

# How To TALK To ANYONE

Date 26/11/24 Page

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PART - I You have only ten seconds to show you're a somebody.

1. Every physical move you make → tell everyone the story of your life.
2. 80% plus someone's first impression of you →  
The way you + the way you move → not one word need to be spoken.  
look
3. Ideal Image of Somebody → gives them:
  - great posture.
  - a head's up look
  - a confident smile.
  - a direct gaze.
4. The friendly smile: don't push immediate smile.
  - ↳ look at person's face → pause → absorb their persona → 'give a split delay' 'warm smile' (genuine).
5. Eye contact → extremely advantageous b/w sexes.
  - ↳ gives impression of being an intelligent and abstract thinker.
  - ↳ awakens feeling of respect & affection.
  - ↳ the more the eye contact the more positive feelings.

6. Sticky Eyes: pretend your eyes are glued to your crush partner.

↳ don't break eye contact

↳ until or even after → he/she finished speaking.

7. Epoxy Eyes: Watch your targeted person even if someone else is talking.

↓  
watch the speaker → but let your glance bounce to your target each time speaker finishes a point

8. Good Posture → symbolize → You're a man who is used to being on top.

9. Visualize 'Good Posture' → 50-60 times a day

↳ something and it becomes habit.

10. The big baby pivot: everyone is a baby inside

↓  
give the warm smile looking for recognition of how the total body turn down very special he/she is

↓  
Pivot 100% shouts → 'I think you're very very special!'

11. Secret of making people → is showing how much you like them!

12. Hello Old Friend: when meeting someone imagine he/she is an old friend.

13. When you act like → you actually start liking them.  
you like someone

14. Limit the fidget : when your convo really counts

↓  
even if your nose itch, you ear  
tingle or foot pinekle

↓  
DO NOT → fidget, twitch, wiggle, squirm or scratch



KEEP YOUR PAWS AWAY FROM YOUR FACE.

↓  
gives listener gut feeling you're fibbing.

15. Hans' Horse Sense : watching people, see how they are reacting & then making your moves

↓  
express yourself but keep accordingly.

a keen eye on how listener

↓  
is reacting to what you're saying.

16. If listener → steps back or look away → they're not interested on what you're saying.

17. Feel the pleasure of knowing you are in peak form and everyone is gravitating towards you.

↓  
Visualize yourself Super Somebody for whom it all happens automatically.

## PART-II What Do I Say after I say 'Hello'?

1. Watch their mood & voice tone → then bring your thought around them.

↓  
before opening your mouth → take voice sample of listener

Make a Mood Match : to detect his/her state of mind

The Persuasion Paradox: most persuasive people don't argue they -

- observe
- listen
- ask questions }

Date \_\_\_\_\_  
Page \_\_\_\_\_

2. 80% of listeners' impression → almost anything is fine has nothing to do with words as words. as long as it is not :-
- complaining }
  - crude }
  - unpleasant }

3. Always wear A Whatzit:

obj that draws ↳ anything you carry / wear → that is unusual. peoples attention

Be a whatzit seeker too - 'Excuse me, I couldn't help but notice your... what IS that?'

4. Eavesdrop in : 'Excuse me, I couldn't help but overhear...'

5. Never the naked city.

6. 'No man would listen to you talk if he didn't know it was his turn next.'

7. Throw some facts - Never the naked job.

8. Never the naked introduction - when intro someone,

9. Be a word detective : Listen to your partner's every word → for clues to his / her preferred topic.

10. The swivelling spotlight : when you meet someone imagine a ↑ spotlight (giant) revolving b/w you

The longer you keep it shining away from you  
↓

the more interesting he / she finds you.

11. Parroting : never be speechless → repeat the last few words.

12. Encore : sweetest sound your partner can listen when you're talking to ↓ group of people

'Tell them about the time when you...'

↓

choose appropriate story! (positive story)

13. Accentuate the positive → eliminate the negative!

14. The latest news... don't leave home w/o it.

### Part III : How to talk like big boys 'n' girls

1. What do you do - NOT!

↳ How... Do... You... Spend... Most... of...  
Your... Time?

2. When meeting → a potential friend / liked one → make your life seem like you will be a fun person to know.

3. Wherever you go → pack a nutshell about your own life!

4. The world perceives → more creative → tired quickly  
people with high intelligence promoted  
vocabularies

5. Big bladders use - rich, full words → phrases slides quickly & gracefully from their mouth.

midane vs respected vocab → difference of only 50 words.

6. Words work on Women!

7. Kill the quick 'me, too!'

↳ whenever you've something in common with someone,  
the longer you wait to reveal it  
(the more amazed / impressed → she will be)

↳ Bite your tongue first → when moment is ripe  
casually disclose your similarity

8. Putting YOU first gets a much better response

especially when you're asking for favour.

