

# ***Speed Rapport***

A woman with long blonde hair is lying down, holding a mobile phone to her ear. A bright, circular light flare is visible behind her left shoulder. The background is blurred, suggesting an indoor setting with other people.

Techniques & Tactics to build  
**INSTANT** Rapport and to get  
anyone to open up to you completely

**IN10SE**

# ***Speed Rapport***

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# ***The Connection paradigm***

## **Connection Defined**

I'd like to present a new paradigm in thinking about human relationships. We are creatures with many layers, many filters, and many barriers that shield us from the outside world. We each have our own inner world and our own "maps of the territory".

Our layers are formed through time, experience, and challenges as we learn to interact with the outside world. And thus the Psyche is formed. This is a "catch all" term to describe the collection of all of these parts of us. The Psyche is a dynamic interactive internal structure that we experience as our consciousness. It serves as a "buffer" that interacts with others and differentiates "Us" from "Them".

So where does all of this fit into the new Connection Paradigm?

Well part of what makes us human is the need to "Connect". We all get to this feeling of connectedness in different ways – both physically and emotionally. We also feel connectedness on many different levels – from connection to the divine, to interpersonal connection, so "being connected" with yourself internally so that all the parts of you are aligned and in sync with each other.

This book focuses on Interpersonal Connection.

As infants we first experience connection through our senses – through touch, sight, sound... and our emotions are awaked. The barriers between "self" and "other" are not

yet formed at this stage. It's interesting that infants who are deprived of touch eventually fail to thrive, develop and will eventually stop eating, stop growing, stop making eye contact, withdraw and die. This is how important Connection is.

Now Adults are no different. Adults who are deprived of connection eventually become depressed and also lose interest in living.

As we move on in this next century, we are increasingly relying on computers and electronics to make our lives easier. We can communicate at the speed of electricity with someone across the planet – our digital connectivity is only limited by bandwidth. We sit in our little boxes, eating our TV dinners as we watch the latest episode of The Next American Idol.

So why do people feel more and more disconnected.

It's because we need HUMAN interaction. We need to feel connected to other people in a physical way. In our society we don't touch people we don't know, we limit touch to those we are intimate with. And there are many single people out there who feel the need for this physical connection, yet don't know how to get it – much less make it last beyond one night of passion.

The purpose of this book is to give you the Mindsets and Skillsets, the understandings and tools to bring Connection into your life and build rapport with virtually anyone.

## **The Process of Connection**

So what is really happening when we connect with people?

I like to think that when we connect with people – really connect... we let down barriers.

Our differentiation of “Us” and “Them” melts away and there is only “Us”.

We become a part of each others world.

Many Psychologists believe the impulse to connect comes from the time when we were infants – during the bonding period. In this early stage of development of the Psyche, there was no Identity. We felt one with those that we bonded with. They felt anxiety – so did we. They felt Joy – so did we.

And so the need to connect is both instinctual and behavioral.

So connection is not just a one sided process. Sure someone can imprint onto you – if they are at an early point in their lives when they are reaching out and vulnerable...

But Connection works both ways.

The Huna tradition – an ancient Polynesian religion, held that whenever two people developed a strong rapport and connection, silver threads formed between them called “aka” threads. These threads were present across space and time and

whenever thought and emotion were directed between each other, this energy would travel along these “aka” threads and the receiver would feel the energy and thus the connection on an unconscious – and many times on a conscious level.

Throughout this book, I'll use this idea as a symbolic model for connection.

Even though you can't see or touch connection, it is something that is felt on many different levels. Like the air that we breathe, we need it to sustain us, fulfill us, and enrich our lives.



## **Reaching out – Connection in the digital age**

Connection is about touching, eye contact, and most importantly FEELING between people.

In this digital age, we have our video conferences, internet chats, teleconferencing, and much more – all of this trying to bring this FEELING of connection into our lives. We sit in our box houses in front of our televisions or computer screens, wrapped up in our own worlds – feeling emptiness and more disconnected as time goes by.

And then you have couples and families who go on day by day – living in their own worlds, disconnected, and not knowing how to connect to one another.

Some will say it's about knowing how to communicate – but it's about much more than that. Feeling connection comes from human to human interaction. It comes from being in the same "Place".

