

The Art of Flirting:



A 30-Day Step-by-Step Guide to Becoming an Expert Flirt!

By Liz Leia

*Welcome! I'm so glad that you've decided to learn the wonderful art of flirting.
Flirting is not only how you attract a mate, but how you keep a romantic relationship
passionate for years to come. And, most of all, flirting is how to make dating fun!*



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Introduction to the Art of Flirting

Hi there! My name is Liz Leia, and I am so excited that you decided to include me in your journey to learning how to flirt, find the right partner, and create a fulfilling romantic relationship (or several) in your life!

For most people, dating sucks, and relationships are *work*. Boo. It doesn't have to be this way. Dating and relationships are supposed to be fun. They are supposed to fill you up, not drain the life out of you. I believe that knowing how to flirt is really knowing the secret of how to live happily ever after--whether you ever meet the one *or not*.

I chose the title "The Art of Flirting" because flirting really is an art form; one that, when you know how to do it, allows you to express your most attractive self to others, and bare your soul in a way that turns people on. And that's exactly what you're going to learn how to do.

Happy Flirting,

P.S. I really mean the "happy" in that. :-)



About Liz

While most of the Art of Flirting students are single and looking to find their perfect match, Liz also encourages couples to learn how to flirt with each other to keep the fire going in the relationship. Flirting is something that anyone can learn to do, regardless of age, size, weight, shape, or past dating experience.

Liz started off as a dating coach 5 years ago working for Sean Stephenson at Inner Game Magazine, where



she wrote the “Getting Inside a Woman” newsletter and coached men on how to be more attractive. Now, Liz writes The Art of Flirting Blog (www.artofflirting.com), and coaches both men and women in the art of flirting and forming healthy, emotionally mature, fulfilling romantic relationships.

Liz is a certified trainer of neuro-linguistic programming (NLP), and certified in hypnotherapy, MER (Mental Emotional Release) techniques, and some types of energy work. She has also extensively studied masculine and feminine dynamics. Liz lives in Irvine, California, with her fiancé and his 4-yr-old son. In addition to being an expert on flirting, Liz has a passion for cooking, chess, and dancing.



Why Learn How to Flirt?

Flirting is considered by most to be a trivial, if enjoyable, activity that some people sometimes participate in--if you were "born" with the ability to do so, and if you weren't, that's ok, we can't all be the life of the party, right?

Totally wrong. Not only is flirting an essential skill when it comes to forming and maintaining healthy romantic relationships, it is a skill that anyone can learn.

The Secret to Making Dating Fun:

When I was single, I was miserable in dating. I felt like I was stuck in one big carnival ride of awkwardness, loneliness, drama, and heartache. The only thing that kept me going was the light that I saw at the tunnel--you know, that I would eventually find *The One*, and he would make all this struggle worth it.

Eventually, I did meet my fiancé (hooray!), and my dating days were over. At first I was relieved, and high on the "honeymoon phase" hormones. However, as our relationship progressed, and we began to discover the areas where we had conflicts to work through, something changed. Being in this relationship wasn't as much fun or as easy as I thought being with Mr. Right would be, and I began to get nostalgic. I began to long for the "fun, free times" that I experienced when I was single.

One of my favorite comedians is Chris Rock, and he has a bit where he says that you have two choices in life: you can be married and bored, or single and lonely ("ain't no happiness nowhere."). As funny as I find his material, I never believed that this was true, but as my relationship got more and more dull, I began to live out this reality--I had been single and lonely, and then I was (engaged to be) married and bored.



This changed my attitude towards dating and relationships completely. When I had been single, I had assumed that finding the right person would fulfill me, but once I realized that it didn't magically happen that way, I began to seek another way to find fulfillment. Turns out, I didn't have to look very hard. All I had to do was remember the times that had been fun (whether single or with someone), and realize what they had in common: we were flirting with each other. The fulfillment I was seeking was right there, available to me anytime, day or night, single or coupled; Flirting is the secret to making the *entire* dating process fun!

An Essential Step in Attracting the Right Partner(s)

Flirting is the process of creating sexual attraction between you and another, so it goes without saying that in order to attract others, you'll need to know how to flirt.

In my private coaching practice, not everyone I work with is seeking a traditional, monogamous relationship. Some of my clients want to get married and start a family, and some want to lead a life of opulent polyamory, and everything in between. The one thing they all have in common, though, is that they want to cut through all the BS and attract the *right* kind of people! If you seem to be consistently attracting "the wrong sort," or finding that those who want you are never the ones you want, maybe you can relate?

You may have also heard that in order to find the right one, you need to meet a lot of people. Well, that's only partially true. In reality, if all you do is meet people, and you don't know how to flirt, you'll just end up making a lot of friends. In order to successfully



attract the right romantic partner, you need to *flirt* with a lot of people (luckily, flirting with lots of people can be lots of fun!).

Do you often find yourself going out and meeting a lot of people, but no one that you “have chemistry with”? You won’t know if you and another have chemistry unless you flirt with them, which means that if you lack flirting skills, you’re going to keep meeting really cool people that you might or might not have chemistry with, and you won’t know how to tell the difference. In other words, without knowing how to flirt well, Mr. or Ms. Right could be right in front of you, and you would only see another “friend.”

Every once and awhile we meet someone that naturally brings out our inner flirt, even without developing this skill, but these people are few and far between, and those who enjoy dating success do not rely on others to create the sparks--they do it themselves!

Keeping a Relationship Alive

Sometimes I meet people who say, “Oh, I could’ve used your services when I was single, but now I’m married, so I don’t need to learn how to flirt anymore.” Whenever I hear this, I cringe.

Have you ever heard of a relationship where “the spark died”? Have you ever *been* in a relationship where the spark died? Whatever else was going on, the main reason why this happened is that you stopped flirting with each other.

Imagine, for a moment, an elderly couple who has been married for over 50 years, and they are still madly in love with each other. How do you think such a couple would interact with each other? How do you think they would have ended up that way? If you



imagined them spending their lives together being open, kind, and playful with each other, that's right! The couple who flirts together, stays (happy) together.



What Makes This Program Unique?

This program will probably not be what you expect out of a flirting program. When most people think of a “flirting coach,” they think of someone who teaches simple techniques like, “lean in here,” “bat your eyelashes there,” and “crack this kind of joke here.” This program has broken the process of flirting down into 30 easy steps that, when followed, will take you much deeper so that you can develop your own flirting skill from the ground up.

Using Your Own, Authentic Personality

Everything you learn in this eBook will teach you how to flirt using your own personality. That means no gimmicks, mind-tricks, or canned pick-up lines or routines. Remember that the skill you build here is the same skill that you’ll be using to maintain attract with your partner(s) for the rest of your life, so why would you learn how to fake something? That would mean you’d have to act like another person for the rest of your life. I don’t know about you, but that doesn’t sound like much fun at all! And, as you know by now, this is all about making dating fun.

Because you’ll be learning how to flirt using your own personality, the way you flirt will not be like anyone else. You will not become a carbon copy of everyone else who has read this eBook, nor will you run the risk of someone catching you “running your flirting routine.” No one will ever think anything of it, except that you’re being more of you, and that’s hot!

One of the many things that’s involved in flirting well is being unlike every other “schmuck” that has tried to hit on the object of your affection before you. By using your



own unique personality, you ensure that you will always come across as original, new, and interesting, and not just another boring so-and-so.

Your own, authentic personality is your most attractive asset. Trying to be anything else is like trying to spray paint over a stain on a shirt--it's covering up what's there. In this program, you won't cover anything up. Instead, you will learn how to clean out the "stains" so that all that's left is the original you, and the original you will be pretty darn attractive.

Becoming a "Natural" at Flirting

Because you are going to learn how to flirt using your own, authentic personality, you will really be training yourself to become the kind of person that is considered a "natural." Sometimes, people misinterpret the word "natural" to mean that someone was born with a certain trait or talent, and if you aren't one of the lucky few to get flirting skills encoded in your DNA, then you're shit out of luck. Not true!

Natural is really just another word for unconscious, as in, you can do it without having to think about it consciously. You are already a natural at many things, such as walking, talking, and eating with utensils. These things are easy for you now, and you can likely do any of them without panicking about getting it right. But there was a time, when you were a little kid, that you had to learn how to do those things.

Flirting is a skill, and it is no different than any other skill that you can learn. The program in this eBook is designed to develop the skill of flirting for you at an unconscious level, so that, with some practice, flirting--with your own authentic personality--will be an effortless, fun experience for you!



Who Can Learn How to Flirt?

Anyone can learn to flirt, regardless of age, gender, ethnicity, physical looks, or life circumstances. I have taught this to one-on-one clients from all over the world, from college students to older, divorced men and women who were looking to “get it right” the second time around, from ambitious musicians to witty businesspeople to straight-laced accountants and engineers. I’ve even taught this to “reformed pick-up artists” who were tired of one-night stands and seeking more authentic, intimate connections. All of them were able to find a flirting style that worked for them, and so can you.



So, What is Flirting, Anyway?

Flirting is the process that two people engage in to build sexual attraction. That process can include countless different behaviors, so if you're not great at making witty, off-the-cuff remarks or making people laugh, don't worry (neither am I). As you go through this course, you'll soon see that there are as many possible ways to flirt as there are people flirting.

Here are a couple of (paraphrased) dictionary definitions for the word "flirt:"

1. To make playfully romantic or sexual advances
2. To deal with playfully, triflingly, or superficially with: to flirt with an idea

Put these two together, and you get: playing with the idea of sex.

Flirting is playing with the idea of sex. When two people flirt with each other, they are playing with the idea of having sex with each other (even if they never say that out loud—and they probably won't, certainly not right away).

Let's break that statement down further piece by piece:

Playing with: This does NOT refer to playing mind games or acting fake. This has to do with having fun during the interaction; if the interaction is not fun for both you and the other person, you're probably not flirting.

The idea of: The idea of something is not the same thing as the thing itself. If someone is playing with the idea of taking tennis lessons, they have not yet committed to playing tennis with anyone. They are certainly not obligated to play tennis with anyone, no matter how many potential tennis partners they talk with to get an idea of whether or



not they'd like to play tennis with them. Flirting is a way to "test and see" if someone is a good fit for you.

Sex: In the context of dating, flirting is about romantic and sexual energy. This might seem obvious, and yet, many people are shy about this so they try to sort of get around it and try to flirt without it. This usually results in making a lot of friends. If you want to flirt well, you must be comfortable with the idea of sex. We will go into this in more detail during the 30 days.

You can think of a flirtatious interaction as two people subtly asking each other: "Are we going to have sex or not?"

This question is present in the way that they interact, in their body language, the way their voice sounds, the words they choose, how close they are in proximity, etc.: "So, are we going to end up having sex with each other? I don't know. You don't know. Let's play with that idea and see what happens."

As long as you're communicating this question in some way, it doesn't matter what you're doing or what words come out of your mouth—you ARE flirting.

Attraction is Something You Do

Although in the English language we say things like, "She IS attractive" and "They HAVE chemistry," building attraction is an action. Flirting is the behaviors that builds attraction.

Attraction is a co-creative process that happens in the moment.



Process means that it is something that you do that is ongoing. It happens in the moment because each time you flirt, you are building up attraction, regardless of what has happened in the previous moments. This is good news, since it means that any previous mistakes can be corrected and a spark can always be recreated.

Co-creative means that you and another person are both participating in building up the sexual energy. More on this later. For right now, and from now on, know that you do not need to change anything about who you are as a person to do this process known as flirting with others. All you need to do is learn the skill of flirting.



How to Use This Program:

As I mentioned before, this program will probably not be what you might expect. This is about bringing out your authentic sexiness, not about teaching you a bunch of rote-memorized “moves” that may or may not work for you. Furthermore, it is designed to train you at a deep unconscious level.

How This eBook is Designed

This eBook has an introduction, which you may read all at once. After that, it is broken down into 30 sections, or “Days.”

Each day, you will read another section. These are meant to be done one at a time, and done in order, because they build upon each other.

Throughout the book, and within each section, you will see “Skill-Building Action Steps.” These are in bold. This is to alert you to the fact that this is some action you are supposed to take. Read the whole section (Day), and then do the action steps for that section. Some Days will have more than one action step; some may not have any. When there aren’t any, your only task is to read the whole section and make sure that you understand the information. Do not move onto the next Day until you have thoroughly read all of the text, you feel that you understand it, and you’ve completed the action steps for the previous Days.

The only materials you will need, besides this eBook, is a journal to keep your notes in, and an open mind!



If, at any time during this process, you have any questions, please send me an email at Liz@artofflirting.com.

30 Days to Flirting Success

Flirting is a skill, and any skill takes steps to learn it. I've broken down the process of flirting into many small steps. This prevents overwhelm, and encourages a natural learning process that will ensure that this skill is learned at a deep, unconscious level, so that it eventually becomes effortless for you.

Imagine that you were learning how to dance a new kind of dance. It would be unrealistic for you to put on music and get it perfectly the first time. You'd have to break down the steps of the dance and practice each one. You might practice just the hands, or just the feet, before putting them together. Some steps you'd pick up right away, and others you'd struggle with before you got them down. Learning the skill of flirting is exactly the same way.

You may or may not complete this program in 30 days. It is a 30-day program, not necessarily a 30-days-in-a-row program. Some sections are longer than others. I encourage you to tailor each step to your needs, practicing each one until you are fully comfortable with it. For some steps, you might do it one time and feel great. Others you may need a lot of practice with. This is all part of it. The most important thing is that you do not move on to the next step until the previous one has become easy for you.

DO NOT SKIP STEPS. If you are tempted to skip a step, that's probably a good sign that that's a step that you really need, since it's human nature to shy away from the things that scare us or that we don't feel very confident about. Furthermore, sex, sex, sex. Now



that I got your attention, if you've been skimming, cut it out, and read things thoroughly, making sure not to move on until you understand everything you've just read.

Participate Fully

Some of the exercises suggested here might seem strange, or make you feel awkward, and that's ok. None of them will make you look awkward to others. They are designed to make you somewhat uncomfortable, because part of learning a new skill is getting out of your comfort zone.

How successful you are with this program will determine your level of participation with it. If you "half-ass" stuff, or skip sections because you don't think you need that part, or you think you already know that part, then don't be surprised if you end up struggling to make it work for you. Mozart is considered one of the greatest composers of all time, and he was writing music by the age of 4. And yet, he practiced his music diligently, and gave it his all. If someone who was already that much of a 'natural' kept practicing to improve, then there's no excuse for the rest of us.

Be Aware of Any "Stuff" That Comes Up

Earlier I mentioned that this program is designed to clean away the "stains" rather than try to cover them up. The "stains" in this analogy are actually your "stuff," meaning your insecurities, limiting beliefs, and emotional baggage. Although all of the exercises in this program are simple and easy to do, they may not feel so easy to you if one or more of them brings up some of that deep-rooted "stuff" that's been holding you back!



Anytime you make a significant life change, “stuff” will come up for resolution. When “stuff” comes up, that is a sign that you are doing it *right*, not that you are screwing it up. When you set a goal (like the goal of wanting to learn how to flirt), your unconscious brings to light anything that needs to be dealt with and let go of before you can achieve that goal. So when your “stuff” surfaces, reassure yourself that you’re moving farther along the path.

Sometimes, a person can have “parts” in their unconscious that will run ineffective patterns to keep themselves alive, because they know that making this change will mean that you’ll end up letting them go. If you’ve ever broken a New Year's Resolution or cheated on a diet that you *swore* you were going to follow, then you know what I’m talking about.

For example, if part of you believes that dating is a waste of time, that “part” will have to “die” in order for you to be successful at this. These self-sabotaging parts don’t always go willingly; sometimes they put up a fight.

This usually shows up in the form of avoidance patterns that are designed to “protect” you from the scary process of growing yourself. For example, a self-sabotaging part can convince you that there’s something wrong with you, and you’re stupid for even trying. It can try to tell you that the exercises in this program are silly and won’t really do anything for you. Or, it could simply make you think you are “too busy” to take the time to properly complete it. This kind of “stuff” ranges from deep, harsh shaming to subtle procrastination, but it’s aim is the same--to keep you in your comfort zone (which is also the same place where you’ll get the same old crap you’ve always gotten--but, hey, at



least there's security there!). Stay strong and stay the course--you will be glad that you did on the other side.

Remember, you are learning a new skill, and new skills are not learned overnight, nor are they done perfectly the first time. If you are struggling with a certain step, this is a good sign, because it means that you've probably found one of the pieces of flirting that will really make a difference for you once you've learned it.

My ability to teach you how to work through "stuff" in an eBook is limited. If you really feel overwhelmed with all the "stuff" that this process brings up for you, please email me at Liz@artofflirting.com with your questions and concerns so I can give you more individualized assistance.

The worst thing you can do is get discouraged or think that struggling means that you're hopeless or that it won't work for you. The only way that it won't work for you is if you stop doing it. Otherwise, with enough patience with yourself and your learning process, you will eventually transform yourself into an expert flirt!



How to Create Profound and Permanent Change:

Make no mistake about it, if you follow this program completely, and with your full participation, you are about to change your life. That might seem like a bold statement, but it's the truth. All change stems from learning a new behavior. People who lose weight learn to eat healthier and exercise in order to make that change. People who want to make more money go get a different job, ask for a raise, or learn new investment strategies to make that change. You are going to learn a new behavior--the behavior of flirting! Take a moment now, and think of all of the positive changes that this new behavior will result in.

Take Personal Responsibility

This eBook is intended to be a do-WITH (not a hand-holding, spoon-feeding, do it all for you) process. Although I am more than happy to help you and answer your questions if you get stuck (please email Liz@artofflirting.com), I cannot flirt with and attract others for you. That part is up to you.

There is no such thing as a successful victim. If you are in the habit of complaining about how everyone and everything "out there" is wrecking your chance at love, happiness, and dating success, then now is the time to start to think about how you have created your own life circumstances.

This concept tends to piss some people off, so let me further explain. The idea of personal responsibility is not to suggest that bad things don't happen, or that there aren't circumstances outside of your control. The outside world exists, and the parameters of reality are a fact of life.



Personal responsibility is not about placing blame on yourself instead of others. The word responsibility refers to *the ability to respond* to the world's circumstances.

Imagine being at a party and seeing a beautiful woman (she could be a model) flirting with a handsome, wealthy man. How do you respond to this? Does this only confirm for you a belief that "all women are gold-diggers"? Do you think that only really beautiful, skinny, women can attract the attention of successful men? Or, do you smile and feel happy for them, letting them be a reminder that you, too, can meet and attract a quality person?

There's a concept in the ancient Hawaiian spiritual tradition of Huna: bless that which you want. If you want to be attracting beautiful, successful people into your life (and into your bed), this starts by being happy for others that do the same.

When you flirt--regardless of what your personal flirting style turns out to be--you will be interacting with other people, so it's a good idea now to start getting in the habit of giving others the benefit of the doubt. Yes, there are some crazy and manipulative assholes and bitches out there, but those people are few and far between. The majority of people you'll meet are just like you; they are probably lonely, feeling awkward, and hoping that you'll find them attractive, too.

Here are some specific ways to take personal responsibility while going through this program:



Fully participate in this program, and really give it your all



- Instead of getting discouraged if those you attempt to flirt with are not interested, take it as a sign that they are not the right person for you, and move on to another
- If you get stuck or are having trouble, or the techniques are not working for you, please email me with your concerns and questions (Liz@artofflirting.com).

Your mental and emotional responses to the outside world have a huge influence on your behavior, and your behavior influences your results.

Ecology:

There are some people that like to think that learning how to flirt--or any other mental/emotional skill--will give them the power to control others. This is not the case, and that is not the purpose of this material. The purpose here is to give you control over your own dating life.

For every situation, whether practicing the specific exercises in this eBook, or out on your own, practice ecology. Ecology means that what you are doing is a win-win-win, as in:

- It is good for you
- It is good for the other
- It is good for society and the Earth

If what you are doing might be harmful to yourself or others, or you feel “icky,” “sleazy,” or “manipulative” about it, stop and check in to make sure your actions will serve everyone involved.



The 3 Requirements for Transformation:

To transform any area of life, and especially for working with transformational materials (like this eBook), there are 3 steps to making it work and getting the results that you want.

Step 1: Learn New Concepts and Let Go of Old “Stuff”

As you go through these 30 days, you will learn new concepts and a new skill: flirting. As previously discussed, you will also be letting go of your old emotional baggage around flirting and attracting others.

An important part of this step is to have a beginner’s mind. Leave your prior knowledge “at the door;” you can always pick it up later when you want to step back and analyze things. However, you won’t be able to fully analyze any of the information in this program without first fully participating in it.

When “stuff” comes up, it will normally come up as a negative, bitter, or discouraging voice. For example, “You’re gonna look really stupid if you go over there and talk to them.” Do not stuff your “stuff” back down, or tell it to shut up. When “stuff” like this comes up, thank your unconscious for bringing it to your attention. Your unconscious mind is on your side and is only trying to help. Yelling at it to shut up is like yelling at your car for being a stupid piece of sh*t when the check engine light pops on to let you know that it’s time to get the oil changed.

Pain--including emotional and mental pain (such as insecurities)--is a signal from your unconscious mind that something needs to be healed. When your foot hurts, that’s your unconscious telling you that your foot is injured and needs healing. Well, when you



feel the pain of those insecurities surfacing, that's also a sign that there's an injury that needs healing. Usually, when you acknowledge these voices of fear, instead of trying to keep them quiet, you will relax again, and gain new insight into the situation. This is all part of the learning and growing process.

If the emotions that surface become too intense for you to work through on your own, please email me at Liz@artofflirting.com and I will be able to suggest further resources to help guide you through them. There is happiness on the other side!

Step 2: Take Action

Your results stem from your actions. Your actions stem from your thoughts, emotions, and unconscious "programming" (unconscious neurological processes that run in the background). Step one deals with your thoughts, emotions, and programming; however, without taking action, you will not achieve your results.

Knowing how to do something and doing it are not the same thing. I hope you won't finish this book and say, "Wow, now I know I will know how to flirt, whenever I ever actually get around to it..." (I have heard these exact words before; they lead to nowhere).

The process outlined in this eBook depends on your practicing, practicing, and practicing some more. Remember, attraction is something that you DO, not something that you philosophize about alone in the comfort of your own house.



Step 3: Stay Focused on What You Want

When you set a destination that is *meaningful to you*, it will serve as a guiding light through any “stuff” that comes up, and help you keep going through to the other side. Without a clear focus on what you want, it’s very easy to get sidetracked and procrastinate, or let your fears get the best of you.

Skill-Building Action Step: What do you want to achieve by learning how to flirt? Keep focused on your goals. I suggest writing them down. Make sure they are stated in the positive (for example, write “I want to attract my future spouse,” NOT, “I don’t want to be single for the rest of my life.”)

Don’t simply write “I want to learn how to flirt.” Why? For what purpose? What will flirting get you? While this eBook is organized to make this process as simple and easy to understand as possible for you, it alone will likely not be enough to inspire you to finish it; you need to find your own inspiration, in the form of getting clear on what you really want out of your dating life.

So, if you haven’t already done this, get out your journal right now and start writing down everything you’d like to achieve as a result of learning how to flirt. Keep going until you feel excited and you can’t wait to get started!

Happy Flirting,

Liz



The 5 Keys To Flirting: An Overview

Years before I became a dating coach, I was an avid student of any dating advice I could get my hands on. I read books, newsletters, downloaded audio interviews, attended seminars, and worked with several coaches one-on-one. I was eager to learn as much as possible, all in the hopes of turning around the mess of drama that was my dating life into something more fulfilling.

After awhile, I noticed several trends emerging in what people were saying was the secret to sexual attraction. Whether the source was pick-up advice, an article in cosmo, a spiritual tantric teacher, or a research psychologist, they all seemed to be saying the same thing in many different ways. I have picked out 5 themes in all their work, and everything we cover in this program will address at least one of these five, so it's important to understand them at a big picture level before going into more detail.

Flirting Key 1: Authentic Communication

Authenticity is attractive to others simply because it is so rare. From great works of art, to comedians that strike a nerve, when someone is real, it makes us feel better, and draws us towards them for more doses of that realness. This is the power that you have by expressing your own authentic personality, and it is much more potent than any "technique" I or anyone else could teach you.

Although technically not essential to create attraction in general, it is essential if you want people to be attracted to YOU (as opposed to a character you are playing). Although game playing might "work," in my experience it is an immature shortcut that ultimately leads to more emotional distress than when you first started.



Many of my past private clients have had to go through what I refer to as “dating advice detox,” where they got so caught up following mind-game and rule-based dating advice that they actually became more socially anxious and unable to attract others than when they were just being themselves. For example, I worked with one client who said that he had met a woman in a coffee shop and was flirting with her and things were going well, but he did not end up asking her out. When I asked what happened, he said, “Well, I think she wanted me to ask her out, but [name of dating guru withheld] that you’re never supposed to ask a girl out during the day like that.” He had ruined a perfectly good opportunity trying to stick to some arbitrary dating rule.

I am anti-dating-rules. I do not believe that there is one right way to date or have a relationship. I believe that, as long as you practice ecology, there is no such thing as right or wrong in relationships; there is only unhappy or happy. If you are happy with your dating life, then keep doing what’s you’re doing. If not, then it’s time to change something. Either way, remember to *focus on what you want* (one of the requirements for transformation) and do not let other peoples’ ideas about how flirting, dating, or relationships should happen get in the way of your own personal fulfillment.

However, I do understand the appeal of dating rules, because it is easier. A paint-by-numbers approach gives you a security blanket against so-called failure, even if it means that you never create your own “art,” or find actual happiness. However, the reason why this is called the ART of flirting is that, with this program, that’s exactly what you’re going to learn to do. It will be a riskier endeavor, and require more effort and patience, than if I just told you exactly what to do and say, but ultimately it will be much more rewarding.



2. Confidence

Those who are more confident in themselves are more attractive to others. Just like authenticity, confidence is rare, so it attracts people who want to be around it.

Confident people tend to be independent, can handle their own lives, and can manage their own emotions. These are all important relationship skills. Have you ever had someone needy go after you? It made you really turned off, didn't it? No one wants to date someone who is desperate or looking for someone else to validate their own worthiness.

There are, of course, insecure people who get into relationships. However, those relationships are limited in how passionate and fulfilling they can become. In order for a good relationship--or even a good flirtation--to blossom, it needs to be between two people who are confident in their ability to be ok, even when on their own.

