

Completely Cold

By Kenton Knepper

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SOME WORDS FROM KENTON

I have been working for years on a way to do "psychic readings" that was easy, not scary, and incredibly powerful. My goal was to create a system so simple that it could be used effectively by anyone. Even if they knew absolutely nothing about magic or mentalism. Perhaps especially so. Definitely without having to "memorize" anything. I imagined trainees for 'psychic phone lines' being handed copies of my system and being told "Read this and you can go to work for us tomorrow." I dreamed of magicians who thought they would never do "readings", laughing at how easy it was now. I envisioned hardened mentalists slapping their knees with glee about the system's diabolical insights.

I kept dreaming and hoping to discover such a system. I was convinced there had to be one. I almost drove myself nuts.

Then one day out of the blue, it all fell into place. A bizarre and wonderful combination of Wonder Words and observations. It was so simple I could hardly believe it! It made total sense. But did it really work? I immediately phoned my friend and student J. Tank Hanna. I told him I was working on something new. But first I "sensed" something was going on with him, and I needed to discuss this. I jumped right into doing a reading based on the system that had just popped into my mind. Tank was startled.

He didn't know what I was up to. In minutes I had told Tank what was going on for him, and at the deepest levels of his own inner thoughts. What I said to Tank was not only "dead on", it also helped him get much clearer about his own hidden issues.

Finally I said to Tank "So do we have a manuscript here or what?" Tank roared. He was so taken by the "reading" he didn't care that it was just a well thought out system. It had done what readings are supposed to do. It had helped. In a few brief moments I laid out the system to Tank. He became even more excited! That day we went to work on this booklet. We did a bunch of readings using only this system.

It worked like a magical charm. We did more research. More readings. More thinking. We tested everything out all over again. The results were clear. Our dream had finally come true.

Now it is yours.

I need to say a few things about the booklet itself. This booklet is to be read, not memorized. The system we'll show you doesn't require any memorization. If you will read through the booklet from start to finish a couple of times, you'll find that virtually everything in here gets stuck in your head automatically. We planned it that way. This system is based on a few categories from the Wonder Words series. They are explained only to the degree that they will be used in this system. Deeper insights and applications of these words can only be found in Wonder Words. We will give you all the information you need to use this particular system right away. Those of you who have the Wonder Words series will feel right at home. If you don't have Wonder Words, you will still learn the system quite easily.

We both hope you will enjoy this simple and completely effective approach to doing "cold readings." Now you can do readings easily, even if you never thought you could before! As always, we'd love to hear what you do with our work. Please let us know how you use this system! We wrote this booklet the way we speak - just as if you were here with us and we were telling you about this fantastic system. If you are looking for perfect grammar, etc., it ain't in this here thing.

We were far more concerned about being real and accurate for our friends who are reading this (just like Wonder Words), about my student J. Tank Hanna: He has a B.A. in Psychology and a minor in Philosophy. When I grow up I hope to be as bright, calm, clear and together as Tank. He's also a performer who is warm, genuine and very magical. In real life he's like that too! Tank has created some wonderful effects and routines. One, named "Tank's Accidental Discovery," can be found in Wonder Words Volume 1.

Tank Talks

In all my studies, whether academic or Magical, I have been in search of what is often referred to as 'Real Magic' Many of my academic teachers have often denied Magic for one reason or another. Even through my studies with other magicians, I have found a surprising lack in the belief of 'Real Magic.' If you are not interested in whether 'Real Magic' exists or not, you will still greatly enjoy what you are now holding. The results that you will get with this are Real. Magical or not. However, if you are like me and like to crunch brain cells on the subject of 'REAL Magic,' you will find this system absolutely worthy of many a REAL mental crunch. The simplicity of method that leads to 'Real' results is quite an amazing thing.

What Kenton has figured out and is now sharing with you is definitely Magical, whatever your definition. I cannot thank him enough for all that he has done for me and for the Impact that he has had on my life up until now, and forever. If 'Real Magic' does exist anywhere, one place that it is sure to be found is within Kenton. And when he decides to open up and let some out, like in these pages, all that can be said is enjoy it at any and all levels that you can. I thank Kenton and I thank you, please enjoy the wonders that await...

