Conversation Dynamics

* Introduction
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INTRODUCTION

Conversational skills will make you, and lack of them will break you. You may be the homeliest guy on the planet, but if you're good with words you can still have some serious game with women. It's not hard to be good with words - just pay attention to what you say and how you say it. Speak audibly - don't mumble or stutter, and put life into your hello's and goodbyes.

It's All In The Eyes

Most people (by far the vast majority) don't realize it, but your eyes give effect to much of what you say; and when it comes to conversation with women, your eyes can be the magic words to creating attraction. Your eyes reflect mood, and mood is usually infective.

Before we go any further, though, test this out for yourself. Go stand in front of a mirror. Now, as if you're an actor, pretend to be suddenly angry. Look at your eyes: Do you see how they change - your eyes reflect your anger. Now take notice of your facial expression. This is what people see on your face when they see you angry. Now attempt to feel sad - your eyes should now reflect sadness. Notice your facial expression? This is what people see when you're sad. What about happy? Cocky? Bored? Serious? Lost? In awe? Confused? Nervous? Confident? Aggressive? Shy? Laid-back?

Of the wide range of human emotions, all can be reflected in your eyes. And, like an actor, each emotion can be faked by simply focusing on presenting each emotion in your eyes. The emotion's respective facial expression will follow.

Where is this going? Well, keep reading.

You've probably heard the term poker-face before. Poker-face represents a person's ability to conceal their emotions during a game of cards, especially when large bets have been wagered. Let's say you're dealt a hand that is a sure winner; and because it is, you want as much money wagered as possible. But if the other card players at the table can read your excitement at having such a great hand, they may get scared and either place small bets, or simply fold their cards and drop out. So to keep them unaware of your great hand, you hide your excitement with a blank face, and maybe even take it one step further by appearing subtly disappointed. You're careful not to overdo it, though, because then it might be obvious that you're faking.

In regards to conversation with women, we use a poker-face to cloak the true emotions we may be feeling - not with a blank face, but with an entirely different emotion altogether. Do you feel shy? Focus on your eyes and cloak it with confidence. Are you nervous? This is another emotion easily cloaked with an appearance of confidence. In the case of shyness or nervousness, confidence is your poker-face.

And it's all in the eyes.

But simply appearing confident with your eyes isn't enough to create attraction. With your eyes you want to tantalize, tease, be playful, flirt, entice, charm. Now get back in front of the mirror and think along these lines. It's probably not going to be easy at first. These are emotional mind sets that most guys aren't familiar with . Have you known any guys that are great at flirting with women? Think about how their eyes reflected playfulness and charm. This is the effect that you want to capture. All you have to do is practice and it will eventually come naturally.

Humor and a sense of fun are some of the most powerful aphrodisiacs in the world, which is a key point you need to know to realize why appearing playful in your eyes creates attraction in women.

By using your eyes to entice and charm, you're avoiding the most common facial expressions that women are turned off by - or rather, aren't turned on by. Appearing too serious, too comical, too tough, too cool, macho - these are appearances typical of the average guy that turn off most women. Appearing "playful" sounds like a childish term, but when it comes to attracting women it can be the deadliest weapon in your arsenal. To women, playfulness says a lot about you. You're fun. You're confident. You're at ease around women. Obviously you're used to being successful with women because otherwise you wouldn't have such a playful approach. You're a flirt. You're a tease. . .

Pay attention to the effect you're having. Your eyes are such a powerful tool, that it only takes seconds to initiate an attraction. In the end, playful eye contact, when used in the right amounts (not too little and not too much) can seriously mess women up.

IN ADDITION...

"Once you've been prejudged, it's that much easier to create the effect that you're after. Notice that we used the word "probably" in the above paragraph? We use the word "probably" to represent the other person's expectations. This is what he or she expects. And because they expect it, now it's that much easier to give it to them."

- The Seven Elements of Charisma

When you flirt with women you've just met, not only do you demonstrate confidence and playfulness (a very effective combination), but you also give off the impression that you're ACCUSTOMED to flirting with women, which makes you a challenge in a way. When you're at ease around a woman, her imagination tells her that: a) You're at ease around other women, which makes you a product probably in "demand". b) You're able to take women for granted, probably because you're used to being pursued by women. This all adds up to make you an intriguing person and someone worth getting to know more about.

THE SECRET OF SMALL TALK

Once you've broken the ice with an effective opening, you can pretty much say whatever you want, as long as you remember some simple guidelines:

1) Listen attentively to what she has to say - not only are you giving her the impression that she can "talk to you about anything" (a rare trait in men that many women are attracted too), but you're also picking up on key phrases that she's using, which makes it easy to keep the conversation going.

2) As you're listening attentively and picking up on key phrases that she's using, look for opportunities to sprinkle in some background information about yourself. Not much, just enough to let her know that you're not a serial killer and that you have friends.

