

# The Art of Mentalism



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The Art of Mentalism. A Mentalism Blog  
<http://danielakawmd.wordpress.com/>

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# Introduction

The aim of this booklet is to discuss what Mentalism is and the different aspects of Mentalism. I plan to discuss in detail exactly what Mentalism is and how it can help you improve certain aspects within your day to day routine. I came to learning about Mentalism when I watched the hit UK show The Mentalist. Since then, I've been researching Mentalism and learning new techniques and applying them to my daily routine. I began writing a blog <http://danielakawmd.wordpress.com/> in September 2009 so that I could re-cap the things that I had learnt, but now it's become fairly popular with many people wanting to learn these new techniques.

Within this booklet, I plan to discuss the following subjects;

- Mirroring
- Improving Observation
- Mentalism
- Cold Reading
- Body Language
- Lie Detection
- Micro-expressions
- Attraction Signs
- Mentalism Mind Tricks
- Improving Your Own Body Language
- NLP

The booklet has been written in a way that you can jump from section to section and learn the parts you're more interested in, rather than having to read through a whole section of the booklet, before finally getting to the part that interests you, booklets like that are annoying, aren't they?

Before writing this booklet, I searched the internet to gather more information and improve my knowledge on certain subjects that before, may have been a little lacking so that when I came to writing this, I'd be able to put as much information in as possible, therefore giving you a better chance of being able to learn what you've come here to learn, and indeed, apply them to your life. I'll try and keep what I write as simple as possible so that it's fairly easy to read and understand, whilst at the same time giving the right amount of information, techniques and tips to enable you to go away from this booklet and practice them in real life.

I'm not saying that reading this booklet will instantly give you the “powers” that you'd like, but what it will do, is give you the means to practice what you'll like to learn and in turn, become better at it.

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Practice makes perfect, I've done the work collecting the information and passing it onto you, it's now your turn to apply what is written in this booklet and practice to become better.

Whilst discussing each subject, there will be pictures to help break-up the text and to demonstrate what certain gestures, movements and facial expressions mean. I find that having a picture next to an explanation helps a great deal. So without further ado, and before I start rambling on too much, we'll move onto the first topic.

# What Is Mentalism?

Mentalism is a subcategory form magic, but instead of pulling rabbits out of a hat and doing cheap illusions. It revolves more around the Mental/Mind side of things, Mentalism, also known as “Mind Magic” uses observation, hypnosis and/or mental acuity to manipulate someone's thoughts and behaviour. Mentalism can involve manipulating people to believe an idea was theirs, when in reality, it was you who subliminally planted that thought or idea into their mind.

Mentalism is perhaps the more impressive form of magic and indeed, growing because it makes the Mentalist appear to be a mind reader, Psychic even, when performing certain techniques and tricks. Mentalists often use hypnosis and subliminal messaging within their acts to enhance the effects, everyone likes to see someone being hypnotised and made to do funny things, don't they?

Derren Brown is perhaps one of the most famous Mentalists in modern times, many people cannot understand how he does some of the tricks he does, but when you learn how they're done, most of them are surprisingly simple.

Hypnosis is one very highly popular form of Mentalism. Psychiatrists actually regard hypnosis as an everyday activity or state that we undergo when we are watching movies, reading books, or driving down a long empty road. When we are doing these sorts of activities we enter a trance-like condition in which we are very vulnerable to the power of suggestion and feel extremely relaxed. Some people are mistakenly under the impression that hypnosis is like being asleep, but it's actually a hyper-aware, hyper-attentive state. It's also a state of total consciousness.

Having a high sense of observation is also an important factor if you want to become a Mentalist, being able to notice the small body movements, and fall facial twitches can be very important when it comes to reading or Cold Reading a subject.

When people see Mentalists, MANY come away thinking that they must be psychic because of the things they have been able to do, but in reality, they're just paying attention and using subliminal messaging and manipulation to plant thoughts into your mind.

# Improving Your Sense of Observation

In this article, I'm going to explain how you can improve your sense of observation. Having a heightened sense of observation not only improves your memory, but it also helps you see the small details that many people would miss, and this enables you to hone in on things and become a more accurate reader of body language. Without looking, what colour is next doors gate? If you can answer, then you have a good sense of observation, if you can't, then you need to improve your observation. The good thing is, that improving your observation is a fairly easy thing to do, but it will requite some commitment and practice to enable you to do so, but the rewards in the end will pay off.

The best way for me, was to consciously look at things whilst I was walking down the street. Next time you're walking down your own road, look around you, try and notice something that you've never seen before, despite walking down that road hundreds of times. If you make a conscious effort to look around you for a few weeks, this will eventually become something that you subconsciously do, just like when you first learned to ride a bike, you had to consciously balance yourself, but now, you do it without even thinking about it.

After a few days, you should test yourself. When you're out and about, look behind you for a couple of seconds and then look back, in your mind make a note of what you saw, the colour of the car coming towards you, the colour shirt that guy was wearing across the road, and then look back to see whether you were right or not, if you were, congratulations, keep it up. If you wasn't right, which you might not be the first couple of times, stick with it, it WILL come to you eventually.

Improving your observation is not necessary, and you can still do the tricks and techniques that have been discussed in this booklet, however having an improved sense of observation will help you become more accurate and better at what you do.

# Micro-expressions

Micro-expressions were first discovered by Haggard and Isaac's during a study back in 1966, they discovered these “micromomentary” expressions whilst looking through hours of psychotherapy videos. Micro-expressions are very brief lasting only a fraction of a second and they often show the emotion that someone is trying to suppress.

Psychologist Dr. Paul Ekman set out on a task to find out whether these facial expressions were universal around the world and to do this, he found a very rural African Tribe, one that had, had no other human contact in their entire life, and what he found was astonishing. He found that despite them having no contact with other humans they showed emotion in exactly the same way that we civilization folk do. Paul Ekman then decided to look into expressions through different cultures. At the end of his research he had discovered that there are 7 universal expressions. These are;

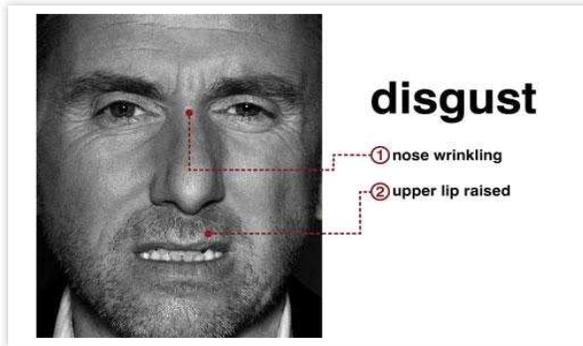
- Happiness
- Sadness
- Contempt
- Anger
- Fear
- Surprise
- Disgust

Each of these expressions appeared to be the same on everyone's faces, despite their culture and origin. Micro-expressions can be used to tell how a person is really feeling inside and it can also be used to see when someone is lying, for example if someone is trying to be happy about something, but keeps showing a micro-expression of disgust or anger.