It comes from sharing the same "world" with someone and most importantly from a connection between inner worlds – our SELF opens up and joins with another's self.

## **Getting to connection**

So what actually HAPPENS when two people connect? Does it automatically just happen – like magic? How do you get from first meeting – to being the most important part of someone's life?

I'm going to answer all these questions and what's more, explain step by step the process of how to get to this deep level of connection in a natural and effective way.

And it WILL seem like magic – and the more proficient and familiar you get will the techniques and understandings, the more and more you will make them your own, and begin to integrate your own understandings based on your own experiences as you build deep connections with others that will enrich your life on into the future.

**Each person feels connection differently and gets to  
connection differently**

Imagine that you're looking at a pool of water. On the surface of the pool there are ripples flowing outwards – and beneath the surface are the deeper currents that cause these ripples.

“Connection” is a deeper current in our lives – and the surface ripples get manifested in many different ways in different people.

These manifestations or another way of saying it – these “surface structures” can be categorized into two broad categories in most people. I realize that this is a huge generalization, but its one that works.

There are people who are primarily “physical”. These people are active, engaged, and experience the world through their body. They learn best by “doing”. They have a “do it now” approach to life. It is this “Physical” part of them that interacts with the world primarily. By this I mean that they are primarily “physical” on the outside, and “emotional” underneath that. To get to their emotions, you must first go through their body. When in relationships, they need affection and know that they are cared about through physical actions. A “physical” person gets to connection through their body.

Then there are those who are primarily “emotional” These people are intuitive, caring, empathetic, and deep – they tend to be artistic and introspective. They experience the

world through their emotions and are very “feeling” oriented. They have peak emotional experiences. It is thus the “Emotional” part of them that interacts with the world. They wear their emotions on the “Outside” and in order to bring out the “physical” part of them, you must first open up their emotions. When in relationships, they need emotional closeness to know that they are cared about. An “emotional” person gets to connection through their emotions.

## **Eliciting Connection criteria**

I'm going to talk about two very important concepts here. The first is the concept of "Elicitation" and the second is the concept of "criteria".

When you elicit information from someone, you're mapping out their internal roadmaps. I like to think that we all have "file systems" in our mind. We have a file for "attraction" for instance, and a file for "trust" - just for example. In these files, we keep all of the thoughts, attitudes, and beliefs that we form through our experiences.

Everything that has been associated with "attraction" for example - from our first experience with it to our present experience with it... all of the societal programming and outside social influences all come together and associate with each other to form a mostly unconscious conglomeration of images, feelings, and impressions that we experience as "attraction". Sure we can experience the feelings associated, but we're limited in our verbal descriptions by the limitations of language. In other words, words often can't express how we feel.

Now what would you think if you had the ability to not only open and look into someone's files, but to PUT YOURSELF into these files in their mind. How cool would a skill like that be? Imagine that you were able to open up someone's file for "Closeness" and "Connection" - and then connect with them on a deep level. In other words, put yourself into these files so that you were unconsciously associated with these.

Now there are all kinds of different visualization exercises to do this, but the way that I've found works best is through "Elicitation" - by mapping out their "Criteria"

Criteria is "How someone knows" that they have a particular file. For example, in the "Connection" file you may ask, "So how do you know that you have connection?" "What has to happen for you to have connection?"

And the magical thing is that as the person describes their criteria "How they know" and "What has to happen" they give you the ROADMAP to get to that file and open it. In fact, the next question I'll ask is, "So what is it LIKE when you have this [x] in this way [y]?"

And this one amazing question causes them now to OPEN this file and experience the state associated with it.

It's that easy.

## **Filters of reality**

To talk about connection, we have to talk about how people experience reality. I like to think that some people have a "Physical" filter and others have an "Emotional" filter.

First of all, what is a "Filter"?

Starting off as basic as possible, in our daily lives we are bombarded with all sorts of stimuli - what we see, hear, touch, taste, smell... and it is through these senses that we make up our own reality. We sort these together and these open up our "files" and lead us to associated experience.

Now this whole process is basically unconscious.

In order for us to make any kind of meaning, we've had to form some sort of a "system" - or what I call a "filter" that screens out certain things (what is called deletion in cognitive behavioral psychology terms), and focuses on certain things (what is called generalization) and then may experience things the way we are used to experiencing them even though they may be different. (what is called distortion).