Total confidence is a tall order, and somewhat of a life-long journey, so don't feel like you need to get rid of every insecurity you've ever had in the next 30 days. You do, however, need to become confident in your inherent attractiveness and your flirting ability in order to flirt well. If you picture someone who is good at flirting, you are no doubt picturing someone who is sure of themselves, and feels good about their ability to attract others.

3. Similarity

Like attracts like. We like people that are like us. It's practically a cliché that we want to find a romantic partner that we have things in common with, and that's because this is essential. Without you two being similar in some way, the attraction will not work.



4. Polarity

Opposites attract. Just as there needs to be some similarity, there also needs to be an element of polarity to keep things exciting. If you are too similar, you will be better off as friends, not lovers.

Although many people think of polarity as having opposing viewpoints, or coming from different backgrounds (she's from an upscale family in New York City, he's from a farm in Iowa), the main area where polarity is essential for the attraction to work is that one partner needs to be more masculine (yang energy) and the other needs to be more feminine (yin energy). This does not necessarily correlate to physical gender; in a homosexual couple, you would have two people of the same gender, one who is more yang, and one who is more yin. You can also have a heterosexual couple where the female is the yang partner. However, in every couple, there needs to be a yin and a yang; otherwise, the spark will die and the relationship will turn into a friendship.

5. Sexuality

This might seem obvious, but I've included it because many people are afraid of their own sexuality, and it is technically possible to do these other 4 things in a non-sexual context. A good parent, for example, will be authentic with their children, will be confident in their ability to parent, will find things in common with their children, and will also maintain authority and leadership (a good polarity) in the household. A good boss would do the same with his or her employees.

When I first began teaching flirting, I didn't think including this section was necessary, and some of my clients did have success without it. However, sexual shame is so



rampant in our society, that many people found creative ways to practice the first 4 principles without ever sexualizing their interactions, so that they never had to deal with that “scary sexual stuff.” Remember, flirting is playing with the idea of sex. If it’s not sexual, it’s not flirting.



30 Days to Becoming an Expert Flirt:

Now that you've read through the introduction, let's get started! I suggest setting aside at least 30 minutes to read through each Day. Some Days will require action steps that are longer than others. Make sure to schedule time to practice each step. Keep a journal of your insights and progress for each day.

Remember to have patience with yourself and the process, and do not move on to the next step until you feel you have mastered the last one. If you have any questions come up at any time, please feel free to email me at Liz@artofflirting.com.

Happy Flirting,

Liz



Day 1: Authentic Communication

Learning the Skill of Authentic Communication

Because the goal of this program is for you to learn how to flirt using your own authentic personality, the very first step that you will take is to only act authentically from now on. This is a lot harder than it might seem!

One of the things that I do with my one-on-one clients is a personal weekend breakthrough, where we spend an entire two days digging down deep and letting go of their “stuff” so they can emerge a whole different person on the other side. After one such weekend, the man I worked with commented that he felt like he was a stained-glass window that had just had a bunch of dirt, soot, and grime cleaned away so that his true self could be seen. This is exactly the point!

This is why I like to make a distinction between that old dating yarn “just be yourself,” and learning authentic communication. If you continue to be who you have been, you will continue to get the same results you’ve been getting.

It is easy to look at a dirty stained-glass window and say, “That’s what that window is like,” but that’s not the real window. The real window is the beautiful artwork underneath all that crap that’s collected there over the years. You are not your “stuff.” Your authentic self is the radiant, attractive personality that lies underneath.

If you are worried that even your authentic personality won’t be much of a flirt, relax. Every sexually reproducing animal on earth has its own “mating call” built in instinctively, and you are no different.



If, however, you've seen other people flirt and thought, "I can't do that, that's not me," you're probably right. They were probably flirting in a style that won't be compatible with your unique personality. There are infinite ways to flirt. Some people are loud and brassy. Some people are witty. Some people like to argue politics or philosophy. Some people are sweet and shy about it. And so on, and so forth. The way to find your own style is simple: stop doing anything that *isn't* authentically you, and the rest will fall into place as you build your skills.

One of the most sexually exciting things is novelty, or something new. If you are being your own authentic self, you will always be new to those that you flirt with!

One of the challenges of this program will be for you to remain authentic to who you are, while also developing and transforming yourself. In order to do this properly, without falling prey to restrictive dating rules (that tend to add crap to the window instead of cleaning it off), you'll need to understand how learning a new skill is different than acting like a different person than yourself.

First and foremost, learning new skills enhances your personality. If one of your friends said that he wanted to learn how to dance, you wouldn't accuse him of being inauthentic to his "non-dancing" nature. You would likely encourage him to grow himself in that way.

Well, you are basically learning to dance (there is a reason why I've nicknamed the flirting process the *Dance* of Attraction--more on that later).



Part of learning to dance is learning the steps of a particular dance. For example, the male steps for the tango is one step back, one step to the right, a step to the side and then several steps forward. (you can watch this here:

<http://www.youtube.com/watch?v=fYEnrp9makg>)

Again, no one who follows these steps to learn the tango is being “inauthentic” by doing so. The way you learn the steps to the Dance of Attraction will be the same way.

The 4 Stages of Learning Anything:

There are 4 stages to learning (from the work of Noel Burch). It's important to understand all of these stages so that you can accurately track your progress as you learn how to flirt authentically.

Stage 1: Unconscious Incompetence. This means that you don't know how to do a certain skill, and you don't even know that this skill exists, or you are not aware of the value that learning this skill would offer you. For example, someone at this stage would not know how to dance, and would also be unaware of what the tango is and why it might be useful to learn.

Stage 2: Conscious Incompetence. In this stage, you are aware of the skill, and the value that it has to offer you. However, you do not yet know how to do the skill. For example, someone at this stage would be aware of the tango as a dance that they'd like to learn, but they would not yet know how to do the dance. *It's very likely that this is the stage you are at right now with the skill of flirting.*



Stage 3: Conscious Competence. In this stage, you now know how to do the skill, and you need to think about each step consciously. For example, a person at this stage will know all of the steps of the tango, and they will need to think each one through. They might need to count out loud, and will probably not be moving very gracefully yet on the dance floor.

Stage 4: Unconscious Competence. In this stage, you know how to do the skill, and you can do it without thinking about it consciously. This is the stage where you become “a natural.” This is when the dancer can tear it up on the dance floor with grace and ease. These are the stages that you go through when you learn anything. if you’ve ever seen a kid learning how to walk, you know that this is true. When I was first learned how to drive a car, I couldn’t have anyone talk to me or any distractions because making a simple left turn took all of my brain power (slow down, brake, turn on left signal...).

You *will* go through all of these stages as you learn how to flirt. This is really important to understand, because people often feel awkward or like they are being fake when they are really just in stage 3!

Needing to think about what you’re doing consciously is part of the learning process, and it does not mean you are being inauthentic. It means that you are working it out and learning a new skill.

Every skilled dancer started off counting the steps out loud, slowly, and sometimes clumsily, before they could do something like this:

<http://www.youtube.com/watch?v=BbPZpbQzfW8>



And, expecting that you will immediately be able to do this, without any practice, or ever “falling down,” is unrealistic. There are no short cuts to stage four, so, again, do not be too hard on yourself during this process. When I work with my one-on-one clients, I often tell them not to expect to attract anyone when they are in stage 3. That’s not to say that they don’t (they often do!); it’s to say that the goal at that point is to make the “steps” become natural, not necessarily to get a certain response from anyone else yet. With each of the steps in this eBook, you will have the most success if you work with them one by one until they become more natural for you.

Your conscious mind can only keep track of about 7 things at once; your unconscious mind, however, is a master multitasker that can beat your heart, breathe your lungs, blink your eyes, do all 30 steps of flirting, and actually pay attention to what your flirting partner is saying, with no trouble at all!

There is actually a 5th stage of learning called **conscious unconscious competence**, which refers to being consciously aware of your unconscious ability to do a certain skill. Because you are learning flirting this way (as opposed to when you were younger, and less aware of it), you will achieve stage 5 as you achieve stage 4. This is great news, because it means that if and when you want to flirt and “it’s not working,” you can take the time to consciously figure out what’s wrong, and how to fix it.

Remember, this is how you authentically learn new skills, so even when you are thinking about what you’re doing consciously, you’re still being true to yourself!



Authentic Communication vs. Verbal Vomit

Some people mistake authentic communication for spilling their guts to anyone and everyone they meet about how they are **really** feeling at the moment. For example, I once began chatting with a guy that I thought looked cute, and I immediately regretted it. He had recently learned about being more vulnerable, and mistakenly thought that meant that he had to share with me each and every thought and emotion that he experienced, including how my words made him feel.

He would say things like, “When you say you want to get to know me, I don’t know if you’re being sincere. I’ve been hurt before and there are so many flaky people in this town, I can’t tell if you’re going to be one of them or not. I’d like to get to know you too, but I’m also scared of what that will mean. You’re really pretty, but I don’t know you very well, so I don’t know if I should trust you or not. I’m just being honest.” This was after we’d been chatting for about 2 minutes. Holy overkill!

This is verbal vomit, and it is NOT attractive, nor is it part of good flirting. Verbal vomit makes people feel socially awkward and uncomfortable, and might even bring up some of their “stuff,” causing them to react negatively to you. At the very least, they certainly won’t enjoy talking to you, and will be looking for the nearest exit.

A big part of authentic communication is maintaining an authentic level of privacy. I authentically don’t want to share my deepest, darkest secrets with strangers, so I authentically don’t, and I imagine that you don’t, either.



If someone asks you a question that you don't feel ready to answer right then, then your authentic response is, "I don't want to answer that right now." (Answering it when you don't want to is actually being fake!).

If you have emotions come up, you can acknowledge them internally, without needing to speak them out loud. For example, if you are flirting with someone, and you start to feel anxious, you can simply thank your unconscious mind for bringing an "injury that needs healing" to your attention, and then ask it to remind you again when it's an appropriate time for you to deal with it (we will be going over how to do this in more detail later on). Then you can keep flirting, and sharing the things you authentically DO want to share with the other person.

What is Authentically 'You,' and What Isn't?

As you begin to clean the grime off your "stained glass window," you will probably become very aware of all the ways that you have been acting that aren't really you, not just in dating, but in life.

This is an important first step to authentic communication. Remember, all change comes from learning new behaviors, and, in many cases (because there are only 24 hours in a day), these new behaviors will replace old habits that no longer serve you.

Skill-Building Action Step: What are your habits of being inauthentic? Take a moment to write down some of the ways that you don't totally act like you (if you're not sure, just make some educated guesses--you'll probably surprise yourself with how self-aware you can be).



Here are some question to ask yourself to help you get more insights:

- What do you do that reflects the values of your family or friends, and not necessarily your own values?
- What do you do often, that you later resent?
- What makes you feel like life is unfair?
- What do you wish you could spend more time doing, that you never seem to get around to doing?
- How often do you spend time with people whose company you do not enjoy?
- Are there things that you do, say, and/or smile-and-nod about, when you don't really want to?
- Are you living your life's purpose?

Set aside time to really empty out about this. You might need to vent first, and that's ok. Don't censor yourself. Personal journals are one place where verbal vomit serves a good purpose. :-)

After you're done, you might feel a little scared or lost, and be wondering, "Well, then, who the fuck am I?!" This is a normal part of the process of uncovering your own authentic self. Although you can certainly journal about your authentic self if you'd like to, do not feel like you have figure out the answer right-this-second. Now that you've become aware of what layers of crap you need to shed, your authentic personality will start to come out naturally over the course of these next few days, and over the course of the rest of your life.



An ‘Art Restoration Project:’ How Family and Friends Might React to the Authentic You

Depending on how deep you went in your journaling, this was probably already a very profound shift for you, and you will already start to behave like a completely different person (the real you, as opposed to the false you that you’ve been acting like). The people in your life who are used to the old you might have some very different reactions to the “new” you, and it’s important to be aware of this, so that you can be prepared for them, and not let them throw you off course.

Some of your friends and family will be very happy to see your true personality start to shine through, and they will support you in your personal development. Others will be less thrilled, and some might even react negatively. For those in the second group, do not get angry or defensive with them, as this will only give more fuel to their fire. Instead, recognize that change is scary for anyone, and that, sometimes, seeing someone else change can trigger a person’s own insecurities about what they’d like to change, and feel unable to.

In the late 1990’s, Michelangelo’s fresco paintings in the Sistine Chapel (one of the most famous pieces of Renaissance art there is) was restored using newer technology that allowed the restorers to clean centuries of dust, soot, and dirt off of the paintings. What they uncovered was remarkable: the frescoes, which people had always assumed were meant to be dark, were in fact painted in joyfully bright colors.

Some art historians were very excited to learn new information about who Michelangelo really was and what he intended. Others, however, were angry, and wrote strongly worded articles stating that “we have always known that” Michelangelo was a



very dark, brooding, unhappy artist, and this was reflected in the darkness of his work, and this restoration has “ruined” one of his greatest works.

I don’t know enough about Italian fresco restoration to know what the artist originally intended; what I do know is that the varied reactions of art historians is exactly how the varied people in your life will react to you when you go through your own personal restoration. Some will be angry because “they’ve always known you to be a dark, brooding, unhappy person,” and “this personal development stuff” will have “ruined” one of their greatest fellow pessimists. Others will be happy to see the bright, joyful new you that was always there underneath. The latter group is simply revealing themselves to be your true friends.

Being Authentic--From Now On

As you go through the rest of this eBook, and from now on, **ONLY DO THINGS THAT ARE AUTHENTIC TO YOU**. This does not mean that you should not venture outside of your comfort zone (that’s how you learn and grow!). It means that if you feel uncomfortable with anything that’s asked of you, stop and evaluate if it’s really what you should be doing right now.

For now, when it comes to flirting, do only what feels good for you. If that means you only talk to friends, that’s what it means. If it means you are a shy wallflower who doesn’t talk to anyone, that’s what it means. If it means you stay at home to watch movies or play video games, that’s what it means. Don’t worry, by the end of this eBook, you will be authentically flirting with anyone and every you wish to! And, the first step



of that is to stop doing anything inauthentic, so that we can build the skill of flirting on a strong foundation.

Whew! This was a big one. Not every day will be this intense (and if you're thinking this wasn't very intense, then go back and do more journaling, because you need to go deeper). Congratulations on finishing day 1! If you've made it this far, then you are well on your way...

Happy Flirting,

Liz

P.S. For more on this topic, check out Brene Brown's book, *Daring Greatly*



Day 2: Confidence

Instant Confidence Technique #1: Confident Body Language

First of all, if you decided to come back for more after digging down deep and finding your authentic soul, congrats on being one of the few who is actually motivated to create real results! You should be proud of yourself.

Secondly, welcome to Day 2! Today you are going to learn how to be instantly more confident, more relaxed, and any other way you'd like to feel. As discussed earlier, confidence is one of the keys to flirting successfully, and it is definitely one of the keys to making flirting feel good *for you*.

Being confident when you flirt will actually make you a better flirt, too, because how you feel on the inside affects how you behave on the outside.

Have you ever had one of those days where you were feeling a little “off,” or upset, and you found yourself screwing things up, or saying things that, even as they were coming out of your mouth, you were thinking, *what am I saying?*

What about those days when you were “in the zone,” and you felt great, kicked ass, took names, and were more productive than usual? The way you feel doesn't just affect you, it affects your behavior, and how people respond to you.

Being able to flirt well requires that you are in a certain state of mind; bitter, angry, or anxious folks are not successful flirts, no matter what “techniques” they may have learned. Those who flirt well feel confident, relaxed, and are able to have fun.



Of course, the way that some dating advice talks about the importance of confidence, you'd think you have to get rid of every last insecure thought you'd ever had before you could even leave the house with any hope of anyone finding you attractive, which is, of course, unrealistic. Luckily, it's possible to attract *quality* people, even if you still have some "stuff" to deal with (and who doesn't?), using the instant confidence techniques I'm about to teach you over the next 3 days.

Now, if you just read that and thought, "Wait, instant confidence techniques? That doesn't sound very authentic..." Relax. These techniques are designed to work with how you would naturally become authentically confident. It just so happens that you're going to learn how to do it "on demand," instead of waiting for it to happen to you by chance, or with a lot of unnecessary effort.

Instant State Change

What you're going to learn to do is to change your mental/emotional state--in an instant. This is very important when it comes to flirting, especially in the beginning, as you're practicing (because that's when you'll have the most "stuff" come to the surface).

What would happen if you were out flirting with a total hottie, and suddenly you got hit with a wave of anxiety... (*Oh-my-God-I-must-look-so-stupid-right-now-why-would-this-person-even-want-to-be-talking-to-me-they-must-think-I'm-such-a-loser...*). Wouldn't it be nice to be able to quiet that voice in an instant, and go back to feeling great about yourself, and confident in your ability to keep flirting with them? It would? Great, because that's exactly what you're about to learn!



Confidence is a “state” that you can be in. You can be in a confident state, an insecure state, a relaxed state, a lonely, depressed state, a happy state, and so on. Your body and mind are designed to change from one state to another instantly if need be (or if you so desire and know how--which you will after today!).

Look back at the example above: one minute they were happy, the next instant they were anxious. That is an example of naturally occurring instant state change. **Anything that is a naturally occurring function of your unconscious mind is something that you can learn to do consciously, and on purpose, whenever you want.**

If you can go from being confident one moment to being anxious the next, then you can go from being anxious back to confident in just a moment, too. No drugs or drinks necessary.

Here's another example: have you ever been so tired that you felt like there was no way you could even get up off the couch, much less sprint across a great distance? What if you were that tired in the woods, and suddenly you saw a bear chasing you? I bet you'd find the energy to run away!

Here's one of my favorite examples of this concept:





Instant State Change vs. Emotional Repression

Now, you might be wondering, if I can make myself feel happier in an instant, anytime that I want, why would I bother doing any kind of deeper therapeutic work?

Remember that all pain is a signal from your unconscious mind that something needs to be healed. This technique does not heal injuries--it simply redirects the signal. Think of it like sending a phone call to voicemail. If you are out somewhere where it's not a good time to receive a call, you can turn off your ringer and send the calls straight to voicemail, so that they don't disturb you--or anyone else--right then. You can listen to the messages later.

However, what would happen if you sent every phone call you ever received to voicemail, and then never listened to any of the messages? This would likely cause some problems in your life!

The same is true for these instant state change techniques. They are NOT meant to be a replacement for actually dealing with, and healing, the "stuff" that is causing you to feel bad. Never dealing with your own emotions is repression, and it can take a toll on your emotional, as well as your physical, health.

This is one reason why you have a journal for this process; so that, when it is a good time to "listen to the messages," you will have a tool to help. You can sit down and ask yourself, "What made me feel so insecure back there, when I was flirting with that gorgeous individual?"



Writing it all out will bring new insights to light, which can often be enough to help you to let it go. (If you need more help with processing your “stuff,” please email me at Liz@artofflirting.com. The more advanced Mental/Emotional Release Techniques are meant to be practiced with a trained professional and not suitable to be explained in an eBook).

So, to recap, these instant state change techniques are meant to send any insecurities, anxieties, or negative feelings or thoughts “to voicemail” while you are out interacting with others, so that your flirting practice can continue to go smoothly. When you are in the privacy of your own home and have time, take out your journal and listen to the messages.

Instant State Change Technique #1: Shift Your Physiology

You may have heard this before: it’s not how someone looks that makes them attractive or not; it’s how they *carry themselves*. Turns out, this is true! The way you hold and move your body is one of the major factors that others look at when determining whether or not they’d select you as a mate.

Also, one of the best ways to shift your mental/emotional state is to shift your physiology, which is the way you are holding and moving your physical body. Many studies have shown a link between the physical body and the emotional one. One of my favorite studies on this topic is by a man named Dr. Eric Finzi, who injected depression patients with botox so that they could not frown or scowl. This was a more effective treatment for the depression than the leading pills!



But you don't need botox to feel better. Just SMILE. :-)

Skill-Building Action Step: Sit or stand like a person who feels very awkward and insecure about themselves. Do this for 1 minute (set a timer). Notice how you feel. Next, sit or stand like a person who is very confident in themselves. Do this for 1 minute. Notice the difference.

Pretty cool, right?

Skill-Building Action Step: Now, do that again, this time in front of a mirror. Try different states that you'd like to be in while you are flirting (such as confident, relaxed, open, playful, energized...). Notice which ones make you look the most attractive.

From now on, focus on carrying yourself in your most confident, attractive posture. Expert flirts don't slouch--they hold their heads up high!

Happy Flirting,

P.S. For more information on the power of confident body language, check out the work of Amy Cuddy



Day 3: Confidence

Instant Confidence Technique #2: Recalling a Past State

Welcome to Day 3! If you've been following along to this point, then you're no doubt sitting up straight and tall, in confident body language, as you read this, right? ;-) Today you're going to learn another way to instantly change your state. Remember, the reason why you want to be able to instantly change your state is so that you can keep yourself in states that are conducive to flirting, such as confident, relaxed, open, playful, and energized.

Even if you still have insecurities and emotional baggage, you can access the right states for flirting in an instant. In Day 2, we covered how to do this by shifting your physiology. Now, you're going to learn how to access states by recalling them from your past.

The reason why this works is that, at a deep unconscious level, there is no difference between remembering a state (for example, remembering a time when you felt totally confident) and being IN that state right then and there.

The great thing about this technique is that you can recall a state that happened in any context (does not have to be related to dating). This means that even if you've never felt relaxed while you were (attempting to) flirt, if you have ever felt relaxed at all, at least one time in your life, you can use that to relax you in the context of flirting.

For example, I worked with one client who said that he had never felt confident in the area of dating, ever. He did, however, remember a time when he won an award for his work, and while he was accepting that award in front of his colleagues, he was beaming with confidence. He was able to use that memory as a way to access feelings of confidence while he was talking to women.



The way to do this is simple. First, think of a state that you want to access (you can choose any state you want; confident, relaxed, fun, open, playful, witty, and/or energized are some states that are very good for flirting). Then, remember a *specific* time when you felt that way. Then, close your eyes, and, as you remember that time, you will also be able to remember (as in, feel right now), the state you were in. Let's try this now.

Skill-Building Action Step: Think of a state you'd like to access and then remember a specific time you felt that way. Remember, it can be in any context. If you can't decide on a state, then just pick a memory where you remember feeling really good about yourself. Now, close your eyes, and go back to that time now. See what you saw, and hear all the sounds in that memory, and as you do, feel all the feelings fill up your whole body. Once you are in the state, you can open your eyes again.

Because it might be a little strange if you keep closing your eyes in the middle of flirting with someone, this technique is best used before you go out, such as when you're getting ready, or before you approach someone that you'd like to flirt with.

That's it for today! In Day 4, you will learn a 3rd, very powerful instant state change technique.

Happy Flirting,



Day 4: Confidence

Instant Confidence Technique #3: "Just Pretend"

When I first moved to Southern California, it was to pursue a career in screenwriting. About a week after living there, I was invited to my first Hollywood party--a screening party held by the small production company that my roommate worked for, in honor of a pilot they'd just wrapped (the show never went anywhere, like most Hollywood projects). I didn't yet know very much about LA culture, and I was a bit out of my element at this party. For one thing, I was dressed in jeans, sneakers, and a sweater, while all of the other women there were in sexy dresses and heels. Also, I barely knew anyone, and there were clearly some well-formed cliques in this crowd. I felt extremely awkward and out of place.

I tried to strike up a couple of conversations, but people mostly ignored me, or chatted politely for a few minutes and then excused themselves from my company. I could tell they thought I was a loser. I almost left (and only didn't because my roommate was my ride, and he needed to stay). For awhile, I hid in the ladies room, too embarrassed to go out again.

Then, I decided to try an experiment. This was before I had learned this technique in my training to be a coach; however, it turned out to be almost the exact same thing. I decided to experiment with what would happen if I pretended that I was the sexiest person in the room. I knew this was a silly idea, considering all the hot actresses in heels out there, but I decided that there was no harm in *just pretending*. Things certainly couldn't get any worse.



I went back out there with this new mentality. How would I be acting if I was the sexiest person in the room? What would I be doing? How would I be interacting with people? It felt awkward at first, but I stayed committed to my experiment, and made a flirtatious comment to one of the guys at the bar.

This kick-started a night of me being the life of the party! The more I got into my pretend game, the more people wanted to get to know me. Men interrupted themselves hitting on those high-heeled actresses to approach and talk to me instead. But it wasn't just men. Everyone wanted to talk to me, and introduce me to the other people they knew ("Hey, you gotta meet my friend, she would *love* you..."). By the end of the night, my roommate practically had to tear me away from the circle of people that had gathered around me, all saying, "Call me! Let's hang out!" as I left.

I was amazed. I had started off my experiment as a way to pass the time; I had no idea it would actually turn the night around so dramatically!

Turns out, though, that the "just pretend" technique really is that powerful, and here's why: just as your unconscious doesn't distinguish between a recalled state and the moment, it also doesn't distinguish between pretending to do something, and actually doing it.

Therefore, when you pretend to be a certain way, you will shift your physiology (remember Day 2), and your state into actually being that way!

This doesn't necessarily mean that I **actually** became the sexiest person in the room. I'm sure that if a photographer from "Sexiest People Magazine" had been there, she



would've focused mostly on the dolled-up actresses. But who cares? Remember, attraction is something that you do, and the goal of flirting isn't to get on a magazine cover; it's to attract people. And attract people is something I didn't do when I was acting awkward, and I certainly DID do when I was "pretending" to be sexy.

I put pretending in quotes because it's not really pretend--like I said, your unconscious doesn't really make a distinction. No matter what you pretend to do, all of your actions will still come from the you (so they won't be inauthentic).

It is your rational, conscious mind that makes the distinction between "pretend" and "real," which actually works in your favor when you practice this technique, because any time some internal dialogue pops up to remind you that you aren't REALLY the sexiest/most confident/best flirt there is, you can usually quiet it down pretty quickly by saying, "Yeah, but this is only pretend."

In other words, you get the best of both worlds; your internal dialogue is preoccupied with a "game" that you're playing, and your unconscious (which controls your state, physiology, and how you actually behave with others) is doing the exact same thing as if you were **really** the way you're pretending to be.

You can use the "just pretend" technique to instantly access any state you want. For flirting, here are some of my favorites:

- Pretend to be the most outgoing and popular person in the room (or in the world)
- Pretend to be the sexiest person in the room (or in the world)
- Pretend to be the best flirt in the room (or in the world)



Now, it's time to practice this technique.

