

Chapter 6: Transitioning



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Transitions within the model

Transitions bridge the gap between the Approaching phase and Attraction phase. To begin Attraction, your conversation with a woman and/or her group must have reached the point where you have the freedom to discuss a variety of subjects and to express emotion. We call this sort of interaction a normal conversation. Once you are able to begin a normal conversation, the Transitioning phase is complete.

Sometimes you will have this freedom immediately after Approaching. For example, if you use a direct opener such as “I like you. I want to get to know you,” and she responds positively, you are in position to have a normal conversation. The next subject you talk about could be virtually anything, and you don’t need a transition.

If, however, you have asked her for the time (a functional opener; the lowest on the risk-reward scale), you don’t necessarily have the freedom to move straight from that to talking about personal subjects. Generally, the lower risk-reward profile of the opener you use, the more work you will have to do in the Transition.

Let’s look at the four general types of transitions available to you.

Content Transitions

A content transition uses the response to your opener to change the subject to a new conversation. For example, if you were using the “my friend Eddie who just broke up with his girlfriend and wants to date her friend” opener from Chapter 5, she might mention that her best friend back home in London had recently been in a similar situation.

If you’re quick, you might see an immediate content transition opportunity here, and interrupt her by confirming that she’s from London. When she tells you that she is, you can roll out a London-related anecdote. It doesn’t even have to be long, but it has to be interesting enough that she pursues that conversation instead of the one about Eddie. Going back to talking about Eddie is going back a phase, not forward.

This dialogue may help explain:

Me: My friend Eddie over there in the green shirt just broke up with his girlfriend. How long do you think he has to wait before asking her friend out?

Her: Umm, I don’t know. My best friend Jane back home in London was in that situation with two guys. She’d been dating one...

Me: [interrupting] You’re from London? Oh my God, I just got back from there. I had the greatest time.

Her: What were you doing in London?

...and away we go into Attraction (Chapter 7).

Was that too easy? Alright, let's pretend that she didn't ask what I was doing in London, but returns back to the subject of Eddie. This might mean that she is responding to my opinion opener out of a sense of social obligation and isn't especially interested in me yet. Or it might mean that she is more interested in Eddie's situation than in my impressions of London. Or it might not mean anything at all. It doesn't matter. Have the stronger frame and ensure that the conversation moves forward, not backward. Let's pick the conversation up from where I interrupted her.

Me: [interrupting] You're from London? Oh my God, I just got back from there. I had the greatest time.

Her: Yeah, so Jane ended up deciding that she couldn't even be friends with either of them and...

Me: [interrupting]: Isn't it crazy the way people with British accents sound more educated?

My friend just opened a restaurant in Mayfair and even the foreign cleaning staff sound like Harvard PhDs, even when they were talking about mops and tables. Did you ever notice that?

Her: Yeah, kind of, but I haven't been there in ages.

Me: Oh yeah? Well, I loved London. We went on this helicopter ride over the city, and...

...and away we go into Attraction (Chapter 7).

By the way, you don't have to interrupt to make a content transition work. But you shouldn't reach back into the conversation to find your content transition. For example, assume that we continued talking about Jane and Eddie for a while. A few minutes later, it would not feel as natural to start talking about London. It might look like I was grasping at ways to keep the conversation going, which could telegraph my interest in her before I've had much of a chance to attract her. Again, as we covered in Chapter 5, it's not necessarily bad for a woman to see right away that you are interested in her. It's only bad if you're pretending not to be, using an opinion opener.

A more advanced tactic is to create the conditions for a content transition within the opener. For example, after you ask about Eddie's situation, and she gives her initial response, you can mention that you and Eddie were just talking about this on the airplane earlier that day and he told you that... [insert more details from the situation]. We call the reference to the airplane an "open thread" and cover this concept in detail in Chapter 18 on Storytelling. If she asks about the airplane or where you were traveling from, then she has opened the door for a content transition.

To be good at content transitions, you need good improvisational and conversational skills, and should convey enough enthusiasm about the new topic to carry the conversation and your listener(s) with you.

Observational Transitions

An observational transition can occur when you notice, apparently spontaneously, something about a woman or her group. This observation should still be more or less neutral, although it may give you an opportunity to tease her about it later.

For an observational transition to work, you must sell your listener(s) on the idea that you really noticed something about them and that this wasn't planned all along. Delivery is key here.

Observational transitions are often connected to cold reads. Cold reading is the art of telling people truisms about human nature in a way that seems like it is tailored to them. Here are a couple of examples:

To a single woman:

I bet you that when most people meet you, they think you're harsh. But I don't think that's the truth. My intuition is that you are actually shy, so when you meet new people, you put up walls.

To two women:

Alright, it seems that you [pick one of them at random] are the good one and you [point at the other woman] are the bad one. And that's okay. One of you can be my angel and the other can be the devil. Like we'll roll down the street, one of you on each arm, we'll make all the other women jealous, and every time there's a decision to be made, you guys can whisper in my ear and we'll see who's more tempting.

Phrasal Transition

A phrasal transition is really “No Transition” with crutches. The crutch is that you say something to connect the Approaching phase and the Attraction phase like:

- That reminds me of...
- That's just like when...
- Yeah, that's crazy, because...

You can use these even if there is no connection between the subject of your opener and what you're about to say next (which will be in the Attraction phase). Usually there won't be.