In this first conversation, here's an excellent opportunity to plant the seeds of attraction, and you do this by playing off her imagination (See "Enigma", Section 1, The Seven Elements of Charisma) . If you can somehow relate to anything she's saying, as soon as she pauses for a breath, let her know that you can relate, but don't make a big deal about it. Then, rather than change the subject, go back in time twenty seconds and pick up the conversation before you had cut in.

By not making a big deal out of the fact that the two of you share something in common, you immediately put her mind to work. Suddenly she's not sure what your motives are. In general, when a woman is in conversation with a guy she's never met, in the back of her mind she's looking for signs that the guy is somehow interested in her. Guys who are obviously interested are very predictable, with little challenge or mystery to them whatsoever.

So here's an opportunity to present yourself as a challenge - using the element of enigma, you're goal is to tap into her imagination and make her wonder whether you're interested or not (Psychologically, this works at almost all stages of the dating game, and a very popular tactic women use on men). If you're interested, you're interested. If you're not interested, you're not interested. But if she's not sure, you suddenly present yourself as a challenge, which (worth repeating a thousand times over) women are known to be attracted to.

Generally when you tell a woman that the two of you have something in common, nine times out of ten it has the same effect as a pick up line - she thinks that you're trying to con her and it blows up in your face. Don't tell her you have something in common - show her by acting like you can relate to what she's saying. She'll realize on her own that the two of you have something in common and the effect is a hundred times greater.

What are small talk killers? Pay attention - what follows are common mistakes many guys make when having a conversation with a women for the first time:

1) Don't express interest in her sexually (in any way), be it with your eyes, posture, or words.

2) Don't give her the third degree: In other words, avoid firing off questions, one after the other.

3) Don't tell her too much about yourself (for example, your life story), because: a) You may come across as if you're trying to impress her with words. b) You may come across as if you "talk too much". c) She may think that you're full of yourself. d) You don't leave anything to her imagination.

4) Don't come across as too-cocky (cocky is good, but in moderation), too-cool (cool is good, but again in moderation), macho, or chauvinistic. On the flip side, don't come across as "too nice".

Unless she's under the effects of alcohol, a woman's walls are usually up when meeting or being approached by a guy she's never met before. And some women's walls are up thicker than others. Your goal in the early stages of the conversation process is to tear down her walls and make her feel at ease in your presence. You can easily do this by assuming an "innocent" role. In your mind you should have no notion of bedding her, only of making a new friend. In fact, the moment you talk to a woman with absolutely no thoughts of sex, the pressure is off and you can talk to her as if you would talk to anyone else. So don't stare at her (keep eye contact, just don't overdo it), and don't lick your lips!

The secret of small talk is to get her to open up to you, at the same time dropping in bits and pieces about yourself so that she will feel familiar with you and more at ease. One of the most effective means to small talk is to empathize and "be there" with her. Empathic listening , in fact, is considered to be emotionally seductive because a woman thinks that you share her feelings: pain, fear, anger, elation. As you listen to her, be truly attentive, and don't jump in immediately with something to say in response, as if you're her opponent in a talking contest. Too many guys think they need to be impressive with words, when actually to be truly impressive these guys really need to just shut-up and listen.

Keypoints to remember when making an approach/getting to know a woman:

1. Most women won't speak until spoken to. Make it a goal to get her to open up to you. It may take a few casual conversations over a period of time, but keep at it.

2. Most women expect guys to be socially adept, which fuels tip # 1. When it comes down to it, don't be afraid to approach her - she doesn't expect anything less. You're using this expectation to your advantage.

3. Being assertive (aggressive) in your initial approach/approaches is a turn off. And on the opposite end, so is being overly nice. Your approach needs to fall somewhere in the comfortable middle - casual and lighthearted (playful), and ALWAYS with a smile. So be aware of these two extremes - aggressive/too nice - and simply avoid them.

4. Most women, upon realizing that they are attracted to you, play hard to get to varying degrees. For the few that play it to a high degree, you are going to have to risk rejection again and again. Playing hard to get is a mind game typical of most young women (older women are usually more no-nonsense about things). Once you've realized that the woman in your sights is playing hard to get, you need to pay attention to her body language. Is she really playing hard to get? Or is she just not interested in you? If you pick up on any subtle signs of flirting, then she's probably playing hard to get. Try again ever so casually.

5. Some women like being chased and some don't. So how do you tell? Again, keep an eye on her body language. If you attempt repeated approaches, and all you ever get is a cold shoulder, this is a girl that probably doesn't want to be pursued. You can tell you're getting the cold shoulder if her words are few and she avoids eye contact.

6. In general, it's human nature to be interested in a person who shows interest in you. This goes both ways. Show sincere interest in a woman if you want the chance for her to show sincere interest in you. Just be sure not to show too much interest, because then you may easily scare her away. There is a certain zone, and that zone is this: She knows that you're checking her out, but at the same time you're giving her the impression that it's no loss to you whether or not the two of you hook up. This is the interest zone you should consider aiming for.