Skill-Building Action Step: For 2 minutes (set a timer), walk around the room pretending to be one of the 3 things listed above. As you do this, notice how you feel. At some point, walk past a mirror and notice how you look.

Although all three of the state change techniques are equally effective, I like personally have found that this one tends to be the easiest for people to use when it comes to flirting. However, I encourage you to continue to use all 3, and use the ones that work best for you. I also encourage you to use these techniques in other areas of your life, such as at work. The more you can practice, the faster this will become natural to you.

Happy Flirting,

Liz



Day 5: Confidence

The Mentalities of an Expert Flirt

Today we're going to talk about some of the mentalities that you will need to adopt, if you haven't already, about dating and flirting, in order for flirting to be enjoyable and successful for you.

We are covering these right after the instant change techniques because otherwise, *some* people (though not you, of course ;-)) might have read through these mentalities and rolled their eyes and thought, "Yeah, right, I can't just change how I feel about dating." But now you know that you can do exactly that!

Adopting the right mentality is important because the mentality of successful people is very different from the mentality of those who fail, or worse, do not even try. As we discussed earlier, your results come from your behavior, and your behavior comes from your thoughts and emotions. There is no point in you going and trying to do the most effective behaviors of flirting if you don't first understand the most effective *mentalities* of flirting.

Although the word mentality refers to "mental," as in, of the mind, in this context, it means both your thoughts and emotions. Another way to think of it is your attitude. Flirting with the wrong attitude, or from the wrong place, will no doubt result in failure. Today you are going to learn the mentalities and attitudes you'll need to have in order to make flirting fun, easy, and successful for you.



The 3 Major Mentalities of Confident Flirting

Although the general rule is that, when it comes to flirting and attracting others, a more positive attitude will trump a negative or bitter attitude, there are 3 specific mentalities that are essential.

1. An Attitude of Experimentation

There are no guarantees in flirting (or in life). Trying to control the outcome of a situation usually sets you up for disappointment. If you have an image of an expert flirt being someone who **never** gets rejected and **always** attracts whomever they want, it's time to let that go. While those who are good at this get turned down far less than those who aren't, part of being good at flirting is knowing how to be ok with any outcome.

While scaredy cats stay at home alone, and control freaks go out night after night, only to be disappointed by all those other people out there who didn't "cooperate" with them, expert flirts go out with an attitude of experimentation, excited to see what will happen this time. **That's what it means to have an attitude of experimentation: setting out to see what happens as a result of your actions, not being attached to any particular outcome.**

Holding this mentality allows for you to "bounce back" from rejection quickly, instead of wallowing in your "stuff" about it, which in turn allows you to go find someone else to flirt with who will be interested. Those who are good at flirting get turned down multiple times almost every time they go out, but it doesn't matter to them, because they know they can always meet someone else--and they usually do a moment later!



If you read that and thought, “Oh, that’s so manipulative, they’re just leading a bunch of people on,” then here is an opportunity to let go of some “stuff.” Remember, flirting is playing with the idea of sex. You haven’t made any agreements or committed to anything yet.

If you were going to buy a car, or a house, you’d look at many different options, and talk to many different sales people, before making a decision, right? At least, it would be silly for someone to walk into the very first dealership they visited, chat with the salesperson for 5 minutes, and then think, “Well, I don’t really know about this car yet, I mean, it seems like it could work, but I just don’t know, but I can’t go look at any other cars now because I don’t want to lead this salesperson on.”

Flirting is a part of life and, while it’s not meaningless, it also is not meant to be a contract that promises anything else. Besides, committing to someone that you’re not actually ready to commit to, in any context, is far more manipulative and detrimental to the other person than authentically changing your mind at some point about how you wish to interact with them.

So, go out with an attitude of experimentation. Become like a scientist who is curious to see which behaviors bring out which results. Then repeat the ones that work, and discard the ones that don’t.

This will be especially essential for right now, since you are still in the learning process, and you are discovering what your authentic flirting style is.



Attitude of Experimentation vs. “Go With the Flow”

There is a difference between having an attitude of experimentation, and simply going with the flow and letting “whatever” happen to you. While the experimenter is not attached to any particular outcome for any one of his or her experiments, he or she IS focused on achieving a goal, and is collecting and analyzing data to get closer and closer to that goal.

In flirting (as well as in life), there is no such thing as failure or success; *there is only feedback.*

Feedback is like cause and effect: If, then. If you drop your pen, it will fall to the floor. If you don’t eat for an extended period of time, then you will get hungry. If you crack that offensive joke to a total stranger, then you get a drink in your face. If you shift your physiology to be more confident, then you will get into a more confident state.

One of the major reasons why flirting becomes so much fun with this attitude, no matter what part of the process you’re in, is because *everything that happens gets you closer to what you want.*

Let that sink in for a minute.

You are either doing well at flirting, or you are learning how not to flirt, which means you will do better next time. Either way, an attitude of experimentation is a sure road to progress.



Perception is Projection

One of the best feedback mechanisms out there, that can teach you the most, when it comes to improving your flirting skills, is perception is projection.

The concept is simple: when you point a finger at someone else, there are 3 pointing back at you. That means that any frustration you feel about what “those people out there” are doing is a reflection of some “stuff” inside of you that needs healing (otherwise, you might notice the outside behavior, but it wouldn’t bother you).

Why this is so will be explained in more detail later on in the eBook; for right now, just know that you can start to use this as a way to deal with your “stuff” and further your own growth.

For example, If you think that everyone you meet is “stuck up,” or “closed off,” how are you being stuck up or closed off? If you think that everyone you meet is “boring to talk to,” how are you being boring to talk to? This is where journaling comes in handy (if you need more help with this, please send me an email: Liz@artofflirting.com). This alone will probably give you some of the most profound insights you could have about yourself.

2. An Attitude of Selectivity

What kind of person do you want to attract? If you don’t know the answer to this question, then how can you “run experiments” to figure out how to attract them?



Selectivity is about knowing who you want, and looking for *them* in the crowd. It is about making a choice. This alone will boost your confidence, because you will be avoiding one of the most common attitude pitfalls there is: going out in the hopes that you'll find someone who likes you.

If you put yourself out there, hoping, wishing, praying that someone--*anyone*--will find you attractive--of course you're going to have a miserable time! That's because this kind of thinking automatically makes you feel inferior to everyone you meet.

Instead, go out thinking, "I am going to look for someone that *I* like." It doesn't matter who you are, what you look like, or what your life circumstances are; choosiness is a mentality that anyone can have (not some birthright bestowed on a lucky few).

While who you like is up to you, there are a couple of universals that I recommend for everyone:

1. They are available (this includes emotional availability)
2. They are interested in flirting with you, too

This is a great way not to take rejection personally, because if they aren't available or interested, instead of working yourself all up into a lather about all the horrible things that are wrong with you, you can simply think, "Oh, then they don't meet *my* criteria, so I will move on!"

And then move on.



3. An Attitude of Fun!

Flirting is supposed to be fun, and you can have fun with it even when you are still a beginner at it (if you don't think that's true, then get over yourself, and refer to Days 2-4 to learn how to relax ;-)).

Have you ever seen kids play? I don't mean play video games; I mean, have you ever seen a kid make up a way to play on the spot? For example, while most adults sit and hate on everything at the DMV, a creative kid there would probably make a game out of counting all the chairs or stacking the brochures into shapes or something. You can make anything into a game.

Furthermore, have you ever seen kids play with each other, even when they've just met? The other day I was with my 4-yr-old stepson in a store, and there was another boy there his age waiting in line with his mother. The two boys immediately started playing a form of tag near the register, while his mom and I chatted and laughed together as we watched them. We could have been miserable, bored, hating-life, and wanting to get out of there, but instead, we all enjoyed each others' company. Kids are a really great reminder of how we all wish we could be with each other.

Flirting is not some sleazy way to bother another person (not when it's done authentically!!) Flirting is one of the best ways that adults "play" with each other, and it can infuse fun, excitement, and joy into your everyday life (and the lives of those that you flirt with). **You must understand that whenever you flirt with someone authentically, in the way that you are learning to here, you will be brightening your and their day, regardless of whether or not it "goes anywhere."** Knowing this will give you the freedom to feel good about flirting with those around you.



Your First Experiment

Now that you've read through these mentalities, it's time to do your first flirting experiment. You are going to practice the "just pretend" technique that you practiced in Day 4, except this time, you are going to do so in the outside world (gasp!).

Skill-Building Action Step: Go out and run an errand, or go get a cup of coffee, while using the "just pretend" technique to pretend that you are the best flirt in the world. Take note of how people respond to you. When you return home, write down any interesting your observations in your journal.

If you do wind up getting a date out of it, great! There are no restrictions on this experiment (except, of course, to practice ecology). However, do not feel like you have to make anything in particular happen. The point is just to experiment--and have fun!

Happy Flirting,

Liz



Day 6: Authentic Communication

Understanding Direct vs. Inferential Communication

Welcome to Day 6! You are doing really well so far. Today we are doing to discuss how sexual attraction is communicated between two people. How do you know if someone's interested in you? How do you know that they know that you're interested in them?

There are two different types of communication: direct, and inferential (as in, indirect, or implied). Flirting is mostly inferential communication, so it's important to understand the difference, as well as how to communicate inferentially, and understand inferential cues from others.

There are three different ways that we communicate with others: body language (physiology), voice quality, and the actual words that we use. The first two fall into the category of inferential communication; the last one is direct communication.

This, known as the Mehrabian study, outlines the percentages of each one that we use in emotional communication:





It's important to note that there have been other studies that came up with similar, but not exactly the same, percentages. It's also important to note that this study has been "debunked" by some, but that's because there were people claiming that this was true for ALL communication, which is indeed a myth. However, we still use this study for this context, because it is accurate for *emotionally based* communication, which includes flirting.

When it comes to communicating *information*, words are going to be the most important. For example, if you are in the airport and you need to find out what gate your flight departs from, and you ask someone at the ticket counter, it doesn't matter what his or her body language or tone of voice is doing: the most relevant information is what he says: "Gate #30."

If, however, you are trying to figure out how someone is *feeling* about the situation (which includes whether or not they are sexually attracted to you), that information will be found mostly in their body language and how they use their voice.

This is good news, because many people stress about flirting because they "wouldn't know what to say." Well, you don't have to worry about that, because almost nothing meaningful happens in the words. They are less than 10% of anything that makes a difference. Not that you should say mean or offensive things; just don't stress yourself out thinking you need to create attraction with your words.

Sometimes, I hear my clients complain that they "aren't good at picking up non-verbal signals." This is almost never actually the case; it is usually some "stuff" making an excuse because there are deeper fears underneath. Unless someone has an actual



mental handicap (such as autism) that would interfere with their ability to understand and communicate inferentially, this should not be difficult.

Most people DO understand non-verbal communication; they just don't trust themselves or their guts enough to believe that they do.

As you go through the rest of the this program, we will cover how to flirt using all three ways to communicate (body language, voice quality, and words) in more detail. For now, just know that flirting is mostly inferential communication, and that's part of what makes it so exciting!

You can start to build your inferential communication skills by observing *how* people talk to each other (as opposed to what they say to each other).

Skill-Building Action Step: Watch a foreign language movie with the subtitles off and see how much of the story, and the emotions of the characters, you can pick up on. Then, re-watch it with subtitles and see how accurate you were.

It can be scary for those who heavily rely on logic and reason to delve into more emotional and intuitive ways of processing information. Just give it your best shot. You will probably surprise yourself with how well you do.

Happy Flirting,



Day 7: Similarity & Polarity

The “Dance of Attraction”

Welcome to Day 7! Today you’re going to learn more about what the “Dance of Attraction” is. I have nicknamed flirting the “Dance of Attraction,” not only because learning to flirt is a lot like learning to dance, and when two people flirt, it’s like they are dancing with each other, but also because when you flirt, you will be dancing back and forth between two different energies (for lack of a better word): similarity, and polarity. As you may remember, these are 2 of the 5 elements of sexual attraction. Over the next few days, we are going to spending a lot of time on these two concepts, because they are the “steps” of the Dance of Attraction.

Today, I’m going to give you an overview of what the Dance of Attraction is and how it works. You will need to have this basic understanding of the concepts before you can apply it in any detail.

The Dance of Attraction is the dance between similarity and polarity, similarity meaning sameness, and polarity meaning opposition.

(Fair warning: today’s flirting lesson is very technical. You need to understand the mechanics of what is going on so that when we get into the later days that involve more detailed exercises on similarity and polarity, you will understand how they are supposed to work together).

The Attraction Equation

If you could turn attraction into an equation, it would be this: Trust + Lust = Attraction



It is the similarity “step” in the dance that builds the trust, and the polarity “step” that builds up the lust. Some people think of the “lust” side of things as attraction itself, but the distinction I like to make is that while lust might be a form of desire, without trust, it often doesn’t manifest into anything other than a fleeting emotion.

Therefore, in order to flirt in a way that builds the kind of attraction that is actually lasting, and meaningful, you need both sides of the equation.

Similarity is everything that you two have in common. We tend to like and trust people that are like us. When most people meet for the first time, they look for what they might have in common to make a connection with each other.

Polarity is opposition, as in, opposites attract. Polarity creates a feeling of delicious anticipation and tension, much like the thrill of a roller coaster or a suspenseful movie. In the context of flirting, although there are many ways to create polarity with someone, we will focus on the opposition of yang (masculine) and yin (feminine). Regardless of the genders involved of the people flirting, there will always be a yin and a yang. More on this later.

The Dance of Attraction looks something like this (this graph is going to become one of your best wingmen!):





When you dance back and forth between similarity and polarity, you build up more and more attraction between the two of you.

As you can see on the graph, if you go too far into the direction of similarity, you end up in the Friend Zone. If you are the kind of person who can easily make friends, but you have a difficult time flirting, then it's likely that you have been spending too much over here.

On the other side, where you have too much polarity, is the Fight Zone. Polarity is opposition, and although this is necessary to build excitement in a positive way, too much opposition creates conflict. If you find yourself getting "blown out," or annoying or offending people by your attempts to flirt with them, you're probably spending too much time on this side of the equation. Too much polarity can also result in exciting first connections or first dates, followed by flakiness and no return phone calls.

This graph can also give you insight into what went wrong in your past relationships. There are two basic things that can drive a couple apart: the spark dies and it becomes a boring routine, or they fight way too much until they can't stand it anymore. One has to do with too much similarity (they get along really well, but the spark has died) and the other has to do with too much polarity (they fight all the time (and often have hot makeup sex)--hence, the Fight Zone).

All of your issues in your dating life, and in your past relationships, are symptoms of being off-balance somewhere in the dance of attraction.



Some Symptoms of Too Much Similarity:

- Always ending up in the Friend Zone or having the people you'd like to date say that you're like a brother or a sister to them.
- Being comfortable talking to strangers at parties and networking events, but being shy about, or being unable to, flirt.
- Having your past partners tell you that you're "boring" or saying that you two are stuck in a rut or too much of a routine.
- Having had mostly "vanilla," yet meaningful sex, when you do have it (which isn't often).

➤ Some Symptoms of Too Much Polarity:

- Having a lot of people who you try to flirt with either blow you off, or eventually get annoyed with you (and saying things like, "I don't even know you! Why would I do/say/tell you that?")
- Getting a lot of excitement and sexual attention from people who don't seem to really know you, or care to know you, and who you often never hear from again.
- Having intense, loud, and sometimes violent fights in past relationships, and having your past partners accuse you of being crazy and "creating too much drama."
- Having had a good amount of hot, and sometimes adventurous sex, but not much intimate connection with your sex partners.



The good news is that, wherever you've been, all you need to do is balance it out with the other side (which you'll learn how to do in this program), and you'll be able to create emotionally healthy, mature, passionate connections!

Skill-Building Action Step: Examine the graph and think about your past relationships and past dating experiences. Where have you had a tendency to fall on the graph? Do you tend more towards the Friend Zone or the Fight Zone? Take out your journal and write down your insights.

Remember, this is just an overview of the concepts. We will cover all of this in much more detail, so don't worry if you don't totally understand it all yet. Just do the best you can while you journal. Congrats on completing your first week!

Happy Flirting,



Day 8: Similarity

Friendship as the Foundation for Flirting

First things first, take a minute to reflect on how awesome you are for making it all the way to Day 8!

Today, we're going to go in more detail on the concept of similarity in how it relates to flirting. Remember, the attraction equation is $\text{Trust} + \text{Lust} = \text{Attraction}$, and similarity is how we fulfill the trust part of that equation. So what we are really talking about is how to build trust between two people.

Have you ever felt really comfortable around someone, even though you just met them? Have you ever felt like you've known someone for a long time, even though you just met them? What we are talking about today is how to create that kind of connection with someone on purpose.

Sometimes, the idea of being able to do this excites people. And sometimes, it scares them because it makes them feel like influencing another person to trust them is somehow manipulative. This is not something to worry about, though, if you are a trustworthy person who has only good intentions. After all, if you are a trustworthy person, then what would be the problem with demonstrating your trustworthiness to the outside world?

(Of course, if you aren't a trustworthy person, and you're planning on using these trust-building techniques to try and trick people or take advantage of them, then please go back to the intro and read the section on Ecology).

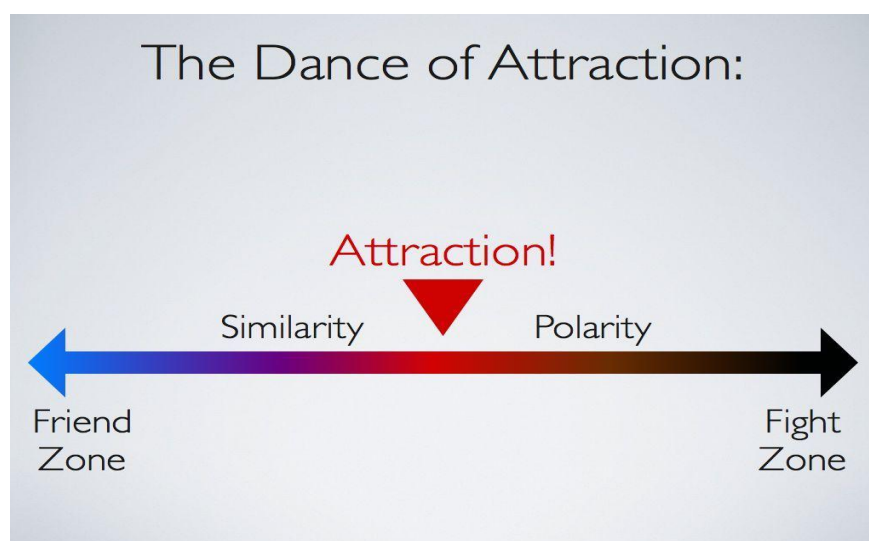


So we know that we need to establish a sense of trust, and the way to do this is to establish what we have in common with another person. As people, we like things (and other people) that are like us. The more similar someone is to us, the more we will like and trust them. And, the more similar we are to them, the more they will like and trust us.

If you strike a tuning fork of a certain frequency, a nearby guitar string of the same frequency will start vibrating on its own. This is how people who are similar to each other connect with each other--they get "on the same frequency." The process of two people building trust with each other can also be called getting into rapport with each other.

Think about your friends; what do you have in common with them? It's often been said that "you are the average of the 5 people you spend the most time with." Meaning, you share many similarities with those closest to you.

Look again at the Dance of Attraction graph:





When you have mostly similarity and not a lot of polarity, you have friendship. Although the Friend Zone is not ideal when you want to have a romantic relationship, you need to be friends in order to be more than friends.

The Foundation of Friendship

Friendship is the foundation for flirting. Many people who try to avoid the friendship part of flirting, either because they find it boring or they are afraid that they will end up too far in the Friend Zone, end up screwing up the flirtation entirely.

If you've ever had someone hit on you, or tried to hit on someone, only to have them ignore you or immediately shut you down, then you were trying to create lust without establishing trust first.

You want to get in rapport with and make friends with someone before you start doing anything else to flirt with them. This doesn't mean you have to spend a lot of time in the Friend Zone; the friendship only has to last a minute or two before you move on.

However, every relaxed, fun, and easy flirtation starts with friendship.

Now, think of your best friends, and think of when you first met them. What were those first conversations like? How did you go from strangers who didn't know each other to friends? What made you want to get to know them better?

Very likely, it was because you discovered something that you had in common. Maybe you work at the same place, or your kids go to school together, or you share the same taste in music or movies or cocktails.



Regardless, there was a moment when you thought, “Hey, I like this person. I wanna hang out with them again.” That is the same thing that will inspire a potential date to want to see you again (NOT the “lust” part of the question, despite what most people think, because the lust part is too often fleeting to matter that much, which is why it can seem really “on” with someone and then you never hear from that person again).

There is a common bit of dating advice that I tend to disagree with, which is that you shouldn’t ask the “boring” questions like “what do you do?” and “where are you from?” This is ridiculous. There is no such thing as a boring question, there are only boring people (who are only boring because they haven’t gotten themselves in the right state).

Asking someone about their life is how you see what you have in common with them. While throwing in some more original or offbeat conversation starters can be fun, if that’s all you do, your interaction will likely remain shallow because you won’t actually get an idea of who this person is in their everyday life.

Respecting Another’s Model of the World

Although we will go into some more specific trust-building techniques in the next few days, the key concept to all of this is understanding and respecting another person’s model of the world. Without these concepts, those who attempt to “do rapport” with others often fall flat.

Everyone has their own viewpoint, or model of the world. Although it can be tempting to think of your own MOW (model of the world) as the “right” or “most logical” one,



there are as many MOW's as there are people, and probably none of them are a totally accurate idea of the "real world."

Remember perception is projection--the idea that when you point a finger, there are 3 pointing back at you? Let's look more closely at this concept, and how it relates to your MOW.

First of all, there *is* an outside world, and there are laws of the universe that govern it. There are some people that would suggest that your thoughts have magical powers to shapeshift the universe. I think this is a misunderstanding of how your own personal perception works.

You experience reality through your five senses: sight, sound, touch/feeling; smell, and taste. Even a "sixth sense" and other, more ethereal energies, are still processed into conscious awareness through the 5 senses (for example, you might get a gut *feeling*, or *see* someone's aura). Your 5 sense are bombarded with about 2 million bits of information per second (some people say 2 billion; this depends on how you define a "bit").

This is way more than you can handle, so your unconscious filters for relevant information, categorizes it, and discards the rest, by deleting, distorting, and generalizing every bit that comes in.

Your unconscious deletes information it considers useless, such as the license plate numbers of the cars that drive by you, or an airplane flying overhead that you never hear.



It distorts information to fit in with your previous experiences, such as seeing a road mirage and thinking it is a puddle of water, because in your previous experience, that's what puddles in the road look like.

It generalizes information by pulling many bits together into one, more vague idea, such as seeing millions of blades of grass as simply a lawn.

What information gets through the filtering process is determined by your state, beliefs, memories, previous experiences, and your values. When all the information has been filtered, you are only aware of about 126 bits. That's 126 out of a possible 2 million!

Think about this for a minute: those who already have the kind of love life that you want *are working with the same 2 million that you are*. What do you think they notice that you don't? What do you think you might fixate on that they don't even notice or care about?

The concept of perception is projection is that you what you perceive (the 126) of the outside world is a reflection of what ideas you are projecting (through the filtering process) onto it. This is why, if you see something in someone else that bugs you, it is "lighting up" that part of you that does the same thing. Heal that part, and you will no longer notice the behavior, or it won't bother you.

Anyway, a person's 126 is their MOW. The chances that you have the exact same MOW as someone else is slim to none. However, it is easy to find enough similarity to communicate effectively and create a bond of trust.



To do this, you'll need to figure out how to understand someone else's MOW, and respect that this is their viewpoint. This doesn't mean you have to agree with them or change your mind about things; it simply means that if you want to build trust with someone, you need to work *within* their 126, not try to shove yours in their face as "right."

There's a saying: resistance is a sign of a lack of rapport. What this means is that if someone is resisting you in some way (through either being in conflict with you, or wanting to avoid you), it means that you are not respecting their MOW on some level. It is possible to influence someone to change their MOW, but not without respecting theirs first.

Getting into someone's MOW is like walking in their shoes, and seeing things from their point of view. Let's practice doing this now.

Skill-Building Action Step: Get out your journal and think of someone, or a group of people, that holds a belief that you think is absolutely ridiculous and totally stupid and illogical. Really think of a belief that pisses you off in this way. Then, imagine you are able to read their minds and write down their reasoning for having this belief. You do not need to change your own beliefs, but you do need to keep going until you get to the point where you can see how it would make sense that someone else would have that belief.

When you do this, don't just write "because they're stupid, delusional freaks." Get to where you respect them as people, even if this incorporates the possibility that they are ignorant of certain things.



Do this for as many people as you'd like! It can be a very healing experience, especially when done with certain family members. ;)

Happy Flirting,

Liz



Day 9: Similarity

Rapport: The Art of Matching and Mirroring Body Language

Welcome to Day 9! Today we are going to learn how to build trust using your physiology, which, as you remember, is over 50% of communication when it comes to flirting. Although you will learn how to create rapport using all 3 ways to communicate, body language is by far the most potent, especially in building attraction.

As we discussed in Day 8, rapport is the process of building trust and comfort with another person by demonstrating to them what you have in common with them. When two people are getting along well with each other, they are said to have a good rapport with each other.

Hypnotherapist Milton Erickson, who influenced much of modern hypnotherapy because of his excellent results with clients, often spoke of the importance of getting into a good rapport with a client for the session to be successful. Erickson defined rapport as “a loop of mutual influence and interaction in which each element is influencing and being influenced by other elements.”

In other words, when two people are in rapport, they naturally trust each other, and therefore have influence with each other.

Friends naturally and unconsciously get into rapport with each other, and since any unconscious process that happens naturally can be done consciously and on purpose, there are techniques that you can use to get into rapport with another person.



Matching and Mirroring

One very easy way to get in rapport with someone is to match or mirror their body language. Simply put, stand or sit in a *similar* way to them.

Here is an example of a couple in rapport with each other:



Matching means that you are doing what they are doing. For example, if they were to raise their right hand, and you raised your right hand, you would be matching them.

Mirroring means that it's like you are looking in a mirror. For example, if they raised their right hand, you would raise your left hand, which would appear like the mirror image of their hand.

Doing either of these will create rapport with anyone you talk to, because matching and mirroring is a way to respect someone's model of the world, and it also demonstrates that you two have things in common at an unconscious level.