So it is through deletion, generalization, and distortion that we largely "filter" reality.

I've gone further, and I would propose that there are people whose filters are "Physical" sensory based and response based, and those who are "Emotional" sensory and response based.

In fact, in all reality there are those who experience the world physically, but react emotionally - and there are those who experience the world emotionally but react physically.



## **Physical connection process**

People who connect physically experience the world through their body. They are very much engaged in the world and tend to be very active and athletic. They are kinesthetic people who learn by doing.

When in relationships, they need physical affection to know that they're loved.

One interesting idea is the idea of the "Triune brain". This idea holds that during the evolutionary process, our brain was once a "reptilian" brain - or the primitive brain.

It is this primitive brain that is responsible for our primal urges, instincts, and base desires. It is a concept analogous to Freud's "Id" although with a neuroanatomical foundation.

The primitive brain is the brain stem and is the deepest part of the brain.

The next layer of development is the "Limbic" brain or emotional brain. It is this in this layer that we store memories and feelings largely. One interesting tidbit of knowledge is that the olfactory nerves go straight to the limbic system bypassing the thalamus which is where all the other sensory nerves connect and relay. So smells can directly evoke very vivid and strong memories.

The next layer of development was the cognitive brain - the neocortex. It is this layer that evolved most recently and is responsible for self-awareness and higher thinking and logic. This is our consciousness.

Now the interesting thing is that there can be levels of conflict between these 3 brains. I know you've probably experienced how on a physical level you wanted someone - like let's say your best friend's girlfriend, and were very much attracted to her, but on a logical level knew that it would be wrong for you to pursue her. And then the emotional brain has its say too - sometimes along with the physical brain joining up and vetoing the logical brain's position on things.

## **Emotional connection process**

Emotional connection has been called “heart to heart” connection. This is a deep meaningful level of connection where the part of you that feels connects with the feeling part of another.

In the Buddhist tradition, there are what’s called “Chakras” or energy centers. These energy centers correspond to what is described at a “level of consciousness” and awareness at various points in the body. So a shift in “Chakra” energy means that one has shifted their level of consciousness or awareness and opened up new energies that can profoundly influence one’s outlook and experience.

The center for emotion is the “Heart Chakra” which is located in the chest area. Have you noticed that when you feel happy or have a sense of love or joy, you may feel it in your chest? – In your heart?

The Buddhists would say that you have tuned into your “Heart Chakra” energy. It’s interesting that many people live their lives tuned into this energy and it becomes their filter of reality. They tend to be introspective, deep thinkers and feelers. It is through their emotions that they experience the world and it is through their emotions that the other parts of their self are opened up – like the physical part.

These people need “Meaning and Purpose” for life and it is most often that they find this meaning and purpose in their relationships. In fact, nothing is as important to them.

When you connect on a heart chakra level, you open up your heart to someone else's heart, making yourself emotionally vulnerable in the process. Can this be hard to do? Of course – most often, a deep level of trust must be present for a connection on this level to occur.

But what if you could connect on this level with someone within a matter of a few minutes or hours?

You can – through eliciting a persons criteria for trust, then connection, and then opening yourself up – and in the process getting the other person to open up.

Now the tricky thing about emotional connection is that no one wants to be vulnerable – so you have to appear to go first. Share a deeply moving experience that you've had, talk about something that you're passionate about, talk about a meaningful relationship that you've had – share a peak emotional experience, share a painful experience.

Remember that it's not one sided... as you share with them, they should share with you too – you don't want them to feel like your therapist and in turn, you don't want to feel like a therapist for them.

What makes a therapist a therapist is that the “opening up” is completely one sided. Because in this context it is safe and permissible for a client to open up emotionally – you often times have “transference” which is where the client begins to feel this very close emotional connection with the Therapist. The Therapist does not share or open up in this context, making the therapist “safe” and keeping him/her from “counter-transference” – or reciprocating the emotions. In this context, true connection doesn't

occur, but when you have people who are used to only experiencing a one sided connection, it may not matter.

True emotional connection is an “opening up” and sharing on both sides.