No Transition

Using No Transition means simply starting to talk about an unrelated topic. This may feel strange or awkward. In truth, most people -- especially women -- don't care if there is little obvious relationship between different conversational topics, as long as they are entertained. Think about a stand-up comedian. His jokes will be grouped into certain subjects, but these subjects are rarely related. So after a couple of jokes about, say, airlines, he or she will tell a couple about some movie star. They're not connected, but we don't notice or care. We're entertained and interested.

That being said, it does sometimes feel awkward to her, and the fact that it may feel awkward to you will affect your non-verbal communication or the reaction of others in her group. Even if you can get away without a transition, why bother? You don't get any points for skipping the phase and it only takes a few seconds anyway.

Observation Transition Example: The Best Friends Test

If I have approached a group of two women, then I will often use the Best Friends Test. Credit "Style."

My version has evolved from his – not necessarily better or worse – and with repeated use, your version of any routine should evolve into one that feels comfortable and natural to you. So focus on the underlying direction of this routine as opposed to memorizing it word-for-word. Text in square brackets [like this] refers to explanations of what is going on or what I might be thinking.

Me: [interrupting at some point during the opener] You guys have known each other for a while, haven't you?

Them: [whatever answer they give is irrelevant, unless I want to use it for a Content Transition.]

Me: I noticed that you have [slight pause] the exact same smile.

Them: Laughter [If they're not laughing, your delivery was probably off.]

Me: Here, I'm going to show you something cool...

do you guys [pause] use the same shampoo? / have the same favorite color? / [anything that relates to a commonality].

[We need to explore some contingencies here, as women will usually do one of three different things at this point: They will both look at each other. Or one will look at the other. Or both will keep looking straight ahead at me.]

If they look at each other...

Me: [Wave hand between them at their eye level to get their attention]. You guys looked at each other before even answering the question. [Pause – they will turn to look at each other again.] You just did it again. [They laugh and look at each other again.]

And again. [They will look at each other yet again and laugh. You can do this several times if you really want to, but once or twice is enough.] You see, people who share a strong emotional connection will turn to look at each other when asked a question about shared experiences, even over something as mundane as shampoo [or colors].

If only one looks at the other:

Me: See, she's the dominant one in this friendship because you [indicating the one who looked at the other] looked at her first. [They will almost certainly laugh or talk here. Let them for a second and then turn to the 'dominant' one.] So if she's getting out of line, I'll bring her to you. [By the way, this isn't an especially accurate predictor of social dominance between two women. I invented this a couple of years ago and in that time it's been accurate about two-thirds of the time. Treat this as fun, not as a meaningful psychological test.]

If they both look at you:

Me: Interesting. Normally people who share an emotional connection will turn to look at each other when asked a question about shared experiences. Either you're both really unique and independent people or you don't actually like each other very much. [Usually by then they look at each other, and then I'll catch them on it, and tease them with something like:]

“I knew you had it in you” or “I knew you guys liked each other deep down.”

Advanced notes for the Best Friends Test:

You can get away with telling either or both women that they are looking at each other even if they are not. Or if they only make a quick glance out of the corner of their eye and don't even move their head. I've even gotten away with telling them that they were looking at each other when neither woman's eyes moved, but this doesn't always work. That's why I created the contingencies for when one or both of them doesn't turn to look at her friend.

Right after “Here, I'm going to show you something really cool” is an excellent opportunity to drop in a false time constraint (Chapter 5) like “and then I should get back to my friends.” It is also a good opportunity to rearrange your physical dynamics. Usually at this point, when I've told them I'm going to show them “something cool” I move them so they are beside each other, facing me, and I am comfortably standing or leaning against a wall, bar, countertop, etc. We call this “locking in” and discuss it further in Chapter 18.

CHAPTER 5

WHAT TO SAY NEXT

This book would not be complete without a chapter on what in the hell do I say after *I successfully approach a girl*? I supposed I could have named it “Oh my god, she stopped!” Well, read along brother and you’ll soon see...

So, imagine this. You’ve stopped a girl on the street, she’s smiling, but...oh fuck! What now?

After working on this for years now, along with coaching and people-watching, I feel most guys make some pretty bad mistakes right from the start of the interaction. Ironically, the start of the conversation is the LAST place you want to be making these kinds of mistakes.

Here’s an example. A typical guy will go with something like:

“Hey, where are you from?”

or

“Hey, My name is...So what do you do?”

I’ve heard people use one of these two and that’s sad because they are unoriginal and really, really boring questions. In fact, they are worse than boring! They are **conversation killers** and must be avoided.

Do you get why those conversation killers suck? Do you see how they are super boring and unimaginative? These conversation non-starters are the equivalent of walking up to a girl and asking to buy her a drink. It’s really bad. Don’t start a conversation with that shit. Use an original, genuine compliment and move the conversation forward from there. If you are going to ask questions like, “Hey, where are you from?” or, “What do you do?” ask them later on in the conversation and in a *fun* way. (More on having fun in Chapter 7.)

Here’s a fun technique. During some of my encounters with women, in

order to be playful, I'll just make a silly guess. I'll look at the girl and I'll get a feel for what type of work she's in. If she's dressed up all serious I know that she's probably a lawyer, an accountant, or does finance. However, I'll say something like, "Hey, let me guess...you're drug-dealer, right?" And she'll look at me with a screwed up face and then she'll respond, "What?" And I'll say, "Ha ha, just kidding, but seriously, tell me what you do." So all I'm doing is guessing *the opposite* of what I really think. It's fun because it's *completely ridiculous*.