When you match or mirror, make it similar, not an exact copy. It's important to stay relaxed and comfortable in your own body (remember how much your physiology affects your state!).

If they are sitting in a way that would look strange, awkward, or inappropriate for you to copy (such as a man trying to copy a woman's feminine crossed legs, or a woman copying a man's wide-legged sitting position while wearing a short skirt), get as close to similar as you can. Remember, it does not need to be exact to be effective.

Also, if they use gestures, like if they talk with their hands, then when it's your turn to talk, you can build rapport by gesturing with your hands, too.

Skill-Building Action Step: Practice matching and mirroring the body language of everyone you talk to for the next few days. Notice how people respond to you. Write down any interesting observations in your journal.

It's common for the idea of practicing this technique to make some people nervous, so let me address some common concerns.

One question that comes up is: isn't matching and mirroring to create rapport kinda manipulative?

First of all, it's impossible to control someone else's mind. If you have influence over them in some way, it's because they decided (at least unconsciously, if not consciously) to let you.



Secondly, you are learning a new skill, and part of that is learning a natural human behavior. Those who are in rapport with each other will naturally match and mirror each other's body language. When I was in high school, my best friend and I used to crack up at how often we'd look over and see that we were sitting the exact same way in class. So there is nothing unnatural about rapport, even when you are thinking about what you are doing consciously.

And lastly, I will once again bring up the point that if you are a trustworthy person who is practicing ecology, then what exactly are you worried about? ;-)

Another concern is that someone will notice, or "catch" you, in the process of creating rapport.

It is very unlikely that someone will notice. Most people are not that aware of that kind of thing. It's not in their "126." I used to regularly meet a friend for lunch who, like me, knew about these rapport techniques. Just for fun, I used to match and mirror him over these meals, getting more and more obvious about it until he would call me out. Half the time, he never noticed, not even when I banged my elbow down on the table shortly after he had placed his down. The other half of the time, it would take him at least 20-30 minutes before he would smile and say, "Are you doing that rapport thing with me again?" If someone who knows this technique, and could predict that I was probably going to do it, still didn't notice all the time, the chances that someone you meet won't notice at all.

If they do notice, and comment that you two are sitting similarly, you can respond with the truth: "I guess it's because we have such a good connection."



If they ask, “Are you doing some sort of rapport technique with me?” you can respond with the truth: “Yes, I like to do what I can to make the people I talk with feel more comfortable around me.” There’s no reason to keep your attempts at better communication a secret.

A final concern that comes up among people who are practicing this as part of flirting is: People are definitely responding positively to me, but no one seems really attract to me. They just seem to like me and want to be my friend. What am I doing wrong?

Nothing! Similarity alone does not build attraction--you need both similarity and polarity for that. Until you learn the polarity dance “steps” in the dance of attraction, you will be forming mostly friendships by practicing your rapport skills.

While some of the skills you’ll be learning later on are more flirting specific, creating rapport--as in, matching and mirroring body language (and voice and words, covered in the next two days)--is something to start practicing with everyone you talk with.

As you practice building rapport with others, you’ll probably start to notice how much better your conversations go--whether you’re flirting or not.

Happy Flirting,

P.S. For more on Rapport, check this out: <http://mindforbusiness.com/how-to-define-rapport/>



Day 10: Similarity

Rapport: The Art of Matching Voice Quality

Welcome to Day 10--you're a 3rd of the way there! You're doing great. Today we are going to continue practicing building rapport, this time using your voice. Just like body language, much of what is communicated through flirting is done through your voice (the way you speak, not the words that you use).

Remember, similarity is how we create the foundation of friendship that is necessary for attraction to build. If attraction is the tree, then friendship is the earth that it grows out of.

By matching the way someone else communicates, we "find their frequency," and that helps build trust, which is an important part of attraction.

When you match someone's voice, you help deepen the rapport that you create by matching and mirroring their body language. The idea is to be matching as much of their communication as possible, while still retaining your own authentic personality (you would only lose your authentic personality if you were not conscious that you were making the choice to communicate this way).

4 Aspects of the Voice

There are 4 different aspects of someone's voice that you can match: Pitch, Tone, Timbre, Tempo, and Volume.



Pitch: How high or low is their voice? Some people naturally talk in a higher voice (think Mickey Mouse) and some have a deeper voice. Barry White is famous for his deep voice. Everyone also has a certain range *within* their natural speaking voice.

When matching someone's pitch, it is relative. You do not need to get as high or as deep as they go. If you are a woman speaking to a man, or vice versa, you would sound very strange if you tried to speak in a squeaky high voice, or a super-low voice, that didn't sound normal. Just raise or lower your voice slightly, keeping it within your range. This is sufficient to create rapport.

Skill-Building Action Step: Start talking out loud. You can read this out loud if you can't think of anything to say. Now, lower your voice as deep as you can, while still speaking naturally, the way you would feel comfortable doing to others. Now, make your voice go as high as you can, while still retaining a normal, comfortable speaking voice. This is your range.

Timbre: This is the quality of someone's voice. For example, some people have a more nasal-like voice (like actress Fran Drescher). Some people have the breathy, "surfer dude," Keanu Reeves sounding voice. Or, you might meet someone who has a voice that sounds like they are an opera singer. Just like pitch, match this only within your natural speaking range. A subtle shift is enough to create rapport; a overt imitation might make them feel like you're making fun of them.

Tempo: This is how fast or slow someone talks. When talking to a fast talker, speed up; when talking to a slow talker, take deep breaths and slow down so you can match them. If they use dramatic pauses, you can do the same.



Volume: This is how loud or soft someone talks. Again, within your normal speaking range, you can raise or lower the volume of your voice to match theirs.

These are the 4 ways that you can match someone's voice quality. You'll probably find, though, rather than needing to think about all four at once, you will just find a way to naturally match the way they use their voice. Give it a try!

Skill-Building Action Step: Whenever you talk with others, practice matching their voice quality (remaining within your normal speaking range), while still remembering to match and mirror their body language as well. Notice how they respond to you, and write down any interesting observations in your journal.

If matching both body language and voice quality seems overwhelming, then continue to practice body language only until that becomes more natural for you, and then add matching voice quality back in.

What if someone has an accent? Usually, it's best not to try and imitate the accent, or start speaking in "broken" English (or whatever language), as this could come across like you are making fun of them. Matching the above 4 things, plus body language, is more than enough to build the rapport that you desire.

Happy Flirting,



Day 11: Similarity

Rapport: The Art of Matching Words

Welcome to Day 11! So far, you have learned two out of the 3 similarity-creating dance steps in the Dance of Attraction, and today you're going to learn the 3rd: how to build rapport using your words.

Although words are the least important in emotional communication, such as flirting, it's still important to know how to use them, because the best flirts know how to use everything they have to their advantage.

If building rapport using body language is matching and mirroring their body language, and building rapport using voice quality is matching their voice, then does this mean that you're also going to copy every word that they say? Of course not--that would be annoying--hardly a rapport builder! There are some subtle ways, though, that you can deepen the rapport you've already built through body language and voice quality using your words.

Key Words and Phrases

One thing you can match are key words. Key words are words that they use in conversation that seem significant. For example, if someone says, "I was really inspired by that seminar," "inspired" is a key word in that sentence.

The reason why you want to match key words as much as possible is that these words often mean slightly different things to different people. For example, look at the difference between these two interactions:



Person #1: I was really inspired by that seminar.

Person #2: Really? What was so *motivating* about it?

vs.

Person #1: I was really inspired by that seminar.

Person #2: Really? What was so *inspiring* about it?

In the first interaction, Person #2 might have potentially just broken rapport there, because although Person #2 sees inspiring and motivating as having a similar meaning, to Person #1, those two words could mean something entirely different.

You do not need to know what each key word means to them, though. Person #2 doesn't need to stop and say, "Hey, just so I'm clear, what does inspiring mean to you?" This would be a tedious way to have a conversation. Simply by using the same key word, Person #2 ensures that they are on the same page as Person #1.

Sometimes, you might hear a key phrase, like, "swing a dead cat," or "in a pickle," or "YOLO." You can also match these.

If you don't know what a word or phrase means at all, don't try to use it anyway to appear like you do know. This is not being authentic. It's totally fine to ask someone to define something for you.

Let's practice matching key words and phrases right now.



Skill-Building Action Step: Look at the examples below and see if you can pick out the key words and phrases, and then say out loud how you would respond to them in a conversation, matching their key words and phrases:

#1. "I think steak with mushrooms is really tasty"

#2. "If my boss finds out, I'm going to be in some deep doo-doo."

#3. "Italy is an amazing country to visit!"

Don't worry about whether or not your responses were the most interesting or not; if you matched key words and phrases, you did this exercise exactly right!

Big Picture vs. Details

Another thing you can match is whether or not you are talking about the details, or talking more big picture. This is also known as global or specific.

If one person is talking about the color of the candles on the table of one restaurant, and the other person is talking about all the different places there are to eat in the city, they will start to get out of rapport with each other.

Remember, rapport is all based on the idea that you are respecting someone else's MOW (Model of the World). If they have an MOW that is mostly in the trees, they might not be able to follow you so easily if you're trying to talk about an aerial view of the forest.



Here's an example of someone breaking rapport in this way:

Person #1: I love all Chinese food (notice how big picture this statement is)

Person #2: I love those weird colored chopsticks they give you at that place on 5th street.

It's not a huge rapport break, but there is a sense that they are not actually talking to each other about the same thing.

This doesn't mean you have to stay in the details, or stay super big picture, the whole time. Conversations naturally flow from global to specific and back to global, and so on. It does mean, though, that if someone is talking really big picture, don't just jump into a detail right away. Say something or ask a question that can transition from one to the next.

For example:

Person #1: I love all Chinese food.

Person #2: Do you know that place on 5th street? They have great food, and they give you these weird colored chopsticks to eat with. It's really cool.

This time, Person #2 was able to keep rapport, by starting out more big picture before. When you are talking with others, be aware of whether they are speaking more general and big picture, or more detailed and specific. This gives you a clue into their current MOW.



The Agreement Frame

Another way to build rapport with someone using your words is to agree with what they're saying. If you actually do agree with what they're saying, great!

If you don't, however, this can be tricky, because pretending to agree with something you don't actually agree with is manipulative, inauthentic behavior. It's also dishonest. When you disagree with what someone is saying, there are a couple of ways you can handle this. First of all, in flirting, disagreement can be used to build up the attraction even more. More on this in the sections on polarity.

If you want to maintain rapport, though, and still speak your truth, you can use the agreement frame, otherwise known as, "Yes, and..."

When you respond with "Yes, and..." you can say whatever your truth is afterwards, and it won't make the other person feel like you are trying to negate or invalidate their point of view.

That's why you want to use the word "and," not "but," as "but" linguistically negates anything that came before it.

Look at these two examples:

Person #1: I think a vegan diet is healthy

Person #2: Yes, but animal protein is also an important part of a healthy diet.

Vs.

Person #1: I think a vegan diet is healthy

Person #2: Yes, and animal protein is also an important part of a healthy diet.



Notice the difference? The content is the same; however the second one is much less confrontational. When you use the agreement frame, sometimes people don't even notice that you've actually said something different than what they said, even if you've directly contradicted them.

Or, if they do notice, they are much more likely to see it as a "friendly disagreement" rather than an insulting one.

Now that you know the different ways you can build rapport using words, it's time to go out and practice this.

Skill-Building Action Step: Whenever you talk with others, practice matching their key words and phrases, level of specificity (big picture or details), and use the agreement frame when necessary. Remember to match and mirror their body language as well and voice quality as well. Notice how they respond to you, and write down any interesting observations in your journal.

Once you've done this and practiced enough times, you will be a master at building rapport--that's one whole side of the attraction equation that you're already good at! Congrats--you're doing excellent so far. In the days to come, you'll start learning how to build polarity in order to create the other side of the equation: lust.

Happy Flirting,



A Quick Note Before We Continue...

How are you doing? You must be doing pretty well to have made it this far! Many of your peers have probably already put this eBook down and become “too busy” to keep practicing and growing their flirting skills. No matter how much (or little) you’ve struggled up to this point, you should know that the fact that you’ve stuck with this, and continued to participate fully, means that you are doing a fantastic job!!!

(Of course, if you’ve been skimming the sections and half-assing the action steps, that’s ok too--just don’t be surprised when those you want to attract give you half-assed responses and skim over you for other, more involved people ;-)).

I want to take a minute and check in with you about how much “stuff” has come up for you so far, because what you have done so far, while it may have stretched you or challenged you in terms of learning something new, has still remained relatively within a natural comfort zone.

What do I mean by that? I mean that **we haven’t even touched upon any of that “scary sexual tension stuff” yet.**

Everything we have done up to this point has been focusing on building nice, warm, fuzzy, secure, *comfortable* relationships with others. This is not to downplay the importance of that, because, as previously discussed, the “warm fuzzy security feelings,” otherwise known as trust, are essential in creating attraction.

If what we’ve done so far now feels very easy for you, and like you can do it anytime without issue, and enjoy yourself in the process, great! You’re ready to move on.



If, however, what we've done so far has brought up a lot of insecurities about yourself, or emotional baggage, or other "stuff," and you haven't yet worked through it, please do not continue on just yet, because it's only going to get more intense from here on out, and you will need the foundation of confident, authentic rapport building skills in order to navigate the scarier, more uncertain waters of polarity and sexuality.

There is no prize for finishing this eBook as fast as possible; there is, however, a BIG prize for doing it as thoroughly as possible. What is that big prize? It is the achievement of whatever goal you set in the beginning-- having your ideal love life become a reality.

Make sure you have practiced what you have learned so far enough times that you feel very comfortable doing it, and you have transitioned from stage 3 of learning (where you need to think about it consciously every step of the way) and into stage 4, where it has at least begun to become more unconscious and natural for you. If necessary, go back and review the previous sections. Repetition is how we learn, and being the kind of person who takes responsibility for your own learning and total comprehension is something to be proud of.

If you get really stuck, please send me an email at Liz@artofflirting.com. I know I might sound like a broken record saying that so many times throughout this eBook, but it's very important that you know that I'm here for you if you need.

When you're ready, let's move on to learning how to create lust!

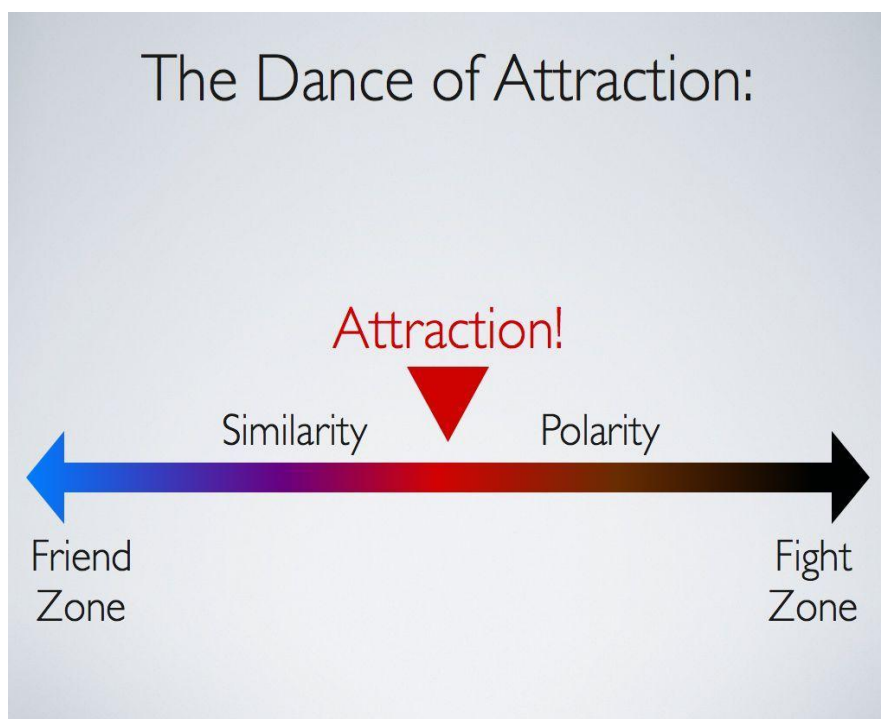
Happy Flirting,



Day 12: Polarity

Introduction to Yin and Yang

Welcome to Day 12! Today we are going to introduce you to the concepts of masculine (yang) and feminine (yin) dynamics, which will teach you how to create polarity with those that you flirt with. Polarity, remember, is an essential part of creating attraction. Let's quickly review how polarity fits into the "Dance of Attraction." Take a look at the graph:



Attraction is built by "dancing" back and forth between similarity, which creates trust, and polarity, which creates lust. In the last few days, you learned how to do the similarity "dance steps" by creating rapport using the 3 ways to communicate: body language, voice quality, and words. Over the next few days, you're going to learn how to do the same with polarity.



First, though, you need to understand masculine and feminine polarity a deeper level. If you've ever felt like you *know* there's something going on underneath the surface in certain relationships, especially romantic ones (positive or not), and you couldn't explain what it was, chances are that you were picking up on the masculine and feminine polarity.

Understanding what polarity is and how it works will give you huge insight into how some relationships function--or don't function. Although our focus in this eBook is on romantic relationships, understanding polarity will also help you be a better parent, and do better at interacting with your boss (or your employees).

If you've ever wondered how to stay out of the Friend Zone, the answer is: polarity.

Have you ever heard that, as a man, you shouldn't go shopping in the mall with women because then they'll see you as another "girl friend"? What about that, as a woman, you shouldn't be that girl who watches the game with him because he won't see you as "wife material"? Not only are these kinds of ideas totally false, they are insulting and misogynistic.

You can do whatever you want with someone--from getting a pedicure to attending a monster truck rally--and if you know how to create polarity, you will not need to worry about the Friend Zone!

If you are one of the people that, in the past, has been too far on the polarity side of things, you still need to understand polarity better, because unless you're already



having the time of your life in your relationships, you are probably creating polarity in the wrong way.

I was actually too far into polarity before learning how to do this, and my dating life used to be full of crazy drama and inconsistent, flaky people--hardly ideal. It was through understand how polarity is *actually* supposed to work that I was able to heal that.

There are many people who teach about masculine and feminine dynamics, however, in my experience, most are either very poetic and spiritual in what they say, which is beautiful but sometimes hard to apply to everyday life in a tangible way, or they are giving you too many rules and limitations and damagingly sexist “shoulds.” I struggled for a long time to understand this stuff myself (despite being too far on the polarity side of the equation before getting any help), and I believe I have found a happy medium that will allow you to find your own authentic masculinity and femininity and be able to express it to others.

Opposites Attract

The opposite poles (+ and -) of magnets attract each other. In order to have batteries properly generate electricity, the + and - need to be touching each other.

The same is true in relationships; in order to create a spark, you need a yin and a yang. Although you can do either, and as long as it is opposite, it will create attraction, you will probably have one that you’d prefer to do in a romantic and sexual context. As you read about these in more detail, it will probably become clear which side you’d like to be on. If not, then you might not have a preference, which is fine too.



Why I Say 'Yin' and 'Yang'

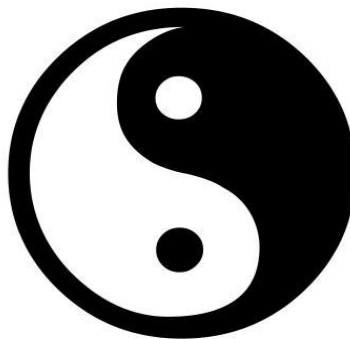
I didn't used to use the words "yin" and "yang" when I taught this stuff. I didn't feel right using words from a spiritual tradition that I wasn't a part of, and frankly, it made me feel like a pretentious hippy. ;-)

So, for awhile, I only used the words "masculine" and "feminine," and I continued this practice until I had enough clients ask me not to. The turning point was where I used the word "feminine" with a male client and he begged me, "Please stop saying that word!! Can't you just say 'yin'?"

The words "masculine" and "feminine" carry much more baggage and judgment, whereas yin and yang are more neutral. So now I use "yin" and "yang" because it explains these concepts a little more accurately, and without all the cultural stereotypes about gender (that have little to do with true polarity) attached to them.

The Yin-Yang Symbol

The yin-yang symbol represents how yang (the white side--masculine) and yin (the dark side - feminine) flow into each other. The dot in the middle signifies that there is always some of one in the other--they are never apart from each other.





Yang Energy: Yang energy is directive, decisive, strong, bold, and assertive. When you are more in your yang energy, you are probably more in a leadership position.

Yin Energy: Yin energy is open, receptive, surrendered, compassionate, and vulnerable. When you are more in your yin energy, you are likely following someone else's lead. Think about the kind of person that you'd like to attract. Are you more turned on by a person being yang (one who takes charge of you), or a person being yin (receptive to your leadership)? You want to embody the opposite of whichever one you'd like to attract.

Since this topic can sometimes trigger "stuff" about our own ability to be masculine or feminine, there are few basic principles about yin and yang that you need to know in order to understand how this is very different than traditional gender stereotypes.

Yin/Yang Principle #1: Equal, and Different, Kinds of Power

Although we say things like, "It's better to lead than to follow" and "It's better to give than to receive," this shows an overvaluing of one side of things without recognizing the other.

Yin and yang are equally important and valuable ways of being. One is not good and the other bad; they are both good. And they both have equal capacity to manifest in a negative way, too (the "bad").

Some people teach this as a hierarchy, where yang is considered "superior" to yin. This is often misunderstood to imply that the yang person is somehow better than the yin person, and this is not the case. While the yang person is often in more of a leadership



role, this does not mean he or she is a more important or worthy person than the yin partner.

Yin and yang are equal, and different. If someone looks down on someone for being one way or another, this demonstrates a misunderstanding on their part of how these two energies actually function together. Look again at the symbol: they are not the same, but they are equally emphasized in their power.

Yin/Yang Principle #2: Everyone has both yin and yang energy, in different amounts, and in different contexts.

Regardless of your gender, you have both a yin and a yang aspect, and it is necessary to develop and have a good internal balance of both in order to form emotionally mature relationships with others.

So, it is pointless to worry about doing something that might be considered more feminine if you're a man, or something that would be considered more masculine if you're a woman. Obviously there are times when you would be more assertive and in control, and times when you would be more open and receptive. If you do something because you think that that's something your gender **should** do, when it's not something you really desire or are inspired to do, then you're not being authentic.

When it comes to creating polarity, one person will naturally take on the more yang role, and the other the more yin role. Although in most heterosexual couples, the man will be the more and the woman will be the more yin, this certainly isn't required. So long as there is one person in each pole, there will be polarity.



Some people will be very comfortable with yang (masculine) energy, regardless of gender, and others will be more comfortable with yin (feminine) energy, regardless of gender. **It's important to note that what you are comfortable with and what would turn you on are not always the same thing.**

For example, I used to be much more comfortable with being more yang (masculine) than I was being yin, but I fantasized about being with a man who was yang, which meant that I wanted to be yin in a relationship. As you read through the upcoming material on polarity, remember to focus on what you WANT (not what you think you're good at) in order to determine which pole you need to embody.

To attract the kind of person you want, embody the opposite pole of the one that you'd like in a partner. For example, if the idea of being with someone more yin turns you on, you want to BE more yang, and vice versa.

Everyone has different contexts where they enjoy being more yang or more yin. For example, a woman might be fulfilled by leading a company of hundreds of employees during the day, and also want to be submissive in the bedroom. A man might follow his mentor's lead during the day, and then take charge with his woman later on. Another man might be a hard-charging businessman or politician, and yet prefer to be yin with his romantic partner. How you are in romantic relationships is not necessarily a reflection of your personality in the rest of your life.

Also, just because you are good at being yang or yin in other contexts, that doesn't mean you will be able to do it well in a romantic context. I've worked with many clients who were highly successful, respected leaders at work, and yet, were "impotent" at



being a leader in their relationship. And, I've also worked with many people who were open and receptive as students in school or in seminars, and with their friends, but would put up walls in relationships (also, I've done this!). How good you are at being yin or being yang outside of your sexual relationships might not reflect how well you can bring out this side of yourself IN a romantic and sexual context.

Romantic relationships tend to challenge your edges and bring up your "stuff" more than other contexts. This is why there are so many people who can manage every other area of life except their love life (sound familiar?).

Yin/Yang Principle #3: You can't have one without the other, and they are relative to each other

Yin and yang work together; they do not exist in "pure form." This is why trying to only be one or the other is not only counterproductive, it's impossible. **The goal is to have a good internal balance so that you can express whatever energy is appropriate for the context.**

Yin and yang describe relationships between two people, not individuals. For example, if a couple has good polarity, they will be yin and yang to each other. Again, this is a description of how you are relating to someone, not necessarily of your own personality traits.

When we talk about polarity in the context of flirting, we are talking about how two people are relating to each other *in that moment*.



Yin/Yang Principle #4: Behavioral Flexibility

Because everyone has both aspects internally, and yin and yang describes a relationship between two people, all you need to have in order to create the kind of polarity you want is behavioral flexibility. Behavioral flexibility is exactly what it sounds like: the ability to be flexible with your behavior.

This means that regardless of how you are in the rest of your life, when you are flirting, you are going to learn to adopt the opposite pole of whoever you want to attract.

If you want to attract a strong, assertive leader, become more yin. If you want to attract someone who is sweet, soft, and receptive, become more yang.

There are no specific action steps for today; however, if you'd like, you can journal any insights you got from today's reading. Otherwise, tomorrow you will start learning how to create polarity in your flirting!

Happy Flirting,

Liz



Day 13: Polarity

The Art of Yin and Yang Body Language

Welcome to Day 13! Today you're going to learn how to create polarity using your body language. Remember, body language is over 50% of emotional communication (which includes the communication known as flirting). You've already learned how to create rapport using your body language, and now you will learn how to the same for polarity. Since polarity is all about opposition, just as you match and mirror body language to create similarity with another person, to be polarized with them, you'll want to do a differing, "opposing" body language to them. However, it's not just any body language that is different than what they are doing; it's yin and yang body language.

There are some body languages that are more yang: sitting and standing up straight, shoulders back and broad, head held high while looking forward, hips squared with feet and legs.

There are some body languages that are more yin: sitting to accentuate curves (but do not slouch!), hips swaying when you walk and move, head tilted down while looking up slightly.

