattern and you can do it on an unconscious level.

Then practice on other people...

Next time you're in a waiting room mirror someone else in the room. First start with their physiology. Mirror their breath, muscle tension, body posture etc. Do it subtly and elegantly because if someone realizes what you're doing it won't work. The closer you get to their physiology you will notice how your feelings toward them change. You will feel closer to them, and do you know what, they will feel a connection with you on an unconscious level.

Then strike up a conversation with them. Notice their eye accessing cues and speech patterns. Pick up their primary representational system. Then mirror it exactly. Use their primary representational system in your phrases. Match their speed and tempo of speech. Match the words they use. Match the level of eye contact. And see how quickly you create trust and a bond with a complete stranger.

Mirror naturally and discreetly. You don't want it to feel robotic and you don't want them to think you're mocking them. You've got to do it naturally.

People do this unconsciously. The next time you're in a restaurant look around. Notice the people talking to each other. Those that are in rapport will naturally be matching the physiology and language patterns of the person they are talking to. Being aware of it will help you do it more precisely and on cue.

When not to mirror...

Sometimes it is best not to mirror some aspects of someone else. It depends on the situation. If someone is extremely upset then perhaps it would be better to break him or her out of that pattern. But perhaps it would be better to mirror their level of intensity to gain respect from them. This would be exactly what you would have to do in a street situation. Again it will take your discretion to know.

In addition to that, you wouldn't want to mirror the belief systems of a racist or other hate groups. You can still gain influence and rapport with these kind of people by mirroring other aspects of their communication.

And when you have rapport with them you can actually influence them and change their behavior by leading them.

Pacing...

Next time you are communicating with someone and have achieved a level of rapport slightly change your behavior and see if they follow. Maybe you would change your body posture or some aspect of their physiology. If you have rapport with them they will follow. Then continue changing your behavior subtly gently leading them to your point of view. This is called pacing.

You can even pace someone without talking to him or her. Try this....

Next time you're in a waiting room pick someone to mirror. Mirror as fully as possible every aspect of their physiology. When you have achieved a level of unconscious rapport try changing your body posture or rate of breath. See if they follow. If they don't follow go back to mirroring more exactly their physiology...achieve a deeper level of rapport and then try pacing again. If you do it precisely and elegantly they will follow.

Some of you are I'm sure are thinking that that is very manipulative. Well, I would argue that this style of communication is the most sensitive to the other person. Instead of forcing your point of view down someone's throat you are communicating your message in a way that they can understand and respond to both consciously and unconsciously.

Last thoughts...

Rapport is a very dynamic animal. It constantly changes. In order to maintain and deepen rapport you must be flexible. You must be able to shift gears with someone else. This requires skill and sensory acuity and flexibility with your communication styles.

Mastering this skill is the most sensitive and understanding thing you can do. Instead of saying you should understand me you are saying I want to understand you. You are putting your views aside and learning to enter that person's world and communicate with them in a way that they understand instead of expecting them to understand you.