Let's say a girl is dressed up in crazy green pants and she's clearly an artist, painter, or something along those lines. I'd guess "So you're a business consultant, right?" Easy as that.

I'm just going to mess around with her, have a little bit of fun, and then I'll find out ultimately what I'm after.

So essentially you're asking "where are you from?" in a fun way. An example would be seeing an obviously white girl and then saying to her:

"So, you're from...um, wait, don't tell me! I'm really good at this. Um... Nigeria!" She's either going to be a little confused or amused. She'll say something like "What?" and then I'll continue with, "Wait, Japan!" She'll say, "What?" "Wait, Nicaragua!" She'll respond, "What are you talking about?" and then at some point I'll say, "Well, clearly, I'm very bad at this. You might as well just tell me."

There are unlimited variations on this. Sometimes I'll tell her I know where she's from and insist she's from there whether she is or not. "Maybe your mother was confused about her origins? I know an Italian girl when I see one." As long as it's fun it's all good.

Find out those basic facts, but always do it in an original and fun way. This is one of my steadfast rules. **Do not** ask those boring, unoriginal questions in the common, obvious way early on. Leave them until a little bit later. Whatever you ask, do it in a fun way! Just following that advice and avoiding those two conversation killers will give you a distinct advantage over the average guy.

You need to have a little bit of small talk with the girl initially. Just normal social banter for a minute or two so she can start to feel comfortable. It's

during this period where your gut is going to tell you to go deeper and really get to know her.

So early in the conversation, you might say, "How's it going?" or "What's up girl?"

These are totally open questions. Sometimes a girl will engage from these, sometimes she won't. It depends how friendly she is and if she likes you right away. If she opens up quickly, have a couple of minutes of small talk and then go into deep connection. Sometimes you can quickly get a woman off on an instant date or get her number without too much trouble.

However, sometimes, she won't really respond to those open ended questions so you have to get more specific.

NB: You are much more likely to see a girl again if you actually get to know her. So it's not a bad thing if you are forced to try harder! That being said, here are some slightly more specific greetings:

"Hey how was your day?"

"Hey, what are you doing right now?"

"Hey you seem happy/sad/bored/crazy/fun"

Some questions are great and should be used to establish the developing logistics. You want to find out what's going on specifically with her and also what she's doing right at that moment because:

- a) The goal is always to get an instant date right then, and
- b) You want to know how much time you've got to build a connection

If she answers with "I've got a dentist appointment at 2:00" and it's 1:55 you know she's not going to stick around for very long!

So during those initial few seconds, just try to figure out what the situation is. What is she up to right then? Where is she going right now? How is her day so far? Just basic stuff so she understands that you're coming from a place of **genuine curiosity**, at the same time as you're figuring out logistics.

If she only has two minutes, find out one thing about her and try to set up another meeting. "Hey, I know we just spoke briefly but you seem like a cool outgoing person. I like that – I think we'd have fun together. Let's meet up

tomorrow and get some green juice!"

Or "You know what? You're fucking beautiful... Tell me a bit about yourself because I'm definitely asking you on a date, but I want to make sure you're not crazy first."

If you ask her a logistics question and it turns out that she's not that busy (e.g. she's window shopping or meeting a friend in an hour) you have time! You really want to go deeper and connect. For example:

"Hey, so tell me something about you most people don't know."

"Hey, what's your story?"

"What's your deal?"

A fun thing I do if she hesitates on "What's your story?" or asks me what I mean, I'll just say "Come on, tell me your life story in 60 seconds!" If she refuses I'll just say "Ok, I'll go first!"

Obviously, I have a fun version of this that I'll tell. I change it up but it's something along the lines of:

"Born in Canada, abusive childhood, horrible parents, kicked out of school, homeless for a while, starting doing comedy, inherited a small fortune, went to England, blew all the money, got thrown out of the country, went back, became a professional comedian, then become the world's most awesome dating coach, and now I run around flirting with beautiful girls on the street."

My story is pretty ridiculous already so I don't have to add in anything. If yours isn't – work on it! Make it FUN and a little outrageous. You don't have to lie but you can stretch the truth for comic effect. Be creative. You want to have this story down pat, and you want it to be good so you get a great reaction every time. This gets her to quickly find out about you and massively increases the chances she will open up. I can't emphasize enough how much this story will help you connect with women. (I'll show you how to create your own powerful 60-second life story in the bonus mission pack.)

Now you can throw things back to her and say, "Ok, your turn!"

Because I've gone first and had fun with my answer, it encourages her

to do the same. With a bit of luck, she'll follow my lead. If she's shy or unimaginative she may not. This means you need to keep leading and talking until she's ready to open up.

I want to put in the least amount of effort to get her to open up and start talking. It just looks like this:

– Open ended question.

— She talks = awesome, have a conversation.

— She's shy = you lead with fun story, and bring it back to her

— She talks = awesome, have a conversation

— She doesn't = lead again with another story/conversation

— Back to her:

— She talks = awesome, have a conversation

— She doesn't = lead again with another story/conversation

This keeps going until you're in natural flow like with your friends when it's all just smooth sailing. That's what you're shooting to get to every time.