I have actually gone and studied with a dance choreographer named Dylan Newcomb who studied and developed yin and yang body postures and movements (check out his work at www.uzazu.org). While this was a profound experience, the postures he teaches are more primal than are practical to do in everyday life and while in conversation with another. They are more for solo practice to help get you more comfortable with your own ability to express yin and yang.



I used to teach my one-on-one clients these archetypal movements; however, I don't do that so much anymore because most people, when they tried to copy the movements, looked awkward, stiff, and inauthentic.

Now, there is one main way that I suggest embodying masculine or feminine body language: the "just pretend" technique that you learned about in Day 4. This is not only much simpler, it is actually more effective in bringing out this side of yourself comfortably, and in a way that looks natural.

In the documentary *The Science of Sex Appeal*, there showed a study where men and women were asked to walk on a treadmill. The control group was told that they were being evaluated for their posture. The second group was told that they were being evaluated for their attractiveness. In the second group, the men puffed out their chests and broadened and swaggered their shoulders more, and the women swayed their hips more from side to side. These movements were unconscious, but the difference was noticeable to the observers.

The people in that study unconsciously shifted into more polarizing physiologies. People instinctively know how to do these physiologies, even without any kind of formal training, and that's why the "just pretend" technique works so well for this.

Skill-Building Action Step: "Just pretend" to be the most yang (masculine) person in the world. Get up, walk around, and trying different sitting postures. If you'd like, you can pretend to talk to a more feminine person. Do this for 3 minutes. Then switch and do the same with being the most yin (feminine) person in the world. It sometimes helps to imagine being a character from a book or movie (such as James Bond or



Marilyn Monroe). Regardless of your gender and preferences, try on both. Then, ask yourself: did one feel better or easier than the other? Did one make you feel sexier? More powerful? Write any insights in your journal.

As you already know, your physiology and your state influence each other, so if you found this difficult to do for one or both, it might be because your body has not been used to taking on those postures from not letting this aspect of yourself come out. If you felt weird tension, nervousness, or a “tickly feeling” anywhere in your body while practicing this, that is probably muscle tension releasing as you retrain your body to move in a more powerful way.

Now that you’ve practiced how to embody masculine and feminine energy, you’re going to practice this with others. This will officially begin your beyond-friendship flirting practice! Because body language is over 50% of flirting, doing this is enough to create attraction (you will learn more polarity techniques in the next few days, though). Keep that in mind as you start practicing with others.

Before going out to try this, many people worry that they will practice this and it won’t work. Interestingly enough, though, as soon as they try it and somebody does respond positively, they actually panic more. I often get emails and phone calls the next day from people who were startled, “Oh my God, it worked! What do I do?” Relax. Remember that you are in the learning stages still, and your goal right now is to learn, not to make anything happen in particular. If you get a date, great. If you get other kinds of feedback, that’s great too!



Here are some examples of couples who are exhibiting a natural polarity (for simplicity's sake, all the men are yang and the women are yin; remember that, regardless of gender, you can embody either one, and you want to embody the opposite of the one you want to attract):





These examples are meant to give you context of how this will look. Do not try to do an exact copy of what you see here, as that will be inauthentic to you, and likely make you look awkward. You will use the “just pretend” technique to get yourself into natural masculine or feminine postures.

It's Called 'Sexual *Tension*' for a Reason

One thing that can throw you off if you're not aware of it is that *successfully* created polarity, although it is pleasurable, can feel very similar to nervousness and anxiety. For this reason, people who do not have a lot of experience with polarity, and do have a lot of experience with social anxiety, tend to confuse one for the other.

I often hear stories from one-on-one clients who say that when they practiced building rapport, it went really well, but when they started practicing polarity, they “got too nervous after awhile and had to stop.” After hearing this enough times, from enough people, I realized that the “nerves” they were feeling *was* the polarity—they were doing it right, and they just didn't know it.

It's called sexual tension for a reason. Polarity will not feel comfortable or “warm and fuzzy” like rapport (although it might make you feel pretty warm!). Polarity feels more like excitement, anticipation, and the yummy tension of a craving. Those who are good at flirting have learned to find this feeling pleasurable, and recognize it as a sign that things are going well.

When you practice your polarizing body language, you'll be switching back and forth between that and matching and mirroring to create rapport. Unlike with rapport, you



don't want to spend prolonged periods of time in polarity with others, because that will create too much tension and could potentially lead to conflict.

The first few times you practice, start off in rapport, then switch to polarity (by pretending to be the most masculine or feminine person in the room) for a minute or two just to feel the difference between the two. The point of this next step is to practice switching back and forth, so you do not need to spend any great length of time in polarity to master this skill. (You will learn how to determine how long to spend in similarity, and when to switch to polarity, and when to switch back, later on).

Skill-Building Action Step: Go out and interact with people—either people you already know or people you've just met (avoid doing this with people that it would be inappropriate for you to flirt with)—and practice switching back and forth with your body language. Start your interactions in rapport (matching and mirroring) and spend at least 5 minutes in rapport before switching to polarizing body language. Notice how you feel differently when you switch. Also take note of any changes in the way they respond to you. They may be subtle. Switch back and forth a few times. While you don't need a timer, a good rule of thumb is spend about 5-7 minutes in rapport, 2-3 minutes in polarity, and so on. Write down any interesting observations in your journal.

Although you want to observe their responses, do not worry if they don't seem to respond any differently than when you were in rapport. The main thing you are aiming for is to change your own internal feeling from one of comfort to one of more excitement. When you switch to polarity, you should feel something like butterflies in your stomach, or like an elevator or airplane dropping suddenly (even if it's brief). If you



feel this, then the person you're talking to probably can feel that inside of them, too, even if they are not letting on (most people are too shy to acknowledge such feelings when they happen).

Remember to relax, have fun, and have an attitude of experimentation!

Happy Flirting,

Liz



Day 14: Polarity

The Art of Creating Polarity Using Your Voice

Welcome to Day 14! Today we are going to continue practicing building polarity, this time using your voice. Just like body language, much of what is communicated through flirting is done through your voice (the way you speak, not the words that you use).

By now, you're probably picking up on the theme here: just as you learned how to build rapport with physiology, voice quality, and words, you are also learning how to do the same with polarity. By the end of the next couple of days, you will have learned all of the dance "steps" of the Dance of Attraction. After that, you'll learn how to put it all together, and sexualize it.

As you might remember, there are 4 aspects to voice quality: Pitch, Timbre, Tempo, and Volume.

Polarizing the 4 Aspects of the Voice

Just as you can match someone's voice quality, you can also polarize yours with theirs to create more tension and excitement. This actually happens naturally among people who are flirting. Next time you are out, you can listen for this, as well as practice it yourself.

Pitch: The most obvious example of naturally occurring voice polarity is pitch; for example, when a man and a woman are flirting, his voice naturally deepens (within natural range) and her voice natural goes higher.

This is why when someone is making fun of a stereotypical guy hitting on a woman, he often will say something like, "hey, Baby," in a very deep voice. And, when someone is making fun of the stereotypical girl with a crush, or flirty girl, it's usually something like,



“Oh my God, you’re so funny!” in a very high-pitched voice. These stereotypes are exaggerating what happens naturally to all of us when we are flirting.

Again, just like anything else that is a naturally occurring unconscious process, you can do this consciously, and on purpose, whenever you want. By now, you’ve already practiced how to speak normally within your natural range; now, you can go deeper when the other goes higher, or vice versa.

Timbre: This is the quality of someone’s voice. This one is more difficult to polarize, since not every type of voice has a natural opposite. However, it can sometimes work. For example, if one person speaks in a very breathy voice, the other person can speak in a more clear voice. The natural opposition there will create some good tension.

Tempo: This is how fast or slow someone talks. Using tempo is a great way to ramp up the polarity. For example, imagine one person speaking in a very fast-paced way, and then another person responding slowly, with careful pauses. Just that simple way of responding can create some serious sparks!

Volume: This is how loud or soft someone talks. Like tempo, this can also create some seriously delicious tension when one person is speaking louder than the other. Plus, a bonus of speaking softly is that the other person needs to lean in closer to hear you. Getting louder works well too, especially to wake up a conversation that’s started to lull too much. However, shouting too loudly might be overwhelming for someone you’ve just met—although it is a great way to create excitement once you’re in a relationship (imagine your partner declaring loudly how much they want to f*uck you)!



Unlike matching and mirroring, where you don't need to think about all four of these individually, with polarity, you do want to try different kinds of polarizing your voice to see if there's one that you particularly like, or that makes you feel like you are stepping more and more into your authentic flirty self. You will definitely want to try pitch, tempo, and volume.

Skill-Building Action Step: Whenever you talk with others, practice polarizing your voice quality with theirs (remaining within your normal speaking range). Remember to build rapport first, and follow the same principle of 5-7 minutes in rapport, 2-3 in polarity, and so on. Notice how they respond to you, and write down any interesting observations in your journal.

You are doing great!

Happy Flirting,

Liz



Day 15: Polarity

The Art of Creating Polarity with Words

Welcome to Day 15—you're halfway through! Pause to congratulate yourself on being awesome enough to have gotten this far. You are one of the dedicated few, and you are well on your way to getting your results!

Today, we are going to cover how to create polarity with your words, which includes teasing and banter, and disagreement. When you think of two people flirting by having a witty banter back and forth, this is what we're referring to. You will also learn how to disagree with someone's point of view in a way that builds, rather than kills, the attraction.

Teasing and Witty Banter

Flirting is all about play—remember our definition? (Flirting is playing with the idea of sex). Playing means being playful, and being playful often means teasing the other person, not in a mean way, but in a way that makes both of you laugh.

For some reason, this is the part of flirting that stresses people out the most. They think, "I could never do that. I don't come up with funny things to say on the spot like that."

First of all, so what? While there is a lot of flirting material out there that focuses on teasing and witty banter as THE WAY to flirt, by now I hope you realize that witty banter is a very small percentage of what's important in flirting; if you think of words as 7% of communication, and you are using both similarity and polarity to communicate, then cut that in half and you have 3.5%. So although we are going to cover it because this is a



complete guide to flirting, if you really aren't good at coming up with witty banter, it doesn't matter. Not only is it not the main part of flirting; it's not even an essential part at all.

Secondly, despite what you think, you probably DO think of funny, playful, witty things to say in the moment—when you're in the right state. And when you're flirting the way you're learning to do here, you will be in the right state.

It's very difficult to pull a funny line out of your rear and have it work. Most people who aren't professional comedians can't think of funny things to say on the spot. When I teach this part of flirting to clients, I often have to refer to comedians or past examples because I'm usually not able to think up anything particularly funny or clever right then and there. So don't put pressure on yourself to do something that most people cannot do anyway, no matter how good they are at flirting.

There have been times when I've been flirting with someone, though, and suddenly the perfect witty remark or come back just comes out of my mouth, and I think, "Geez, where did *that* come from? That was awesome!" These things happen in the moment, when you're being authentic, and you're in a playful mood.

For this reason, I don't like to give too much specific direction on this, because an inauthentic attempt at humor is much less attractive than authentic seriousness.

Here are a couple of guidelines, though, to help bring out your natural humor:



Exaggeration: This is when you exaggerate something that the other person is talking about. For example, if they say they made a “tiny mistake” at work, you can say, “How tiny? Like, a dust speck? Or a tiny island kind of tiny, where it’s really not that tiny?”

Blunt Honesty: This is when you speak something out loud that most people wouldn’t say, like calling out an elephant in the room. For example, if they say, “I feel like this shirt makes me look sort of chubby,” you can say, “I feel like that shirt makes you feel like you need to fish for compliments.”

Cliff Hangers: Just like TV shows end on a cliffhanger to create dramatic tension, you can also create tension (the good kind) by leaving them hanging. For example, if they say they want to know what your middle name is, you can say, “No, I only reveal that secret on a first date.”

Quotes Others: If you’re really not good at coming up with your own humorous things to say, you can use other peoples’ humor to make them laugh. DO NOT pretend they are your own lines—this is inauthentic and almost always backfires to make you look stupid. Instead, get to know the work of some of your favorite comedians or funny movies or tv shows, and then quote *them*. For example, “Well, you know what Louis CK says: divorce is always good news.” They will still give *you* credit for making them laugh. (By the way, if you need ideas for quotes, check out the Friday Funny posts on the Art of Flirting Blog).

Again, do not try too hard with this. It is better to be authentically serious than it is to be funny and fake. I had one client who was constantly screwing up his own flirting skills by trying to throw in fake, canned lines and jokes borrowed from pick-up artists (despite



being naturally funny himself). I had another client who had a very dry, serious demeanor, and yet attracted beautiful women, using the other skills in this book (and by using disagreement, which will be discussed in a moment), despite lacking any real sense of humor. Make sure to practice authenticity at all times. That said, get yourself in a playful state, you will likely surprise yourself with how funny and witty you truly are!

Disagreement

There are many people who enjoy lively discussions, and “get off on” having heated intellectual debates with others who have different points of view.

Just like agreeing with someone creates rapport, because you are discovering what you have in common, disagreeing with someone creates polarity, because you are discovering your differences. Just as agreeing with someone is not a technique to be done inauthentically, neither is this. However, if you do authentically disagree with what someone says, here is how to use that to build up polarity in a positive way, instead of offending someone or killing the interaction.

In this case, you don’t need to use the agreement frame (which is a way of maintaining rapport). You can simply state, with a smile on your face (so they know that you are not angry or being confrontational), that you disagree.

It’s also a good idea to pause before saying why you disagree or making any kind of counterargument. Otherwise, you could potentially come across as defensive or argumentative, which are not attractive traits, and might lead too far directly into the Fight Zone.



Instead, just say you that don't agree with their last statement, then pause to create tension. For example:

Person #1: I believe that a vegan diet is very healthy

Person #2: Oh, I disagree completely. (pause, while smiling).

The other person will likely want to fill the silent space you create, and will ask a probing question to find out why you disagree. That's when you can state your point of view. For example:

Person #1: I believe that a vegan diet is very healthy.

Person #2: Oh, I disagree completely (pause, while smiling).

Person #1: You do? How come?

Person #2: Because...(gives reasons why).

Throughout this process, you must continue to respect their MOW!! Otherwise, you will lose too much rapport to make disagreement work in your favor. If you start calling them names, insult them or their ideas, or say that they're being "irrational," "illogical," or "not listening," or similar types of accusations, then you are not respecting their MOW, and they will lose interest in talking with you. Remember, respecting someone's MOW does not mean you need to change or modify your own point of view; it means that *you maintain for respect for them as a person* even though they hold a different point of view than you.

It's helpful to think of this as debating different ideas, which can make a conversation very lively and exciting. One of my clients did very well with this, as he would often get



into political arguments with women, and by the end of their “discussion,” they would both be turned on! He was able to do this because he enjoyed the entire interaction, and did not resort to getting angry with these women, even when they had viewpoints that directly contradicted his own. In other words, using disagreement to create polarity is not complicated, but it does require a high level of emotional maturity.

If the conversation gets too heated, and starts to turn into an actual argument (not the sexy kind), then pause, go back into rapport, and suggest switching the topic. You’ll learn in more detail how to recover from going too far into the Fight Zone, as well as the Friend Zone, in a later section.

Whether you prefer teasing or disagreement is usually a personality trait; those who struggle with one tend to do very well with the other. Don’t feel like you need to develop a form of creating polarity with words that feels completely unnatural to you (although do practice both before deciding that you don’t care for one or the other—there is a difference between being uncomfortable with something because it’s inauthentic, and being uncomfortable because you haven’t learned how to do it yet). That said, you will want to find at least one of these—teasing, or disagreement—that you can work with.

Skill-Building Action Step: Practice teasing, and disagreement, to build polarity. Remember to establish rapport first, and go back and forth between similarity and polarity throughout the interaction. Write down any interesting observations in your journal.



Some people struggle with this if they are people-pleasers, or have a need to have everyone like them. While you don't want to be mean or cruel, don't be afraid of other's reactions to you asserting your own views (other people have "stuff" too).

Speaking your truth is an important part of being authentic. If being more polarizing in conversations brings up your stuff, then journal to help reach any relevant insights in order to help you let that go. Remember, you can always email me at <mailto:mLiz@artofflirting.com> if you need help.

Happy Flirting,

Liz



Day 16: Sexuality

3 Things that Sexualize an Interaction

Wow—you made it all the way through the sections on Similarity and Polarity, and learned how to use your body language, voice quality, and words to create both! By now, you’ve probably already noticed how people are responding to you differently; they are likely finding you much more interesting to be around than before (if not, don’t worry, there’s more to go).

You may have also noticed that, while your interactions are going smoother, they still might not be building sexual attraction yet. That’s ok. You’re right on track. The Dance of Attraction is actually not inherently sexual on its own; it can also be used (non-sexually!!) to attract clients, employees, employers who want to hire you, students, mentors, and even friends (although friendship tends to be mostly rapport based).

Effective parents—those who raise creative, intelligent, well-behaved kids—know how to do this to keep their children engaged and happily obedient. Heck, even animal trainers use a form of this to train their animals. In fact, most if not all interactions are going to have some combination of similarity and polarity to make it function, and it’s only a matter of knowing what kind of relationship it is to know how much of each other you need.

While the Dance of Attraction is not always sexual, flirting *is*. Flirting is playing with the idea of sex.



Therefore, since this is an eBook on how to flirt (not on how to make sales, lead your employees, or be a better parent or teacher), you'll need to know how to sexualize the Dance of Attraction, to make sure it goes where you want it to.

There are 3 things that will sexualize an interaction: Biology, Context, and Sexual Energy.

Biology: Your Pheromones

This is exactly what it sounds like; there are biology, chemical, hormonal processes at work when it comes to sexual attraction. When scientists have done research on what creates attraction, most of them research how these hormones work (which is a somewhat strange focus to me, since this is the one part of sexual attraction you have no conscious control over...but I digress). The main attraction hormones at work are called pheromones, and they are transmitted through scent. This is a very animal, primal, instinctual, and definitely unconscious process, and not one that can be altered. Pheromones are nature's way of making sure that you only mate with others who have distinct enough DNA and immune system responses from your own, so that you would produce healthy offspring.

This is why there is no such thing as a "foolproof" attraction technique (despite what some "experts" claim). If you don't believe me, try doing the Dance of Attraction with one of your siblings. Your sibling will have a really great time with you! But, it's very unlikely that they will suddenly want to jump your bones just because you did a little rapport, and then a little polarity, with them. That's because you and your siblings have biological signals set up to ensure that you don't end up mating.



For the same reason, you may also meet some people outside of your immediate family that you literally don't have chemistry with—as in, your hormones are telling you that mating with this person is not a great idea. While this usually isn't a problem, since you won't be attracted to them anyway, it's still worth mentioning, especially while you are practicing, because sometimes people forget that flirting is about mutually created attraction, and start treating it like a conquest to “get” as many people as possible. It's important not to take it personally if your attempts do not seem to work no matter what you do.

However, you must also realize that biology is on your side; creatures are designed to reproduce. You have potential chemistry with the majority of people that you'll meet; whether you both realize that or not, well, that IS up to you and your ability to flirt with them.

Biology: Your Health

There are other aspects of biology that create sexual attraction as well; however, unlike your pheromones and similar hormones, this part of it *is* under your conscious control. It's no secret that some people are considered better looking and more attractive than others. While you do not need to look a certain way to flirt and create sexual attraction, I would be remiss if I didn't address this part of sexual attraction. Looks do matter.

Luckily, you can change your looks. No, I'm not talking about plastic surgery. The facial and bodily features that we are biologically programmed to look for in a mate are all markers of good health and a strong immune system.



For example, those who are slim and muscular, and have symmetrical facial features, clear skin and eyes, strong, clear nails, shiny hair, and certain hip-to-waist ratios (0.7 for women and 0.9 for men) are considered more physically attractive than those who don't. That's because those who are in good health tend to exhibit these qualities. So, it doesn't matter what you were born with; you can become physically attractive by getting your health handled.

Please understand that when I'm talking about less-than-good health, I'm not talking about genetic or unavoidable diseases or conditions you may have, or have been born with. I'm talking about people who have "let themselves go." Those who take the best care of themselves possible, and who have certain diseases or conditions, or have scars, or are handicapped in some way, do not struggle with being physically attractive in the way that unhealthy-by-choice people do.

My friend Sean Stephenson, a motivational speaker and therapist who I used to work for, is 3-ft tall and in a wheelchair. His body is far from "ideal," yet he was able to attract many beautiful women, and is now married to his ideal match.

I have been wildly attracted to several men who had genetic conditions; one had cerebral palsy and permanently walked with crutches, the other had a skin condition that left red, raw, and peeling patches all over his body. Not only was I sexually attracted to them, I found their bodies beautiful. So if this is the case for you, do not worry.

However, if you are not taking the best care of your health that you possibly can, then you have no excuse for not liking the way you look. The clients that I've had that have



struggled with limiting beliefs about their physical appearance were almost always overweight and took poor care of themselves. No wonder they felt bad about their body—their unconscious was trying to tell them that it was time to get healthier!

I do not agree with the sentiment, that is becoming more and more popular, that “fat is beautiful too.” *Health is beautiful*. No one is saying that you have to look like an actor or a model, but if you are overweight, or have other issues that are the result of abusing or neglecting your health, you are not loving your own body as much as you could be by taking care of it. And if you don’t love your own body, you can’t expect others to want to love all up on it, either.

Also, not being in the best health and shape possible is a form of inauthenticity. If you feel fat and gross, well, you should know that your authentic self is healthy and slim and muscular and hot. Your unconscious is just waiting for you to do what’s necessary to have your physical form reflect the real you.

Here are some suggestions to help you get your health in order (Quick disclaimer: I am not a medical doctor, nor am I a nutrition expert. The following are merely suggestions to help empower you to find your own path to getting in good health and in good shape. Please consult an expert before taking on a new health regimen):

Body symmetry/realignment: There are many professionals, such as chiropractors, osteopaths, physical therapists, and other forms of body workers that can help you get an asymmetrical body back into realignment. There are some dentists and orthodontists who work with chiropractors and osteopaths on non-surgically realigning the face and jaw properly. Myofunctional therapy is another way to help improve your face



symmetry, even as an adult. I have personally gone through these types of treatments for jaw pain, and as a result, my face is now more symmetrical and my smile is prettier and more photogenic.

Health and weight loss: proper diet and exercise. I personally have found good results with a paleo approach. However, please do your research and find a diet and exercise program that works for you. A good diet should also clear up any skin, hair, and nail issues.

Hormone Balancing: Another thing to be aware of are chemicals in foods and beauty products that can mess with your hormones. Some have phytoestrogens that might lower testosterone, which can affect your libido, and can give men that “soft” look that so many men today have.

Skill-Building Action Step: Take a moment to write in your journal your health goals, and then take the first step to achieving each one (taking action on the first step creates momentum). Also, come up with a way to stick to your new, healthier lifestyle.

I encourage you to do what you can to get your health under control; you will be much happier, more confident, more energized, and have far greater sex appeal when you do!

Context:

The context of an interaction can determine how it is interpreted by the people having it. Sometimes, all you need to sexualize a conversation is to have that conversation take



place in a setting where most of the conversations taking place are going to be flirtations and sexual interactions. For example, bars, clubs, and singles events (such as speed-dating events) have a built-in expectation that, if you approach someone of the gender you're attracted to, your intention is to flirt.

Other contexts, such as at a work meeting, are inherently not sexual (at least, they're not supposed to be), so the same exact interaction in that context might be interpreted as you being "friendly" or "particularly feisty that day," but not necessarily as an attempt to flirt. We will cover how to choose more sexualized contexts, as well as how to sexualize neutral contexts, in more detail later on.

Sexual Energy:

This is the hardest one to define, because it really is "an energy." However, it is important, and it is one we will cover in a lot more detail later on, so don't worry if you don't understand it quite yet.

For our purposes, in this eBook, "sexual energy" refers to your own level of comfort with your sexuality, as well as the sexuality of those around you. An inability to get in touch with, and embrace, your own sexuality, will limit your "dances of attraction" to asexual types of interaction, and so you might get really good at sales (for example) but without opening up to this aspect of yourself, you will not be able to flirt.

Some people are very comfortable with their own sexuality. Others are not. Many of the people I've spoken to about this feel afraid to come across as "creepy" or "slutty." Does that sound familiar? These kinds of fears usually come from observing others who are



what I like to call a little too free with their sexual energy, and they tend to infuse an air of sexuality into everything they do and every interaction they have.

Being around someone like this can feel icky, and we think, “Well, I don’t want to be that person, so...” and then, as a result, most people don’t express any sexuality at all, and then they wonder why they always end up alone in their beds.

Whether it’s too much sexuality flowing, or not enough, both are a symptom of a lack of control over your own sexuality. This usually stems from sexual shame. Over the course of the next few days, we will be covering how to let go of that shame, and sexualize conversations in an appropriate and positive way (in a way that ensures you will NOT come across as creepy, slutty, needy, or desperate). Sex and sexuality is an important part of life, and an important part of your physical and emotional well-being. If this part of your life has been dormant, or less than satisfactory, it’s time to wake it up!

Happy Flirting,



Day 17: Sexuality

Letting Go of Sexual Shame

Welcome to Day 17! Today we are going to go into more detail about how you can process and let go of any shame you have around the area of sex. Even if you don't feel like you have any significant amount of shame in this area, do not skip this section. I didn't really believe I had any sexual shame until I started to dig deep enough, and then woah! I found plenty. Pretty much everyone has *some* amount of sexual shame to let go of, as even modern day society still shames sex and sexual urges.

Flirting is playing with the idea of sex, and you cannot play with something that you are ashamed of, or that you have any "stuff" around. This is because playing involves the attitude of experimentation that we talked about earlier, and a willingness to let things unfold as they may. If you are ashamed of, or scared of, any particular outcome (and these two usually go hand-in-hand), then you won't be able to let go enough to really play with the idea of sex.

Even worse, if there a lot of sexual shame present, then you, or a part of you, could self-sabotage your attempts to create sexual attraction with others. If most or all of your interactions end up being decidedly non-sexual, there's a good chance there's some shame around this area for you to let go of.

Another way that sexual shame shows up, oddly enough, is by being overly sexual. Much like the stereotypical guy with a small dick buying a loud motorcycle or sports car to compensate, those who are ashamed of their sexuality on the inside sometimes flaunt their sexuality on the outside as a coping mechanism.



You may recognize these extremes as being the symptoms of either too much similarity, or too much polarity, respectively, when it comes to failed attempts to create attraction. Any imbalance is usually rooted in some form of sexual shame. That's why it's so important to let it go.

