

There are two kinds of people in this life:

Those who walk into a room and say

well, here I am!

And those who walk in and say,

Ahh, there you are.

Part 1, how to intrigue everyone without saying a word you only have ten sec to show you are a somebody

1. How to make your smile magically different
2. how to strike everyone as intelligent and insightful by using your eyes
4. how to look like a big winner wherever you go
5. how to win their heart by responding to their inner infant
6. how to make someone feel like an old friend at once
7. how to come across as 100 percent credible to everyone
8. how to read people like you have ESP
9. how to make sure you do not miss a single beat

part 2, how to know what to say after you say hi

10. how to start great small talk
11. how to sound like you have got a super personality no matter what you are saying
12. how to make people want to start a conversation with you
13. how to meet the people you want to meet
14. how to break into a tight crowd
15. how to make where are you from sound exciting
16. how to come out a winner every time they ask, and what do you do
17. how to introduce people like the host(ess) with the most(ess)
18. how to resuscitate a dying conversation
19. how to enthrall em with your choice of topic them!
20. how to never need to wonder, what do I say next
21. how to get Em happily chatting, so you can slip away if you want to
22. how to come across as a positive person
23. how to always have something interesting to say

part 3, How to talk like a vip?

24. How to find out what they do(without even asking)
25. How to know what to say when they ask, what do you do?
26. How to not sound anxious(let them discover your similarity)
27. How to sound even smarter than you are
28. How to be a you-firstie to gain their respect and affection
29. How to make them feel you don't smile at just anybody
30. How to avoid sounding like a jerk
31. How to use motivational speakers techniques to enhance your conversation
32. How to banter嘲笑 like the big shots do.(big winners tell it like it is)
33. How to avoid the world's worst conversational habit
34. How to give them the bad news(and have them like you all the more)
35. How to respond when you don't want to answer(and wish they'd shut the heck up)
36. How to talk to a celebrity?
37. How to make them want to thank you

Part4, How to an insider in any crowd, what are they all talking about?

38. How to be a modern0-day renaissance文艺复兴 man or woman
39. How to sound like you know all about their job or hobby?
40. How to secretly learn about their lives?
41. How to talk when you are in other countries
42. How to talk them into getting the insider's price(on practically anything you buy)
43. how to bare their hot button(Elementary doc-talk)

Part 5, how to sound like you are peas in a pod, why, we are just alike

44. How to make them feel you are of the same class
45. How to make them feel that you are like family
46. How to really make it clear to them
47. how to make them feel you empathize(without just saying yep, uh, huh, yeah)
48. how to make them think you see/hear/feel it just the way they do
49. how to make em think we(instead of you vs. me)
50. How to create a friendly private joke with them

Part 6, how to differentiate the power of praise from the folly蠢事 of flattery

51. How to compliment someone(without sounding like you are brownnosing拍马屁)
52. how to be a carrier pigeon/八卦之人 of good feelings
53. how to make em feel your admiration just slipped out
54. how to win their hearts by being an undercover complimenter
55. how to make em never forget you with a killer compliment
56. how to make em smile with itty-bitty boosters
57. how to praise with perfect timing
58. how to make em want to compliment you
59. how to make a loved one feel you are the partner for life

part 7, how to direct dial their heart?

60. how to sound more exciting on the phone?
61. how to sound close(even if you are hundreds of miles away)
62. how to make em happy they called you
63. how to sneak past the gatekeeper
64. how to get what you want on the phone from big shots
65. how to impress everyone with you outgoing voicemail message
66. how to get what you want- by timing
67. how to get them to call you back
68. how to make the gatekeeper think you are the buddy-buddy with the vip
69. how to make them say you have super sensitivity
70. how to listen between the lines on the phone

how to work a party like a politician works a room, the politician's six-point party checklist