The fewer times you put 'I', the more sense you seem.

9. Comm - YOU - nication : start every appropriate sentence with YOU.

Instantly grabs listeners' attention.

10. The exclusive smile: greet everyone in group  
with distinct smiles.

11. Humour enriches any convo!

12. Get a book or 2 for Public Speaking.

Would you mind if I sit here?

REVIEW

Date \_\_\_\_\_

Page \_\_\_\_\_

13. Never - ever, make a joke at anyone else's expense. → you'll wind up paying for it, clearly.

14. When delivering any → share the sentiment of the bad news.



15. before delivering any → keep your receiver in mind then → <sup>sigh</sup> <sup>sal</sup> or deliver with <sup>smile</sup>.

16. The broken record : when someone persist you do an unwelcome subject.

→ repeat your original response (precisely the same words & the same tone of voice)



Hearing it again quiets 'em down.

17. Big shots don't slobber : when chatting with VIP  
→ don't compliment their work, simply say how much pleasure / insight.

↓ if you're talking 'bout accom-

-plishments → make sure its recent one.

18. Never the Naked Thank - You : never let the word thank you stand alone

→ Thank You for coming.

→ Thank You for asking.

→ — " — for waiting

→ — " — for asking

→ — " — for being such a good friend

## PART IV: How to be an Insider in any crowd:

1. Ask a friend → who speaks the lingo of the crowd  
↓  
about opening up to a grp.
2. Baring this hot button: every field has it  
↓  
get its info
3. Your price is much lower when you know how to  
deal  
↓  
before every big purchase → find several vendors  
↓  
a few to learn from &  
1 to buy from.

## PART V: Why, we're just alike:

1. Be a copycat: Watch people. Look how they move  
↓  
watch his/her body → imitate the style of moment.
2. Listen to speakers' vocabulary choice of nouns, verbs, preposition, adjective & echo them back.  
↓  
it creates rapport
3. Employ Empathy: 'I see what you mean.'  
↓  
'That's a lovely thing to say.'  
In order to be a good empathizer, you do need to listen.

4. I see what you mean.  
That looks good to me.  
I can't picture myself doing that.  
I take a dim view of that idea.  
Yeah, I hear you.  
Sure, that sounds good to me.  
That has a negative ring on me
5. When people become friends → they often express their  
↓ feeling to each other.  
They also ask each other personal ques.
6. Friends, Lovers & close associates have a history  
in common.
7. The premature We / Us :  
↳ creates the sensation of intimacy.  
↳ we → highest level of — " —  
↳ simply use the word we prematurely  
↳ makes strangers feel like friends.  
↳ potential rom partner feels → 2 of you → item.  
MAKE IT A POINT TO CONCOCT WE SENTENCES  
↳ we foster togetherness.  
↳ makes distance feel connected.  
↳ say it to strangers too
8. Instant history : search for some special moment you  
shared during your first encounter.

## PART-6 : The power of praise, the folly of flattery

1. Instead of telling someone direct admiration, tell someone who is close to the person you wish to compliment.

[Tell a friend而已].

2. Carrier pigeon kudos : when you hear something complimentary about someone → fly to them → be a carrier.

DO NOT do for -ve → Gossip.

3. Killer compliment : commenting on someone's → personal / specific quality  
↓                          ↓  
[Very specific] [Very personal].                          you shout in扇子

- ① Deliver in private
- ② Make it credible
- ③ only 1 per half year

4. Little stroke : short, quick → kudos → you drop in your casual conversations

↳ nice job, shank!

well done, bro!

Hey, neat bad, billy.

You did it!

'cool'

5. Quick as blink → you praise people → the right moment  
↳ You were terrific!

6. Boomeranging : never say 'just thanks' or (wait) 'Oh it's nothing' → when someone compliments.

reflect the compliment back to the sender.

'That's very kind of you'.

'Oh I'm happy you told me that -'

'So nice of you to tell me'

'Oh you remembered, thanks!'

## PART 7: Direct dial their hearts.

1. body + facial → More than half of your personality!  
language expression

2. Name shower : use people's name more often in phone  
↳ your caller's name → re-creates the eye contact.

3. Don't always answer the phone → with I'm happy attitude all the time

↓  
Answer, warmly, briefly, professionally

↳ then after you hear who's calling

makes 'em feel smile is needed for them

→ let a huge smile of happiness engulf your face & voice

4. Salute the Spouse : whenever calling someone's home

( always identify & greet the person who answers .

↳ Salute the secretary : make friends with them.