Where does sexual shame come from?

Your sexual shame may come in many forms, from many different places, and you may have more than one root of sexual shame.

Sexual shame can come from growing up with, or being a part of, a religious or spiritual tradition that sees sex as dirty, sinful, or a distraction from more spiritual practices. Sometimes, religions shame sex in general, and sometimes they shame certain sex acts, such as sodomy, or sex with a menstruating woman. Even if you do not or did not agree with these ideas consciously, there can still be an unconscious internal conflict about sex if you were taught that it is a way to veer off of a spiritual path.

Furthermore, being part of a religious or spiritual tradition that shames certain acts, even if you do not engage in or desire those acts, can still make you feel somewhat ashamed of your own sexuality. For example, knowing that Christianity shames homosexual sex can sometimes make heterosexuals feel ashamed of their sexuality too, even if they do not desire homosexual sex, because there is a general sense that some kinds of sexual desire are "bad," making one question if their own desires are "bad" or "good."

Sexual shame can also come from parents, teachers, or other adults. Many adults are well-meaning and do not always realize what they convey to a child. Children are



sponges that soak up their parents' and caretakers' "stuff" and a well-meaning, appropriate comment or suggestion—for example, telling a 10-yr-old girl to put a top on before going outside to play— from a parent can become laced with shame if the child picks up on their parent's own sexual shame. Conversely, sometimes children whose parents are a little too free about sexuality (like parents who hard core make out in front of their kids because "sex should be no big deal") can also take on sexual shame due to the lack of boundaries.

Sometimes, parents can also place sexual shame on their children more indirectly by simply resisting the idea that their "little boy" or "little girl" is growing up and becoming a man or a woman. Even if these parents make an effort to teach their kids that sex is nothing to be ashamed of, the kids often pick up on the unconscious resistance the parents have to them becoming an adult, and will find ways to stay immature and childlike as an unconscious bid for parental approval. This usually includes stifling sexuality.

Sexual shame can also come from society, and from peers. You may feel like you didn't do certain things at the right time, in the right way, or at the right age. Maybe someone made fun of you, or your first sexual experiences were laced with rejection and heartbreak, or even emotional trauma.

Also, sexual shame could come from past sexual abuse or assault. If this is the case for you, I highly recommend that you find a professional to help you process your emotions around your sexuality. Digging into this on your own might bring up more "stuff" than you're willing or able to handle without guidance.



Although your own “brand” of sexual shame is unique to you, in general, women tend to feel more shame about their own bodies, whereas men tend to feel more ashamed of their sexual desires. For example, a woman might feel ashamed of having big breasts, and hunch over or try to hide them in big sweaters. A man, on the other hand, is more likely to feel “sleazy” or like a pig for admiring those breasts and thinking about what he’d like to do to or with them.

I often hear clients justify their romantic desires by saying things like, “You know, it’s not just about sex for me, I want to form a real connection, and maybe get married and have a family one day.” Or, “I’m not, like, obsessed with sex or anything. I just want to learn how to meet a *nice* person.” Although it’s true that they do want a relationship with a nice person, and maybe a family one day, statements like these are often laced with defensiveness from latent sexual shame.

Does any of this sound familiar?

Sexual shaming is so rampant in our culture that if you didn’t get it from one source, you probably learned it from another. Now it’s time to unlearn it.

The Sexual Mentalities of Expert Flirts

Just like there are certain confident mentalities that those who are good at flirting possess, there are also a couple of sexual mentalities that you’ll need to have. And, just like with confidence, don’t feel like you have to get rid of every last bit of your sexual shame in order to attract someone. The deeper forms of sexual shame you feel likely *won’t* get healed until you are already in an intimate, sexual relationship.



In order to flirt and create sexual attraction, there are really only 2 sexual mentalities you need to adopt (only 2, but they are big ones!)

Sexual Mentality #1: Sexual Congruency

Sexual congruency has to do with seeing yourself as a sexual being. This includes knowing that—and being ok with—your sexual desires for others.

Oddly enough, those who are creepy, sleazy, slutty, or easy are only that way because they are sexually incongruent—meaning, they are wanting sex, but pretending they don't, or vice versa. If you want sex, and own the fact that you want sex, you cannot come across as creepy to another person (unless they have a ton of their own “stuff” about sex).

There are many emotionally immature people who try to flirt under the guise that they are “just talking” and NOT trying to do anything sexual. This is inauthentic, unattractive behavior. That's not to say that you should walk up to someone and say, “Hi, I'd like to have sex with you.” It's to say that, when you do feel sexually attracted to someone, don't go out of your way to hide it or downplay it, either.

Sexual congruency starts with knowing what kind of sex life you want—before you even talk to another person that could be a potential sex partner.

For example, there is nothing wrong with coming from a spiritual tradition that teaches to wait to have sex until marriage. I have worked with clients who were virgins by choice for this reason—you still need to flirt to find your future spouse! The shame doesn't come from what the church or temple told you; it comes from *your own internal conflicts about it*.



I have also worked with clients who were not at all interested in marriage or monogamy, and wanted to “fuck a lot of people.” This is also nothing to be ashamed of, so long as you are not conflicted about it, and remember to practice ecology.

Flirting is playing with *the idea of* sex, and when you flirt with someone, you are playing with the idea of having sex with them. How and when that sex happens is up to you, and flirting does not bind you into any sexual contract or obligation.

Sexual congruency is knowing that: *Yes, I have sexual desires; they are a part of being human. I choose to exercise my desire for sex in the following way: [whatever your ideal sex life is].*

Whatever your beliefs about sex are, and however you’d like sex to be present in your life, I’d like to offer you the idea that there is nothing wrong with your sexual desires.

Remember the polarity section about sexual tension? Those who are good at flirting enjoy the tension created by polarity. They also enjoy the anticipation created by a build-up of sexual energy—and relish the idea of waiting (whether several minutes or several years), because waiting just makes the sex that much better when it does happen. Those who are not sexually congruent, on the other hand, tend to experience impatience and sexual frustration where others experience a pleasurable building of energy.

If you are experience negativity around your sexual desires, the solution is not getting sex more often or more immediately; it’s getting rid of your shame and internal conflicts.



Sexual Mentality #2: Sexual Compassion

Just as there is nothing wrong with your sexual desires, there is also nothing wrong with the sexual desires of others, even when they are (gasp!) directed towards you. Those who are good at flirting are able to notice and take pleasure in another's desire for them.

Sometimes, people don't even know or believe that someone else could find them attractive. They are so stuck in their own "stuff" that they do not even recognize another's attraction. This is a problem, since it doesn't matter how well you create attraction in another person if you don't even know it's happening.

I remember one man who emailed me and asked for my female opinion on a woman who he said "had been acting weird." When he described his interaction with her, it was clear to me that she had been interested in him. When I said as much, he responded with, "No, that's not possible. Women don't find me attractive. Seriously, though, what was *up* with her?" Sigh...

If you have any limiting beliefs about yourself as someone that others don't or won't find sexually attractive, it's time to let that go.

Even for those who do recognize when others are attracted to them, they sometimes find this repulsive, or even threatening. Another's desire is, for some reason, a tough pill for some people to swallow. Many of us unconsciously take part in the sexual shaming of others by making them feel wrong for being interested in us, especially when we don't return those feelings.



Some, especially those with a past of abuse, or a lot of sexual shame, feel threatened by another person's sexual desire for them. It's important to distinguish between sexual interest in you and a sexual threat *to* you.

A person is a sexual threat when they demonstrate that they do not respect your boundaries. For example, if a man approaches a woman at a bar, and she says she's not interested in talking to him, and he does not at that point leave her alone, he has just demonstrated himself to be a sexual threat. This has to do with his violation of her boundaries; NOT his sexual desires.

There are some "experts" out there who teach men to "push past" a woman's "defenses." This is offensive, misogynistic, and promotes rape culture—which is a culture that makes rape and sexual assault ok, or somehow sees the victim as at fault. So, let me be clear: those who are good at flirting always respect others' boundaries, and, while they might sometimes inadvertently make someone uncomfortable, do not push, insist, or ignore the wishes of others. You cannot "play" unless you are playing safely. We will cover boundary setting in more detail in a later section.

However, sexual interest in another—even you—is natural and normal and part of being hot. If you've failed to generate sexual interest up til now, it's very likely that there's some part of you that is afraid of what will happen when you are regularly meeting people who really do want to have sex with you.

I know that might sound strange, but I can't tell you how many of my clients have often expressed how much they wanted to learn how to flirt, only to be shocked and terrified when "it actually worked!" I remember one man, after flirting with a woman in the



waiting room of his dentist's office, calling me up and saying, "What was she doing, flirting back with me?! I was just trying to practice."

We are in Day 17 already, and pretty soon, you're going to start practicing your flirting skills with other people more and more; be prepared for what a successful outcome will mean for you. :-)

Sexual compassion is recognizing and having compassion, rather than judgment, for those who desire you. This has nothing to do with how you feel about them; this is simply a recognition that they are ok for feeling the way they do about you. In fact, you might even decide to realize that it means they have pretty good taste!

Skill-Building Action Step: Journal about your sexual shame, and how you can let it go to practice sexual congruency, and sexual compassion. Answer these questions:

- What kind of sex life do I want?
- Do I believe I can have that and be a good person?
- Do I believe that I can find others who will want to share that with me?
- Do I believe that I can be attractive to another person?
- Am I at all threatened by the idea that others might find me sexually attractive?
- Am I at all threatened by the idea that more people will find me sexually attractive if I continue on this path?
- Am I ready to attract sexual partners into my life, and/or make the kind of sex I want to be having into a reality?



For most people, this is a big one! As always, I'm here for you— please send me an email (Liz@artofflirting.com) if this brings up your “stuff” in an intense or overwhelming way.

Happy Flirting,

Liz



Day 18: Sexuality

Flowing Sexual Energy

Welcome to Day 18! Now that you know the two sexual mentalities you will need to adopt, sexual congruency and sexual compassion, you're ready to learn how to flow sexual energy. Sexual energy is one of the 3 ways that you can sexualize an interaction, and it is the most potent, and the most necessary, part of doing so. Context and biology (the other two) will not do much for you if you are not flowing your own sexual energy. What is your sexual energy? In this eBook, it refers to your own level of comfort with, and your ability to express, your sexuality to others.

The way that you can bring that side of yourself out is to work with your chakras. Chakras are (real or metaphorical) energy points in the body; there are 7 chakras. The 2nd one is considered your sacral, or sexual chakra; that is the one that you will flow sexual energy from.

Now, you may or may not believe in chakras, and you should know that, to make this work, it doesn't really matter. There has been no hard scientific evidence that chakras are *real,* and I sometimes question how they work myself.

What I do know is that flowing energy from your chakras works for what we are doing, either because chakras really do exist, or because this is another version of the "just pretend" technique hard at work. Either way, this is the best way I've found for people to begin to bring out their sexuality in a comfortable, non-threatening or overbearing way.



Let's look at the chakras in more detail so you can understand how we are going to work with them:



The first chakra, at the bottom, is your root chakra. It's represented by the color red. Your root chakra deals with your basic survival needs. Oxygen, water, food, shelter, health, and money, and a stable home life all relate to this chakra.

The second chakra is your sexual chakra. It's represented by the color orange. Your sexual chakra relates to your sexuality and your creativity.



The third chakra is your solar plexus chakra. It's represented by the color yellow. This chakra relates to your personal power, and your ability to manifest thoughts and dreams into reality.

The fourth chakra is your heart chakra. It's represented by the color green. Your heart chakra relates to love, intimacy, and relationships.

The fifth chakra is your throat chakra. It's represented by the color blue. Your throat chakra relates to communication and expression.

The sixth chakra is your third eye chakra. It's represented by the color indigo. Your sixth chakra relates to your intuition.

The seventh chakra is your crown chakra. It's represented by the color purple, and white light at the top. Your crown chakra relates to your spirituality and your higher self.

Even if you don't believe in chakras, you can't deny that these are all different aspects of you and your life. To give you another idea of how much sexuality is shamed in our society, take a look at the seven chakras, or seven areas of your life.

What would happen if you told any of your friends that you were going to develop yourself in one of these areas? For example, what if you told others that you were working on growing and managing your finances better? Or getting your health in order? What about learning to be more powerful in your life? Or more open and loving? What about learning to express yourself better, and improve your communication skills? Getting in greater touch with your intuition? Becoming more spiritual?



My guess is that most people in your life would be very supportive of any of these endeavors, or, even if they called you “hippy” or “woo-woo,” I doubt anyone would heavily shame you or tell you that any of those are “dirty” things to do.

Now, what if you told people that you were developing your sexuality more? Eek, that seems like a really awkward thing to even *do*, and certainly you wouldn’t want to tell anyone about it! But why is that? Why should one area of your life be considered dirty, shameful, and wrong, while all the others are considered positive? It doesn’t make any sense. Your sexuality is just as important as the other areas of your life.

The way to flow energy is simple. First, stand up straight and tall (get into a confident posture), and feel your feet rooted into the ground. Imagine that energy is pouring up into you from the earth and into you through your root chakra. You can also imagine a white light coming down in from the top of your head, your crown chakra. This way, you are only channeling energy, and not accidentally depleting your own resources (even when working with chakras metaphorically, it’s still important to do this step, because feelings of depletion or draining can have a negative effect on your emotional and physical health).

Now, imagine that those two meet in the middle, and you are able to flow loving energy out from your heart.

When you do this for sexual energy, you will practice mixing sexual energy with heart energy. Sexual energy alone can be too intense or raw. Start by imagining that you are flowing energy out from your heart chakra. After a minute or two, imagine that you are



also flowing energy from your sexual chakra. You can flow both, or one or the other. Take note of how each one feels.

Skill-Building Action Step: Practice this now. You may want to stand in front of a mirror so you can see any small shifts in your physiology. First, imagine you are flowing love out from your heart chakra. Then imagine you are adding sexual energy from your 2nd chakra. Now, stop the flow from your heart and notice how that feels. Now add the heart energy again. Conclude by bring the sexual energy back in, while keeping your heart open.

DO NOT DO THIS WITH OTHERS YET. For right now, only practice on your own, to get a sense of how this feels, and how this affects your state and physiology. Even the most subtle shifts make a difference. In the next section, we will cover boundary setting, which is important to know before going out and flowing your sexual energy to other people, and having them potentially flow you some back.

However, it is totally fine to flow heart energies and higher in the outside world at this point (those energies do not potentially attract drama or intense situations the way the lower chakras do), so keep your heart open!

Happy Flirting,

Liz



Day 19: Sexuality

Sexual Boundary Setting - Keeping Things Safe for You and Others

Welcome to Day 19! Today you're going to learn how to set proper sexual boundaries. This is important to keep you safe, and to keep you from ending up in uncomfortable situations, or from making others uncomfortable. Also in this section, you will learn how to decline a date, or someone who is interested, without being mean, cruel, or cold to them (in fact, half the time they won't even notice it's happening! They will just think something "shifted"). You'll need to know this skill before you go out and flow sexual energy to others, since this is what keeps you from overstepping any boundaries and becoming *that person* that's making everyone else squirm (not in a good way).

Boundaries are also especially important when it comes to ecology, and context. There are some places and people with which you do not want to be sexual. If you have had an excess of polarity in your past, this is a good skill to learn, as those who live too far on the polarity side of the scale sometimes tend to sexualize every interaction. For those of you who have been spending too much time in the Friend Zone, this is important as well, because it will allow you to feel comfortable knowing that you are not crossing any lines as you let your sexual self come out to play.

Setting these kinds of boundaries are also important because you don't want to be "stuck" talking to someone you're not that interested in, when meanwhile there's a hottie over there that you could be talking to. In this section, you'll learn how to be talking to only those that you want to, without being rude.



Setting Sexual Energy Boundaries

There are many ways to set good boundaries. In most cases, good boundary setting involves being very direct and firm. We will cover how to do that when necessary. In most cases, you will not need to set an overt boundary. This means that you can go out and enjoy yourself getting to know people, and can talk with and flirt with many different people openly, and still maintain good boundaries *without* having to constantly tell people to give you more space, or that you're not interested.

This is a tough balance to maintain—being open and friendly, without inviting in too much unwanted sexual attention. However, by learning how to set energetic boundaries, you will be able to do just that. Another way to think of an energetic boundary is an inferential boundary; just as you can do the Dance of Attraction, and flow sexual energy, to create sexual attraction, you can do certain nonverbal things to deescalate and dissolve any sexual attention that is coming your way, that you're not interested in.

If you are not interested in someone, do not flow any sexual energy in their direction (do keep your heart open though). If you lose interest in someone that you have been flirting with, pull back the sexual energy you have been flowing to them immediately.

When Should You Set an Energetic Boundary?

Set a boundary any time that you feel uncomfortable, or lose interest in someone. If you've been flirting for half an hour, and suddenly they say something crazy that turns you off, set a boundary and turn the interaction back into a friend's only interaction, then politely excuse yourself.



Also, set an energetic boundary if it turns out they're already in a relationship. For example, I once started flirting with a man at a party, and we chatted for about 5 minutes before he said, "Hey, now that my wife's out of the bathroom, I really want you to meet her." Because of both the subtle way I had started off the flirtation (which you will learn in a later section), and my ability to stop the flow of my own sexual energy, the interaction went immediately into a more comfortable, friendly chat between the three of us, and they were none the wiser.

Again, there is nothing wrong with flirting with someone for a little while, and then changing your mind about how you feel about them, and going to flirt with someone else. Flirting is not a contract that you sign with anyone, not even an "implied" one. However, if you flow sexual energy *to more than one person at a time*, (unless you're all in bed together), you will run the risk of being perceived as sleazy or flaky. This is true, oddly enough, even in contexts where polyamory is accepted, because in general, people want to know that you want to get to know *them*, and are not just looking for anything with a pulse to get off on.

Forcing the Friend Zone

Just as you can use what you've been learning in this eBook to get out of the Friend Zone, you can also get yourself into it with those that you do not want a sexual relationship with. 99% of the time, this will work to dissolve the sexual energy, and you will not even need to say anything; they will probably decide that they "didn't have any chemistry" with you.



When I first started writing dating advice and working as a dating coach, I worked for my friend Sean Stephenson (he's still doing great things - check out seanstephenson.com).

During my time working for Sean, I accompanied him to many events where there were a lot of pickup artists (and pickup artist wannabes) attending, and I would often be one of the only women there. I wasn't interested in dating any of these men; I found most of their routines tired and cheesy. However, because I was there as Sean's guest, I couldn't just go around telling everyone to f— off, because that would make Sean look bad (as well as myself).

Instead, I used the technique that I'm about to teach you: forcing the Friend Zone. I also sometimes refer to this as “extreme rapport.” I acted so similarly to these men that inevitably they would go from trying to pick me up to discussing business ideas with me like a friend. Often, they would even point to other women in the room and say, “So, what are your thoughts on how I could pick her up?” These weren't just ploys to make me jealous; I could feel that they could feel that they could not create attraction with me, because I would not “dance” with them, and they'd give up and give in to the friendship vibe that was there. So, no unwanted sexual energy, and no need to be rude. How does “extreme rapport” work? Take a look again at the Dance of Attraction graph:





Too much similarity, and not enough polarity, puts you in the Friend Zone. So, if you keep acting similar enough to them, it will likely turn into a friendly, non-sexual interaction. Extreme similarity means matching and mirroring physiology, voice quality, key words, and acting as similarly as you can to them without making a fool out of yourself copying their every move. It also means splitting things 50/50 (like the tab) and not engaging in any date-like behavior.

People like being in rapport, and naturally want to get in rapport with those around them, so most people will unconsciously go along with you, and then wonder why the flirting “doesn’t work” or assume that they have no chemistry with you.

This is a simple concept, and yet, it’s been a one difficult for many people to put into practice, not because it is complicated to do (it’s actually very easy), but because people often have some unconscious resistance to fully committing to de-escalating the sexual energy.

For example, I taught this to one woman who was trying to figure out what to do about a man she had made friends with, that she wanted to keep as a friend, and that was interested in dating her. The next time I talked to her, she said it didn’t work. When I asked what happened, she said, “Well, he was teasing me, so I laughed and told him to stop, and then he bought me dinner...” Ok, stop. I explained to her that she was not doing the technique. She blushed and said, “I know, I know I didn’t totally do what you said to do, but he really wanted to pick up the tab...”

Even if we aren’t really interested in someone, most people still really enjoy soaking up some sexual attention (and maybe getting a free dinner). If you’re going to make this



work, you need to let that go. You can force the Friend Zone, but you can't force the Friend Zone and have him pick up the tab, open the door for you, and bring you a rose, at the same time. You can force the Friend Zone, but you can't force the Friend Zone and have her come over later for sex when it didn't work out with someone else.

Remember to practice sexual congruency. That means that you're either going to pursue a sexual relationship with someone, or at least flirt with them (play with the idea) to see if it's a fit, or you're not going to be sexual with someone. If you know that you are not interested in someone, or it would not work for some reason (like they are taken), then do not waste your time flirting with them; look for willing partners that can actually progress somewhere.

Setting a Direct Boundary

Once you've forced the Friend Zone, if you are enjoying the more friendly conversation, stay in it for awhile. Just as there is no need to stay in a conversation you're not enjoying, there's no reason not to leave a conversation that you are. Even if this person isn't going to become a lover, you never know who they could become in your life. Maybe they will help you advance in your career, become a really good addition to your group of friends, or even end up introducing you to potential romantic partners.

In many ways, when it comes to meeting new people, friendships are actually harder to form than romantic connections—if you have the opportunity to make a new friend, don't squander it for the sake of flirting with someone 15 minutes sooner than you would have anyway.



If you don't want to keep talking to them, or you feel like the friendly conversation has run its course, then you can politely excuse yourself. I usually find that sticking my hand out and saying, "It was really nice talking with you," when there's a pause in the conversation, is a clear, yet kind way to end a conversation. You can also say you want another drink, bite, or to catch up with others for awhile. Most people really don't take this kind of thing personally, and it will not be a big deal.

"Extreme Polarity"

In the rare case that someone does not respond to your attempts to force the Friend Zone (remember, people will do what they want, and some have a very clear agenda that they are intent on carrying out), nor do they listen to or respect your attempts to end the conversation politely, then you need to get forceful and firm. In other words, no more Mr. Nice Guy (or Gal).

This will hardly ever happen. However, it has happened to me on occasion, and when it has, I have gotten right back in their face. You need to be willing to do the same if it comes down to that.

Those who are aggressive and disrespectful will often say mean or manipulative things to get you to feel bad for not being interested in them. For example, one night I was out with a girl friend I hadn't seen in awhile, and we were in the middle of catching up, when a guy, uninvited, sat down at our table. At first, we were friendly, but after a few minutes, I told him that we were having a private conversation and asked him to leave our table.



He said something like, “What, you’re not open to meeting new people? Why are you so closed off?” This is exactly what I mean when I say these kinds of people will be very manipulative. It is not worth defending yourself to them; that is what they want, because it’s how they keep you engaged with them. Instead, continue to state what you’ve asked them to do. I responded with a more firm, “I asked you to leave us alone. Please leave our table.”

He looked right at me and said, “Wow, you’re kind of a bitch.” Without blinking, I said, “Great, I’m a bitch who is asking you for the 3rd time now to leave our table.” He rolled his eyes, and left. If he hadn’t, I or my friend would’ve gotten the bartender to kick him out of our table.

You have to be willing to deal with the occasional crazy who doesn’t get it. That’s ok. Stay in public places, around other people, and guard your drinks and personal belongings, and you will not end up in any serious danger. Do not let these kinds of people intimidate you from enjoying yourself flirting and finding love.

Again, these people are few and far between, and totally not worth it. Yes, he left thinking I was a cold bitch. So what? I know that I’m not, and I know that, given his behavior, his opinion of me doesn’t count for much.

Also remember, perception is projection. If you are finding yourself in a lot of dramatic or even violent confrontations, check to see what you might need to heal inside of you. While violence or assault is NEVER your fault, it’s still a good idea to practice behaviors that help you avoid conflict.



3 Steps to Getting Rid of Unwanted Sexual Attention:

1. Stop the Flow of Sexual Energy

Pull back any flow of sexual energy to that person or in that direction. Keep your heart energy open.

2. Go into Extreme Rapport

Match and mirror them as much as possible without it becoming too unnatural or inauthentic, and maintain a buddy-buddy attitude.

3. If That Doesn't Work, Set a Firmer Boundary

Start off by politely and clearly stating that you're not interested in talking right now. Continue to get as firm as necessary until they either leave you alone, or some other authority figure forces them to leave you alone.

Over the next few days, you are doing to be practicing going out and flirting with others and flowing sexual energy, as well as using other ways to sexualize the conversations. Keep these techniques in mind if things go in a direction that you don't want them to go in.

Remember your ecology, and do not continue to pursue anyone who is not interested or available to you, either. This practice will give you the security and peace of mind you need to safely venture out into new, more exciting territory in the days ahead.

Happy Flirting,



Day 20: Sexuality

Sexual Contexts

Welcome to Day 20! You're 2/3rds of the way there!! Today you're going to learn how to choose the right contexts for flirting, as well as avoid the wrong ones. Although flirting can happen anywhere, there are some places and contexts that are much more conducive to flirting than others. As discussed in Day 16, context is one of ways that you can make sure that your Dance of Attraction with another person is a sexual one.

Most of the time, when someone is creepy or gives off an "icky" vibe, they are flirting in the wrong context, making those around them think, "Ugh, not now..." Choosing your contexts wisely will allow you to avoid this.

In this section, you will also learn how to prepare yourself and your immediate environments to give you the best chance at flirting success.

A context is defined as "the set of circumstances or facts that surround a particular event, situation, etc." The set of circumstances under which you flirt will heavily determine your success with it.

Excellent Flirting Contexts

Contexts that are excellent for flirting--in that, there is a natural expectation that people will be flirting there-- are most social contexts. In particular, bars, clubs, parties, meetups, and singles events.



Some people have a lot of success at bars and clubs, and others are not comfortable there. Many people complain about bars and clubs; however, the truth is, many people who are out at these places are looking for people to meet and flirt with. Your success with bars and clubs--as well as any venue--has to do with how much you enjoy it. If you don't enjoy bars, that's probably not a good place for you to be trying to attract someone. However, if you do enjoy going out to these places, and haven't had much success yet, in a later section you will learn more about how to approach people.

