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are not necessarily about sending people into a hypnotic trance but just a way to move you from one perspective on an issue to another.

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Improve How You Talk To People ... - Your Charisma Coach
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A manual for quickly learning some very powerful hypnotic language patters that you can use in practical, real world situations.

Despite what HR Departments want you to believe, the best person does not always get the job. The people that succeed are those who know how to press the company hot buttons and present a hypnotically desirable front in the interview. This book will show how to accomplish that.

Persuasion Skills Black Book of Sales Techniques: Practical NLP Persuasion Secrets for Massively Increasing Your Selling Success.

If you read nothing else on persuasion or influence, read this definitive book and it may change your life. How many times do we ask ourselves: what is behind all these advertising and political messages? What are the threads that move the masses to buy something too expensive or to fight wars that seem illogical and cruel? The principles presented in this book are a very valuable sum of the practical and scientific knowledge that the human being uses to dominate others, through persuasion, in all aspects of life: the producer of the favorite program, the car salesman, the presidential candidate, the crying little girl, the elementary teacher, and even our mother use some of these principles without knowing it. Only a few privileged people knew them formally to dominate the will of others; now you also have the power in your hands.

The Hard Bound Book Mind Control Language Patterns are

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spoken phrases that can act as "triggers" to the people who hear them. In short, they influence and control how we respond and cause us to be influenced to do things without our knowing. These language patterns are not fantasies but are based on documented uses that come from, psychology, hypnosis, Neuro Linguistic Programming and studies of human behavior. Mind Control Language Patterns can be used to help and hurt. One can use Mind Control Language Patterns to create positive and lasting change in people, as well as feelings of trust, love and affections. They can also be used to induce amnesia, fear, insecurity and doubt. These types of patterns are what we call "dark" pattern.

Just imagine being able to persuade anyone to do almost anything you wanted them to do. Who would you persuade? What would you persuade them to do? In this book "Practical Persuasion" it teaches the reader how to use proven persuasion techniques, scripts and tactics in everyday situations with almost anyone. You will see how easy it is to use whether it be at the office, purchasing a new car, selling a product or service, a conversation with your significant other or even just getting your children to do their homework. These teachings can be used in almost any scenario that you might come across when you may need a little help to gain compliance. This book is filled with various techniques that have been used by the most respected professional`s in their fields. You`ll see that these tactics are backed up with interviews from the top hypnoterapist, internal affairs officers, hostage negotiators, car salesman, real estate sales people and marketing executives in their respective industry. The author clearly demonstrates how easy it is to use these tactics in almost any setting. This book delivers to the reader actual persuasion scripts that are easy to use and implement in almost any natural conversational

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setting. The actual tactics are highlighted throughout the scripts to illustrate to the reader how they're being used. This book also shows the close correlation between neuro linguistic programming (NLP) and the foundation to any successful persuasion technique. I hope you find value in the pages of this book that you can use to help fulfill your needs and possibly enhance the quality of all your interactions as you go through your everyday life.

Through his Persuasion Institute, Kurt Mortensen has sought out and studied the Persuasion IQ (PQ) of the world's top influencers. Now, in this game-changing guide, he's leveraging his vast knowledge to teach readers the essential habits, traits, and behaviors necessary to cultivate their natural persuasive abilities. Concentrating on the 10 major Persuasion IQ skills, the book provides readers an opportunity to assess their own PQ, identify their strengths and weaknesses, and start down a path to enormous success and wealth. Readers will discover powerful techniques that enable them to: read people quickly; create instant trust; get others to take immediate action; close more sales; win over clients; accelerate business success; earn what they're really worth; influence others to accept their points of view; win negotiations; enhance relationships; and--most important--hear the magical word "yes" more often! Your professional success, your income, and even your personal relationships depend on your ability to persuade, influence, and motivate other people. Whether you are selling a product, presenting an idea, or asking for a raise, persuasion is the magic ingredient. This powerful, life-changing book will transform anyone into a persuasion genius.

In a nutshell, doesn't so much of business boil down to whether or not you can persuade others around you?