For example, rather than ask her out on a date at the end of a friendly conversation, you can say: "Hey... If you want to hang out sometime, we can hang out sometime." Then don't say another word - give her a moment to respond. If she's open to your advances, you should now know for sure based on the response she gives.

7. Bragging/boasting is a major turn-off. Practice modesty.

8. Acting macho, chauvinistic, or too-cool are also major turn-offs. When talking to women, be sure that what you say and do doesn't reflect any of these egotistical states.

9. Fools rush in, but the pros take it slow. Like a romance novelist, take your time and build suspense. The rewards will be much greater in the end.

10. Show interest in a woman by asking her light-hearted, yet meaningful questions and listening when she speaks. Then stand back and look for her to show interest: [Women will give you a cue if they are interested. It is a smile in the eye or a slight flirty touch when she passes you in the hall. She also may toy with her hair when she is in your presence. This is a nervous reaction that many women have when there is an attraction going on.] - Dating Insider Forum

There are no 'rules' to conversation with women. There are simply 'points'. Follow the points as we've outlined them above and you'll eventually go far. As anything else in this book, you're not going to be a star the first time you give a performance. But you now know what the performance is about. You how to read the music, how to play the music, and with practice you will have it refined. Many would say, how is this possible when for so many guys conversation is hard? The fact is, and a point made many times throughout this book when talking about women, it's the imagination at work. Most men deceive themselves, thinking that there's something grand to an effective conversation with a woman. And with these thoughts, come illusions of self-doubt, that to have an effective conversation with a woman these guys themselves have to be grand. So don't let your imagination fool you. Read and re-read this section.

Rico Suave - Part I

* Are You the Jealous Type?
* Conversing For Maximum Effect

The following articles were contributed by SoSuave.com's, Allen Thompson - DJNewslet@aol.com

ARE YOU THE JEALOUS TYPE?

I hope not!

Jealousy is one of the quickest and surest ways to get dumped.

Jealousy is a sign of insecurity. It indicates a lack of confidence on your part. By acting in a jealous fashion you're essentially "telling her" that you don't feel worthy of her love, and that you're worried she's going to find one of the many, many guys out there who are "better than" you.

Not to mention the fact that it's an incredibly annoying personality trait.

Never forget that women are attracted to confidence in men. If a woman realizes that you're lacking in self-confidence then she'll lose respect for you. And if she doesn't respect you, she CAN'T love you. And every time you act like a jealous idiot, you lose more of that respect.

Now don't try to tell me that you're the "jealous type" not because of a lack of confidence, but because you really love and care about her. Or because you can't trust her. I'm not buying it... and she won't either.

Jealousy is about YOU and your feelings of insecurity; your lack of confidence; your feelings of inferiority. And it's your problem. It has nothing to do with her. (And if you really can't trust her, then why are you wasting your time. Find someone that you can trust.)

So what do you do if you ARE the jealous type?

Well, since you know that acting in a jealous fashion will push her away from you (by decreasing respect) and acting in a confident fashion will draw her toward you (by increasing respect), then...

... ACT CONFIDENT.

Let her do whatever she wants. Give her all the freedom she wants. Don't complain when she goes out with her friends. Smile when she says she's going to have lunch with her old boyfriend. Encourage her to go to that male strip club. Proudly display your confidence to her.

And know that ACTING CONFIDENT in the face of these circumstances (which make most men jealous) will actually draw her to you. By doing this, you're essentially turning a negative personality trait (jealousy) into a positive personality trait (self-confidence).

You should welcome these types of situations and view them as OPPORTUNITIES to display your confidence to her... and to draw her closer to you.

POWERFUL STUFF!

CONVERSING FOR MAXIMUM EFFECT

By golly, you've actually met a woman.

Maybe you're in bar. Maybe you're at the gym or laundromat. Maybe she's someone you know from work. Or maybe, even, you're actually out on a date.

In any event, now you've got to do something scary, something unpredictable, something with the power to launch a future romantic relationship, or end one before it even gets started. YOU'VE GOT TO TALK TO HER.

What do you talk about? Should you tell her about your childhood, your therapist, your plans for the future, the wart on your big toe? What if you can't think of anything to say? What if you say the wrong thing? And, by the way, what would be the "right" thing to say? Do you have a clue?

Most guys don't. When your average gent converses with a woman, he's basically just flailing blindly at the wind, hoping by chance that something he says will "connect" with the woman and make her fall for him.

Needless to say, this is not the "Don Juan" way of doing things.

You need to have a plan. You need to know DEFINITELY what works and what doesn't, what to talk about and what not to talk about. You don't want to leave her feelings to chance or to fate. You want to be charming and in control.

And that's what we're going to discuss right now.

Now there are many many aspects of a conversation. This particular article focuses on the conversational TOPICS that you should focus on when wooing a beautiful lady. Those topics which will almost GUARANTEE increased interpersonal attraction. Topics which will leave you in complete charge of the conversation, and which will leave you the option, IF YOU SO DESIRE, of future conversations, dates, or an intense romantic relationship.