Paul Ekman discovered that out of the entire population, roughly 1% of people can spot micro-expressions without any training at all, these people are called “naturals” or “wizards”. If you've ever watched the hit US show Lie To Me you'll know that Ria Torres is one of these naturals.

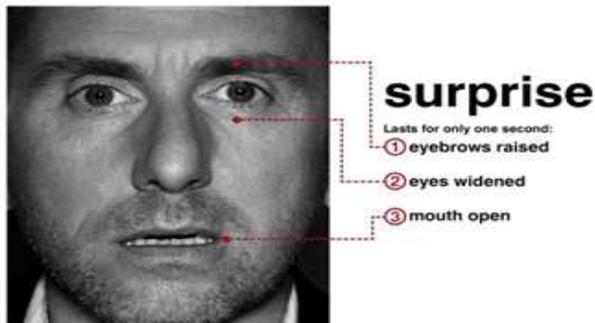
Spotting Micro-expressions is hard because of how quickly they flash on and off the face in less than a fraction of a second. The best advice I can give to spotting these is to look closely at someones face whilst they're talking. Micro-expressions cannot be faked so when you see one, it will be real. I'm just going to give a brief overview of each expression and what it looks like.

## **Disgust**



Disgust is perhaps the easiest micro-expression to see because it involves a large portion of the face. If you're with a girlfriend/boyfriend and you see them showing disgust towards you then chances are that relationship is coming to an end. Disgust is a very strong emotion, perhaps one of the strongest emotions you can have towards another person because its very likely to last longer than any other emotion you might have towards someone, such as anger. If someone shows a disgust expression whenever they talk about a certain thing, place, or person then chances are they do not like to be around them and do not like them, if they're talking in a nice way about them but keep showing a disgust expression, then chances are they're simply pretending.

### Surprise



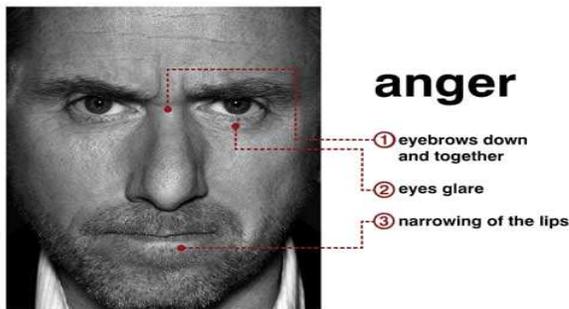
Surprise isn't something that we need to focus on too much when it comes to knowing how someone feels. However surprise is very easy to fake, so if you confront someone about something and you see this expression for longer than one second then its fake, and they know exactly what you're talking about but they want to appear for some unknown reason, that they've only just found out.

Surprise is often confused with fear. When the surprise expression is shown on the face, the eyebrows and eyelids go upwards causing wrinkling on the forehead, and the jaw drops causing an oval shape around the mouth.

Fear is often confused with surprise because there are some similarities. Fear will show across someones face if they become scared of getting found out, or perhaps they're just going to an interview and they're scared of how things will go, they might try to appear calm and confident, but a quick fear expression would tell us that inside, they're scared.

When fear comes onto the face its fairly similar to surprise, but their are some very distinct differences, the eyebrows go up and they're pulled together which creates wrinkling between them, the lower eyelids become tensed and the corners of the lips stretch horizontally.

## Anger



Anger has a fairly jagged onset and never comes on suddenly. So if someone is sitting there nice and calmly and then suddenly reacts in anger with fists raging, then chances are that anger is fake. Anger is an emotion that many people will try to hide until it gets to much and this is when anger may appear on the face as a micro-expression. It may also appear when someone is talking about someone, and they're trying to hide their anger for them.

When anger appears on the face, the eyebrows are pulled down and together, the eyes begin to glare and and red part of the lips begins to narrow because the lips are pressed together.

## Contempt



### contempt

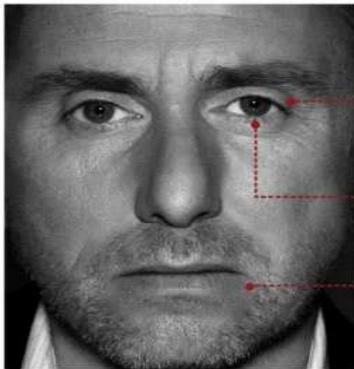
- ① lip corner tightened and raised on only one side of face

Contempt is the only Micro-expression that appears on one side of the face, and usually appears around the corners of the lips. This expression is probably one of the more subtle expressions, but with a little practice fairly easy to spot. Contempt may occur just after someone has told a lie, or someone of a higher authority of you may show contempt when having a go at you, or simply giving you orders.

When contempt appears on the face it'll appear on either the left or right side of the face and around the lip corners. When someone shows contempt one lip corner will tighten and stretch out towards the ears, as shown in the picture of George Bush on the right. His contempt is showing on the right hand side of his face.

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## Sadness



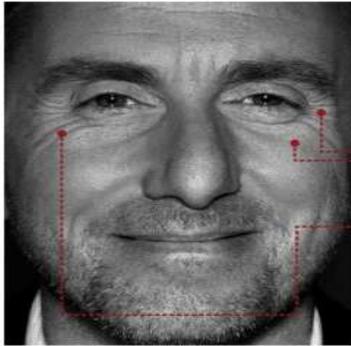
### sadness

- ① drooping upper eyelids
- ② losing focus in eyes
- ③ slight pulling down of lip corners

Sadness will appear on someones face while, well, feeling sad inside. They may try to hide the sadness with a masking smile (we'll talk more about masking smiles in future articles) so that people cannot see how they're truly feeling. But the feeling of sadness will leak through in a micro-expression. Sadness for me, is one of the hardest Micro-expressions to spot because it's very subtle and fairly hard to spot. Remember Micro-expressions happen in 1/5th of a second, so they happen very very fast.