72. how to make an unforgettable entrance?
75. how to make em feel like a movie star
71. How to avoid the most common party blooper(mistake, especially an embarrassing one that is witnessed by other people)?
74. how to subliminally潜意识的 lure people to you at a gathering
76. how to amaze them with what you remember about them
77. how to make the sale with your eyeballs
73. how to meet the people you want to meet

part 9, how to break the most treacherous不可靠的 glass ceiling of all, sometimes people are tigers

81. how to make them want to do favors for you
82. how to ask for favors(and get them)
83. how to know what not to say at parties
84. how to know what not to say in a chance meeting
85. how to know what not to say at dinner
86. how to prepare them to listen to you
87. how to turn their anger around(in three sentences or less)
88. how to make em like you(even when you have messed up)
89. How to trap a rat with class
90. how to get whatever you want from service personnel
91. how to be a leader in a crowd, not a follower
92. how to make all the right moves

new words

virulent:HIV is an example of a virulent virus,intense eye contact can be a virulent instruction.
grenades: you eyes are prsonal grenades taht have the power to detonate peoples emotions手榴弹
jostle, her colleagues at convention jostle for position just to be seen casually chatting with her, 推挤
warlocks: a housekeeper whose fantasies were filled with witches, warlocks, and black magic巫术
lethal: just as martial arts masters register their fists as lethal weapons致命的
sycophant, not a smiling cycphont among 阿谀奉承
corridor:I followed her into the corridor and tapped her shoulder gently
deference, whenever karen is at a home-furnishings industry event, everyone pays deference to her. 尊重
liar, they range from the tight rubber band of a trapped liar to the soft squishy柔软的 smile of a tickled infant

1. How to Make Your Smile Magically Different

1. Leil, how can I stand out from the crowd so people who don't know me will approach me and at least assume I'm an interesting person
2. How to Fine-Tune Your Smile
3. you whole personality ahs developed, well, a really cool, sharp corporate edge
4. the study showed women who were slower to smile in corporate life were perceived as more credible
5. a big, warm smile is an asset. but only when it comes a little slower,because then it has more credibility, she trined her lips to erupt more slowly

2. How to Strike Everyone as Intelligent and Insightful by Using Your Eyes

adrenaline: it increases their heartbeat and shoots an adrenaline like substance gushing through their veins肾上腺素
visceral: it broadcasts a visceral message of comprehension and respect
aphrodisiac: xxxx is a proven aphrodisiac春药
erotic: the hormone detected in the human body during erotic excitement

4. How to Look Like a Big Winner wherever You Go

1. they stand with assurance, they move with confidence, they smile softly with pride
2. good posture symbolizes that you are a man or woman who is used to being on top
3. stand up straight
4. slouchers, we are a nation of slouchers懒散的人, we need a tech more stern严格 than teachers to make us stand like somebody
5. perfect posture, perfect equilibrium平衡, perfect balance is not only desirable-it's amatter of life and death.
6. one false move, one slump of the shoulders, one hangdog look, can mean curtains for the high-wire acrobat杂技演员.
7. Your Posture Is Your Biggest Success Barometer气压表
8. great posture, a heads-up look, a confident smile, and a direct gaze.