A FEW BASICS

There are few very basic rules to know when you're doing "readings." First, get the spectator to say "Yes" as many times as possible. Second, turn "Maybes" into "Yes's." Third, turn "No's" into "Maybes." Fourth, understand that every human experience falls into a very few basic categories. Fifth, every one of these basic categories can be twisted around to fit a totally different category. (Actually we made this up. but it's incredibly true!)

Sixth, hedge your bets. Use words like "probably", "can", "usually", "sometimes", "likely", "often", "tends to", "possibly", "at times" etc. For more information and words of this type, refer to "Qualifiers" in Wonder Words Volume 1. The system that follows takes all these things into account and uses them in diabolical ways. We begin by playing with the basic categories human concerns falls into, and how to use these categories in seemingly logical and productive ways.

MONEY, HEALTH, LOVE, FAMILY, FRIENDS, WORK, BUSINESS, SEX, ADVENTURE AND TRAVEL are what many of us were taught as the basic areas people focus on when going to a "reader." While many mentalists repeated these categories, some of us noticed there was something funny about this breakdown of behavior. Think carefully now. How often does MONEY have an effect on health, travel, and work? Isn't MONEY often involved in these categories? There is no denying how MONEY plays a part in such things these days. LOVE and SEX are not necessarily the same thing to some folks. But how often does MONEY figure into "love" and "sex?" And is LOVE and FAMILY really so different? Even an unhappy family life certainly has to do with a lack of love. Here again, two categories intermingle. If we used the word RELATIONSHIPS as a category, wouldn't that cover FRIENDS, FAMILY, LOVE, and SEX? What BUSINESS could survive without RELATIONSHIPS of some kind? How often does HEALTH involve some type of RELATIONSHIP? Does money do you any good unless you can spend it? Isn't that a RELATIONSHIP too? With a little bit of examination, you start getting the feeling that all these things are only a couple of categories in disguise. Think about issues that concern you. Is there anything that doesn't fall into MONEY and RELATIONSHIPS? The answer is yes, but there are precious few. One thing we found missing was "spirituality." This too could fall into MONEY and RELATIONSHIPS of course. But twisting these two categories to fit someone's search for something "spiritual" isn't very comfortable for us.

Nor is such a twist usually comfortable for the person being "read." So we have, MONEY, RELATIONSHIPS and what? HEALTH may be needed to address physical illness directly. Sometimes health issues have nothing to do with money. Besides, if you include HEALTH as a category to recall, you can twist it to fit a lot of different

For now let's boil all the categories down to HEALTH, RELATIONSHIPS and MONEY. Perhaps we'd have even more leeway if we changed the MONEY category into WEALTH. With only these three categories then, WEALTH, HEALTH, and RELATIONSHIPS, we should be able to cover virtually anything. Carefully examine and consider the following:

HEALTH:

There is inner health and outer health. There is physical health, emotional health, mental health. All of these things might well be related to "spiritual health." If you're having severe money problems, then you are probably having some physical, mental, or emotional health problems too. If you are having relationship problems, then it could quite logically be stated that you are probably struggling with physical, emotional and/or mental health issues.

If you're looking for more recognition, power, or confidence then what are you truly trying to achieve? If you want peace or happiness what is it you really want? Don't these things relate to a sense of "inner health?" Do you want to resolve an issue or be reunited with someone? Doesn't that have something to do with mental and emotional health? Perhaps even physical health? Spiritual health? Are you starting to see how everything can be related in some way? Keep checking:

WEALTH:

There is outer wealth and inner riches. You can have a "wealth" of knowledge. You can have a "rich" family life. You can already be

financially wealthy or be looking to have more money. Your personal attitude could be your greatest "asset." Doesn't everyone have hidden talents or ideas they wish they could "cash in" on?

Considering how we misuse these words anyway, why not use them to our advantage? Stop and consider for yourself how many things you could easily place under the category of "wealth."

RELATIONSHIPS:

There are outer relationships and inner relationships. You can have relationships with others. You can relate to yourself, and probably do. If you don't have any type of relationship with yourself, then it could be said that you have an unhealthy relationship towards yourself (ask any psychologist)!