# ***The Process***

## ***Going Superficial to Deep***

## ***The Process step by step - Going Superficial to Deep***

First of all, is there a “process” for connection that can be broken down and defined?

Most definitely – people often go through a series of steps or a “process” when connecting with each other. Now much of the process may be individual or dependent on the context of the situation, but in most cases you can generalize the process into 4 basic stages: These are –

- 1) Intro – fluff (superficial talk)
- 2) Finding social connection, commonalities, and similarities
- 3) Shifting to the “Our world” perspective
- 4) Getting to exploration – interests, passions, hopes, dreams

In the Intro stage, much time is spent talking about superficial things... the weather, movies, tv, celebrity gossip, etc. The purpose of this stage is basically to show that you’re a normal person who lives in the same world that they do. All of these things have to do with observations about the environment – and things that most likely don’t directly affect your life or their life one way or the other. The weather may affect both of your lives but since it affects everyone’s life the same, it’s not really personal. It’s just something that happens to everyone. This is the most safe and superficial type of connection, and it doesn’t really reveal much about either person... this stage is just a stage to cycle back and forth to break up the tension or to go to when things momentarily get too deep in the conversation. In this way, fluff talk serves the purpose of both introducing a connection and also offering a sense of comfort and security when things get too deep. Don’t be afraid to use fluff talk to your advantage. It does have it’s place an purpose. But do be careful not to stay in this superficial stage for too long. Remember that if you stay in one stage for too long, there is a tendency to

stagnate in that stage and for things to stale out. Much of internet chat, text messaging and emailing takes place in the superficial stage. It does have it's place and serves to KEEP a connection going when you don't have enough time or resources to keep it deep. Relationships cant stay DEEP all the time. They are dynamic and are constantly going through each one of these stages.

One interesting experiment is to go through your list of relationships with the opposite sex and categorize where each one of these relationships are in terms of the stages. Are there any that are superficial – that you may send a text message saying “How is your day going?” every now and then just to keep the connection alive?

Are there some where you feel like you have an “Our world” perspective? This is the perspective where it's no longer about “Me and You” but it's about “Us and Them” – you both are at a common place in life and have similar outlooks, attitudes and experiences. In this place you have a deeper connection than just a casual social connection. You have both opened up and talked about deep meaningful experiences, about what your values are in life, what your hopes and dreams are...

There may be very few people that you've ever had this kind of connection with – just think now to someone who've you've been able to tell anything to – who you can totally be yourself around... where you let down all your barriers, your walls, your guards...

You did this because you felt safe around this person – because you knew that they cared about you and that they may have been in a similar place in life and could relate to you.



Are there some that go even deeper – where not only can you open up on the deep personal level... where you can totally feel safe and comfortable, knowing that this is someone who is going to be here for you no matter what... where you are both exploring and sharing each others interests, passions, and dreams? Hopefully you've had some of these.

So lets look at the specific ways that we can take a connection from a superficial to a deep meaningful connection.

## **Superficial Connection - defined**

So lets talk about fluff talk. This is the everyday, superficial conversation that fills the emptiness in most conversations. It is mostly always something that happens in the environment – or in the “outside” world.

I use the term outside to describe this because it either happens to everyone, and so is less personal, or it happens in the world but has no effect or impact on ones life.

Most TV shows and celebrity gossip deal with this level of connection specifically.

Many people seek to fill the emptiness in their lives with this type of connection and experience – not realizing the deeper levels of connection or experience that are possible.

This is what I call the “noise” in the world. You’ve heard of the signal to noise ratio and how when tuning in to a radio station, you want to get the most signal and the least noise in what you hear. In the same way, you want to minimize the “noise” in your life and to maximize the “signal”.

Noise does serve it’s purpose though. Because it’s not personal, it can offer comfort when things get to deep or when you need a break from deep connection. Sometimes it’s fun to just fluff and talk about nothing at all.

It creates the “space” so that what is meaningful becomes defined and thus even more meaningful. Freud once said, “We are made so that we can only experience intense pleasure from a contrast.” Fluff and superficial connection offer us this contrast.