5 How to win Their Heart by Responding to Their"Inner Infant"

new words: 1. cracks up, he comic comes onstage and ask, "well, how do you like me so far?" The audience always cracks up大笑.
new words: 2. cretins: Or do they turn away, obviously unimpressed by our magnificence. The cretins傻瓜!
new words: 3. bristles: we don't have tails that wag or hair that bristles炸毛
new words: 4. the hands that flash knuckles指关节 or subconsciously soften in the palms-up "I submit" position.
1. Attorneys pay close attention to your instinctive body reactions.
2. They watch to see how fully you are facing them and just how far forward or back you're leaning while answering their questions.
3. They check out your hands. Are they softly open, palms up, signifying acceptance of the ideas they're expressing?
4. Or are you making a slight fist, knuckles out, signaling rejection?
5. They scrutinize仔细观察 your face for the split seconds you break eye contact when discussing relevant subjects like your feelings.
6. Sometimes attorneys bring along a legal assistant whose sole job is to sit on the sidelines and take precise note of your every fidget坐立不安
7. the husband they wouldn't notice anything is wrong until their neckties领带 are drenched打湿 in her tears
8. when a little four year old feels bashful害羞, he slumps, puts his arms up in front of his chest
9. when forty-year-old Johnny is feeling timid胆小, he slumps and folds his arms in front of his chest,closes him off with a myriad无数的 body signals
10. when welcoming his oved one home , big Johnny opens his body to her like a giant daffodil spreading its petals to the sun after a rainstorm
11. Treat People Like Big Babies
12. she flashed her beautiful teeth, turned fully toward him, and said, "Hello, come join us." He wasted no time acceptingCarla's invitation.
13. Give everyone you meet The Big-Baby Pivot. Give the warm smile, the total- body turn, and the undivided attention you would, and beamed a big toothless grin.

6 How to Make Someone Feel Like an Old Friend at Once

1. People don't care how much you know until they know how much you care. . . about them
2. let's explore the only time we don't need to worry about any shyness or negativity slipping outthrough our body language.
3. It's when we feel none. That happens when we're chatting with close friends.
4. when we see someone we love or feel completely comfortable with, we respond warmly from head to toe without a thought
5. Our lips part happily. we step closer. Our arms reach out. Our eyes become soft and wide. Even our bodies turn fully toward our dear friend.
6. How to Trick Your Body into Doing Everything Right, Hello old friends
7. if you were a light, you'd beam光束 on the other person. If you were a dog, you'd be wagging your tail
8. when meeting someone, imagine he or she is an old friend, the vicissitudes沧桑 of life tore you two asunder离散.
9. In spite of the fact you won't understand a word, your whole body still responds with congeniality意气相投 and acceptance
10. A Self-Fulfilling Prophecy预言, love begets产生 love, like begets like, respect begets respect
11. In addition to being liked, you want to appear credible, intelligent, and sure of yourself.

7 How to Come Across as 100 Percent Credible to Everyone

1. many large companies turn to the polygraph测谎仪, or lie detector, a mechanical apparatus designed to detect if someone is lying.
2. Banks,drug stores, and grocery stores rely heavily on it for pre-employment screening.
3. All the machine can do is detect fluctuations in our autonomic nervous system--changes in breathing patterns, sweating, flushing, heart rate, blood pressure, and other signs of emotional arousal唤起
4. when the average person tells a lie, he or she is emotionally aroused and bodily changes do take place. when that happens, the individual might fidget坐立不安.
5. whenever your conversation really counts, let your nose itch, your ear tingle, or your foot prickle刺痛.
6. Do not fidget, twitch抽搐, wiggle, squirm蠕动, or scratch. And above all, keep your paws away from your puss.
7. Hand motions near your face and all fidgeting can give your listener the gut feeling you're fibbing撒谎.

8 How to Read People Like You Have ESP

3. When they feel superior to you, they steeple their hands.
1. Even while you're talking, keep your eyes on your listeners and watch how they're responding to what you're saying. Don't miss a trick.
2. Most people know if their conversation partners step back or look away, they're not interested in what you're saying.
5. If a horse can do it, so can a human. People will say you pick up on everything. You never miss a trick. You've got horse sense.
4. Make it a habit to get on a dual track while talking. Express yourself, but keep a keen eye on how your listener is reacting to what you're saying. Then plan your moves accordingly.

move the silent world to the speak world

2. Hang by Your Teeth, The Big-Baby Pivot, Hello Old Friend, Limit the Fidget, Hans's Horse Sense, and
1. with the Flooding Smile, Sticky Eyes, Epoxy Eyes
3. watch the Scene Before You Make the Scene, you'll be right on course to get whatever you eventually want from anybody--be it business, friendship, or love.