Are you getting excited?

Okay, so WHAT exactly do you talk about?

Well, the first thing to remember is that men frequently err by talking TOO MUCH. They often monopolize conversations, droning on and on about topics that bore women to tears. They think they're "impressing" the women when, in reality, they're "depressing" the women.

Just because a woman listens to you and acts interested in what you're saying doesn't necessarily mean she really is. She might just be acting polite while silently wishing that the date would hurry up and end, or that you would go away... and never come back.

So key number one is DON'T TALK SO MUCH! Try not to monopolize the conversation and try to LISTEN to what SHE has to say. Remember, everyone is incredibly interested in what they themselves have to say. People will talk to you about themselves for as long as you will listen.

So stop worrying about what you're going to say next. Focus all your attention and energy on listening to what the woman is saying to you. Try to visualize or "feel" what she's saying.

This does take a little effort. It's not very hard to do, but it's not something that men "naturally" do. You simply have to concentrate.

Now when listening you want to pay particular attention to any "seeds" or free information she happens to throw your way. Seeds refer to subtle hints that women give that point to conversational topics that they would like to or be willing to discuss.

An example:

Bob: "You come here often?"

Kim: "Actually this is my first time here. Just moved here from Florida."

Bob: "Oh. I come here every week. I love this band. It's pretty crowded tonight."

Bob is clueless.

Kim gives him plenty of free information to follow up on. It's almost as if she's testing him to see if he has the intelligence or social skills to capitalize on what she says. Bob fails.

So what would be the "right" thing to say?

Well... she mentions that this is her first time in the club and she just moved here from Florida. Bob could have properly "watered the seeds" by asking a) How does she like the club, band, etc? b) What brought her here from Florida? c) How long has she been in the area? d) Where in Florida is she from? e) How long was she there? f) What's it like there?

Kim's two short sentences gave Bob tons of information to follow up on. Tons of conversational topics that she has indirectly indicated that she'd like to talk about. But Bob was too worried about himself. Too worried about the impression he was making. Too worried about what to say next to LISTEN to what she said.

Do you see the importance of listening now? You must concentrate on what she says and block everything else out of your mind. If you listen you never have to worry about what to say next because the other person is "telling" you exactly what to say.

Kim even subtly indicated that she was attracted to Bob (or at least not repulsed by him). How? She didn't blow him off. She gave him some free information to talk to her about. This may have been a conscious decision on her part or it may have been a somewhat unconscious act. In any event, Bob didn't pick up on it and blew his chances with her.

Keep in mind that if a woman likes you or would like to get to know you better, she will GIVE YOU free information to follow up on. She will throw out some seeds for you to water. If she's not attracted to you, she won't give you much of anything and it will be very difficult to maintain a decent conversation with her. No matter how charming you are, if she doesn't "help you out some" you'll eventually have to admit defeat and walk away.

So be sure to listen for the topics she'd like to discuss.

Now in order to converse for maximum attraction, you need to keep two other things in mind. You need to tell her about yourself. And you need to maintain a proper talk/listen ratio.

You may have heard or read somewhere that people like to talk about themselves and that you should spend most of your time listening and asking questions if you want others to like you. This is true... to a certain extent.

People DO like to talk about themselves and they DO like those who listen, ask questions, and seem interested in what they're saying.

But...
If you're goal is to charm this lady, you've got to do more than that. You've got to tell her something about yourself. Specifically, you've got to "tell her" that YOU TWO ARE VERY MUCH ALIKE.

You do this by making "me-too" statements.

That is, it is desirable to bring yourself into the conversation when you can relate yourself to something she's talking about or make yourself seem similar to her.

For example:

Kim: "I really miss Miami."

Jim: "I can imagine. I spent two weeks in Miami last summer. I loved it. Even thought about moving there myself."

Jim is smooth.

Jim didn't ask a question (this time). He told Kim something about himself that made him seem similar to her. Now if Jim has also been listening and asking questions, then he's probably doing very well with Kim.

A good talk/listen ratio would be around 40/60 or 30/70. That is, you want to spend around 30 or 40 percent of the time talking, and about 60 to 70 percent of the time listening. And you should spend as much of that 30 to 40 percent as possible in the "me-too zone."

Think about it this way...

Let's assume you just went on a dinner date with a lady you like very much. If you monopolized the conversation and spent most of the time telling her how "wonderful" you are, you can pretty much expect there won't be a second date. I hope you can understand this.

On the other hand, imagine you'd spent the entire two hours together sitting there, listening, and asking her questions. You probably did much better. She did seem happy. She did seem to enjoy the conversation. But still...

After the date she's going to go home and think about the date. And she's going to think about you. She's going to think about whether she should spend more time with you or not.

The fact that you haven't said much of anything all evening is going to be your downfall... BECAUSE SHE HAS NOTHING TO THINK ABOUT.