When sadness appears on the face, the corners of the lips are pulled down slightly to make the lips appear a little pouted. Eyelids will droop and it'll look like their eyes are losing focus. The inner eyebrows will also be pulled upwards and together, causing wrinkling between them as seen on the picture to the left.

## Happiness



### **happiness**

A real smile always includes:

- ① crow's feet wrinkles
- ② pushed up cheeks
- ③ movement from muscle that orbits the eye

Happiness is perhaps one of the easiest to spot because everyone can easily recognise happiness. Happiness can appear inconsistent with what someone is saying after a family member has been killed, they may pretend to be sad but in reality, keep showing subtle smiles which would be inconsistent with the situation. You can also tell when someone is “pretending” to be happy, when someone smiles the corner of their eyes will wrinkle.

When happiness appears on the face their will be wrinkling around the eyes, the cheeks will be pushed up and and their face will simply light up.

# Mirroring



Mirroring is exactly as it's named. If you look at two friends sitting down having a conversation, you'll probably notice that they are mirroring each other subconsciously. The picture above shows this happening, the two people in the image are a perfect mirror image of each other. When you mirror someone it is through that it helps build rapport and build a connection on a deeper level with that person.

You can help quickly build that rapport and help someone become more comfortable with you by mirroring them. If they scratch their nose, wait a few moments and then scratch your nose, if they change the way they're sitting, a few moments later do the same. What you're trying to do is mirror their body language by doing exactly that, acting as their reflection in the mirror. You may think that doing this would seem pretty obvious but 9 times out of 10, the other person will not notice you doing this, and if done as explained above, it'll build rapport with them and allow them to connect to you and trust you far more quickly.

When a Mentalist is performing and hypnotising someone, it's very important that they build quick rapport with them and mirroring is just one of the ways to do this.

Mirroring goes far beyond just copying what they do, however. You can mirror someone's speech tone and breathing patterns too, all this helps build a quick connection with that person and allow them to feel at ease around you. You should use mirroring when going to important interviews to, it'll make you come across as trustworthy.

Next time you're out with friends and someone new comes along, try mirroring their body language, use similar words that they use, smile when they smile and make eye contact, and they'll warm to you quicker than you'd expect. Mirroring can be very powerful, and it doesn't only have to apply when you're actually with that person, it's also possible to mirror someone during a phone conversation, and indeed, through texting.

So we've discussed how you can mirror someone in person to build rapport with them allowing them to feel more comfortable around you. But what happens when you've exchanged numbers and gone your separate ways? Can you continue to mirror someone through texting on a mobile phone or talking to someone over the phone to continually ensure that they'll feel comfortable speaking to you?

The answer is yes, yes you can. I've recently discovered this by trial and error, I came across mirroring through text accidentally. I was texting someone I haven't really spoken to before and decided to see what would happen if I copied the smilies they used, particular words they used and the number of kisses they put after each text.

I set out to try and mirror each text that they sent, and I found that after just a very short while, they were willing to tell me information about themselves which they probably wouldn't have told me, had they felt uncomfortable talking to me. So next time you're texting someone, try using the same smilies they use, and similar wording to build rapport.

Talking on the phone is very similar, but you can build rapport on a more deeper, conversational level. When you're talking to someone on the phone then usually you're able to hear them breathing, try matching their breathing by consciously breathing in and out the same time that they do. When we're talking to a friend face to face we're subconsciously mirroring their body language movements, breathing patterns and speech tones. So if they're talking over the phone in a soft, quiet voice, then you should do the same.

Doing this will allow someone to feel far more comfortable talking to you, and mirroring is a great way to build rapport, and indeed, help friendship flourish.

# Body Language & Speech Patterns

Non Verbal Communication or Body Language is the single, most important form of communication. Did you know that what we say only accounts for 7% of the way we communicate? The other 93% forms under Non Verbal Communication.

Body Language is completely involuntary, although we can learn to control our body language and turn our body language more positive (Which is something that will be discussed) a majority of our body language cues are involuntary. Non Verbal Communication can give clues as to what a person is thinking, and we're going to talk about some of those cues that you should be looking out for.

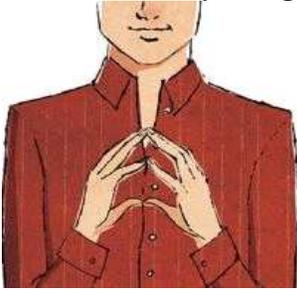
## **Positive Body Language**

How can we tell if someone is genuinely interested in what we have to say? How can we tell if they're just pretending to be interested? A few of the biggest clues to whether someone is interested in what we say would be dilated pupils. When someone becomes interested in something, their pupils will dilate (grow larger) they may also lean in closer to you and rest their thumb and index finger below their chin. When you see this gesture along with dilated pupils, you can be confident that they're interested in what you have to say.

## **Negative Body Language**

If someone isn't interested in what you have to say, they won't show the above gestures, instead they're more likely to lean backwards in their seat as a way to try and move further away from you, they may begin to fiddle with items in front of them and they'll be making less eye contact.

## Confident Body Language



Steepling is something that may be done when someone is feeling confident about something. The image above shows someone steepling. This move is done to show confidence. Steepling is shown when someone brings their hands up and puts their fingers together (as shown in the picture to the left) this expresses that a person is confident about something. They may show this whilst in an important meeting when they become confident about the offer you're offering. Or perhaps you're being interviewed for a job and you see the interviewer make this move, this can tell you that things are going well, and that they're confident you could do the job right.

You can use the knowledge of this technique to win a game of chess. Picture the scene – You're playing chess and it's your turn to move.

You move your hand over the chess board and touch a piece and then your opponent makes the steepling gesture, this will tell you that your opponent is confident about the move you're about to make, so it'll probably be best to go a different way and make a different move. You may also see this happen in a game of cards, if someone is making the steepling gesture then they probably have a good hand.

However, despite the steeple usually being a positive gesture it can be a negative one which is why you have to look at other gestures to go with it. If the steeple is used following a range of positive gestures such as nodding of the head, open palms, leaning forward and so on, then chances are it'll be a positive one.

If the steeple is followed by negative gestures such as shaking of the head, leaning back in the chair and closed palms, then chances are it'll be a negative gesture. However this only really applies to the interview side of things. When a steeple gesture is shown in a game of cards or a chess game as described above, then it's usually a positive gesture showing confidence.