Parties, especially those hosted at someone's house, is a great way to meet new people to flirt with. As a house party, usually someone knows at least one other person there, so you have the perfect mix of new faces and the ability to be familiar with the people there.

Many people meet their mates through friends. That is how I met my fiancé. If your friends don't throw a lot of house parties, then maybe it's time that you started hosting a few!

Meetups (check out www.meetup.com for local groups), and other similar kinds of events that are organized around a common interest or hobby, are a great way to meet people. Some meetups are more social than others, so if one or two aren't that great, don't give up. I've made most of my local friends through meetups. The great thing about this kind of event is that you already know you have something in common with the people there, so you have some built-in similarity right out of the gate.

Singles events can be hit or miss when it comes to meeting anyone you'd want to date; the one thing they are great for, no matter what, is practicing your flirting skills! At a



singles event, pretty much every interaction is expected to be a flirtation of some kind, since everyone there has the relatively the same goal.

Good/Neutral Flirting Contexts

Most places (except the ones listed below) are good, or at least neutral, when it comes to flirting. Any time you are out and about in the world, like the grocery store, coffee shops, book stores, malls, airports, personal development seminars or courses, the gym, waiting in line somewhere, or anywhere else in everyday life can be a good opportunity to flirt if you happen to be near someone that you'd like to meet. In a later section, you will learn how to approach strangers in a friendly, non-awkward way, to start conversations.

Although these types of places can really lend themselves to meeting people in a comfortable setting, because they are not inherently sexual, you will need to flow more sexual energy to make it clear that you're flirting, and not just being friendly.

Difficult Flirting Contexts

There are some contexts that are more difficult to get a good flirtation going. You probably want to avoid trying to flirt with people when you, or they, are rushed, or busy. Sometimes people ask me for a technique to flirt with the barista, bartender, or waiter that's slammed with 50 tables. These people have too much on their plate to properly flirt back with you, and will likely see your attempts as a disrespectful or annoying distraction (even if they would have otherwise been interested). The "technique" is to find someone who is going to be able to find the time to flirt with you,



or come back when they're not so busy and would have time to stop and chat at your table for awhile.

By the same token, I do not recommend trying to flirt with someone who has their nose buried in a book, or is plugged into a computer or cell phone, especially if they are wearing headphones. These people are not looking for social interaction right now.

Inappropriate Flirting Contexts

There are three main contexts where I do not recommend flirting, not even for practice. The first one is at the workplace, with co-workers, employees/employers, and/or clients. At best, this could come across as unprofessional behavior; at worst, you could end up with a sexual harassment lawsuit on your hands.

If there really is someone special that you know from this context, make friends with them first, and then test the waters by flirting with them outside of the workplace. Be aware that you are taking a risk, so make sure they are worth it!

The second context is with someone you know is in a monogamous relationship already. It doesn't matter if it is a good relationship or not, or if they flirt with you or not--flirting with someone who is unavailable is asking for drama and heartache. If they really are meant to be with you, they will figure that out much faster if they see that you're moving on and not hanging around while they "figure things out." There are plenty of available people you could be attracting right now.

The third context is with anyone under the legal age of consent. Do not flirt with children or adolescents--not even for practice, and not even if they seem really mature



for their age. Not only is this not ecological, having a sexual relationship with a minor can get you thrown in jail. Stick to those closer to your own age, and who are mature enough to be an appropriate partner for you.

Check and Change Your State

With any context, make sure that you are in the right state before proceeding. It doesn't matter how ripe a particular venue is if you walk in there anxious, bitter, or stressed and burned out after a bad day. If necessary, use one of the instant state change techniques described in Days 2-4 to get into a more positive mindset.

Relationships take time. If you can't make time to go out to a place where you might meet someone at least once a week, there is no way you'll have time for anyone else meaningful in your life. Start making room for your future relationship(s) now by making time to meet new people to flirt with.

Skill-Building Action Step: Check out local events and venues that you could visit to potentially meet people. Make some time in your calendar for these (you will need many opportunities to practice for the upcoming days, so might as well get them on your schedule!)

Sexualizing Your Appearance

You create your own context too, wherever you go, by how you present yourself to others. A tight dress or nice shirt sends a very different message than an oversized sweatshirt.



Go through your closet and clean out anything that doesn't make you look great. While you don't need everything you wear to scream "I'm fuckable!" you do want to look stylish. And you will want to find some clothes that are specifically designed to make you look sexy. Check out my friends Joui and Jamila at www.badassbeautyschool.com (for women) and www.rockstarattraction.com (for men) for more style tips.

Also, how sexy your body is will determine how sexual others will want their interaction with you to be. Earlier we talked about how important it is to get your health in order. How are you doing with that? I hope you've been keeping up with your new healthier habits!

Now, take it one step further: what could you implement that would make your body not just healthier, but also sexier? Although these two things are closely related, it helps to think of getting a sexy bod (as opposed to hiding from your own sexiness under the guise of good health). Tight, firm, muscular bodies are sexier than those who are flabby and weak. When you get in good shape, you automatically create a more sexual you as well.

Skill-Building Action Step: Write down your style goals, and refine your health goals, if necessary. Clean out your closet and start taking steps to making yourself look sexier!

Preparing Your Own Environments

As part of getting things in the right context, you'll want to prepare your house, car, and any other space that you frequent and would potentially bring a date to. You never know what will happen, and nothing kills the mood than coming back to a place that reeks of dirty dishes, socks, and pet litter that desperately needs changing.



Keep a tidy home and car. Your environments don't need to be 100% spotless all the time, but they do need to reflect the fact that you're an adult who knows how to take care of yourself. Keep your place clean. Keep the floors and sitting surfaces (like the couch and bed) clear of clutter.

It's a good idea to have some light food and drinks in case you want a late nights snack. Also, keep an extra toothbrush, clean towels, and condoms (or other birth control of choice) handy--you never know when you'll have an overnight guest!

Seriously, do not put this off with some BS excuse about how it won't happen for you anytime soon--that's defeatist "stuff" talking. Expert flirts expect, and are prepared for, their flirtations to be successful enough that they will have regular guests (even if you are not planning on having sex until exclusivity or marriage, you still need to be prepared to have people over to continue your great conversation after all the bars have closed).

Skill-Building Action Step; Clean your home and car, and prepare your home to have regular overnight guests. It's going to happen sooner than you think!

Happy Flirting,



Day 21: Sexuality

Sexualizing Your Communication: Body Language

Welcome to Day 21! Just like we did with similarity and polarity, over the next three days, you will be learning how to communicate your sexuality with your body language, voice quality, and words. Because you've already become an expert at using these different ways to communicate by now, this should be very easy for you.

As we covered before, body language is over 50% of your emotional communication. When you communicate sexuality, what feeling and emotions are you communicating? If you said, "desire, horniness, and/or attraction," all of those are great answers.

Those who are good at flirting are not afraid to show their desire for someone; in fact, this is all part of the fun! Remember, sexual congruency: your sexual desires are valid, regardless of what you do with them.

When you are flirting, you will be focusing mostly on dancing between similar (rapport) and polarizing body language; however, you will need to know how to make both of those sexy in order to ensure that they pick up your non-verbal signals accurately.

Sexy body language is not something to be forced or imitated; it comes naturally from you when you are in the right state. Earlier in this eBook, you practiced getting in touch with certain positive states. Now you're going to do that again, except we will focus on more sexualized states.



Before you bring your sexy body language out into the world, you can try it on in the comfort of your own home. There is no right or wrong way to do this; you will, however, need to become comfortable with letting go of any attachment to being in control, and allow yourself to play and have fun.

The way to open up to your sexy body language is to dance (I mean that literally now!). You don't need to look a certain way when you dance, or perform any certain moves. No one is watching you anyway, so it doesn't matter. The only requirement is that you really let go and enjoy yourself with this.

If you are one of those people who "doesn't dance," then may I humbly suggest that you pull out the stick you've had up your you-know-what and make today the day that you start. It really doesn't matter if you do it well; this is about learning how to access a certain state that will make flirting much easier and more successful for you.

You're going to do a few different kinds of dances, so pick out a song that you really like, and let's get to it!

Skill-Building Action Step: Put on a song you really like and, for 1 minute, dance like you hate this assignment and you think it's really stupid.

Got that all out of your system? Good. ;-)

The next dance will help get you loosened up and having fun.

Skill-Building Action Step: Play your favorite song again and, for 2 minutes, dance like you just won the lottery and you're celebrating and having the time of your life. Really go all out!



That was fun, wasn't it? Now, you're going to dance one more time, and this time, you're going to do a sexy dance. Even if you don't think you know how to do a sexy dance, just "pretend" and make one up.

Skill-Building Action Step: Play your favorite song again and, for 3 minutes, dance your sexiest dance. Keep the same open, fun energy that you had in the last dance. Shake that thang!

Whew, you did it! Don't worry, you won't have to go out and do that in public if you don't want to. That was just to shake loose (literally) any tension you have around moving your body in a sexier way.

To bring your sexy body language out in the world, while flirting with others, you're going to do a technique that you've already come to know and love: the "just pretend" technique.

Skill-Building Action Step: Go out to an event or venue where you will have an opportunity to flirt with others there (refer to Day 20 for ideas on excellent flirting contexts), and while you're there, pretend that you're the sexiest person in the room. Remember to practice all other flirting techniques that you've learned up to this point, as best you can. Write any interesting observations in your journal.

And remember to have fun with this!

Happy Flirting,

Liz



Day 22: Sexuality

Sexualizing Your Communication: Your Flirty Voice

Just as you can have sexy body language, you can also develop your sexy, flirty voice. Everyone has a flirty voice, and today you're going to find yours.

Have you ever heard someone, when they're flirting, subtly shift the way they are talking? Something happens to their voice, and it's hard to quantify, but you can tell that they're flirting now.

You can find your flirty voice by "just pretending" to have one. Everyone's authentic flirty voice will be a little different. You will find yours by saying a few sentences, right now, in a flirty voice. For the purposes of this exercise, exaggerate to really help bring out this aspect of your voice. It will naturally back off later on when you're out flirting with others.

Skill-Building Technique: "Just Pretend" that you are heavily flirting with someone you desire a lot, and say, in your best flirty voice (do your best and make it up--it will come out naturally), the following sentences. Try to make them sound as suggestive as possible:

- "Come over here and help me with this heavy box."
- "I like your tattoo."
- "It's so hot out today!"
- "Those cookies look yummy."



If you feel silly, that's just tension releasing; you sound a lot sexier than you might think you do!

Happy Flirting,

Liz



Day 23: Sexuality

Sexualizing Your Communication: Sexy Topics, Jokes, and Innuendos

Although most of your sexuality will come out in your body language and your voice, you can also be more overt and talk about sex, or at least imply it, with what you say. For those who need a things to be a little extra obvious to know that someone is flirting with them, these are a great tool.

Just like with teasing and banter, do not force these; let them come out naturally if and when you think of them, and you feel like you could say them without it being taken the wrong way.

I suggest waiting to make a sexual comment until you've been flirting for awhile, and have established rapport, as well as gone back and forth between similarity and polarity a few times. Starting in with saying something sexual too early can make things awkward or turn someone off.

Sexy Topics

People tend to talk about what's on their mind, and if you've been flirting for a bit and it seems like things are going well, then what you both probably have on your mind is sex. After all, that's what you've been playing with the idea of for awhile now!

It's natural for people to talk about sex and sexual topics when they are attracted to each other; for example, even if you're not ready to come right out and say, "I'd like to go down on you," you might feel comfortable enough to mention how much you like



giving oral sex in general, in the hopes that they will start fantasizing about doing that with you, too.

Again, don't force these topics. If one person is talking about how much they like spaghetti, and you respond by talking about your favorite sexual position, you are ignoring the natural flow of conversation and thus breaking rapport.

However, if there is a natural transition into what could be a conversation about sex, don't avoid it--go with it. It will serve you well in the short and long run.

Sex Jokes

Sex jokes are a great way to break tension and get people laughing. They also are a good way to get someone thinking about sex without being too direct about it. Sex jokes also create polarity (remember the section on teasing?) so they can help keep things exciting and fun.

When thinking of, or picking sex jokes to tell, it's less risky to stick to ones that are more clever and light-hearted; the really vulgar ones might offend some people. It's also better to stick to jokes that suggest positive, consensual, enjoyable sex (misogynistic and rape jokes can put people in a negative state).

Innuendos

Innuendos are any comment or phrase that sounds sexual even though it's said in another context. For example, "You can come in the back door" is an innuendo, because



the phrase suggests two different things (entering into a building through the back door, and anal sex).

Innuendos tend to happen naturally in speech sometimes, and you will unconsciously choose some very interesting phrasing when you have sex on the brain! Utilize it to make you and your flirting partner laugh.

Skill-Building Action Step: Go out and practice layering in sexual topics, jokes, and innuendos into your conversations. You can do this while flirting, or just with friends (not in a professional setting)--they will think it's funny either way!

If you go too far, or things get awkward, or someone gets offended, don't get all self-conscious or feel like you did something wrong. Remember that just about everyone has some amount of sexual shame, and you probably triggered some of their "stuff." You can apologize for making them feel bad if you think it would help smooth things over, but do not feel like you need to apologize for bringing up the topic of sex, because you don't. If something does go awry, back off on the sexual stuff and re-establish rapport. Congratulations--you've now learned all of the ways you can sexualize an interaction! In the last week or so, you'll be learning how to put everything you've learned together so you can start attracting the partner(s) of your dreams!

Happy Flirting,



Day 24: Authentic Communication

Making Eye Contact

Welcome to Day 24! Today you're going to learn how to make eye contact, which is the beginning of all flirty interactions. Eye contact lays the foundation for a comfortable, smooth, easy, interaction, and helps you avoid many of the common pitfalls that people run into when trying to flirt, especially when flirting with strangers and approaching new people.

Before you flirt with anyone, you want to make eye contact with them. Why is eye contact so important? Because, simply put, it establishes and confirms that you two want to interact with each other.

This is also why I do not suggest trying to flirt with someone who is busy or has their attention focused on something besides being social. I also do not suggest approaching someone from behind or rudely interrupting their conversation with someone else. People don't like being startled or caught off guard, and this can make you look needy, even if you aren't.

When it comes to starting off a flirtation right, timing is everything, and the right kind of eye contact ensures that you've caught someone at the right moment.

Let me give you an analogy of what eye contact will do for you when it comes to beginning the process of building up desire. Imagine, for a moment, that you're in a cafe, and you're hard at work on a project with a looming deadline--you shouldn't even be out at all, but you had to get a coffee to make it through. You're deep in your work



when suddenly the waiter taps you on the shoulder and shoves a plate of chocolate chip cookies in your face. “Would you like a free sample of our cookies?”

It doesn’t matter how good those cookies look or taste--the interruption is annoying and rude, isn’t it.

Now, imagine you’re in the same cafe, relaxing and reading one of your favorite books. You look over at the bakery window and there you see a plate of some of the most delicious chocolate chip cookies you’ve ever seen.

You go back to reading your book. But you can’t get those cookies off your mind. So you glance back over at the bakery window. *Damn, those look good.*

Suddenly, you see the waiter pick up the plate and walk your way. You get excited, hoping she will come over to you. And she does! By the time she asks if you’d like a free sample, your mouth is already watering with desire. Yes, you absolutely would!

So it is with approaching people to flirt; by the time you (or they) are walking over to say hello, you should both already be feeling some anticipation, as well as expectation, that you’d like to talk to each other.

This also weeds out those who do not want to be approached, saving you from any embarrassing rejections. People who are not open to conversations in that moment will not make the same kind of eye contact as those who are open.



This is not to say that they won't make any eye contact with you--people's eyes often meet naturally, and most people like to be somewhat aware of their surroundings.

However, you are looking for repeated eye contact, accompanied with a smile. If they aren't smiling, then they could be looking at you to check and make sure that you *don't* come over to them.

When you see someone that you like, look at them and see if they look at you too. Rather than stare for a prolonged period of time (which can be creepy), look away and look back several times to see if you can catch them looking in your direction.

If your eyes do meet, smile. Hold eye contact until either they look away, or you start to feel like it's been long enough (you'll feel it).

Do this at least two or three times. If you are at the same event, and people are walking around, you can do this over the course of the night, before you go talk to them.

This is actually the beginning of the Dance of Attraction (NOT when you approach them to start a conversation). Eye contact is like asking someone to dance. If they meet your eyes several times, and smile back at you, they are telling you that they are open to "dancing." If not, move on to someone who is.

When I was single and I'd go out to an event looking to meet someone, I'd spend the first 15-20 minutes just seeing who I could make this kind of eye contact with before talking to any of them. Then I'd have several options "set up" for the rest of the night.



If you feel nervous about the idea of approaching people, this will take a lot of the pressure off. Later on, you will learn how to approach in a low-key way. For now, practice making this eye contact with those around you; see if you can notice who is “ripe” for flirting, and who would rather be left alone. It can change from day to day!

Skill-Building Action Step: Go out and practice making eye contact with people. Make eye contact at least two or three times, looking away in between, and smiling when your eyes meet. Notice if you can tell who would be open to being approached, and who would rather be left alone. Write any interesting observations in your journal.

It’s up to you if you want to approach the approachables, or just make eye contact for now. Up next, you’re going to learn an easy 3-step approach technique that both men and women can use.

Happy Flirting,

Liz



Day 25: Authentic Communication

An Easy, 3-Step Approach to Approaching Someone

Welcome to Day 25! You're in the home stretch! Today you're going to learn how to approach someone that you've never met before in a way that is relaxed, low-key, and gives you the best possible chance at the interaction going well.

In order to flirt with someone, you need to be comfortable approaching them. This might seem obvious, but many people fantasize about becoming so magnetically amazing that they can sit back and have others flock to them. Unless you are a celebrity and are used to getting swarmed by fans and paparazzi, this is not an effective way to meet people.

This type of fantasy is usually rooted in some kind of anxiety about approaching people. It can also be rooted in the belief that if you were **really** attractive, then you wouldn't have to "do the work." This is a load of bull; those who are really attractive and successful at flirting are that way because they are comfortable approaching people. They enjoy it even!

(Just in case you need more convincing, who do you think has a *better* chance of getting multiple job offers and opportunities? The person who sits at home and waits for the phone to ring with an offer, or the person who papers the town with their resume? And if you're thinking, 'Yeah, but, the REALLY awesome people don't have to go out because they get enough calls,' keep in mind that those awesome people got to where they are by going out and approaching people initially!)



However, if the idea of approaching strangers makes you feel awkward, you probably have some good social instincts, as the way most people approach strangers to flirt with them does make things awkward! Luckily, today you're going to learn how to approach people in a way that will feel comfortable, and non-confrontational, so this will not be an issue for you.

Why Both Men and Women Should Approach

There are some schools of thought that women should not approach men, because it makes them come across as too aggressive or masculine. I believe that this idea is totally sexist and outdated.

For one thing, waiting to be approached will pretty much guarantee that you won't meet many people, and you certainly won't have your pick of everyone you could have otherwise, since you'll be limiting yourself to only those that come up to talk to you.

Secondly, *no one* should be coming across as too aggressive when approaching--man or woman. The way you will learn how to approach in this eBook is more relaxed and gender neutral and will not make you come across as particularly masculine or feminine. You can do that later when you build polarity.

(I know some people might disagree with that philosophically. That's fine. I'm more interested in what gets results, and both men and women get better results when they get off their behinds and start approaching).



Dealing with 'Approach Anxiety'

Some people suffer from anxiety about approach strangers. If you are able to approach a stranger as a coffee shop to place your order without getting nervous, then realize that you are not actually afraid to talk to strangers.

You might, however, be afraid of looking desperate. This includes any fearful thought that starts with the phrase, "But if I approach them, then they will think I am (weird/needy/a loser/too aggressive/a player/a slut/fill-in-your-insecurity-here)." The solution to this is to realize that desperation is a mentality, and if you don't have it, you won't come across as it.

In reality, most people are very appreciative of those who approach them because they are too chicken-shit to do it themselves. They will be likely be very happy that you came over. And, if they do judge you for desiring to talk to them, that says a lot more about their own self-esteem than it does about you.

Lastly, remember that all pain (physical and emotional) is a signal from your unconscious that something needs to be healed, and anxiety is usually a reminder that you're imagining all kinds of horrible outcomes instead of focusing on what you want (remember, the 3 requirements for transformation?).

You can't predict the future, so if you're going to hallucinate it, you might as well hallucinate it going the way you want it to.



A Friends-First Approach

If flirting is a dance between similarity and polarity, you may have been wondering, with which dance “step” do you start?

The answer is either one; however, I suggest starting with similarity because it’s much, much easier.

Many people think of approaching someone to flirt with them as being either an aggressive player (masculine) or a doe-eyed damsel (feminine), and then they think, “Oh, I could never do that.” I have news for you; *I* could never do that either. That’s not who I am authentically, and, as you know, authenticity is one of the most important parts of successful flirting.

That doesn’t mean no one can, or should, approach and start off with polarity. Many pick-up artists have perfected the art of the “approach with polarity;” they can successfully spark attraction in women by opening up with a dirty joke or a shocking back-handed compliment. And there are definitely some women that can immediately start fawning over a guy they’ve just met without coming across as needy. Approaches with polarity can and do work.

However, do not think for a minute that this is how you **HAVE** to approach someone, or they won’t think of you sexually, and you’ll end up in the Friend Zone. This is a really silly myth perpetuated by the idea that you never get a second chance to make a first impression.



It's true that you never get a second first impression; it's also true that you'll have a better chance of making a sexual impression later on if your first impression is more friendly and less of a come-on.

Approaching with polarity is like diving off the diving board into the deep end of the pool. It's great--and impressive--if you can do it (especially if you throw in a backflip or two). And it's definitely not the only way to get into the (dating) pool. Telling someone they **have to** approach using polarity is like telling someone who's not a very confident swimmer that the only way they can get in the water is by using the diving board (What? Why would that make you nervous? ;-)).

Instead, I highly recommend using a friendship-based approach (start with similarity--see what you two have in common) if you are a beginner to flirting, not totally confident in your flirting skills, or (like me), you just prefer to do things the easier and more effective way.

The "friendship" in a friends-first approach only has to last a minute or two; however, it's important to start there before trying to do anything riskier like polarity and sexuality.

The best part about the friendship-based approach is that, while it might not be as exciting as a polarity based approach, it's also much safer, and there's a much lower risk of rejection. Kinda like how using the pool ladder isn't as flashy as back-flipping into the water, but you also don't risk hitting your head on the board. *In other words, not only is this approach easier, it is easier to build attraction with it.*



The 3-Step Approach (How to Approach ANYONE):

1. Make Eye Contact and Smile

You already learned about this in Day 24. This is the first step to approaching someone--seeing if they are open to it.

This is true for strangers and for someone you're already dating. If you want sexy-time with your partner, this kind of back-and-forth will let you know if they are busy and preoccupied, or if they might be up for it.

2. Approach with Similarity

Whether you're two feet away or 20, you'll want to start off your approach with similarity to establish that you are looking for a friendly, non-confrontational interaction. Many people will put their guards up if they think you are trying to sell them something (and many women will put their guards up if they think you're just after a piece of ass). Approaching with an air of friendship keeps them open and allows them to trust you and hear what you have to say.

Approaching with similarity means that you match and mirror their body language, and establish rapport as quickly as you can. As you do this, maintain the eye contact and smile.

3. Break the Ice

Say something to break the ice. Keep it simple. A clever line often comes across awkward, cheesy, or like you're trying too hard. The goal of the ice-breaker is to start a



conversation, NOT to make them instantly want to jump your bones. Trying to do too much, too soon, almost always backfires.

Also, it will appear a little out of the blue if you just walk to someone and say, "So, what do you do for a living?" Or some similar type of question.

The best ice-breakers are comments or questions that come from the moment. Here are some examples:

- Asking what book they're reading and if it's any good (note, if they are listening to music with headphones, this is a sign they probably don't want to talk to anyone).
- Complimenting a piece of clothing and asking where they got it
- Asking what food/drink they ordered and if it's any good
- Commenting on the decor of a place/asking if they noticed/like the thing you pointed out
- Commenting on the weather and then asking how they will spend the rest of the day because of it

All of these are questions that someone will likely be willing to answer, and then you have the opening for a conversation. From there, you can maintain rapport all night to make a new friend, or start adding in polarity and sexuality to get some good flirting going. Either way, establish trust, then move on to lust.



When you go out to practice this, start off by approaching strangers with friendship (not flirting) in mind. You will practice approaching to flirt soon. It's important to get comfortable with making new friends first, because this will minimize your anxiety, and break any bad habits or beliefs about approach that might make you tempted to be cheesy or pushy with people.

Skill-Building Action Step: Use the 3-Step Approach to go out and make new *friends*. Do not worry if they don't turn into life-long friendships; the goal is to see how many strangers you can get to open up to talking with you. Write down and interesting observations in your journal.

Tomorrow you'll be doing more of the same, but you'll be approaching to flirt (Do not skip this step though)!

Happy Flirting

Liz



Day 26: Authentic Communication

Approaching Someone to Flirt

Now that you are well-versed in making strangers into friends, you can take it one step further, and turn strangers into flirting partners.

The process is simple: do exactly the same 3-step, friends-first approach that you did before, and then add in all of your other flirting skills.

Start by building rapport. Once you converse for a minute or two, then you can add in the polarity. The foundation of friendship that you've established will make the polarity more accepted. The more friendship (trust) there is, the more bold of a polarity and sexuality you can get away with without scaring them off.

Think about it this way: if you walked up to someone and told a dirty joke, you'd probably get a lot of weird looks, and a handful of fuck-you's, as well as some laughs. But if you told the same joke only to people you'd already established trust with, you'd get mostly laughs. And even those who didn't like the joke would probably keep talking to you if you apologized for offending them, which means you could still redeem yourself and even keep creating attraction.

If the idea of approaching to flirt (as opposed to making friends) intimidates you, relax, and remember that you've already practiced everything you're about to do already. Now you are just putting all those moves together.



Start with the 3-Step Approach:

1. Make Eye Contact and Smile
2. Approach and Establish Rapport (Match and Mirror Body Language)
3. Break the Ice

Stay in rapport to build trust for a few minutes, and then start adding in polarity, and sexuality. Remember to have an attitude of experimentation, and see what happens!

Skill-Building Action Step: Approach strangers that you might be interested in with the intention of flirting with them. If possible, attend events and venues where you will meet a lot of potential candidates so you can get in a lot of practice. Write down any interesting observations in your journal.