You haven't told her anything about yourself. She still has no idea if she should be interested in you or not. She knows you don't monopolize the conversation and you're a good listener. And she likes that. But that's not enough to spark any kind of emotion in her.

Now imagine you'd spent 60 to 70 percent of the date listening to her (really listening and asking questions), and about 30 to 40 percent of the time telling her about yourself. Specifically, telling her about yourself in a way that makes the two of you seem very similar.

This time when she goes home, sits down, grabs something to drink, and starts reminiscing about the date (and you), she's going to have something substantial to think about. She's going to think what a wonderful conversationalist you are. You didn't monopolize the conversation. You didn't bore her with details of your job, your childhood, or the health of your colon.

And because you spent a substantial amount of time pointing out how similar the two of you are, she's going to think that you are very SPECIAL. (After all, you're just like her. You must be.)

People always like others who are similar to themselves. By being similar to me, you essentially validate my perceptions of the world. I will see you as clever, intelligent, charming, and likeable... because you're like me.

(It's true that opposites do SOMETIMES attract. But only under certain situations. On the other hand, similars ALMOST ALWAYS attract. You should always go for the similarity angle during the first part of a relationship. You'll can reveal to her your "unique" qualities later.)

And don't worry or feel cheated because you don't get to talk about the things you want to talk about. If you play your cards right during the first few conversations or dates, you'll have plenty of time later on to bore her with all your "interesting" stories.

The first few conversations (dates) are critical and you have to "play" them right. That means listening for free info, asking interested questions, and making "me too" statements. It's a simple 1, 2, 3.

Special Inclusive:
Rico Suave - Part II

* Making Her Salivate For You
* Your Magic Wand

MAKING HER SALIVATE FOR YOU

Ivan Pavlov was a physiologist who stumbled upon one of the most important principles in all of psychology.

Pavlov discovered that he could teach dogs to salivate at the sound of a tone if he repeatedly paired the tone with the presentation of food. The dogs learned that the tone was a good predictor for food (which they liked and which naturally elicited a salivary response). Thus, by repeatedly pairing the tone and the food, the dogs learned to salivate to the sound of the tone... regardless of whether or not food was present.

This is known as classical conditioning and it's quite an omnipresent phenomenon which influences most every aspect of our lives... especially our love lives.

You see, EMOTIONS are particularly susceptible to classical conditioning. Emotions are very often "elicited" by certain circumstances as a result of past learning experiences (that is, previous pairings or associations).

An obvious example is the emotion of fear. People often learn to fear things because of previous unpleasant associations. For example, a person may come to fear dentists (or perhaps the sound of a drill) because of past painful dental procedures.

A woman who has been attacked may develop a fear of strangers or a fear of men. Or maybe it's the garage or neighborhood in which she was attacked that come to elicit feelings of fear and anxiety. It's a simple pairing of a particular situation (or person) with an emotion which causes similar situations (or persons) to elicit similar emotions in the future.

On the positive side, think about an old girlfriend of yours that you adored. (Everybody has at least one that they blew it with.) You were crazy about this girl and would have done anything for her. As a result you may have done a few things you didn't really care too much for.

Maybe she was really into Italian food but you weren't. Frequently you wound up in Italian restaurants in order to keep her happy. As a result of the pairing of Italian food with this adorable lady, you NOW love Italian food. Or maybe it's a particular Italian restaurant that you two frequented that you NOW love.

Perhaps she used to love hiking so now you do. Or she was crazy about cats and now you have several. Or maybe it was a particular movie that the two of you saw together that still makes you feel queasy. Or a particular song (your song) that brings back a flood of vivid memories and intense emotions. Whatever. Your feelings for her were transferred to various other objects, situations, or people as a result of being paired with her.

It's really fascinating to observe this pairing of situations and emotions. Try to pay attention to the "classical conditioning" happening around you as you go about your daily routine. It occurs ALL THE TIME. And it's really quite interesting.

Now that we grasp the basics of classical conditioning, the question becomes, "How can we use classical conditioning to help us in our relationships with women?"

We could probably write an entire book on classical conditioning and how it influences our love lives, our relationships, and our emotions. But I'm just going to point out one or two things to you right now and leave you to discover some of the other *secrets* yourself.

Let's assume that the object of your affection (your girlfriend, or maybe a beauty you're attracted to) is always in either a good mood, neutral mood, or bad mood. That is, she's either experiencing good emotions, neutral emotions, or bad emotions.

Our goal is simply to associate ourselves with her good emotions and dissociate ourselves from her bad emotions. In this way, we can MAKE OURSELVES into a type of infectious, charismatic individual who elicits positive emotions and positive feelings... simply by showing up.

And that's what you want, isn't it? You want her to be excited and happy and feel good when you come around. You want her to look forward to seeing you because she knows that she's going to feel great. Isn't that how your lady (or the lady you desire) makes you feel - happy, excited, positive?