So what are the way that you can beef up your “fluff” skills? Well for one watch TV. Watch movies... keep up to date on the latest celebrity gossip. Pick up a current Cosmo magazine or People magazine and it will be filled with all kinds of juicy tidbits of meaningless conversational intro’s and many of the topics can be used to bridge from one topic to the next. Most of these topics have to do with what’s going on with This celebrity or that celebrity, who’s going to Rehab, who’s going to Jail now... and so on.

Another great superficial source of conversational topics are these Reality TV show. Show’s like the Big Brother, The Survivor show, Bachelor – all of these are great for conversational intro’s, for when the conversation stalls, or for when things get too deep to offer some retreat. Keep up with these show, have some amount of the “Superficial” in your life so that you can connect with the average person.

For example, imagine this scenario: Let’s say you’ve been keeping up with a certain reality show. In fact you’ve been watching it regularly and you have your own theory on what’s going to happen, who’s going to end up with who, who’s going to be outed next, and who’s going to form the next alliance with who.

You’re at work – where you see the CEO of the company as you both get into the elevator together... someone who you’ve had very little contact with, who you’ve only heard “stories” about... who seems to live in a completely different world than you. In fact, as far as your worlds are concerned, he may as well live on the moon.

Well as you ride up the elevator, he extends his hand, shaking yours and smiles. He says, “Did you see last nights episode of “The Big Brother”? You get a huge smile on

your face and suddenly you're both talking about who's going to be outed next, who you both hate and love in the show, and who you think will be the winner. Suddenly in the space of a few minutes, you're both having an animated conversation really about nothing at all. But it's something that connects both of your worlds – even if it is superficial, it serves the purpose of connecting you both and so where there was once a stranger, there is now someone who may turn out to be a good friend.

It's the start of the sense that we're all living in the same world.

And so there is a use for fluff in every day conversation. It has it's place and it serves it's purpose. Keep in mind that there are people who live their lives in this level of experience, who can never make any kind of connection beyond this level – mostly because they just don't know how. If you're one of these people, get ready to move on and go deeper. Get ready for deeper connection.

## **Social connection - defined**

The social level of connection is most often defined by what we have in common with people. For example, the friends that you have are most likely your friends because you've had things in common with them. Maybe you grew up together, have worked together, have similar interests and do things that you both enjoy together.

This level of connection is where you open up certain parts of your life but not completely. For example, you may have a certain image that you want to keep around your friends, and a different one around your family. Although this level of connection is more personal than the superficial level, it is not really who you are completely. You may still have a certain image to maintain – or a certain way to act.

Friends on this level are context dependent. In other words, often times the CONTEXT of the situation defines the relationship and connection.

This level of connection offers socialization – a need that we all have. This is where you can feel like you're part of a larger group – something outside of yourself. In this way it offers connection to something OUTSIDE of yourself.

Now how do you get to this level of connection?

First of all, show that you CARE about the other person's well-being. Self-survival instinct very effectively filters out the people in our lives that don't care about us, and the ones that do.

Next, focus on commonalities. Be genuinely curious about the other person and their life. Find all the things that you have in common and focus on them. You may have commonalities in your likes, dislikes, goals, ambitions, outlooks, values, interests, experiences and backgrounds, and where you're at currently in life. Explore all of these areas with the other person and find out all the ways that you are similar. In fact, focus ONLY at this point on how you both are SIMILAR and not on how you are different.

Verbally affirm each similarity that you have with the other person. When two people are getting to know each other, you may hear them saying things like, "Oh, I did this and that too!" or "Oh, you're from X... I am too!" When they're doing this, they're unconsciously building a social level of connection based on their commonalities.

It's also at this level that you'll start to see people mirror each other. This is where two people who are connecting on the social level begin to "Sync Up" with each other, mirroring their facial expressions, their gestures, body language, breathing, and even sometimes what they say word for word. You can look at two people from across a crowded room and tell if they're "In Sync" with each other. Some people will use to to gauge interest and as a test for "compliance" – that is, to see how connected you and the other person really are. For example with two friends who have a social connection, you may see one person lean in to talk, as the other person leans in as well. Their body language, tone of voice, and expressions all indicate to the rest of the world looking in that they are connected.

Commonalities start to form the bridge to connection. Commonalities make us feel comfortable and help us to relate to each other.