Note: If I go three times, tell three stories and then throw the conversation back to her, and she still doesn't open up I'll usually quit. If a girl's not talking it usually means she's not into me and guess what? I'm not into girls who aren't into me. However, she might like you and be really shy. If she is a specimen of particular beauty, I might ask her

a) if she's shy, and

b) if she wants to keep talking

If she says yes to these maybe I'd keep going. But personally, even if she likes me, I'm not particularly into shy girls. So I'll usually quit. This is situational though and depends on what you feel for the girl. I'd say just follow your instincts.

Closed loop questions:

As outlined above, you can see how asking a good open-ended question can get things rolling. However, there are also "closed loop" questions that can end conversations immediately.

It's important to avoid those ones.

For example “So, are you busy right now?” is bad. If the woman says “Yes,” then you just talked her out of a conversation. Similarly if you ask, “Hey, can I talk to you for a second?” she’ll often decline because you gave her a choice. Your approach was also weak. This is the equivalent of trying to stop a woman who is walking down the street by coming up beside her and hoping she’ll stop. Can you see why? In both cases you are asking her permission for a conversation. Big mistake. **A real man doesn’t ask for permission.** I’ve seen guys do this that are supposed to be good with women and it’s hard for me to watch because what they’re doing is walking up to a girl and going, “Excuse me. Can I say something really quickly?”

Why would you ever ask another human being if you could talk to them? Just fucking talk to them! If you have any balls or self-worth you wouldn’t have to ask. It’s pathetic!

Now there is a huge difference between calling something out like “Hey, I can see you are busy” and asking “Are you busy?” The former shows social intelligence and actually opens her up for conversation. You’re telling her you get her situation and that you’ll be brief. That’s awesome. The latter shows her you don’t have the social intelligence or guts to start a conversation, and has the least chance of being effective. (Refer to “pre-frames” section for more on those.)

More on Assumptions

Another thing you can do in a conversation, especially early on, is to assume things about the woman. Assumptions and guessing are very similar...but not quite. By assuming you’re presuming to know something already. You’re saying something you already believe to be true and it’s a lot stronger. Assumptions are intrinsically cockier and more playful, and they’re win-win:

If you assume something and you’re right, girls are impressed. If you’re wrong, they’re going to be curious as to why you thought it to be true.

Making an assumption as an opener, or early in conversation, can be extremely effective. Often I’ll walk up to a girl and go, “Hey, you speak Spanish?” She’ll say, “No.” I’ll say, “Oh, you look really Spanish.” Boom! Suddenly, you’re talking about “why.” She’s going to become curious and

ask "Why do I look Spanish?" This is where I get the conversation flowing. "You have this really friendly thing going on. You're kind of sexual and open. I don't know, you just seem Spanish."

If you make an assumption and she says you're right you go, "Oh my God! I'm so good at this!" or, "Fuck yeah! I'm psychic!" You can also be mysterious and say, "I have my ways of knowing these things," and suddenly, she's thinking, "Oh, this guy is really perceptive" - a very good start to an interaction.

It's important to assume things that you actually feel/suspect because when she asks WHY you want to have some kind of reason or you'll look like an idiot. Authenticity here is important, just as when you open with some kind of compliment. Say what you're really thinking - don't make up totally BS assumptions that aren't based on anything. They won't work.

If you're wrong it opens the conversation up even BETTER!

If I say "You're a dancer, right?" and she says "no!" I'll tell her why I'd guess that. "Well, I just thought you're a dancer. You've got an amazing body and you move gracefully and have this friendly energy...dancers are always friendly - I was sure I was right. So what do you do?"

You're getting into a conversation and all women love hearing about themselves and why you thought they were this or that. It's great for them.

In a way it almost reminds me of palm reading, except this is real. You are in touch with your instincts and your assumptions are an extension of that. So just get in there and take a shot - you can't go wrong with it.

Don't be GERMAN

Another big conversation killer is asking girls tons of *questions* early in the conversation. You're going up into the conversation and making some connections, but if you just keep on asking question after question what you are signaling to the girls is that you are not paying attention to her answers. After all, if you were listening to her answers you'd be taking interest in them and be asking better questions that would turn into *conversation*. If you



were listening you'd be able to relate.

The goal of every conversation with a woman is to get her to open up so you can actually connect with what she's saying. So after the first few minutes, *shut the fuck up and make sure she's doing most of the talking*. Remember: your questions should be based on her previous answers and led by your curiosity about her – not by some pre-set script you think you should be using. This is tremendously important. The mistake guys make is they just shot-gun question after question and don't interact with her answers. This is that fastest way to let her know you have no real interest in her and/or have no idea how to have a real conversation with a woman.

Re-cap

So initially go with the small talk and then go deeper. If you have any time, as long as she's not in a rush, try and get to know her and have a real conversation. Active listening, which has the added benefit of lowering the heart rate and blood pressure, demonstrates your interest in her, but you need to know what your intention is during the conversation. Depending on what your intention is, the conversation can take a very different direction. Knowing what her deal is and what she's up to that day should have an impact on your intention.

Example: I might walk up to a girl thinking I want to get her phone number, but it turns out she's actually available for some immediate fun because some guy just flaked out on her for a date and she's totally free for the next four hours. My intention is no longer getting her phone number, it's now "Hey, let's go right now and have fun" ...and maybe end up in my place and have crazy sex!