## Gesture Slip

Gesture slips happen all the time and are the work of the subconscious. An example of a gesture slip would be accidentally saying something. For example if you suspected someone of stealing something and you asked them whether they had taken it or not, and they reply "Ye.. no, why would I take that?" That's a classic slip up, they go to say yes but then realize what they're saying and change it to a no, followed by a deflecting question.

Another gesture slip is one Barack Obama showed whilst talking to John McCain. He itched the side of his face and then put up his middle finger and that's what's shown in the picture to the left. This was Barack Obama subconsciously telling John McCain to f\*\*\* off and this is something that you should look out for.



I've seen a lecturer of mine do this whilst teaching one of my classes. A student in the class had clearly annoyed him, he then told that stupid to be quiet and showed him the finger by itching his face, whether this was intentional or not I don't know, however it's not something this particular lecturer would usually do, so I suspect it was subconscious. So next time you're watching a politician talking about another party leader, or when you're listening to someone speaking about someone else whilst they're in the room, you should look out for this gesture slip.

### **Question Deflecting**

Have you ever asked someone a question, and then had it repeated back to you? Or had them asking why you'd accuse them of such a thing? This is typical of deflecting a question. People do this to bide them time to make something up or work out something. I remember in Maths whenever I was talking to a friend and suddenly the teacher would ask me a question, I'd repeat the question back while quickly scanning both the board, and my mind to think of something that would hopefully be along the right lines, now obviously I wouldn't have been making up a lie, but its the same principle.

Just say I asked someone something like "There was £10 here earlier, did you take it" they might reply

"£10? I thought I saw that there earlier actually"

This is a typical deflector, why would they need to tell you that they had seen it previously before? That's absolutely no use to you since you want to know where it is now, so already they're showing signs of deception because they're telling you pointless information, and they still haven't answered the question directly. Someone who is honest will usually opt for a simple "No, I haven't seen it sorry" which answers the question, whilst someone who may have taken the money would fail to answer the question first time around, and used deflection so they have more time to think of something to say.

## **Common Signs of Doubt**

### **Lip Pursing**

The most common doubtful expression occurs around the lips, when someone tells you something and then presses their lips together in a “I don’t know” way, this can suggest they were doubtful in what they have just said which could be a clue to them lying, or perhaps they’re just not quite sure of the answer they’ve just given.

### **Hand Rubbing**

If someone is nervous whilst answering a question, you may see them fiddling with a ring on their finger or simply squeezing one hand with their other hand. This could simply mean that they’re nervous/uncomfortable talking to you, it really does depend on the situation. However, if it’s someone you know fairly well and they don’t usually make this gesture whilst talking to you, then it could be a sign that they have just told you a lie.

### **Stepping Back**

Another fairly common Body Language Gesture is stepping backwards after speaking. Politicians often do this if they have just told a lie. Taking a step back after you have spoken shows doubt, it shows a withdrawal from the crowd which can suggest a lie has just been told.

### **Voice Dropping Off**

When someone is telling the truth, they’ll be confident in what they’re saying and this will show through their voice. Their voice will be strong and assertive, however when they begin to lie, they may lose confidence in what they’re saying and this can cause someone’s voice to soften and become a little quieter, when this happens, it suggests low confidence in what they are saying.

### **Shoulder Shrug**

The one sided shoulder shrug is a classic example of someone feeling doubt in what they’ve just said. Shrugging of shoulders is often associated with saying “I don’t know” so when someone is talking and explaining something to you and you see one of their shoulders move up, drop down, or move slightly backwards, this can suggest that they don’t really know what they’re saying, and this shows doubt which again, could be a clue to figuring out whether someone is lying or not.

### **Shaking Head No**

Imagine the following sequence of events. A wife asks her husband whether he phoned up PC World to see whether they had a computer in stock, it was VERY important that he made that phone call but he forgot to make it. When her husband replies “Yes” to her wife, he shakes his head subtly side to side as if to say no. The Body Language gesture contradicts what he is saying, and chances are, the Body Language Cue will be the truth.

So if you're having a conversation with someone and they're telling you something that happened, but continue to subtly shake their head to say no, chances are, he or she will be lying.

Everything written above is to be used as a guide and in the context in which they are described. Before coming to a conclusion you should look for clusters of gestures because they're much more likely to be reliable than a single gesture on its own.

### **Conversation Tips – Interested Body Language**

During conversation do you ever wonder whether someone really is as interesting as you think they are? When you're sitting there listening to someone talking about something they did the other night, or that they're interested in and you really couldn't care less what they did, I expect you'll add in the occasional nod and "yeah", but how can we really tell whether someone is genuinely interested in what we're talking about by observing their body language?

To do this, we have to look at three key things. The eyes, facial expressions and the way a person is standing/sitting. When someone is interested their pupils will dilate (grow wider) automatically, this is something that we have very little control over, although with some practice we can make our pupils grow wider, although that'll be discussed in another article during the next couple of weeks. So next time you're talking to someone look at their eyes although try not to stare, and see whether their pupils are dilated, if they're not, then it might be time to change the conversation.

A word of warning on this, our pupils dilate and contract when light conditions change, so if you're standing in a very brightly lit area, their pupils maybe contracted (small) to stop the amount of light getting into the eyes. Someone who is on medication may also have dilated or constricted eyes, which is why this should be used in conjunction with what's written below before deciding whether they're interested or not.

The next thing we'll move onto is facial expressions. Its fairly easy to see by looking at facial expressions to see whether someone is bored or not, and this can be a big clue to whether they're interested in what you're talking about. The three main things to look at here are;

- Half Open Eyelids
- Raised Eyebrows, a sign of trying to stay awake
- Sometimes there is a slightly puckered mouth or side placement of the mouth.

So, they're the main facial expressions to look out for to see whether a person is growing bored. Again, this is just one of the signs and doesn't necessarily mean they're not interested, someone who has had a rough nights sleep may also show these expressions.

The third thing, is probably one of the most important along with Pupil Dilation and that's the body language side of things. It helps if you know the person well on this occasion because you should already know their baseline.( a baseline is how a person would normally act) When someone is interested in a conversation they will stand with both feet pointing towards you, this indicates that they're ready, and happy to interact with you. The picture on the left is an example to show you what I mean (click the picture to enlarge)

If they're no longer interested in what you're saying, then they are likely to take more of a closed stance, they may cross their arms, and one of their feet may turn to point towards a door, or another area of the room. When someone's foot points away, they're usually pointing in the direction that they'd like to walk in and when this happens, its usually best to change the conversation because it's no longer satisfying for them.