Unless you make your own clothes, grow your own food, create your own transportation, build your own shelter, and never talk to anyone including thinking to yourself, you have to be involved in some way in a relationship. Practically everything we do causes changes in the way we relate to others. All of this falls under "relationships." Relationships can cover friends, family, sex, love, inner turmoil, confidence and doubt, business, mental health, emotional health, physical health, emotional wealth, physical wealth, work, travel, happiness, etc.

Name anything and then stop and figure out where there is a relationship involved in that thing. Then name something else. Find the relationship factor involved in this new thing. Before long you will realize that virtually anything involves an inner or outer relationship of some kind. If you try at all, you can place practically any thing, or any situation, into each of the three previous categories. Really try it out and see for yourself. Go ahead, amuse yourself! It's actually pretty funny how easy it is once you try.

Don't forget to consider the "inner" and "outer" versions of each category. This simple little idea can take you to the greatest of heights. Remember it. Think about it. Use it.

Don't try and memorize the three main categories. By the time you finish reading this booklet, you will not only know the three categories, you'll also know how to twist them as you see fit. Forget the three main categories for now. We'll be moving ahead to the heart of this system. You can always reread the categories later.

Here is the secret to this entire system. It has to do with the hidden effect that words have on all of us. By selectively using a few sections from the Wonder Words series, an entirely simple and effective arrangement takes place.

What follows is a brief breakdown of the "magic words." Then we'll show you how to apply these words in a most incredible way.

In Wonder Words Volume II, the use of the word "but" is examined. Briefly, the word "but" tends to cancel out or reduce whatever is said before this word. And whatever is said after the word "but" tends to be considered as fact.

In Wonder Words Volume I the use of the word "and" is also explained in detail. The word "and" links two things together, so that both ideas tend to be considered as. Also in Volume I "Awareness Words" are discussed. These words tend to imply that something is true. It is only a question as to what degree the spectator is aware that your statement is true. Examples of these words are: aware, see, notice, know, realize, etc. You will find these words in bold print throughout the examples of readings to follow. Even more are listed at the end of this booklet.

All of this will become quite clear in a moment. (For a more in depth understanding and for further applications of these powerful word principles, please refer to the Wonder Words series. The basics of these words are discussed here only as they apply to this system.)

These simple words; "But", "And" and an "Awareness Word" will allow you to sound as believable as most professional readers you may have seen on television. As you begin to read and grasp the concepts that follow, you will notice that you have actually heard these types of readings from "true" psychic readers. Fortunately, you don't have to memorize long drawn out pattern or recall people's main issues from a particular age bracket. You don't even have to understand human beings and their behaviors. You just have to apply the process we describe, and spectators will be convinced that your readings are quite real.

Using this system, there is no need to get secret information from people in advance. You don't have to ask them to slate a question that they would like to have answered. You don't have to read their body language. You could use this system over the phone and be totally effective. In truth, you can apply this technique in a situation where you know nothing, can't guess anything, and don't have the slightest clue. Follow the process we discuss, and do readings!

THE SYSTEM

Step 1: Say something. Say "There is an issue of wealth involved here." or "This has something to do with relationships." Just make any statement you want to make. Don't worry if you

might be wrong. Don't care at all. The rest of the system will correct any seemingly incorrect statements.

Step 2: If the spectator looks at you like you're nuts, or says "No" flat out, don't worry still. Just remember every time you get a "NO" or negative response, respond with the word BUT. All you have to do is say BUT anytime a spectator says "NO" in some way. The simple formula here is NO = BUT.

Step 3: Continue your statement by using an awareness word after the word "but." As in "But finances are affected by this whether you are aware of it or not."

Step 4: If the spectator still responds negatively, continue to keep your cool. Remember a "NO" is always followed by the word "BUT." You could say "Ah, but they are..." and go immediately to Step 5. If the spectator says "Sort of I guess." or ANYTHING that even comes close to a "YES" type of statement go immediately to Step 5.