STORY TIME: _____

A few years back I was teaching a 1:1 session with a Scandinavian fellow. I sent him to talk to a woman who had very open body language. He spoke to her for a couple of minutes and did okay, but he failed to lead the conversation forward and she dismissed herself. I told him "Wait here, I'll be back in a sec." I approached the same girl and said "Hey did that guy just hit on you? How did he do? I'm envious. Now It's my turn!" or something along those lines. I was teaching so I kept it brief, got her number and

agreed to meet her at a nearby coffee shop at 8pm that evening. In that situation, all I had to do was push a little bit more and figure out the best logistics for the situation, and I was able to succeed where my student had failed!

Numbers ≠ Connection

Many guys make the mistake of believing a girl's phone number is the most important thing. It's not. Connection is. Dudes are going up to girls and getting these empty phone numbers that lead nowhere. They're not going out with girls on instant dates when they could be. They're not getting sex when they could be. They're getting all these flakey phone numbers because they're not connecting - they're under the mistaken impression that getting the number is the prize. In fact, a number without any kind of conversation preceding it leads nowhere over 90% of the time. It's absolutely paramount to connect with and project your intention and relate to the woman on a genuine level.

When I see a beautiful woman and I approach her, I always have a solid intention. Maybe I just want to see if she's fun and take it from there. Maybe I want to get laid that day. Maybe I just want to take her for a juice and see what happens. But there's always an intention there.

Generally speaking, my overall intention is to let the girl know that I'm attracted to her, talk and connect with her, then figure out where I'm going to take it based on the connection and vibe that we have.

Although you should start with an intention, you must also be adaptive to changing situations. If my intention is to take her for coffee right now, but her circumstances won't allow it – I'll make plans for another time and then swap numbers. But I'm not just getting her number to add to my collection of phone numbers. I got plenty!

Body Language

Yet another juicy topic I must bring up in this section is body language. I'm not one of these guys that obsessed over it. I don't spend days or weeks trying to get perfect body language and you probably don't need to either. Check yourself out in the mirror and ask some female friends what vibe you're putting off with it. If it's just "ok," that's good enough. If they tell

you that you're coming off weird or creepy - work on it. However, I don't believe you can just magically attract women to you with great body language alone.

If you do have poor body language, here are a few things you can do:

- When you wake up and a few times throughout the day, just stand completely straight against a wall so your back and the back of your head are touching and your head is pointed straight forward. Hold for 60 seconds and then walk off the wall, and feel what that posture feels like as you walk around. Try to keep that going as long as you can!
- To help keep your posture aligned, make sure your core (stomach muscles) are always slightly tensed when you are walking. This naturally tilts the pelvis to the correct angle and will help you walk straighter
- Yoga, the Egoscue method, and Alexander technique are all excellent for correctly aligning your posture and helping reduce any back pain you might be suffering from, but you have to dedicate a certain amount of time to doing the exercises every day or so!

Reading A Woman's Body Language

Much more important than being overly concerned about yours, is being able to read *her* body language! It's important to be aware of the signals you get from the moment you meet her until the moment you get married (or break up!) A woman's body language will give away how and what she's feeling. It's not hard to figure out and you can fine-tune your behavior to align yourself with that – saving you a lot of hassle. You can determine whether she's in a rush, in a good or bad mood, if she wants to be approached or flirt, or even if she's ready for sex *right now* – all from her body language.

Here's the most important body language tip: if she doesn't want to be there, she'll leave. Remember this rule:

If a woman is talking to you without actively trying to leave the conversation – she's at least somewhat interested

Her presence itself means she *wants* to be there.

Sometimes she may be interested, but she really has to go. That's just part of life – but doesn't mean there wouldn't be a connection or she isn't interested. She just has to be somewhere. In those cases get straight to the point and ask her out. You have nothing to lose as she's leaving anyways. Pull the trigger!

Some other small things about body language:

If a woman puts her weight on one foot and crosses her other leg to get comfortable, she's settling into that position. That means you have her interest for the moment. You can definitely go a bit deeper in the conversation and it's unlikely she'll make a move to leave soon.

Women's eyes are a dead give-away too. If she's looking at you with ALL of her attention, she's fully present in your conversation. That's good. But if her eyes are darting around all over the place – you don't. If she keeps looking in one particular direction that's an indicator of where she wants to be or what she's interested in. If she's looking at the door, she wants to leave. If she's looking at her friends, she wants to go to her friends!

PRO TIP:

Women are much more aware of these types of cues than we are. Knowing this to be true should make abundantly clear the importance of **maintaining full eye contact with women you are interested in**. Anything else will signal that either a) you're not interested in them or b) You don't have the internal wherewithal to maintain eye contact. Either of these assumptions will prove devastating to your chances of success.

Be aware that, overall, there is an energy each woman generates in the first few moments of your approach. She's either totally not interested, somewhat disinterested, neutral, somewhat interested, or quite keen. If you are one of the guys that can't tell the difference between these states you will waste a lot of your time.

Exercise #1: Each time you approach a woman, try and make an instant judgment of her level of interest. After the interaction comes to a conclusion, ask yourself if your judgment was right. If you're right most of the time, that's good. Simply decide which category of women you are prepared to deal with. If you're often incorrect – you need to work on this skill. Keep at it until you feel you're competent.

It Ain't Over Yet...

