

Exercise 1

Sensory Acuity Exercises VAK

Do 1 Visual and 1 Kinesthetic

For Visual -

Have two people sit or stand facing each other.

The second person closes their eyes while the first person moves.

The second person opens up their eyes looks at the first person and makes the same movements.

Repeat this exercise until you are good at it.

Next level –

The first person turns circles with their eyes while the second person moves, then tells the first person what they did.

Exercise 2

Unconscious Hello which we call Instant Rapport.

Airport 1

Pick people (those we know are most demonstrative) out of the audience and tell them – It's 6 months after the seminar. You meet at the Ft. Lauderdale Airport and you recognize this person. Say hi to them.

Ask the audience, “What did they do – what did you notice?”

Airport 2

Now, have the people do it again, but this time we secretly tell one of the people to not stop, just walk by and ignore them.

Ask person that got ignored, “What was that like for you?
How did you feel?”

Ask person that got ignored, “What did you learn from that?”

(Now we say) How would you feel if you knew that EVERYONE has a specific way they say hello and if you don't do it, they feel disrespected and if you do, you will have instant rapport and they'll love you.

We call this Instant Rapport, also called, Looking for friendlies. This section is covered in the DVD.

Exercise 3

Pattern Interrupt Exercise

This is done between two people.

Person B tells person A a sad story

A tells B a funny story and uses the analogue of the sad story throughout.

Exercise 4

Convert Anchoring and Closing

This isn't really closing – you are already going to know.

What's the difference between nodding your heads now and firing off anchors now and contaminating?

If you get a no – don't do it.

This is really sneaky.

Final Exercise

Putting It All Together

Instant Rapport

Yes-No

Criteria Elicitation

Verify Criteria

Anchor Criteria

System's Check

Meta Program Check

Elicit Problems

Amplify Problems

Check if they are with you.

Ask yes-no's

Check if they are ready to close?

Fire anchors and close