Step 5: Whatever the spectator's response to your question, continue on by using the word "AND." Knowing that the word AND links two or more things together, follow the word "AND" with a statement based on the spectator's response. If the spectator said "No" in Step 4 you might say "Ah, but they are AND relationships can be made or broken when dealing with money." Simply put the word AND in and head off in another direction entirely. After all, if it isn't about wealth then chances are his concerns are about relationships. If the spectator said "Yes" in Step 4 you could say "Yes! And this financial issue can cause problems in the type of relationship you are considering." You will notice here that the word and is preceded by the word Yes. Whenever possible say "Yes, and ..." instead of just "And." This doubles the amount of times the spectator hears the word "Yes." The more "Yes's", the more accurate your readings will seem to be. Also, the more times the spectator hears the word "Yes", the more likely he is to begin saying it too!

Once more from the top.

Step 1: Say anything that (falls into one of the general categories.

Step 2: Anytime you get a "no", remember NO = BUT.

Step 3: Use an awareness word after the word "But"

Step 4: If a "Yes" go immediately to Step 5, if "no", NO = BUT and then go immediately to Step 5.

Step 5: Use the word AND to head the spectator towards a new direction, or to reinforce the "Yes" you have already received. Really, all you have to know is "NO = BUT" and "YES = YES, AND." With just these two steps in mind, the rest will follow naturally on its own. After a NO/BUT or YES/YES, AND try to stick in an awareness word. If you can't think of one, don't worry about it. Just try to work them in whenever you can. If you forget, don't sweat. Just go on. The worst that can happen is a spectator says "No", and you know that NO = BUT. DO NOT try to "memorize" these five steps. DO NOT worry if you can't remember "what to do next." The ONLY thing you need know is "YES - YES. AND" and "NO = BUT" Can you remember that much? If you can, you can be as impressive a reader as many of those you have seen raking it in on stage and TV. We told you this was simple! It's also incredibly powerful.

With these steps in mind, let's go through some sample readings to get you into full swing.

Example One:

"Hmmm, there is something here about relationships." / "No." / "But you don't see how this involves more than just you?" / "Oh, well of course." / "Yes! and if you refuse to consider how (his effects others, you'll never get what you're after." / "Maybe..." / "Yes, and you need to keep that in mind." / "I'll think about it." / "You will want you?" (a question is used to get another "Yes") / "Probably" / "Yes, and there are other issues here too. Relationships are not all that's at stake. There's more isn't there?" / "Yes, and the heart of the matter concerns health." / "No." / "But aren't you aware of how this issue can take a toll on your health?" / "I don't know" / "But you should know! If you don't learn to take care of yourself the rest won't matter. You can see that can't you?" / "Yes, I guess so..." / "Yes! And if you will pay attention to how your decision effects others as well as yourself, and how your health is important here..." / "I do need to do that..." / "YOB, and you need to do that soon..." / "I know I do..." / "Yes, and being aware of this and taking care of this and related issues will put you back on track. You see?" / "Yes! And now just do it, alright?" / "Yes, I will..." / "Yes. Good." / "Yes, thank you. Wow. That was simpler than I thought! Thanks for making it clearer for me." / "Yes, you're welcome! Thank you."

You will notice in this example how awareness words are used to twist the category named to mean something else entirely. Always think about the fact that any category named can be twisted to cover another category altogether. When you twist the categories, spectators tend to think they misunderstood what you meant when you named that category. Since you restate the

category in a way that heads in a more likely direction, they generally go along for the ride. If you look at this example closely you will notice there are a whole lot of "misses" here. But also note that it doesn't appear that way to the spectator. Notice too how often the spectator hears and then says the word "Yes." This leads to a feeling in the end that you were entirely successful. If you have read this example and can't figure out what the issue was with the spectator, you are not alone. We didn't have a clue either. We still don't. This is important to remember: If you sound like you know, then you know. The good news is that you don't have to know. Just follow the simple formula until you feel like it ends in success. They will believe that "you know."

Now isn't that easy?

Let's look at some more examples:

"I sense several things. What is going on in your relationships?!"

"I don't know, is something going on?" "Yes, and that doesn't mean there is anything to fear... I'm just wondering if you have noticed some changes in this area." "I guess somewhat..."