The picture above shows what I mean by one foot pointing away, you'll have to excuse it's cartoonyness, it's the best picture that I could find which demonstrates what I mean perfectly.

I find that its best to look for all three of the things I have talked about above before deciding whether someone is interested or not, it may seem like a lot to do whilst in the middle of talking, however with a little practice it'll very quickly become second nature to you, this is a fantastic way to stay interesting when talking to friends and even people that you've just met, as soon as you can see that they're losing interested simply change the topic to something else, until you get a hit with something they'd enjoy talking about, if you're having no luck then simply ask questions about themselves. People love to talk about themselves, so you're very unlikely to go wrong by doing that.

# Introduction To Cold Reading

Do you want to be able to convince your friends that you're psychic? Then maybe learning the art of cold reading is for you. Cold Reading is an age old art which involves a keen sense of observation and an air of confidence. Have you ever watched a Psychic perform on TV in front of a huge audience, and somehow manages to know a fair amount about a person? If you listen carefully, what they say could apply to absolutely anyone in the audience, and because the audience is so big whatever they say has to apply to at least one person. How about when they've said something and then go to someone? Well, this probably just means they've been observing the audience as they talk, and they've noticed someones facial expression, or they notice a slight movement and they can instantly know that what they have just said, applies to this person. Cold Reading will make you a hit at a party once you've figured it out because its a great way to break the ice, what better than to be able to tell a complete stranger facts about their life on first meeting? People will certainly begin to warm to you much more quickly.

Cold Reading is fairly easy once you know how its done, although it can take a while to master it, and like everything, you have to practice it to start getting good results. You're bound to get things wrong once in a while, especially when you first start putting it into practice, but if you just stick with it then you'll soon get it.

When starting to learn cold reading, its a good idea to start practicing what you learn straight away. Doing this on people you know wont really get many results because you already know a fair amount about them, which makes this perfect for parties where they'll be a fair amount of people around that you're unlikely to know very well.

Before learning how to cold read though, it'll be better to improve your sense of observation, the better your observation, the better the chances you'll be good at cold reading. So before I go into talking about how to cold read, I want you to try this exercise for a couple of days just to improve your observation.

Next time you're in a place where people meet and interact, this can be an airport, (although, you're unlikely to be going to an airport in the next few days, although if you are, then great) bus station, or just simply in the local park. All you have to do is sit and observe, observe the way people walk, observe their body language, their facial expressions, what colour hair do they have? What type of shoes? Just try and look at every minute detail about a person.

A slightly more practical, and perhaps easier thing to do, is whenever you're out look around, notice that crisp packet on the floor that you'd usually ignore, notice the letter "E" out on the sign for Tesco, notice the little things that usually you'd walk straight past. Whenever you glance around ask yourself why, take notes of car colours, people, etc.. whenever you look behind you, and then ask yourself "what colour was that car" and then turn around to check if you were right. A couple of days of paying close attention like this, will begin to improve your observation.

# Cold Reading Techniques

Hopefully you would have followed the steps in the steps above to help improve your sense of observation, if not, don't worry. Cold Reading can be done without a good sense of observation, however the accuracy rate may drop because you'll miss many of the subtle clues that you need to look for.

In order to be a successful Cold Reader and convince people that you're Psychic you'll need to show confidence, if you appear to be very confident when you're cold reading someone it'll add to the affect and you'll begin to convince more people of your "powers" I'll now speak about the different techniques that Cold Readers use in order to appear like a genuine Psychic.

## **Staging**

Staging is an important aspect in Cold Reading, saying something like "I'm not really feeling the spiritual connection right now, it may take a little longer than usual" can give the audience or subject more confidence in what you're doing, you can do a little acting and pretend that you're struggling to get through to the "spiritual world" which gives you a little more time to look at the subjects body language, facial expressions and the type of clothing they're wearing.

## **Fishing**

Fishing is a very good technique to use. This entails feeding information to your subject, for example saying something like "I see the letter J" could mean absolutely anything, however sometimes the subject will shout out the name of someone who has passed, whos name began with the letter J and may say something like "That must be Joan", or perhaps they'll give off a more subtle clue, such as a body movement or facial expression.

## **Forer Effect**

The Forer effect is a previously written statement and is often used more in online psychic readings. Take the following text for example.

*You have a great need for other people to like and admire you. You have a tendency to be critical of yourself. You have a great deal of unused capacity which you have not turned to your advantage. While you have some personality weaknesses, you are generally able to compensate for them. Disciplined and self-controlled outside, you tend to be worrisome and insecure inside. At times you have serious doubts as to whether you have made the right decision or done the right thing. You prefer a certain amount of change and variety and become dissatisfied when hemmed in by restrictions and limitations. You pride yourself as an independent thinker and do not accept others' statements without satisfactory proof. You have found it unwise to be too frank in revealing yourself to others. At times you are extroverted, affable, sociable, while at other times you are introverted, wary, reserved. Some of your aspirations tend to be pretty unrealistic. Security is one of your major goals in life.*

The above text was written by the psychologist Bertram R Forer. If you read through what the text says, chances are you'll be able to relate to it, and it may even be 90% or more accurate for you. This will apply to pretty much ever.

## Cold Reading – Putting it into action

Now we've discussed the different techniques that are required for Cold Reading I can now begin to tell you how to put these techniques into action, I'm just going to speak a little more about observation though, and how observing someone for just 30 seconds can tell you more about them than what you could imagine.

When you first begin talking to someone, take a look at what they're wearing, are they wearing casual clothes or do they look smart? Are they clean shaven? Is their hair neatly done? Are they wearing any jewellery such as wedding rings? What are their facial expressions like? Are they happy, sad, etc..? The devil is in the details and you **MUST** pay attention to the details. If someone is married, you may ask how or when they got married, if then they begin to fiddle with their wedding ring (usually women, although men have been known to do it too) this can be a sign that things are not quite good at the moment, and you could say something along the lines of "I get a sense that while things were good to start with, you and your wife/husband are going through a tough time right now" you may wish to then follow this up by saying "but I can sense that things will get better for you"

Feeding someone positive information is more likely to be successful, people like to hear nice things about themselves so if you say generally nice things after a slight negative, they're much more likely to believe that you're psychic or have some type of power. Observation is **KEY** for successful Cold Reading, in my opinion.