A conversation is not over until she tells you to fuck off or until you've said, "I like you. Let's go on a date." Never assume anything. A lot of times girls will be into you and they're just hiding it because they don't want to feel slutty or they don't know how to flirt. Just go for it. You have absolutely nothing to lose.

Now believe me, if a girl really doesn't want to talk to you you're going to know. It's as simple as that. So go out there and get it done!

You need to have something after you deliver the compliment. Have a question, have an assumption, or have a statement. When you see her initially and you think she's beautiful, begin asking yourself what do you find beautiful specifically? Bring out that curious part of you and ask yourself what you are really wondering about her? Are you curious about where she's from or what her favorite food is or does she like Kung Fu movies? What is it about her that you'd like know more about?

Don't worry, I go into this deeper a bit later in the book. But initially, if you already have something that you're curious about, and you start a conversation with a girl using that "hook" – that's good! You've already got something to talk about. There's no limit to what you could be curious about.

Curiosity based conversation starters:

- How many languages does she speak?
- Where did she get a funky coat/scarf/pants/sweater/bag/anything?
- Why does she have such a confident walk/posture/body language?

It's good to know which of these things you are more likely to notice. Get used to noticing them so that you already have a question ready and you don't freeze up.

Q: Guys often ask me, "Should I use a memorized ['canned'] opener?"

If you're starting out there's nothing wrong with having a few 'go-to' lines. Why not? Better than freezing up and missing out on meeting an amazing lady. Am I right...or am I right?

But you want to get to a point where you don't need pre-scripted anything as quickly as possible. That's natural game. Having to use some line, just like having to do a routine, wear some outfit, or drive some car is a crutch. You're depending on something other than yourself – other than WHO YOU ARE – to meet women. In the long term you'll never find the woman of your dreams. **Only by becoming comfortable with yourself, your intentions and your instincts can you truly succeed.** (As an added bonus, by doing this you'll never saying anything 'cheesy' or 'obvious' or anything that any girl will ever recognize as 'game'.)

The day you walk up to a woman saying she's sexy and she goes "Whatever bro, you're just doing direct game!" is the day I quit!! Men (real men) have been giving girls compliments and starting conversations based on whatever they feel like saying since the beginning of time. It's just what real men DO.

You with me? You **need** to get there. That's what this whole book is about!

Here's a couple you can use:

"Hey, you weren't just going to walk by without saying hi, were you? I'm (name)."

"Excuse me, I think you owe me an apology. You walked right by me and didn't even tell me I have a great butt. How rude! As I'm such a wonderful guy, I'll give you a chance to do it now. (Turn around slowly) ... then introduce yourself."

"Hi there. You look a little sad, so I thought I'd come over and flirt with you a little. You've got a great smile. Ok, now it's your turn to give me a compliment"

Yes, those work great but DO NOT just use them over and over. Trust me – you'll thank me a year from now!

That sums it up for this chapter. Hopefully you've gotten some good ideas about what to say, what not to say, and more importantly – how to go about developing your natural-born conversational instincts!

I feel like a completely new man. After the bootcamp last weekend, all week I've been going out, trying bits and pieces and applying it to all my interactions. It's insane. I'm not just meeting more girls - girls are into me... they're just GIVING me their number!! I'd say my results have tripled, but I didn't really have any before so that wouldn't be accurate. They've increased INFINITELY!

-Mike D

Hola! I am a little late with the review because I'm too busy going out with all the girls I approached on the weekend! I took Sasha's bootcamp in Amsterdam and while it's corny to say it, it really changed my life. I was already doing approaching before I met Sasha, but his personal approach to the bootcamp and specific feedback to each student improved my game 300%, I am now much more comfortable approaching single girls and can approach groups/couples whatever and overall I learned how to have more fun and make deeper connections with women. Sasha is truly an impressive person and is definitely a role model! Highly recommend the bootcamp!

-Karim

CHAPTER 6

THE THREE KEY INGREDIENTS

Now I wanna talk about the three most critical ingredients that you want in every conversation to give you the maximum chance of success. These three ingredients are so important they got their own separate chapter...so if you only take one thing from this book, this is it!

Ingredient 1: You must let the girl know you're physically attracted to her

If you're talking to a girl and she doesn't know that you're physically attracted to her – that you actually want to have sex with her and you're interested in her – you could talk to her for ages and at the end of that conversation she'll dismiss all your hard effort with a casual, "OK. See you later." And then if you try to get her number, she might well be thinking, "Why?" She may not understand what you actually want from her.

If you're a beginner or intermediate, give her a compliment. Tell her that she's beautiful or has a sexy walk or ass or whatever it takes so she knows you like her. If you're more advanced you don't necessarily have to say it. You can use eye contact, body language, flirting, etc. You could actually start physically escalating things by touching her in a sensual way – she'll know. Personally, I like to verbalize it. It's really clear and simple with very little room for confusion. Compliments are also great because you can have a lot of fun with the compliment itself, how you say it, how sexual you make it, and so on. The possibilities are endless.

I cannot fully emphasize in book format the importance of this simple step. I would need to yell into a video camera for at least five minutes to make the importance of this abundantly clear. You separate yourself from something like 99.9% of men – who do NOTHING. They seldom approach, and if they do, they certainly don't make their intentions clear.

If you just went around all day giving genuine compliments to women (based on whatever part of them you found attractive) YOU WOULD GET

LAID REGULARLY.