And you definitely don't want your presence to elicit feelings of depression, anger, or anxiety.

It's pretty simple. The major point here to remember is that you want to be around her when she's in a good mood and avoid her, like the plague, when she's in a bad mood.

Nothing earth-shaking here. Yet it's amazing how guys can screw this up. Sometimes putting themselves through a great deal of extra effort in order to do so.

If the beauty at your office is in a bad mood (she's got a plumbing problem), then you should spend as little time with her as possible that day. If that cute little blond in your history class is feeling exhausted (up all night studying), then this is not a good time to ask her to lunch. If your girlfriend has a mean case of PMS, stay away from her until she's in a more agreeable mood.

By avoiding her when she's feeling bad, you're not pairing yourself with her negative emotional states... and conditioning yourself to be a "negative emotion generator."

Now if she's in a good or great mood, then you should maximize your time together. This should be obvious. And my guess is that you probably WANT to be around her when she's feeling good anyway. So do it.

And even if you can't spend that much time with her when she's feeling good, then you'd like to at least get her thinking about you. Call her on the phone. Send her a quick email. Accidentally bump into her in the break room. Tell her a joke - jokes tend to linger in the mind. Whatever. Use your imagination.

(As far as neutral moods go, you goal is to change those into happy, exciting moods and associate yourself with these moods... but that's a subject to be covered in the future.)

However, as mentioned, many guys screw this up.

If their girlfriend (or potential girlfriend) is in a bad mood, they may try to make her feel better. They drop by her place with food and ice cream - to cheer her up. They insist on taking her out to lunch or dinner - brighten her day a little. They try to make her laugh. They do her favors. They spend hours on the phone sympathizing with her. They hang and hang and hang around. They do everything BUT what they should do... stay away. Dissociate.

Now this budding Don Juan usually THINKS that his girlfriend (or potential love object) being down or in a bad mood is an opportunity for him to make a few points. That by doing his best to make her feel better that she's, of course, going to realize what a great guy he is... and maybe fall for him.

It's possible. Anything's possible. But I wouldn't bet on it. All you're really doing is exerting extra effort to pair yourself with her negative emotional states. Yes, you might make her feel a little better, but you're most likely doing more damage to your "charisma" than good.

Keep things simple. Just stay away.

And if you're a sensitive guy who feels bad because she feels bad... well, remember that people often LIKE to feel down sometimes. People often LIKE getting upset and venting. Somehow it helps them to keep their lives in balance. Give her the freedom to feel bad if she wants.

On the other hand, if she's been emotionally DEVASTATED that's a different situation.

Maybe her best friend died. Maybe her new car got totaled. Maybe her cat was run over. Whatever - it varies from girl to girl. If she's your girlfriend (or significant other), she's going to EXPECT you to be there for her emotionally. She's going to want to lean on you and draw strength from you. She's going to want to emotionally vent to you. And if you're not there for her, she's going to "hate" you for it.

However, if she's been devastated and she's NOT your girlfriend (just someone that you'd like to be), then it's probably best to stay away until she's feeling better.

As mentioned, classical conditioning is happening constantly and I can't possibly go into all of the related scenarios, but I'll briefly mention one other instance... that of "good" and "bad" news.

Yes, delivering bad news does rub off on to the person unfortunate enough to deliver it. It's one of the most potent cases of classical conditioning. She's feeling good. You arrive and deliver the bad news. She's now feeling bad. Not exactly what you should aspire to.

Never deliver bad news to a girl you're attracted to. Get someone else to do it. Bribe someone if you have to. Just make sure you're someplace else.

Now as far as delivering good news... Ooooh Yeeaah!!

YOUR MAGIC WAND

(* Note: In "The Seven Elements of Charisma", the powerful psychological effects of a simple smile were talked about. In the piece that follows, Dating Insider and Allen Thompson really hammer it home. Often it's the "little things" that define a man who commands success with women. The "smile" is a perfect example. Attractive. Effective. Powerful.)

What red-blooded male hasn't at one time or another dreamed of having a magic wand.

A wand which would instantly turn you into the most charming, irresistible hunk of manhood this side of Robert Redford? Or perhaps a word or phrase that you could utter to create a magical, sensual effect on the woman you're talking to? Or maybe a particular behavior, such as snapping your fingers, that would instantly fill any woman you wanted with feelings of infatuation, love, and lust for YOU?

You wouldn't want to be completely irresistible. Oh, no. That would be far too much trouble. You'd have girls that you're not interested in chasing you all over the place. You simply want to be charming and irresistible to all those girls you are attracted to.

A wand, a word, or a simple behavior that would instantly turn you into a charismatic and irresistible Don Juan. Yes, life would be good!

Well I'm here to tell you there is such a magic wand. Something that will make you almost completely irresistible to any woman you "point it" at. Something guaranteed to fill your life with love, romance, and excitement. No, I'm not talking about some kind of mythical aphrodisiac. I'm not talking about a pheromone cologne, or some kind of pill you slip into her drink.