We often form our Identity – our idea of who we are based on our social connections and based on the CONTEXTS of these situations. But one thing that you can do to step out of this realization into a deeper one is to think back on who you were back when you were a child. What were you like when you were at school – with your friends, with your family... and form a solid mental concept of who you were.

Now that you've done this – get ready to expand your mind.

Take this concept of who you were and transpose TIME onto it. See the part of you that has remained constant regardless of who you were with, or who your friends were.

Sense the part of you that has always been there and who is there now – the constant part of you that has never changed. THIS is who you really are – apart from your friends, apart from any specific context.

This brings us to the Personal level of experience and connection.

## **Personal connection - defined**

The personal level of connection and experience is where everything else fades away except the connection.

In fact, the level of connection has moved from one based on commonalities to one base on having the SAME WORLD.

Everything else fades away and there is only the connection.

Have you ever been with someone, and had a deep connection where you both could open up and tell each other anything – where everything else faded away and there was only the connection IN THE MOMENT.

This is where you first started out talking about superficial things, like what's the latest celebrity gossip or movies, and as you started to find commonalities in backgrounds, interests, goals, passions, and hopes you both started mirroring each other. You both began to focus more and more on each other and then you got to the point where everything else in the background faded away. You may have been in a crowded restaurant, or in a dimly lit lounge, or in a park sitting on a bench... and it was apparent to all who looked at you that you two were completely into each other. Well then, it progressed to the point where time faded away – hours may have passed and it may have only seemed like minutes. You both shared your stories with each other, the place where you were currently at in your life, with your outlook and your dreams.



And then the shift occurred almost imperceptibly – you both vibed on a deep level and it was no longer a world that you were in alone. You now SHARED the same world. It was “Our World”. Here was a “place” existing neither in space nor in time, but in this CONNECTION where you both were at together.

If you’ve ever experienced this with someone, then you know exactly what I’m talking about.

This level of connection is based IN THE MOMENT. It is in the moment where you focus only on the connection. To get there you must progress from superficial to social and then to this personal level of connection. You must show that you care about the other person and in that, build a sense of trust. You must be genuinely curious about the other persons world and desire to connect with them.

In this way, you reach out to them and as the comfort level builds and as trust is established, the connection deepens.

Now keep in mind that since connection is not just one sided, it follows that some of it is dependent on the other person. In fact you can’t MAKE someone feel connected to you. At least, not in any ethical way that doesn’t exploit or take advantage of their independence and individual rights. And so, let me talk a little bit about receptivity.

## **Receptivity**

Since connection is a two sided process, it is determined in part by how receptive the other person is. Now does this mean that you can only do so much to build a connection? Yes, and No - There are indeed things that you can do to increase another person's receptivity.

First, remember that people can sense when you care about them and their wellbeing. This is first and foremost. Call it the self-protective instinct or survival, but it's something that almost all of us have. We can sense when someone is out to get something from us, or when someone really doesn't care about us and our wellbeing.

There's a saying that goes, "People care first about how much you care, and then about how much you know."

Would you rather go to a Doctor that you knew cared about you as a person and your wellbeing, and had an average Medical knowledge base, or one who was an expert in their field, who knew all the facts and data, but who you knew really could care less about whether you did well or not. Of course you would want both the expert knowledge base and the caring in a Physician, but let's say you had to pick one or the other. Which would it be?

I know for me, I'd rather go with someone that cared about my wellbeing as a person. Knowledge is important too, but not as important as caring.

It's the same way in relationships. We open up to those who we know care about us.

Second, you can increase receptivity by being EMPATHETIC. This is where you put yourself exactly in the other person's situation, where and what they're doing – empathizing with what they may be feeling, what they may want to do, and what their outlook and attitudes may currently be. And then – you DEMONSTRATE empathy. You can verbally “Pace” them – that is tell them several things about their situation that may be true in that very moment. Saying something like, “I know you're probably...” or “You seem like you're...” and “This is X isn't it?” where you verbally pace what they may be thinking of the current situation.

Demonstrating empathy show the other person that you're reaching out – that you're receptive to THEM and what's going on with THEM – and in reciprocity, makes them more receptive to you.