Do not worry what else happens after you approach; coming up, you'll learn how to dance the Dance of Attraction (between similarity and polarity) in a smooth flow, and learn how to use it to build up attraction to where you can ask for a date.

Happy Flirting,

Liz

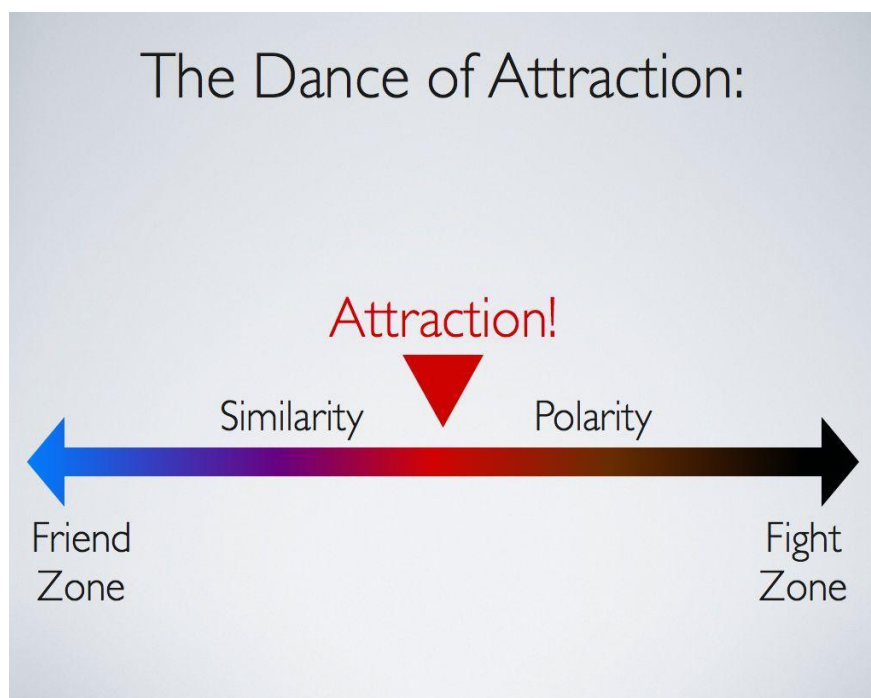


Day 27: Authentic Communication

Dancing the Dance of Attraction

Welcome to Day 27! Now that you've learned all the dance steps individually, and learned how to approach, it's time to put everything together and dance the Dance of Attraction.

As you know already, the Dance of Attraction is a dance between similarity and polarity:



You've already learned how to do both; now you're going to learn how to switch back and forth between them in a way that is organic, and builds attraction. We waited to go over this until you were comfortable with all the other steps, as well as approach, so that you could practice this without getting overwhelmed, since this is where the *art* of flirting really takes place.



The reason why it's important to learn not just the steps, but when to dance which ones, is that if you don't learn to feel it out, you will not progress from the conscious stage of learning into the unconscious competence stage, where this becomes natural and easy.

Attraction is built through the way your personality is expressed through the dance; the mechanics alone will not build a significant amount of energy. And, you cannot use similarity and polarity as a vehicle to express yourself until you have become comfortable with how they work together.

Similarity and Polarity “to Taste”

As you learned in the sections on approach, you can start with either similarity or polarity. I recommend starting with similarity because it is easier and tends to yield better results.

After spending a few minutes in similarity, you can switch to polarity. When you were practicing going back and forth between these two “steps” in previous sections, you were using the principle of 5-7 minutes in similarity, and 2-3 minutes in polarity.

Now, like a true artist, you get to let go of that and go with your instincts. That might seem scary, but you will likely surprise yourself with how well you will do.

Have you ever heard of a recipe that calls for salt and pepper “to taste”? While the other ingredients are measured, those two are measured according to an individual's preferences.



The same is true for similarity and polarity (so just remember “S & P to taste”). The taste is how good the interaction feels.

Even the best flirtations have lulls into the Friend Zone and get cranked up into the Fight Zone from time to time, but the best flirts know how to turn things around before it gets too awkward, and certainly before the conversation dies completely.

If you feel like things are becoming a little too buddy-buddy, relax. And add some polarity.

If you feel like things are becoming a little too high energy, and you are getting frustrated with each other, or you start arguing even, back off and add some rapport.

When you become aware of what’s going on, you will be able to turn around the conversation before the other person is even aware that anything was off, much less that they would lose interest in you.

When you have an excess of one, just add more of the other to balance it out. Unlike a soup, you can always take some of the “spice” back out if you accidentally poured too much in at one point.

Eventually this will become natural, and you will instinctively know when to switch back and forth. In the beginning though, there are some signs you can look for to let you know where you are in the dance, and how things are going.



Indicators of Good Similarity (Rapport):

1. A “Warm Fuzzy” Feeling in Your Gut

When you have a good rapport with someone, you will often feel a nice, comfortable, warm-fuzzy feeling.

2. A Color Shift in Their Face

They might blush, or their cheeks may get darker in color. This indicates a shift in their state.

3. They Make a Comment

They may make a comment like, “Geez, feels like I’ve known you forever,” or “I can’t believe I just met you five minutes ago,” or, “We must’ve known each other in a past life.” In other words, they may say something about how they feel like they are already connected to you and feel comfortable around you.

4. They Unconsciously Match and Mirror You

Rapport is actually pacing and leading; pacing refers to when you match and mirror them. Leading is when they begin to match and mirror you, unconsciously. For example, if you uncross your legs, and, a moment later, so do they, they are following your lead. This is the only *true* indicator of good rapport.

You can use this, by the way, to lead people into more positive states from negative ones (remember, your physiology influences your state). If they are hunched over with arms crossed, you can start out with a similar (though less angry) posture, then slowly relax your physiology and watch as they do the same.



Indicators of Too Much Similarity:

1. A Too-Comfortable, Almost Bored Feeling in Your Gut

While friends do not get bored with each other, those who were hoping to flirt will find too much similarity boring after awhile.

2. They Make a Comment Like You're 'Just a Friend'

They may make a comment about how friendly you are, or that you are like a brother or sister to them, or that you are "easy to talk to." They may even talk to you about other sexual interests, indicating that they don't see you as one yourself.

3. They Back Away From Sexual Touch, or Sexual Comments (But Seem Interested in Conversation)

If they back away from any of your attempts to be sexual, this is a sign that they are not feeling turned on, and are seeing you only as a friend.

Again, none of these are a big problem. Just add in more polarity and you'll be back to creating attraction in no time!

Indicators of Good Polarity:

1. A "Butterflies" Feeling in Your Gut

When you have a good polarity with someone, you will often have an excited, anticipatory "butterflies in your stomach" feeling.

2. A Color Shift in Their Face

They might blush, or their cheeks may get darker in color. This indicates a shift in their state.



3. They Make a Comment

They may make a comment like, “You’ve got a bit of a wild side, don’t you,” or call you “feisty” or “crazy” (in an affectionate way). In other words, they may say something about how being around you makes them feel excited.

4. They Unconsciously Polarize With You

If the more you are masculine, they are feminine, and vice versa, (in body language and voice) this is a true indicator of polarity.

Indicators of Too Much Polarity:

1. An Annoyed, Frustrated, or Antsy Feeling in Your Gut

Sometimes, the butterflies become too much, and the friction of the tension gets under your skin, much like if someone strokes your arm and a few times it feels good, but if they did it for long enough, the same motion would start to get irritating. What felt good a minute ago can start to feel too intense and grate on your nerves.

2. They Make a Comment Indicating That They Don’t Know or Trust You Very Well

They may make a comment like, “Why would I tell you that? I don’t even know you.” Or, “Who are you to ask me that?” Or, “Geez, I don’t even know why I got sucked into this with you--I just met you!” Usually, they sound a little annoyed (if they are laughing and being more playful, then they might be just teasing, which means the polarity levels are still good).



3. They Back Away From Further Conversation (But Don't Leave)

If they pull back from being open with you, or step back physically, but don't actually leave, they are probably trying to take a break from the overwhelm. They might say that they don't want to have this conversation anymore because it's getting too intense, or turning into an argument.

However, if they don't actually walk away, then they are still interested in you, just not in continuing down the path you were on right at that moment. No problem. Just ease back into a calmer, more similarity-based interaction for a bit til things cool off.

After the initial foundation of friendship, you can maintain a good flow of sexual energy, and sexual communication throughout.

If you look back at your observations in your journal, you might have already written about some of this phenomena without even knowing it. Based on what you noticed so far, where are you doing naturally well? Where do you need more practice?

Skill-Building Action Step: Go out and practice flirting and dancing the “Dance of Attraction.” Start with approach and practice as much as you can, going back and forth between “S & P to taste.” Communicate your sexuality throughout the interaction. Remember your attitude of experimentation! Write down any interesting observations in your journal.

To practice this step, I highly recommend attending a singles event, party, bar, club, or other type of social event to maximize how many times you can flirt. Repetition is how learning becomes unconscious. This is the part of flirting that requires the most experiential learning.



You can also flirt with other people you meet. The more you flirt, the better. Remember, flirting is fun, and you are brightening their day as well as yours!

If you are having trouble with this, please send me an email at Liz@artofflirting.com, so I can give you more personalized troubleshooting.

If you are having success with building attraction, but not sure how to take it to the next step, don't worry--you'll learn how to ask for a date in a later section.

Happy Flirting,

Liz



Day 28: Authentic Communication

Making Any Topic Interesting in Conversation

Even though what you say is less than 10% of how you build attraction, you'll still need to have a conversation in order to carry out the Dance of Attraction. And, if that conversation is too boring or dull, it will wreck the rest of your flirtation, too.

Many people worry about what to say, and, they also worry about what not to say. In my experience, this fear often stems from feeling like what they *want* to talk about won't be interesting to anyone else.

Unfortunately, there is a lot of dating advice that contributes to this fear by suggesting that you should steer clear of certain topics because they aren't very interesting or sexy. They say not to ask the "boring questions" like what you do and where you are from. What someone does, and where they are from, are two important pieces of information about someone's identity. If you think that that's boring, then you are probably just bored with *them*.

Other advice says to focus on some topics and avoid others. Some have even suggested that you shouldn't talk about things like math, science, video games, and chess to women, and things like shopping, beauty products, and celebrity gossip around men. Holy outdated misogynistic BS!

Well, you can forget about all that nonsense; by now, you probably already figured out that any conversation can be interesting and sexy if you have it in the right *state* and practice the non-verbal communications of flirting.



If you are practicing authentic flirting, then what you are authentically interested in will make interesting conversation, regardless of how they feel about what you are talking about.

Let me give you a perfect example: when I was a college student traveling around Europe during a year abroad, one night I met and had dinner with two young men who were from Denmark. When I asked one of them what he did for a living, he said that he planned were the city places its parking meters.

He then launched into one of the most passionate speeches I've ever heard anyone give about how much they love their job. "It's such fascinating work! You know, you have to plan out where people need to park, and work with the traffic..."

I was floored. I couldn't care less about parking meters (actually, I think they're kinda annoying), but he had such passion, I was this close to drooling all over him. *Tell me more about the parking meters...*(I think I actually said that at one point!).

States are contagious, and bored or interested are *states*, not topics to debate. How interested they are depends on how interested you are in what you're saying.

So, if you have any doubt about whether or not what you are passionate about will get others excited, I have two words for you: freaking parking meters (ok, that was three words).

Have you ever heard that if you're bored, then you're boring?



Well, if you are interested--both in what you have to say, and what they have to say, then you will be *interesting*.

When you speak, speak with passion.

Skill-Building Action Step: Practice speaking to others about the things that you are really passionate about. Be open, vulnerable, and authentic. See how well you can lead those you speak to into your heightened states of excitement and passion just by them listening to you.

This doesn't mean you have to give a serious, grand speech; remember to still play and have fun. However, do not hold back your love of things to appear more "put together." Your authentic passions will attract others with the same passions.

Happy flirting,

Liz

P.S. Watch the dinner date scene in *The Mirror Has Two Faces*, where Jeff Bridges flirts with Barbra Streisand by talking to her about prime numbers.



Day 29: Sexuality

Closeness and Touching

Welcome to Day 29! You're almost there. Today we're going to talk about one thing that you need to incorporate into your flirting in order for it to escalate to an amount of sexual attraction that will actually matter enough to "go somewhere," and that is closeness and touching.

Sexuality involves getting close. In fact, your pheromones--those hormones that create attraction--only work within close proximity.

Touching someone is a way to invoke feelings of physical pleasure, as well as further sexualize a conversation, as most other types of interactions don't involve a lot of touching, especially prolonged touching.

Ways to Incorporate Touching into Flirting

First, get close. This means that you are inches (not feet) away from each other. You lean in close to hear what each other has to say. Your legs are close together, if not touching. This happens gradually over the course of talking, not too suddenly or all at once.

You can lean in to hear what they're saying, and then stay leaned in. If possible, pull your chair closer, or, when you have been talking for a bit, you can actually say, "Let me sit closer to you so we can talk better," if you need to switch seats to be sitting side-by-side, instead of across the table, for example.



Once you are sitting close enough, you can start playfully touching them, like on the arm or knee, in a way that indicates affection and attraction.

You can also have prolonged touching, like when your knees or legs touch under the table, and stay like that for awhile. The longer you stay touching, the more the energy builds up at those places, which become like “hot spots.”

Sometimes, you can even be more direct about touching them, like putting your arm around them and stroking their upper back, or offering a hand massage. This is usually best done later on in the interaction, after other kinds of touch have been well-received. When it comes to touching the other person, start small and subtle. Constantly tapping them on the shoulder, without any other kind of touching, is a rookie mistake, as it can get annoying and feel forced.

In my experience, it's best to test the waters by first getting closer, and then getting close enough to touch legs or knees while sitting (or shoulders if you are side-by-side). See if they move away from you, or stay there, and maybe even move in closer to you. If they move away, this is a sign that you haven't built up enough sexual attraction yet. If they stay touching you, this is a sign that you have.

Avoid touching the breasts, groin, and ass, as touching these without permission or before you're engaging in actual sexual activity (not just playing with the idea of it) is a violation of someone's personal boundaries.



Also, avoid the neck and belly until you are confident that you have built up enough trust, as these are more intimate, vulnerable spots. Legs, knees, thighs up to a point, back, shoulders, hands, and hair are all great places to touch when flirting.

Skill-Building Action Step: Go out and practice flirting with as many people as possible. At this point, you should have a clear idea of where you can go to have many opportunities to practice. While flirting, practice incorporating light touching into your interaction. Write down any interesting observations in your journal.

With touching, as with anything in flirting, remember to do what feels authentic to you. If you're not used to touching others while talking to them, you will still need to venture outside of your comfort zone. However, if something feels very forced or unnatural, it probably is for you; try different ways of touching until you find the ones that best suit you.

Wow, you're almost done! Just one day left...

Happy Flirting,



Day 30: Authentic Communication

Setting Up a Date

Welcome to Day 30--you made it all the way to the end! And, believe it or not, you have already learned everything you need to know in order to flirt. Today, you're going to learn the last piece of the puzzle: how to ask for and set up a date.

If you have been practicing and fully participating up til now, you have probably already had many potentials for dates. You may have even had some dates. (If not, don't worry, just keep practicing, and email me if you need help: Liz@artofflirting.com).

However, it isn't enough to just know all the dance steps, or even how to mix them all together; you also need to know how to lead the dance where you want to go. Many of my clients have struggled with getting things to the next phase, like getting a first date from flirting, or getting a second date from a first, and so on.

Each time you interact with someone that you're interested in, you should be flirting. The Dance of Attraction never stops, it just transitions into the next one. Today, you're going to learn how to make that transition smoothly and effectively.

What to Do on Your First (or Next) Date

While a romantic surprise, or carefully laid out plan, can be fun, it can also be a lot of pressure for the person planning it. In my opinion, these kinds of dates are better suited for a couple that has been dating regularly, because they already know each other well enough to put together something that they know the other person will like.



For the first view dates, casual planning is better, as it keeps things more relaxed. This doesn't mean you can't go somewhere fancy or nice; it means that the way you go about planning your date should feel like relaxed, not like you're orchestrating a big thing.

Along these lines, you shouldn't need to have to come up with a lot of crazy or original first date ideas on your own; if you are flirting the way you learned here, then you two will organically come up with your first date without even realizing it.

How? When you are finding out what you have in common (similarity), you will probably stumble on some kind of activity that could be a first date. For example, if you both like fine wines, you can go to a wine tasting, a wine bar, or a wine shop. If you discover that you both like hiking, you can offer to show him or her your favorite trail. If you have a love of modern art, you can visit the museums or galleries together.

For example:

Person #1 (after seeing Person #2 order a nice glass of wine at the bar): Wow, you seem to really know your wines.

Person #2: Yeah, I'm kind of a wine nerd.

Person #1: Me too! There's this wine bar on 8th street that I really like called Grapes of Wrath. They have a great selection. Have you been there?

Person #2: No, but everyone keeps telling me I have to go there!

Person #1: Yeah, if you like wines, definitely check that place out.

They don't know it yet, but these two just planned where they will go on their first date (assuming the rest of the flirtation goes well). By the time you are ready to suggest a



date, you should know enough about what you two have in common to know what that date is going to be.

The Point Where Attraction Becomes Obvious

There is a point in every flirtation where your mutual attraction becomes fairly obvious, even if no one has said anything (and they usually don't state it overtly). In order to know when this point is, you need to both be able to feel when you are attracted to someone, and recognize when someone is attracted to you.

This might seem intimidating, especially if you don't have a lot of experience attracting people. Keep your attitude of experimentation and know that you might guess wrong every now and again, even once you've become an expert. Some people are harder to read than others.

One very cool thing that I've noticed about flirting this way is that, if you can take the attitude of seeing *if* there is attraction (as in, if they flirt back with you when you flirt with them), rather than trying to force attraction, you will rarely experience attraction for someone that isn't mutual.

Let me say that again: practicing flirting this way, with the attitudes discussed in this book, (as opposed to getting attached to someone, or trying to force things), you will not usually feel any significant desire for someone unless it is mutual.

This takes a mature attitude, and excellent state control, as well as the ability to keep an open heart and mind, and let things go when necessary; however, it is possible to get to



where you will pretty much eliminate any experience you have of one-sided attraction (where you like them, and they aren't interested).

In this place where you are open to seeing what is happening, and noticing if they are participating in the Dance of Attraction with you (remember the indicators of good similarity and polarity), then it's likely that your state matches theirs (states are contagious). Which means that if you are in a turned-on state, they probably are too!

Indicators of Mutual Attraction:

1. A gut feeling of being turned on/being attracted to them
2. They lean in, sit close, and do not move away when you touch them
3. They make a comment about how they like you, or are really glad they met you (most people don't come right out and say, "I'm attracted to you," although they might)

When you feel like you have mutual attraction, then you can ask for a date. Again, you probably already know what you can do together, even if you haven't said anything about a date yet. Sometimes, the common interests that could become a date are talked about too soon to actually ask for a date. That's ok, you can always refer back to them later when you are ready.

Ask for a Date, Not Just a Phone Number

Many people are obsessed with getting phone numbers. In my opinion, phone numbers are fairly meaningless unless you have mutual attraction and a plan for your next interaction (aka a date in the works).



Saying, “Can I get your number?” or “I’ll call you sometime,” is too noncommittal (not to mention cliché). Even worse is giving them your number and saying, “Call me sometimes.” You might as well say, “I might see you again if it requires very little effort on my part to make that happen.” Ugh.

People are busy. If they didn’t really, really, really like you, they probably won’t bother to call or call you back. Even if they *did* really, really, really like you, they will probably still struggle to find a time to call--because people are busy, and because sometimes meeting someone that sparks that kind of desire inside can also bring up “stuff” and then their procrastination demons might take hold.

Sometimes people do call or call back, but it’s not a very reliable way to keep things going. A much more effective way to get a first date is to set it up, right then and there, when you are in the middle of a very hot flirtation!

Remember, attraction happens in the moment. You just spent time building up one of those moments. Using that momentum to only get or give a phone number with a “call you sometime” is like making out naked for hours in bed and then handing them a condom and saying, “I gotta go now, but let’s have sex sometime.” *Lame.*

The more commitment you can get for a first date in that moment, the better. Right now, you are in a heightened state of attraction to each other. Tomorrow, or three days from now, you won’t be anymore. That’s just the way of it. You might remember that you *were* really attracted to each other, but that’s not as compelling as actually being attracted to each other right then and there.



It's very common for two people to build up a lot of attraction, and then not feel as sure about each other the next day, when those intense emotions die down. This is especially true if you've just met. There's a sense of, "Well, I do remember liking him, but was it him, or was it the wine?" Even if you weren't under the influence of anything beside attraction hormones, the come down can still leave you feeling less-than-certain about seeing someone again. This is why many people don't end up getting around to calling or calling back, even if they did like you at the time.

However, if you already have a date set up, then what people tend to do once the attraction wears off is say to themselves, "Well, I do remember liking him, but was it him, or was it the wine? Well, I'm seeing him again on Friday, so I guess I'll find out then!"

When you are flirting and you feel that it has become obvious that the attraction is mutual, suggest a date that you two can go on. Use one of the common interests that came up in conversation.

From the earlier example:

Person #1: "Hey, so, I actually need to get going, but I'd like to see you again. Let's go to that wine bar, Grapes of Wrath."

Person #2: "Yeah, I'd like that."

Person #1: "Great, when are you free? How's next weekend?"

The best thing you can do with your phone is use the calendar app to set up a date *right then and there*. Then exchange phone numbers to confirm and keep in touch about the plans.



If you really can't find a time that works for both of your schedules, at least discuss tentative days and times. Then exchange numbers and tell them you'll follow up. When you do follow up, stay very focused on setting up the date. People are busy, but if they remember how much they liked you and are excited about doing the thing that you planned, then you can usually get something on the calendar eventually.

Skill-Building Action Step: Go out and practice flirting. When you meet someone you are attracted to and would like to see again, set up a date with them using this technique. Find something you have in common, and, when you feel the attraction is mutual, suggest that you go do that activity together.

Wow, look at you--it all started out with you simply practicing a more confident physiology in front of the mirror, and now you're going out and getting dates! You should be very proud of yourself; you really have transformed yourself and come a long way.

Once you are on the first date, you get to dance another Dance of Attraction all over again, until you get a second date. And a third, and a fourth, and, and, and...although the way you dance with them will change over time as you get to know each other and form a deeper, more intimate relationship, flirting is forever. Whenever you want to create sexual attraction with them, now you will know how, today, tomorrow, and decades from now.

Happy Flirting!



Beyond Day 30; How to Keep Practicing, and FAQ

Just because the eBook is ending, that doesn't mean you're flirting practice should! Remember, flirting is for the rest of your life. It's what makes dating and relationships fun, and what builds and rebuild sexual attraction with others.

Now that you've gone through the whole program, you can go back and look through part or all of it, and keep referring back to the sections that you have trouble with. If you get stuck and are not sure to start, start at the beginning and work your way through the days in order again. There is no such thing as too much practice.

Here are some of the frequently asked questions that come up as people are practicing this:

1. What if the other person doesn't know this stuff? Will it still work?

Yes. All of this material is based on how flirting naturally happens. If you practice this with someone who is open to flirting with you, they will unconsciously follow your lead and "dance" with you, even if they do not have conscious knowledge of how to flirt the way that you do.

2. What if they DO know this stuff and they "catch" me?

Catch you doing what, exactly? Flirting with them? Awesome that they noticed! If they have also learned flirting techniques, whether from me or someone else, and they notice you doing the same and say something, that's great! Most of the time, this will only enhance your ability to flirt. You just found one more thing you have in common with them.



The fear here is that you will somehow be caught doing something manipulative. Remember, this is impossible if you are being authentic and practicing ecology.

Occasionally (meaning, once or twice), someone has gotten upset with me for “doing that rapport stuff” when I talked to them. Getting upset with someone for practicing these technique is like saying, “No, I don’t want you to communicate with me in the best way possible!” Do not take this personally; recognize that this is their “stuff” and move on to someone who is more open.

3. If two people both know this stuff, will it still work?

It will work even better, because you will both have conscious awareness of what you’re doing.

4. What if I felt like they were attracted to me, but then they turned me down?

If you felt that there was attraction, and you were not projecting too much of your own “stuff” (like neediness, desperation, or obsessions) onto them, then there probably was mutual attraction, and they just don’t want to admit it. This could be because they are in a relationship, or for whatever reason, they don’t want to follow through. People often turn down dates and opportunities even when they feel something. Don’t assume that you didn’t flirt well, and certainly don’t take it personally. Move on to someone who will be more authentic with you.

5. How do I use this with online dating?

Too many people treat online dating like they are shopping on Amazon. Treat online flirting the same way as you would in-person flirting, and remember that you are having a conversation with another human being. Everything that you learned in this eBook applies to online dating and digital communication. The only thing you need to take into



account is that you will need to use images and emoticons to replace body language and voice quality, and you will need to be more adept at using words to dance the Dance of Attraction.

6. What if I'm doing all the techniques correctly, and it still isn't working?

In my experience, this usually is a sign that you are not in the right state. If you are not confident, open, excited, energetic, playful, relaxed, and passionate about what you are talking about, you will not have a lot of success even if you are doing all the “dance steps.”

Another reason why it might not be working is that you aren't spending enough time with them. Flirting is not a race, and there is no added benefit (except to give the insecure a temporary ego boost) to getting someone to want you in 5 minutes or less. Authentic flirting takes a little more patience than that. You need to spend at least 5-10 minutes with someone before you could even determine if there is the potential to build attraction with them, and 30-60 minutes to build up a really good attraction that will be compelling enough to make them want to go out on a date with you.

If that seems like a lot of time, think about all the time you've wasted trying to make it happen faster, and ended up single and lonely most of the time, and let that give you some perspective. If you are out somewhere for 2 hours, that's 15 minutes to make eye contact and see who is there, 45 minutes to flirt with a few people, and another hour to narrow it down to one or two people to spend more time flirting with and building a significant attraction with. That approach will yield at least 1 date from every event you attend (assuming you meet someone you like). Not too shabby!



If you are still having trouble, please send me an email: Liz@artofflirting.com

7. Where can I learn more?

Check out The Art of Flirting blog: www.artofflirting.com. You can also send me an email at Liz@artofflirting.com to ask me questions and keep me posted on your progress. I'm here to help you with any struggles, and I love a good success story. I look forward to hearing from you!

Happy Flirting,

Liz