If you add in my next 2 rules and improve yourself in other ways too, you will be killing it!

My second rule is:

Ingredient 2: You must make the girl feel you are genuinely curious about her

This is where so many guys go wrong. A woman wants to feel that you're genuinely curious about her. Her interests, who she is, her wants, her needs, her life. She wants to be with someone who cares about her. Even a woman who is desperately horny will still want to feel that you give a shit about her before she has sex with you. A woman could be walking down the street thinking "I just want to get laid" ...and still wants to feel special - even if she talks to you for 5 minutes and goes to your place straight after.

I had a girl walk up to me in a bar once. She barely even asked me my name and she just said, "Hey, let's get some drinks and go back to your house." She just wanted to get laid...and I declined. This girl didn't know me at all. She could have walked up to any guy at that bar and done that. All she cared about was getting some random dick and I thought, "well, this girl doesn't get me or why I'm special. She doesn't understand me at all." I wasn't interested.

But if that girl took a couple of minutes to get to know me and she said, "You know what? You're not just a pretty face. You've actually got a great sense of humor and you're very intelligent too. I like you. You know what? Let's go back to my place and fuck." I would have said, "Yeah, cool," because I would have felt that she wants ME. Awesome. Let's go!

So even a girl who's absolutely horny and just wants to get laid still wants to feel that you like her a little bit and that there's something about her you admire, like, respect, or are interested in. The easiest way to put that across is to let her feel that you're curious about her. It's the most attractive quality of all and the best thing you can do.

How do you do it? Fundamentally, by actually listening to what she says

without interrupting; by having pauses after she talks, by processing, and by really digging deeper and asking questions. You can't FAKE it – you need to develop your curiosity about women. What are they like? What do they worry about? What do they think about men? You need to look at every woman you ever talk to as an individual and realize she's different from every other woman you've ever met. What makes her special? It's really as simple as that. If she doesn't feel that ingredient, you're just another random guy who wants to get in her pants.

The only exception to this is if you're being 100% pure sexual and you just walk up to the girl and say, "Hey, you know what? You're fucking sexy. We need to hook up." That's fine. In that case, if it's really all you're going for and you just want to fuck, that can work. You don't need to show curiosity in that situation.

However, the majority of guys want to go on dates with women and in those cases you're going to have to show curiosity by connecting with her as a person.

Ingredient 3: You must pull the trigger

You must be able to take the interaction to the next level. That means different things depending on the situation. If I'm talking to a girl I've met on the street, pulling the trigger might mean saying, "Hey, you know what? I like you. Let's go for a coffee right now." Or "You know what? I like you. I'm busy now. But give me your number. I'm going to call you later." Or "You know what? What are you doing tomorrow night? I've got two tickets to this awesome karaoke thing, why don't you come with me? It will be great fun."

So for a street approach, this is probably just asking her on a date or getting her number. If you're in a bar, she's horny, and you're making out with her, it's probably more along the lines of "Hey, you know what? Let's get out of here," then pulling her out of the club and into a taxi or a bathroom (if that does it for you...I don't judge ;)

The important part is: *if you see a window of opportunity and you don't take it, you may very well lose the girl.*

Those three ingredients are the important things that you have to do in every interaction for you to get results.

Here's a challenge for you:

You can let a girl know that you're attracted to her, curious about her, and pull the trigger all in **one five-word sentence**.

Can you guess what those words are? Take a minute and see if you can figure it out then come back and continue reading.

Did you get it? I'm guessing if you came up with a sentence, it's probably something like, "You're hot, let's fuck." Or "I like you, let's go." Best-case scenario you got maybe two out of the three? But not three out of the three. So, the five words are:

"You're gorgeous. Let's get coffee."

You're telling her she's hot. You're saying, "Let's get coffee" - which implies you're going to sit there, talk to her, and get to know her (i.e. you're curious) AND you're actually pulling the trigger by asking her on a date right then!

All three ingredients in one sentence. If you're talking to a girl and you don't remember whether you told her she was hot or you're not sure how to pull the trigger, just look at her and say, "You know what? You're sexy. Let's get coffee." Bam! You've just done it. You asked her out. You let her know she's hot. It's beautiful - and simple!

I managed to meet some really hot girls in my area since Sasha's bootcamp. I'm now sleeping with THE hottest girl in my University because I took the time to learn this - and then go for it! Highly recommended!

-Justin Q, Southampton

I'm a teenager using direct and it's made me a better person by being able to express myself. And the girls really like that. I'm glad I found out about this at an early age and I could only imagine the possibilities when I get older. I've gotten pretty good at the whole concept of being direct and I've talked to more girls in the past 2 months than I did in one whole year. I'm having a great time doing this and meeting new people, it's intoxicating.

I don't plan on stopping Direct because I used Indirect and it pains me to not be authentic. Thanks, Sasha, for changing people's lives and sharing your information with others.

-Christian

CHAPTER 5

WHAT TO SAY NEXT

MISSION 1:

SILENCE

Approach a girl, get her to stop, and say only "Excuse me, I don't want to be too forward or anything... but uhhhhh" then stare at the woman as long as you can without saying anything further at all. Get comfortable with the silence. Get comfortable with whatever happens.

MISSION 2:

FOLLOW-UP QUESTION

Go out today, and approach as many women as you can. You must give them one genuine compliment first, and always follow it up with "But I have a question" ... pause, and ask whatever comes to mind.