I read a story once from a Cold Reading book that I was reading, in short, the writer was explaining that he was in a shop with someone and his friend was talking about him reading Tarot cards, the cashier then asked the man "Can you tell me something about my boyfriend" he went onto explain that she was roughly 19 and very attractive, so he instantly knew that she'd have no trouble finding a boyfriend, which lead him to believe that she either thinks that her boyfriend is cheating on her, or that her boyfriend is married. The writer said to her "hes married isn't he?" and of course, he turned out to be right.

That's called making an educated guess, sometimes guessing based on the information you gather from observing someone can pay off, and usually, it does, depending on your skills of observation.

The question that's usually asked by beginners is "When and where can I start" the good thing about this, is that you can do this wherever there are people. I must stress that you should only do this to break the ice, and to make people feel good about themselves. This can also be used to make money, however if you don't care about the people you're cold reading and you're only in it to make a profit (like many so called "psychics" then you should stop reading now.

Next time you're on a bus or train, look around and observe people. Look at the small details, what are they wearing, facial expressions, posture etc.. and make a guess about what they do for a living, if they're married, etc.. if you like, you can even try giving them a little 2 minute cold read to see how successful you are. You can easily do this by saying something along the lines of "excuse me, but I'm getting a strong sense that.." and then begin to say what you think they may do.

# Cold Reading – Psychometry

Psychometry is another brilliant way in which you can convince someone that you're psychic even if this is the first time meeting them before. Many TV Psychics hold someone of the subjects because they claim it helps them get a more accurate read. You can do the same, to a point. The following technique can work without any practice, although the more practice you have the better you'll become.

Once you've chosen a subject that you'd like to give a Cold Reading or "Psychic Reading" to, scan them, observe what they're wearing and try and conjure up an image of what this person may be like, does he/she seem quiet and withdrawn? Does he/she have a wedding ring? You get the idea.

Once you've done this, you can then ask the subject if they've ever had a Psychic reading, and then go onto explain that you're a Psychic and that you'd like to give her a reading, if she agrees, ask her if you can hold a personal item of hers. It doesn't matter what it is, as long as you're holding something that belongs to her.

Sit down with her, and close your eyes whilst holding the item. Feel it with your fingers for a short while and say the first image that comes into your mind, it doesn't matter what that image is but put it forward to your subject. If a white door pops into your head for example, tell her you're seeing a white door and ask her if that means anything to her. She'll then be scanning her memory for a white door, which may be linked to her parents house.

If she says yes, add on to what she says, for example, if she says that it was the colour of her parents house you can start talking about that. If she's a younger woman then she's probably had some ups and downs with her parents, which you can then say "Yes, I sense you had some ups and downs with your parents during your childhood" Just start to generalize, most younger people have ups and downs with their parents, but she'll make it fit. Generalize what someone of the subjects age probably would have been through. For an older lady, you can talk about how she's concerned about her parents health.

Take the generalities of someone you know and apply them to the reading, if you can't think of someone, apply generalities of your life into the reading.

Generalizations work because they're often positive generalizations, and if you're saying something positive the subject will work hard at making what you say fit with them, making it appear as if you're psychic.

If your subject says no, and that a white door doesn't mean anything to them, don't worry. You can say that it stands as a symbol of something. Almost everyone has dreams that they know won't be reached but they can't let go of, so you could say "You have a dream that you'd like to achieve but you feel you will never get there, you can achieve it, but you need to open this door, you need to find the key"

If you don't get any images in your mind in the first place, which is highly unlikely, then you can just make something up and fit it into the reading. Try and use an image that could have lots of meanings, trees (playing in the park) Paper, etc..

If you do run out of things to say, simply tell them that you're not getting anything through and the channel has gone cold, and then simply thank them and leave.

The good thing about Psychometry is that it can be done anywhere, and if you're new to trying it, then you should get lots of images popping into your mind in which you'll be able to use.

# Improving Your Own Body Language

Improving your body language can have a surprisingly big affect, not only can it improve your attractiveness, but it can also improve your people skills and general mood.

Firstly, to be able to change and improve your body language you must be aware of your current body language. So before putting the tips below into place, I'd advise you just to spend a couple of days or so looking at your own body language in various situations. How do you sit when you're on a bus or train? How do you stand when you're talking to your boss compared to a girl/guy? Do you fold your arms a lot? You could also practice standing in front of the mirror and just looking to see how you stand, this may sound silly, but no one will be watching you so you have nothing to worry about.

Another tip is to close your eyes and visualize how you would stand and sit to feel confident, open and relaxed or whatever you want to communicate. See yourself move like that version of yourself. Then try it out. You may also want to observe others body language, observe those who you look up to, what body language do your idols have? What body language do your favourite movie stars use? You can begin to take bits and pieces from different people and try using what you've learnt from them.

Some of these tips might seem like you are faking something. But fake it til you make it is a useful way to learn something new. And remember, feelings work backwards too. If you smile a bit more you will feel happier. If you sit up straight you will feel more energetic and in control. If you slow down your movements you'll feel calmer. Your feelings will actually reinforce your new behaviours and feelings of weirdness will begin to fade away.

In the beginning it can be easy to exaggerate your body language, but thats okay because eventually you'll begin to use it more subtly again. So before I start rabbiting on any further, here are the 18 ways to improve your own body language.

**1. Don't cross your arms or legs** – Crossing your arms and legs can give the appearance that you're defensive and closed, having your arms and legs unclosed will make you seem more open and friendly to people.

**2. Make Eye Contact but don't stare** – Making eye contact is a good way to make people feel more comfortable around you, if you're constantly looking down and away from the person you're talking to, they may begin to feel they're boring you and may get up and leave. Whilst maintaining good eye contact, be sure to make sure you're not staring at them.

**3. Don't be afraid to take up some space** – Taking up space can be a good way to show self confidence, if someone is not confident then they will tend to take up the least space possible, sit with your legs open and arms spread out if you want to come across as confident.

**4. Relax your shoulders** – When we feel tense it will begin to show around your shoulders and they may rise and become tense, relax your shoulders by shaking them a bit, deep breathes can also help relive tension.

**5. Nod when they're talking** – Nod once in a while whilst someone is talking to show them that you're listening, but don't over do it.

**6. Smile and Laugh** - Lighten up a little and don't take yourself too seriously. If you can joke around and show people that you're not too serious then people will warm to you much more quickly, than if you come across as this serious, boring person.

**7. Don't touch your face** – This might seem a weird one, but when people are nervous (or perhaps lying) they will touch their face to try and comfort themselves, try not to touch your face as this will show more self-confidence.

**8. Keep your head up** – Always look in front of you whilst you're walking, people who have their heads and eyes down appear insecure and a bit lost.