↓  
all spouse / secretary → have influence to your VIPs

5. Big winners → always → 'Is this a good time to ask what?' ↓  
 'Did I catch you at good time?'  
 ↘ no matter how imp / interesting → bad timing = bad results.  
 your info is

6. Whenever you → ALWAYS ASK ABOUT YOUR TIMING.  
 ↘ call  
 make it a habit & a rule.

7. 10 Second Audition : for getting call backs  
 ↘ for voice mail → 1. Confidence }  
 2. Clarity } 3 C's  
 3. Credibility }

Say something → their sensitivity (or)  
 ↘ make them smile.

Rehearse it once → with confidence, clarity & charisma

8. The ho-hum raper - Hi there! Is he/she there?

9. When hear a phone in background → stop speaking in midsentence → say 'I hear your other line'  
 ↘ Ask whether they've to attend it!

10. When we want → our brain plays a trick on us if we desperately → we hear something we crave for yes

Instant Replay -

but yes isn't what  
 always seems

## PART - 8 : How to work a party like a politician works in room.

1. They are never embarrassed to arrive early.
2. When people support → the real why → they become of the party → popular
3. Politicians → 'what kinda people will be at this party?'  
'what will they be thinking about?'  
↓  
if they were → clicks on medical headlines & bunch of docs rehearses a idea talk.
4. When human animal is → (eating) → other human animals do not feel comfortable advancing.
5. Munching or Mingleing : Politicians always eat before party.  
↓  
they don't hold food or drink @ party
6. Unforgettable Entrance - each pauses momentarily & look around before doing any action.
7. Rubberneck the room : when you arrive at gathering, stop very dramatically in doorway.  
↓  
slowly survey the situation ↗ det your eyes  
↗ move back & forth
8. Everyone discovers a distinctive beauty in one or 2 other people. → that is very personal, very special and ↓  
speaks uniquely to the seeker.

9. Be the chooser, not the choosee -  
be choosy in who you pick → but don't wait to be  
the choosee.
10. Everyone assumes → people will make bee-line for the most  
attractive people /  
IT NEVER HAPPENS!
11. OPEN HANDS → signifies → 'I have nothing to hide'
12. Come - either hands : Be a human Magnet  
↓  
always has an open body language  
open arms & wrists → gravitate people.
13. Position yourself near doorway → everyone must pass your  
way!
14. Big winner → make a point to → minute details of imp  
remember contacts!  
They ↓ keep track of where the people were, what  
they said & what they were doing since last time.  
↓  
first word of next phone call → relates to that info.
- TRACKING → Powerful form → Remember Anniversaries  
of people's personal  
achievements.  
when you invoke a major/minor  
event → evoking deep conviction.
15. Write note to remind you of conversation their fav restaurant,  
sport, film, drink, high school pgm, major, maybe joke he  
told.

16. Eye ball selling → Human body broadcast → 'You thrill me',  
 'You bew me'.)

plan your pitch & ← carefully seek & sell your eyes  
 base accordingly camera behind

### PART 9: Little Tricks of Big Winners.

1. Everyone wants to be liked.

2. See no bloopers, hear no bloopers: they simply don't notice their comrades' minor spills, slips, fumbles.

↓  
 People → hate → reminded of moments → they were not shining.

if companion offer apology → says → 'It's nothing!'

3. Lend a helping tongue - simply say to the person who suffers story interruptions -  
 'Now pls get back to your story.'  
 or

'So what happened after the...'

↓

They always find a way to pay back.

4. When asking someone for a favor → let 'em know how much it means for you!

5. Unspoken rule of big winners → 'don't jump immediately when someone is doing you favors'

↓  
 wait at least 24 hours.

6. Never remind 'em → favour wasn't out of greed/hep.

↓  
but bcz you expect something in return.

7. Don't make it look like dit for fat.

8. Parties are for pratter — leave tough talk for tougher settings.

7. Business dinner, dunch or breakfast → together is the time when you meet decisions

→ no unplant aspects of

Dinners for Dining: the business.

8. 4 save issues after dessert.

Big Players → watch each other → very carefully  
more

9. Empty their Tanks:

calculating each other's  
skills & knowledge

if you need info → let people have their entree say first

↓

Listen Sympathetically!

10. Echo the ENO: empathize 'em.

11. Whenever its your mistake. → DO IT FAST

'What can I do for this suffering soul so he/she will be delighted?'

12. 'Wow, you are terrific!' Buttercups for their bosses.

13. Men of Leadership calibre - people who respond first to presentation ↓  
↓ w/o looking around others are ready.

They know speaker needs ↓  
crowd's acceptance.

### LEAD THE LISTENERS

14. Be the first clapper, no matter how small crowd, ↓

Don't wait for others to respond.

15. Big winners → do calculations → before putting pen on paper, ↓  
fingers on keyboard, shake hands,

They ask themselves →  
'What can I do to earn the score?'

16. Excellence is not a single & solitary action, it is  
the outcome of many years of making small smooth  
moves.