Thirdly, being genuinely curious about the other person increases receptivity. If you're with a beautiful woman, focus on her personality and who she is beyond her looks. Develop a curiosity about people in general. Get into personality tests – and learn how to begin to figure people out. There are great books out there like “The Cube” that use visualization to give people amazing insights into their personality. Pick up these methods, and use these as tools to develop a genuine curiosity about people. Remember that people are more receptive to people that they know are interested in them.

## **Eliciting values**

Values can be defined as what qualities you hold important in your life. Everyone has these values, and we're most happy in our relationships when we're around people that hold similar values.

Now something that many people don't realize is that we all have different CRITERIA for how we KNOW that we have these values fulfilled in our lives. For example, many people hold HONESTY as something important in their lives. HONESTY is a value. Although we may all value honesty, we may have different CRITERIA for how we know we have honesty in our lives. For some, honesty means someone telling them every little detail about something or a situation – where it is absolute, there is no omission of facts. Everything must be laid out open on the table. For others, honesty means telling someone what they think is important to the situation or what they think that person would care about. They may not feel that every little detail is important.

Both value honesty but have different ways of knowing that they have it.

What's more is that VALUES lead to what I call END VALUES. The question to elicit this is "What does having this value in your life ultimately give you?" For many, END VALUES have to do with DEEP level fulfillment, a sense of purpose, happiness and meaning in their lives

Here's the process for eliciting values – Which can be further sub-categorized into Relationship values, Sexual value, Work values – etc.

I've made it as simple as asking three key questions step by step:

- 1) What quality in your life is important you? [or in a relationship, or in sex]
- 2) How do you know that you have this quality? [What has to happen for this quality to be there]
- 3) What does having [this value in your life] [in this way that you know it's there], ultimately give you?

As you can see, you can suit the type of value, whether it be a relationship value, a sexual value, or a work value to the situation.

Eliciting values can also open up the FILES to the states associated with these values in our mind. For example, let's say that you wanted to lead someone into a very aroused state very quickly by opening up their internal FILE for ecstasy. You would tailor the Value Elicitation as follows keeping the same format:

- 1) What quality about sex is important to you? [Let's say they say "being sensual"]
- 2) So how do you know that you have sensuality – what has to happen for a sense of being sensual to be there? [Let's say they say, "It's where you have skin on skin, you're touching someone slowly, building up the anticipation, where you have deep eye contact and connect deeply with each other"]
- 3) So what does having a sense of sensuality ultimately give you – where you can have skin on skin, touching someone slowly, building up the anticipation and where you can have deep eye contact and connect deeply with this person"

[They answer CONNECTION] This is their END VALUE – and so it is CONNECTION that they are ultimately after. Their VALUE is being sensual and their CRITERIA is what they described to you word for word.

All that you have to do at this point to get the other person into the ASSOCIATED STATE – to in other words “Open the FILE” in their mind for CONNECTION is to ask them this KEY question next:

So when you have this, WHAT IS IT LIKE?

And in order for them to answer the question, they have to go inside and search out their experience of it – they have to literally OPEN the file and they go into state.

Eliciting Values can be a very powerful tool not only for learning about the other person, for evoking states associated with these values, but also for building a deep level of connection based on understanding the other person.

## **Getting to Discovery through Connection**

A major goal of all relationships is to enable learn about ourselves – about getting to discovery. We get insights into who we are, and we move through life with these deep connections – they help to define us and to give our lives meaning and purpose.

Exploration with another is about sharing new experiences, sharing a deep level connection, and discovering things about yourself that you never knew were there. This is where personal growth occurs. This is where self-actualization takes place – and we do it together with someone that we're deeply connected with.

At this deep level of connection, two people bring out the best in each other – they are better for being together. They ADD to each other's lives and bring about a sense of enrichment and fulfillment.

This is the ideal – it's the level of connection that we all hope for. This level of connection develops out of a deep personal connection through time. It's a level of connection that becomes stronger as time goes by and one that defines us.

## *Conclusion*

I hope this book has helped to deepen your understanding of the Connection process – remembering that ultimately you will learn the most not by reading, but by DOING. Now that you have these understandings, you will begin to see the structures and levels of connection in your life as they begin to unfold. Having this knowledge will allow you to take your relationships to deeper levels and it is my hope that this will ultimately lead to a more fulfilled and enriched life.

Best Regards,