**9. Use your hands more confidently** – Instead of fidgeting with something whilst you're talking, try using hand gestures to add more meaning and force to the point that you're trying to make, this will make you appear more confident in what you're saying and you'll come across more genuine.

**10. Mirroring** - When you're talking to someone, subtly copy their body language movements, if they scratch their neck then a few minutes later scratch yours, mirroring someone can dramatically reduce the time in which it'll take for someone to warm to you, they will feel you're genuine and a little like them. When in a good discussion mirroring takes place automatically.

Put these tips into affect for a few days and then you'll begin to notice a difference in how people respond to you. You may feel awkward/weird doing some of these at first, however after a few days you'll adapt to them and they'll start to become second nature to you.

# Introduction to Hypnosis

Contrary to what many may think, hypnosis is nothing more than a deep state of relaxation with heightened suggestibility. Everyone goes into light hypnosis 4 or 5 times a day without realizing. When we're sitting down just staring out the window and daydreaming, our eyes faze out and we enter a very light hypnotic trance.

As a famous person once said "all hypnosis is self hypnosis" and this is very true. If you are the person being hypnotised then you are the one doing all the work, the hypnotist is simply guiding you into that deep state of relaxation. Hypnosis and Suggestion can be very powerful when used correctly, and when you become good enough, can even be used to get your shopping completely free of charge, although this of course would be illegal.

During the next few articles, i'll be explaining exactly what hypnosis is and how it can be used, believe it or not, if someone wants to be hypnotised and they believe that its possible, it can be very easy to put them into a trance within a matter of minutes, and then, all you need to do is deepen the trance, test it, and then give your suggestion. I'll be adding some very simple hypnotic commands which can stick someones hand to a table, make someone believe a piece of paper is a £5 note and even convince someone to hand over their mobile phone and belongings.

Hypnosis is often used to help people heal from pain, quit smoking, and indeed cure phobias. However Hypnotic Suggestion can also be used to persuade someone to do something for you.

I'll be talking about the various ways to get people into deep hypnotic trances from instant inductions to slower, more longer lasting inductions, i'll discuss different and simple techniques to successfully bring someone into that deep, relaxing state of hypnosis.

# Deepening a Trance

Deepening a trance is probably one of the most important stages in hypnotising someone. If you do not deepen the trance then any suggestions you give them will be very unlikely to work.

I'll save hypnotic suggestions/techniques for another article and talk mainly about deepeners today.

Deepening a trance is surprisingly very easy to do, and there are a number of different ways in which it can be done. Everything below is something which is done after an hypnotic induction, and is done when someone is already in a light state of trance.

## Counting

The counting technique is probably one of the best known technique and its very simple too. You simply count down from 10-1 with some embedded hypnotic commands as you do so. Below is a script that I've written and one that you can use, although you may wish to change it slightly to make it suit you.

*I'm going to count backwards from 10 to 1, and with every number I say you're going to feel more and more relaxed, you're going to feel better than you've ever felt before. 10, 9, 8, 7, beginning to go deep down into relaxation, focus on your breathing, notice how the more relaxed you become the slower your breathing grows, 6,5,4,3 moving deeper and deeper, lower and lower down into that state of relaxation, you're doing well, you're feeling relaxed and feeling better than you've ever felt before, 2,1, you're now in a profound state of relaxation, although aware of everything going on around you, I want you to focus only on my voice, notice how slow your breathing is.. (this is when you'll begin to introduce some suggestion)*

Notice I used the words "deeper, down, lower and relaxation" several times, using these words in repetition helps to bring the hypnotic trance into a deeper state.

## Stairway

This one is much like the counting step above, however this time you ask your subject to imagine themselves standing at the top of a stairwell with 10 steps, again, what I've written below should be used as a guide.

*I now want you to imagine yourself standing at the top of a stairway, I will count from 10 down to 1, and when I reach 1 you will be at the bottom and in a deep, relaxed state, feeling better than you've felt in a long time.*

*10 – Step onto the stairway and go much deeper*

*9 – Relaxing more and more with each number*

*8 – Allowing yourself to go deeper and deeper with each number*

7 – *Each number I say and each breath you take helps you to relax more and more*  
6 – *Deeper and Deeper onto relaxation*  
5  
4 – *Feeling relaxed in every part of your body, from your head to your toes*  
3  
2 – *Allowing your body to feel completely relaxed, feeling better than you've ever felt before*  
1 – *Feeling in a profound state of relaxation, feeling better than you've ever felt, you're doing great*

## Covert Hypnosis – How It's Done

You've heard of conventional hypnosis when somebody wants, and knows they are going to be hypnotized, but what if you could successfully hypnotize someone without them knowing it? That's where Covert Hypnosis or "Conversational Hypnosis" comes in. Hypnotizing someone simply by talking to them and using certain words may seem hard or almost impossible, but it's surprisingly easy when you know how it's done, and probably something many people wished they could do, but the truth is, just about anyone can do it with a little practice.

Hitler used Covert Hypnosis a lot in his speeches, as do a lot of politicians to try and get you to side with them rather than their opponent. There are three important steps that must be followed in order for covert hypnosis to work, covert hypnosis can be used to cheer someone up, lower their stress levels and even get them working towards their goals.

The three steps are, Building Rapport, Switching off the Critical Mind and giving them subtle, hypnotic commands.

### **Building Rapport**

Building Rapport is very easy to do, building rapport simply means making a connection with that person which allows them to trust you. You already have Rapport with friends and family, and building Rapport with someone new is easy. Mirroring someone's body language, making eye contact and laughing at their jokes help build Rapport with someone very quickly. Once the Rapport is built, you can move on to the next step.

## **Switch Off The Critical Mind**

Switching off the Critical Mind is best done by using words and phrases such as “Imagine” or “What If” using these phrases immediately bypass the Critical Mind and move straight into the imagination which is very important. If you ask someone to imagine something, then they will immediately imagine that in their head. For example, “*What if a black cat could fly*” Chances are, you’re now imagining a flying black cat. Switching off the Critical Mind leads right into giving hypnotic commands, which is the third and final important step.

## **Giving Hypnotic Commands**

Once you’ve completed the first two steps, you can then begin to give someone hypnotic commands and start making them do things that you’d like them to do. For example, if you want to calm someone down and lower their stress levels, the following paragraph should work well in doing that.