For training wheels for the creatively challenged you may use one of these lines:

- What's a girl like you doing in a place like this?
- Are you friendly? Because you seem really friendly!
- Are you an artist of some kind? You seem like the creative type!

CHAPTER 4

TRANSITIONING

Why do we transition? Think about how many times this has happened to you: You start a conversation with a beautiful woman, things seem to be going great, she's invested in your opener, she's laughing with you, you feel like there's real chemistry taking place, and then -- things stall. The energy dissipates. Out of nowhere, she loses interest. All of a sudden, as quickly as it began, you're standing there alone.

What just happened? You failed to transition out of your opener into something else interesting. Women need their emotional states pumped through a range of emotions at all times, but particularly when you first meet them. If you "milk your opener" (continue talking about your opener for too long), women will get bored, associate you with their boredom, and abandon the conversation. So you need to change the topic. But if you jump right into your attraction material, it will make the woman uncomfortable because you haven't earned enough value yet to dive into a comfort building, get-to-know-each-other kind of conversation.

The key is to bridge the gap between approaching and attraction with a transition, which is most easily done with a statement based on something you notice about her or her group.

You can think about it like a pendulum: When you walk up to the woman, the pendulum starts all the way to the left as you talk about something that's on your mind. Then, as the pendulum swings all the way to the right, you have to switch gears, transition and talk about something related to her.

Finally, when the pendulum swings back to the left, you're ready to enter the attraction phase and talk more about yourself again.

SHEDDING CAT ROUTINE

In this routine you ask her name as a tactical choice shortly after the opener. It can also be done at any point in the conversation where names come up.

“What’s your name?”

(She answers.)

“No way! Are you kidding me? I don’t believe this... WEIRD!”

(She’ll ask why.)

“I used to have a cat named (her name). She used to shed all over the place...”

(She responds.)

“You don’t shed do you?”

If she says yes, which is a big Indicator of Interest:

“Okay... but you have to promise me one thing.”

(She asks what.)

“Pinky swear?”

(She does.)

“When you spend the night.... You have to bring a lint brush!”

If she says no:

“Okay, cool... Maybe I’ll let you sit on my new couches.”

COLD READS

A cold read, which is simply making a guess about the women you're speaking to, is often the best way to transition out of the opener. Observe something and comment on it. This can be done spontaneously, based on things you actually see and think are true, or you can use a prepared cold read because they lead to predictable responses that you can follow with ready-made jokes.

For example:

“You guys are friends from college, right?”

(They respond.)

“You've got that look about you, like you were the one who held her hair back while she was vomiting.”

Or:

“You guys know each other from work, right?”

(They respond.)

“You look worried, like she might go all crazy again, like at the Christmas Party, and start making xeroxes of people's privates and stuff.”

Or:

“You're a dog person, aren't you? We would never get along. I'm a cat guy, which is why I value independence, open-mindedness, and adventure. You dog people are all clingy, needy, and supplicating.”

Or, the opposite of that transition is:

“You’re a cat person, aren’t you? We would never get along. Have you ever seen two cats in the alley when they approach each other? It’s all hissing and scratching and fighting as they both try to defend their own territory and independence.”

Or:

“You know, you strike me as a girl who’s into really slapstick humor... I better watch out for you. You and me are so not going to get along. The comedy that I write and perform is on the complete other end of the comedic spectrum.”

Or, the opposite of this transition is:

“You know, we have the same warped sense of humor. We are too similar. We’re so not gonna get along.”

The idea here is to transition off the approach with a cold read while disqualifying at the same time.

BIG EYES

This is a great observational routine that teaches her something and gets things moving around while creating some fun with the camera instead of just keeping it conversational.

“You have a really pretty smile... Do you like the way you look in photos?”

(She answers. Doesn’t matter what it is.)

“I used to hate the way I looked in pictures. But there is a trick I found that will instantly help you look a little better in your photos. There are five traits that predominantly determine whether you are beautiful or not... Facial asymmetry, body fat percentage, muscle tone and proportion, and skin tone... These traits 95 percent of the time will deem you gorgeous, ugly, or somewhere in between. Now, there is a sixth trait as well, although it's not as strong as the previous five. Not many people realize this, but it's eye size... Look around at all the attractive people in the world..Just off the top of my head -- Jessica Biel, Jessica Alba, and Heidi Klum. What do they all have in common outside beauty? They all have big eyes. And while not every beautiful woman has big eyes, the correlation is astounding. Why do you think Japanese cartoon characters always have huge eyes? Let's do an experiment...”

(Take out your camera or camera phone.)

“Now, whether or not you have large eyes, there is an easy way to look happier in pictures. All you have to do is raise your eyebrows a little bit.”

(Raise yours and have her do the same.)

“Not all the way. And open the eyes slightly wider than normal. Raising the eyebrows is also a natural human reaction to happiness, which will make you look friendlier. Most people don't do this while posing since they're not actually laughing. They're just fake smiling for the purpose of posing.”

(Go to take her picture.)

“Let's test it out. Look at the camera, smile if you want, but don't raise your eyebrows.” (Take the picture and then do one with the eyebrows raised a bit.)

Then compare the two pictures. You can even ask someone else to evaluate which looks better. Most of the time they'll choose the eyebrows raised picture. You can use this to merge the group you're with into another group of women as well.

Green Hell, Attraction Forums Member