"Yes, and somehow it seems to be tied to your/My Inner health?"/ "Yes, and your Inner state of mind - whether it is healthy or not."/

"I'm not sure what you mean..." "But you do know that your attitudes effect others don't you?" "Yes." "Yes, and this comes from how you secretly feel about yourself deep inside." "Oh, yes! I know what you're talking about." "Yes, and you need to be a good friend to yourself before you can be a good friend to others. You know that don't you?" "Yes, I know. It's been a problem for me for a long time." "Yes, and only you have the power to change that for yourself!" "Yes but how?!" (But = no) "But how can you afford not to change it?" "That's true." "Yes, and you are the only one who can." "I know." "Yes, and now you need to see how outer circumstances are only a reflection of what's going on deep inside of you." "Really?!" "Yes, and that is how you will change your relationships, health and wealth." "I could certainly use some wealth!" "Yes, and you were caught in thinking this was your main concern. But your main concern is how you truly feel about yourself and what you need to do to change yourself for the better." "I see." "Yes, and that will change your financial troubles too. No one wants to deal with people who are unpleasant. Happy people draw business to them. Negative attitudes keep good business away. Can you see that?" "Of course. I just thought that this was everyone else's fault. I didn't stop to consider what part I played in my own financial mess. I can see that now. I need to change my attitude. I need to change the way I treat myself and others." "Yes! and you will do that now and become happier and more successful?" "Yes I will! Thank you! I believe you are truly psychic, because even I thought I was troubled by one thing when it was something else entirely! Gee, this was sure easier than all the years < saw a shrink!" "Yes, and the difference is that now you have decided to change. Isn't that right?" "Yes. I am ready. That's exactly it. Yes, thanks." "Yes, and thank you."

Notice in this example some of the other ways the words "Yes, and", "But", and "Awareness Words" were used. You don't have to memorize these examples. Just be aware that you can use these tools in a variety of instances.

Let's look at another sample reading:

"A couple of things here... Let's start with how you feel about wealth." "Yeah." "Your wealth is there but you don't seem to be using it wisely somehow." "You're a fake! I'm not wealthy!" "Ah, but you are! You just refuse to do anything about it!" "Yeah, right." "Yes, and until you look at what you can offer the world you will always feel angry, upset and waiting for the world to give you something..." "The world owes me just for being here and putting up with all of this crap!" "But that won't happen as long as you push people away..." "If someone came up to me with a million dollars I wouldn't push them away!" "But maybe you already have! And you wouldn't know because you're too busy protecting yourself to let anyone in who could really help." "No I'm not!" "But you just did. and that's what I mean." "When? You were going to give me a million dollars?" "But you've been protecting yourself your whole life, can't you see that?" "Yeah, so what. I've had to!" "Yes, and it has kept you alive in the past. Right?" "That's right!" "Yes, and now you need to discover when it's a good time to let the walls down so you can get what you really need and want." "Like when?" "Like when someone wants to help you and love you and get you to succeed..." "And who's gonna do that!?" "But they have probably been there all along and you just haven't been able to see them clearly through your wall." "Like who? Do you get a name?" "Yes, I get an energy and I believe you are already aware of the name, aren't you?" "You mean Candy? She said that just the other day and I thought she was full of it!" "But do you see now how Candy might..." "Candy. I can't believe it. I guess I knew all along." "Yes, and now you can do something about it and get the help you need and first you will need to tear down your walls and really listen to

her. Can you do that?" "I'll try but it ain't easy you know..." "But it will be as easy as you chose to make it and even easier with Candy's help as long as you let her in and listen to her, even when you don't want to." "Yeah, I know. The wall- Gotta watch that." "Yes, and you will now won't you?" "Yeah. I gotta go find Candy! This is too weird!" "Yes, go and tear down those walls. And use them only when you have to as a matter of last resort." "Yeah, ok I hear you. Thanks. I need to get going." "Yes. Go And enjoy your life without walls..." "Thanks. Bye."

Even in the toughest of cases you can see how this system works. Since you never have any need to worry (you can always say "but") you can allow tough cases without becoming flustered or thrown off balance. You just keep applying the formula until you reach a successful conclusion. Notice the use of multiple "Ands" in a row. This links a whole bunch of things together at once! We do this from time to time. It helps people to seriously consider many issues when they seem to have a lot of trouble going on. The "and statements" go by so fast, they don't really have time to object to anything you have said.