No, this is much easier and simpler. It doesn't cost you anything and it's something that any man can master.

It's known as a SMILE.

Now I'm not talking about just any smile. I'm not talking about that pathetic little smirk of yours that makes you look more scary than friendly. But a big, face-consuming, I-feel-good-about-life-and-I-like-you-too kind of grin that will instantly light up any room (and any woman) that you "point it" at.

Never forget that women are irresistibly drawn to smiling guys. They flirt with smiling guys. Date smiling guys. Have sex with smiling guys. Marry smiling guys. And live happily ever after with smiling guys.

Why this infatuation with smiling guys?

Well, smiling says that you're a positive, optimistic person. That you're a person who has fun and enjoys life. That you're confident. That you're mature, expressive, and don't hide your feelings. And, most importantly, smiling says that you like and are attracted to her. (You don't smile at people you don't like, do you?)

One other thing: smiling makes you more physically attractive.

I'm sure you know at least one girl that you're attracted to, but you're not sure exactly why. Physically, she has neither a perfect body nor a perfect face. Yet, to you and most every other guy, she's beautiful, irresistible, and charming.

Chances are she smiles a lot.

So smiling make you more attractive, reveals your positive personality, and indicates that you like the person you're smiling at. Wow!

I know what some of you are thinking. Clint Eastwood never smiled. John Wayne never smiled. James Dean never smiled. And they always wound up with the women.

Well, friends, I'm talking about real life here, not television or the movies. Being a hard, tough, cold, unemotional, unexpressive guy may work in the movies, but it doesn't work in real life. And chances are, you don't look like Clint Eastwood, John Wayne, or James Dean either.

But that's how most of us guys were raised, right? We were taught to be unexpressive and unemotional. We grew up trying to be cool, trying to be what we thought others admired. We wanted to be Clint Eastwood or John Wayne. We wanted to be tough, cool, and get all the women.

Just doesn't work that way in real life.

Want to see something really enlightening (and sad)? Go out to one of the more popular bars or nightclubs in your area. Try and peel your eyes off all the beautiful women and check out the guys for a minute. Notice how most of them are trying to attract women by being cool, tough, hard, unemotional. They think they can attract women by acting like they don't really care. Notice all these cool guys leaning against the walls by themselves (or with their equally cool, male buddies).

And they go there to meet women! Ridiculous!

Now take a look around the club at the men who are surrounded by women and are having a great time. What do you notice about them? Take a look at the way they dress, the way they walk, the way they act. But most importantly take a look at their faces. They're smiling, feeling good, and having a great time. They know they secret. They brought the wand.

"Well shucks, I'd be having a great time too if I was surrounded by women," I hear you muttering.

True. But the secret is that they came into the club like that. With those positive, happy, fun-loving smiles. They didn't wait for the fun to start before they started having fun. They have learned not to "pursue" women but to "attract" them... by smiling.

Okay, so HOW do you smile?

Remember, most of us have been trained since childhood not to smile, not to reveal our emotions, not to reveal vulnerability. Trying to "force" yourself to smile can be quite difficult, especially if you're feeling nervous, or "she" happens to be around.

(Interesting how some guys think smiling communicates weakness, when it actually communicates confidence and strength.)

So how do you learn to smile?

One word. PRACTICE!

Smiling is like any other behavior. To get good at it you have to practice. And practice. And practice.

Think about the simple act of snapping your fingers. Can you snap your fingers? Most people can't. The first time you try you'll most likely get a pathetic little "snuupff." Now try again. About the same. But if you practice some, you'll eventually be able to create an almost ear-shattering "KAA-SSNAPP" that will demand the attention of everyone around. You'll get so good at snapping your fingers that you'll almost hurt yourself doing it.

That's what you want your smile to be like. You want your smile to demand the attention of everyone around. You want your smile to be POWERFUL.

So how do you practice? Very simple. Just go into your bathroom or bedroom or anyplace there's a mirror and you can be alone. Look into the mirror and smile. Smile. And smile some more. Smile until your entire face aches. Smile until every muscle in your face is so fatigued that you can't possibly smile anymore. Then keep smiling.

Yes, you're going to feel stupid, silly, and ridiculous. Great! The sillier you feel, the more you'll feel like smiling. And the act of smiling itself, will actually make you feel better and feel more like smiling.

(This is an excellent exercise to practice before going out on a date, or out to a nightclub, or anywhere else you might meet a woman you'd be interested in.)

You want your smiles to be real smiles though, not fake-looking smirks. So it helps to think of things that naturally make you smile or laugh. Maybe make a list of things that you can think about before you start.

Keep in mind that "real" smiles and "fake" smiles ARE different.

Fake smiles go on instantly, and disappear just as fast. They look fake. They look like a practiced behavior. They look insincere. They utilize mainly the muscles of the mouth and not the eyes and the rest of the face. And they look unemotional.