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Whether it is a customer, a contractor, a board of directors, or your loyal staff, your ability to persuade others toward your point of view is absolutely essential if you are to find success. Merging research and real-world application, Persuasion Equation reveals what really drives decisions and introduces readers to the key formula for developing the invaluable attribute of persuasion--a powerful combination of factors proven to speed agreement. Discover the surprising reasons people say yes, and learn how to:

- Radiate an aura of expertise
- Win trust and leverage credibility
- Build a business case that appeals to both heart and mind
- Adapt for personality, gender, and generational differences
- Perfect the five-step persuasion process
- Generate group buy-in
- And much more!

Whether you 're trying to secure a promotion, make a sale, or rally support for a new idea, this indispensable guide holds the key to unlocking within you the power of persuasion.

From renowned trial attorney and New York Times bestselling author Gerry Spence: a must own book for every lawyer and business professional seeking to make cutting-edge winning presentations--in court, at work, everywhere, any time. Gerry Spence is perhaps America's most renowned and successful trial lawyer, a man known for his deep convictions and his powerful courtroom presentations when he argues on behalf of ordinary people. Frequently pitted against teams of lawyers thrown against him by major corporate or government interests, he has never lost a criminal case and has not lost a civil jury trial since 1969. In Win Your Case, Spence shares a lifetime of experience teaching you how to win in any arena--the courtroom, the boardroom, the sales call, the salary review, the town council meeting--every venue where a case is to be made against adversaries who oppose the justice you seek. Relying on the

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successful courtroom methods he has developed over more than half a century, Spence shows both lawyers and laypersons how you can win your cases as he takes you step by step through the elements of a trial—from jury selection, the opening statement, the presentation of witnesses, their cross-examinations, and finally to the closing argument itself. Spence teaches you how to prepare yourselves for these wars. Then he leads you through the new, cutting-edge methods he uses in discovering the story in which you form the evidence into a compelling narrative, discover the point of view of the decision maker, anticipate and answer the counterarguments, and finally conclude the case with a winning final argument. To make a winning presentation, you are taught to prepare the power-person (the jury, the judge, the boss, the customer, the board) to hear your case. You are shown that your emotions, and theirs, are the source of your winning. You learn the power of your own fear, of honesty and caring and, yes, of love. You are instructed on how to role-play through the use of the psychodramatic technique, to both discover and tell the story of the case, and, at last, to pull it all together into the winning final argument. Whether you are presenting your case to a judge, a jury, a boss, a committee, or a customer, *Win Your Case* is an indispensable guide to success in every walk of life, in and out of the courtroom.

This book is a treasure trove of ideas you can use to turn a 'no' into a 'yes' almost instantly—in any sales situation."—Brian Tracy, speaker and author of *Create Your Own Future* and *Change Your Thinking, Change Your Life* Hogan is the master of persuasion. I urge you to persuade yourself to buy this book and everything he's ever written and recorded. It will help you understand yourself, understand others, and succeed. This information is bankable."—Jeffrey Gitomer,

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author of The Sales Bible, Little Red Book of Selling, and Little Red Book of Sales Answers There's more wisdom in this book than in 500 pages on the same subject. Whether you need to persuade your lover, your spouse, your boss, your clients, your friends, or yourself, this powerhouse collection of mind tricks and secrets will give you the upper hand. In today's competitive world, this is the persuasion wizard's manual you need to control circumstances and get what you want."-Dr. Joe Vitale, author of Life's Missing Instruction Manual and The Attractor Factor

When you read Hogan's writing, it feels like you're getting sage advice from a master. Would you like other people to decide on their own (or so they think) to go along with your every whim? Then this is the book you've been looking for."-David Garfinkel, author of Advertising Headlines That Make You Rich There is more practical information on the dynamics of selling and communication in these pages than you could ever acquire in a lifetime on your own through trial and error. Take advantage of the authors' wisdom and read this book!"-Todd D. Bramson, Certified Financial Planner and author of Real Life Financial Planning

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