A couple of other things happen in this example that you will understand by reading "Psychologists. Readers, and Common Sense" at the end of this booklet. Don't worry. You won't have to memorize anything in that section either. Just read it and you'll realize what you already do quite well!

Let's look at one last example:

"I'm seeing something about a relationship." "What do you mean?" "But isn't there a specific relationship that you know is hanging out in your mind?" "Yeah, I guess there is..." "Yes, and you're concerned about how recent changes are going to effect this relationship." "Well I just moved here, so yeah of course that effects some relationships." "Yes, and money seems to be of concern here..." (Blank stare at Reader) "Don't you see where your money issues are involved?" "Sure I do. But what does that have to do with my girlfriend?" "But aren't you aware of how your girlfriend feels about this?" "Yeah, she says I could visit her more if I had more money." "Yes, and you've just moved and you are trying to find ways to get that money and do what you need to do for yourself too." "Right. Exactly." "Yes, and you need to balance your needs with the needs of others- Isn't that what you're looking at?"

"Yeah and it's tough." "Yes, and you'll find it getting easier once you get clear on what you want to do and how to go about doing that." "That's right. I just need a little time..." "Yes, and you will have it Just don't waste your time, you know ?" "Yeah, I've been stalling a bit. And I guess I've known that." "Yes, and you know now that you need to take action, don't you r/" "Yeah. •/" "Does that help?" "Well, yeah, but that was stuff I was thinking about already." "Yes, and that's why I could read you so easily. These were all things you were aware of in your mind." "Right!" "Yes, and so keep thinking about what we've discussed and focus on taking the action you need to take. Will you do that?"

"OK. I guess I need to do that anyway. Thanks."

As you probably have guessed, this person wasn't about to give too much of anything up to the Reader. Still, the reading resulted in the spectator admitting that the Reader had told him what was only in his mind. The Reader being concerned about trying to help the spectator then checked to see if the spectator felt he was helped. The Reader used "Yes, and" to link action with the spectator's thinking - something the spectator admitted he needed to do. Taking action was the missing step for the Spectator, and once he was reminded of this, he felt he was "helped." This last example also brings up an important issue. What happens if the spectator doesn't say anything? The solution is easy. Just repeat the question using an awareness word. By using a Question and combining this question with an awareness word the spectator almost has to say something!

In other words, just keep using the system as you would anyway. Your responses, questions and awareness statements practically force the spectator to respond. The system was designed that way on purpose. We've only had a temporary stall of silence once, and the last example shows you how to keep going.

In fact, the last example was the only time we experienced a "blank stare." Now you know how to handle this situation too. Just do what you'd do anyway. Now you know everything we have learned by using this system of readings. We wanted to be sure we gave you the whole enchilada! To top this all off, here's some very tasty salsa to go with that whole enchilada.

Psychologists. Readers, and Common Sense Psychologists, therapists and "readers" have more in common than you might imagine. Recently, several books have been written by therapists complaining about the way they were trained to help others.

These therapists state that when they were thrown into actual counseling situations, all the theories they were taught went right out the window. The theories were wonderful theories, but they

were never taught how to apply these things to real people in real life problem. So what did each of these therapists do? When faced with having to help an actual person, they fell back on "common wisdoms."

Common wisdoms are statements you've heard a million times from your friends, family, grandmother, grandfather, aunt, uncle, and society as a whole. Have you ever heard 'The grass isn't always greener on the other side?' Have you ever been told "You can catch more flies with honey than you can with vinegar?"

Have you heard it said "Haste makes waste" or "Actions speak louder than words?" All of these type of statements fall under the heading of "common wisdoms." They may or may not be true, but we have all heard these statements enough times to at least consider that they probably are true. Common wisdoms aren't something you have to learn. You already have a bunch of them tucked away in your mind to be used whenever a situation arises. That's why all the therapists mentioned above could "fall back" on common wisdoms. Such statements are always there for you. You already have them at your ready. "Don't throw the baby out with the bathwater" is great advice, and it can be applied to almost any situation you can dream up. So can most other "common wisdoms." They just work that way, and you already know them.