Real smiles, on the other hand, are slower to form, and slower to disappear. They're fueled by emotions and emotions do not change instantly. They involve the whole face. They utilize more facial muscles, especially those around the eyes. They LOOK sincere.

Thus, you have to learn to "fake" a "real" smile.

By faking, I simply mean a smile that you can put on whenever you want. A smile that you can control. A smile which is not completely dependent on your emotional state. After all, you may not be feeling all that wonderful when the girl of your dreams walks by.

So you practice slowly forming a smile... and slowly letting the smile disappear from your face. You have to train the muscles of your face to do this. It's not hard, but it does take practice.

(We're talking about slow relative to a fake smile. We're not talking about slow motion. If you're looking in a mirror, you'll be able to tell when you get it right.)

And the payoff for your practice and "hard work" will be enormous.

Think about top professional models or top professional actors. They've learned how to "fake" smiles. Their smiles look real. And they can unleash them anytime they want. A magazine cover, a TV interview, the public, their fans. The world is literally at their mercy.

And when you learn to smile, the world will literally be at your mercy too.

You've stopped in at a local restaurant to grab something to eat with one of your buddies. An unbelievably cute waitress skips up to take your order. KAA-SNNAAP. You unleash your smile. Watch her face light up. Watch the special treatment you receive. Watch your buddy turn green with envy. (Don't you think you should forward him a copy of Don Juan?)

You're standing in line at the grocery store. There's a very beautiful, yet very tired-looking girl at the register. You walk up and SMILE. Watch her face light up. Watch her whole personality change. She suddenly feels like talking. Do you think she'll remember YOU?

Unleash your new smile at the office. Unleash it at a local bar. Unleash it at the gym. Unleash it anywhere there are beautiful women you'd like to meet. Think of it as your magic wand. Think of it as "the secret" that you know that most guys don't.

You have no idea the pleasures that await you.

The Hollywood Romantic Love Myth

One of the biggest road blocks for most guys when it comes to establishing long term relationships, is the misconception that relationships happen overnight. Hollywood has berated us since we were young with "romantic love", that guy and girl experience love at first site and everyone lives happily ever after. In the end, this Hollywood "love" myth has messed up many guys' minds. We're out looking for "true love" and instant relationship, but the fact is [the quicker a relationship starts the sooner it ends.] - Dating Insider Forum . It's psychological - the longer a relationship takes to develop, the larger the subconcious investment that is made by both parties. As an analogy, look at the relationship process as something similar to weaving a thick rope out of string.

Let's say you impress a girl and she gives you her phone number: You've just laid the first string.

You call her, and she's receptive to your call: You've just coiled a second string around the first string.

A week goes by, and you're having friendly conversations on the phone: More strings are being coiled.

You go on your first date and all goes well: More strings have been coiled.

She introduces you to her parents: More strings.

By now you should see the pattern going on - the longer the dating/relationship process continues, the more strings that are being added to this emerging "rope". Relationships tend to end before they start , which should be shining bright and clear for you right about now. They end before they start because there are no "strings" creating the psychological element known as "attachement".

What's interesting is that if you keep this on your mind WHENEVER around women, you can then make it a point to act and behave in relation, making it a goal to be constantly establishing "strings" with all of them. This comes with it's pros and cons: A pro would be that you might find yourself eventually dating quite a few women simultaneously. A con would be that you get so used used to establishing strings with numerous women, that you become a womanizer of sorts, because that's all you know. Womanizer's are what they are by habit.

Womanizer (n): a man who likes many women and has short sexual relationships with them

Strings of Attachement: It's all about the "Little Things"

Ultimate success with women comes down to this: You can't attach to them - you have to let them attach to you. How do you do this? It's all about your demeanor and presentation. How you package yourself (the clothing you choose to wear), how you carry yourself (your attitude and posture), and what you choose to say or not say. Not all women attach to the same qualities in men, but most women attach to the qualities exerted by a Mr. Right. Here's some common qualities for creating strings of attachement:

* Acting confident in her presence

* Maintaining a positive attitude in the wake of negativity

* An attitude of success - If you're not already a success, carrying yourself as if you know you one day will be(ambition)

* Acting upbeat and lighthearted with other people around her. (This is a prime example of how to attract a woman without doing or saying anything to her. In fact, a powerful method is to exert the qualities above with individuals around the woman in your sights, at the same not paying much attention to the woman. By not paying much attention to her, you take her presence for granted, becoming an instant "challenge". And the more beautiful a woman is, the more powerful is this effect. So, be confident and have fun with the people around the woman you're attracted to, at the same time not seeming to pay much attention to the woman. Be patient, knowing that all the while you're establishing subconscious strings of attachement with her... and days, weeks, or even months down the road, when you finally do position yourself in a way to start "getting to know" her better, she'll be excited for the opportunity.)

With the woman in the paragraph above, you've been weaving strings of attachement left and right for days, weeks, maybe even months, and this is why she's "excited" to finally go out with you. Simply put: She thinks she's in love.