You don't even have to repeat these kinds of statements word for word. Such sayings simply represent certain practical ideas that you already know and have "memorized." "Common sense" and "common wisdoms" go hand in hand. You have had enough of your own experiences in life to know certain "common sense" things. In readings, you just apply "common sense" to the situation. All you have to do is talk about your life experience, and it will probably relate in some way to the person you are reading. "This isn't rocket science. You apply common sense to situations all the time. In readings, the only difference is that we call this type of talk "a reading." It's "a reading" because we say it is. Other than that, we're just talking to a friend. In readings, you get compensated with money or more bookings for talking to someone this way. Nice isn't it? Especially when you consider you do this anyway! You don't have to learn anything more to do really good readings. It's fine if you want to learn more of course. It's just that you don't have to learn more to be able to "read" other people. You already do it. You make "snap Judgements" about people the instant you meet them. You already think to yourself "This person looks angry." or "This guy looks depressed." You already size people up when you think to yourself "Wow, he seems a little wild" or "She acts like she's really insecure."

In readings, you just say out loud what you are thinking to yourself. You're getting paid to say what's on your mind! Say these things with a little tact, and people will truly admire your "abilities." All you have to do is find a nice way to say what you are secretly thinking. We bet you have already done this before too. We figure it this way: If it works for high paid therapists, some of whom are our friends, then it should work the same in readings. Actually, we know it works in readings. It just seems to work even better in a "reading" situation. Lucky for all of us!

Simply apply your own real life experience, common sense, and common wisdoms when you do your readings. Say out loud what you're already thinking, just find a positive way to say it. Combine these common sense things with the system we have given you. You'll be surprised at how "accurate" you will be in the spectator's eyes. You've been doing it with friends and family for years anyway.

Why not get paid for it? Besides, if you're wrong you only have to say "But..."! While the system we have described will work great without you ever slopping to think about such things, we felt that we should tell you the truth about how easy readings really are to do. There has been a lot of material out there about readings. Some of it is actually pretty good. A lot of the material on doing readings requires you to try and memorize things, when in fact you already know these things. It's just common sense in disguise. Other books go into elaborate detail about theories and concepts in an apparent attempt to make readings seem difficult. They're not.

Some performers would like nothing better than to scare magicians away from this work. We think that if you present yourself as a magician of some worth, wouldn't one of your abilities be to tap into people's minds? Isn't such an ability magical? We believe so. Of course some performers want to scare you away from readings just because they don't want to have any more competition. We think every person is unique. Even given the exact same tools, every performer will add his or her own touches and personal experience. So where's the threat?

We do not say any of these things to put down or discourage you from the good work of others. We encourage you to investigate other systems and ideas about this topic. Then

use your own common sense about what to use and what not to use. We simply wanted you to know that despite what you may have been told, readings do not have to be difficult or scary. Of course they can be if you want to buy into that. We suggest that you don't. Finally, our opening lines for this system of readings goes something like this: "Hmmm, there are several things going on here-" or "Well, let's start with this one first."

The idea being that you mention that there is more than one thing going on with the spectator. This helps when you begin "twisting categories" and relating one topic to another altogether. With this type of opening line, you aren't so much "wrong" as you are talking about something that the spectator may or may not be aware of before getting on to their main topic of concern. Just something to consider. Do what makes sense to you.

If you'll read this booklet through a couple of times, all the principles we discussed will sink into your mind and stay for life. This book has been designed to work the same way that the Wonder Words series does. This means you will learn quickly at both the conscious and subconscious levels all at once. We know that may be hard to believe for some of you, but it's true. You just have to read the booklet through a few times, and this entire system will become second nature to you. All you have to know is a "Yes" = "Yes. and" and a "No" = "But." The rest falls into place on its own. It's just common sense. Enjoy discovering the abilities you have had all along. And remember, the system is there so you never have to "sweat"!

Below is a listing of some "awareness words" realize, notice, see, tell, know, observed, recognize, detect, perceive, identify, understand, view, looked at, pay attention to, consider, discovered. (You only need a couple of these as you have seen in the examples. The extras are here because we wanted to be sure we had covered it all!)

Well there it is. Now you have it all. Let us know how you use it