*“Imagine you’re on a beach somewhere, listening to the waves lapping at the shoreline, imagine soft, soothing music playing in the background with the warm sun glowing down onto you, what if you could feel incredibly relaxed and happy, with no care in the world? Can you imagine that? Imagine how nice you’d be able to feel if that were possible.”*

I’ve put the hypnotic commands in italics, as you can see I’m being repetitive in saying the word “imagine” and i’m also playing into their other senses, such as being able to hear the music, and feeling the warm sun on their skin. If you’re repetitive and play into someones senses, they will really be able to imagine themselves their and their stress levels should drop almost immediately.

Remember, this can work on anyone at anytime, as long as you follow these three, but yet important steps into convert hypnosis.

# Self Hypnosis – How It's Done

If you're someone who become stressed or angry easily, then being able to hypnotize yourself in the comfort of your own home will be a great help to you, or perhaps you want to have a more positive outlook on things around you, then again, Self Hypnosis will help you achieve your goals.

Self Hypnosis is very easy to do, and the good thing is, you can pretty much do it whenever you have some free time or whenever you feel stressed, and all without leaving the comfort of your own home. The first few times you may find it takes between 30-60 minutes to get into that deep relaxing state of hypnosis, however the more you Self Hypnotize the quicker, and easier it'll become for you. The steps below are to be used as a guide only, and should help you achieve that profound state of relaxation, however as these are a guide, you may find doing something slightly different helps you, it depends on the individual.

**Step 1** – Find somewhere where you can relax and wont be disturbed for a while, laying down in a comfortable bed is recommended, however if you find that you're more comfortable sitting in a chair, then this will be good too, just as long as you're comfortable and in a place that's quiet, which helps you to relax.

**Step 2** – Pick a time of day when you feel your best, and also a time of day when you're less likely to be disturbed.

**Step 3** - Think about the amount of time you have, the Self Hypnosis session should last between 30-60 minutes, at least for the first couple of times.

**Step 4** – Make sure you know what the reason for the Self Hypnosis Session is for, make sure you're fully aware of the goals you wish to achieve through this session, don't aim too high until you become more confident of your abilities to Self Hypnotize, start off slowly.

**Step 5** – Begin to take nice deep, relaxing breaths and feel yourself growing increasingly relaxed.

**Step 6** - Think about your entire body relaxing, start with your toes, working up to your knees and so on, all the way up to your head, feel the tension begin to flow out of your body.

**Step 7** – Focus on your breathing for a moment, focus on each and every breath, focus on how each cleansing breath makes you more and more relaxed

**Step 8** - As you continue to grow more and more relaxed, imagine a staircase appearing in front of you, continue to take deep, cleansing and relaxing breaths, begin to tell yourself that you're growing increasingly relaxed.

**Step 9** – Imagine taking slow, soft and easy steps down that stair case. With each and every step tell yourself that you'll grow more and more relaxed.

**Step 10** - Start to count down from Ten to One, with each number imagine stepping down onto the next step of the staircase, notice how your entire body is now relaxed and with each number and each step, you grow more relaxed as the relaxation gets deeper and deeper.

**Step 11** – Now imagine a peaceful and beautiful place, imagine yourself there and you can feel it, allow the sense of peace flow through every muscle and every cell of your body, as you begin to relax even further, deeper down into the body.

**Step 12** – Tell yourself in a slow, soft voice the goals in which you want to achieve, tell yourself over and over again, imagine that being a reality, imagine the goals you wish to come true are already happening, whether its to quit smoking or to be a better person, just tell yourself and imagine its already happening.

**25**

**Step 13** – Count from Zero to Ten, with each number you'll become more alert and awake to your surroundings, when you reach 10 you'll wake up feeling profoundly relaxed and calm, better than you've ever felt before.

Congratulations, you've now completed your first Self Hypnosis Session, as I said in the beginning, the more frequently you do this, the easier it'll come to you.

# Introvert VS Extrovert – What Are They?

Being able to define someone's personality into either Introvert or Extrovert can help you greatly improve the accuracy of your reading. The two are complete opposites of each other, however no single person is simply one or the other, usually people will have a mix between the two but more often than not lean towards one more than the other. So with that said, we'll move on and first I'm going to talk about Introverts.

## **Introverts**

Many people define Introverts as shy, quiet people, however being an Introvert doesn't really have much to do with shyness, shyness often comes with anxiety, worry, etc. The reason people often call Introverts shy is because they are often quiet people who enjoy spending time alone gathering their thoughts, they'll often avoid social situations such as parties, clubbing etc.. if they can because they find this drains their energy. Introverts regain energy by spending time alone and enjoying their own company, they don't feel the need to be in social situations all the time. Being an introvert does not mean people who fall into this category don't have conversation, but usually when they do, the conversation is usually about general ideas and concepts, rather than social small talk.

## **Extroverts**

Extroverts are completely the opposite of Introverts, most people define them as friendly and outgoing, while this is true, this is not the true meaning of an Extrovert. Unlike Introverts, Extroverts re-energize themselves by being around other people. They enjoy the company of others and when alone tend to get bored quite quickly and would rather be talking to someone. Extroverts think best whilst they are talking, whilst Introverts will often think before they talk. Extroverts are the life of the party and have no trouble striking up conversations, which makes them seem more socially adapted than Introverts.

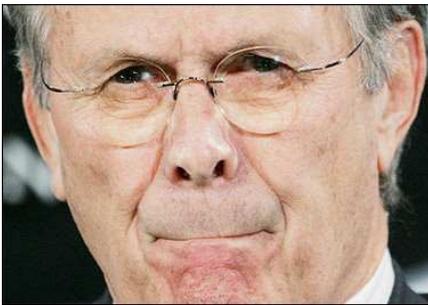
Now that you know which both of these categories mean, it'll be easier for you to get an accurate read on someone. Usually people fall into both of these categories, almost everyone will enjoy some quiet time alone, however Extroverts will limit this time alone and will much prefer to be out and explained above, whilst Introverts much prefer time alone, they may head off to a club now and again with friends to socialize.

So if you know someone who is always going out and they always complain about being bored when they're home, then chances are they will be an Extrovert.

# Body Language Signals and What They Can Mean



When someone is rubbing their hands and fiddling with their hands like being shown in the image to the left, it can mean they're feeling anxious/nervous about something. If they're not showing this body language signal whilst talking generally, and then you ask them a question and they immediately start showing this signal, it can mean they feel sensitive and nervous about answering your question, or they might be telling you a lie. However, it's always important to find a person's baseline before concluding they're lying to you. Someone's Baseline is how they would behave under normal, relaxed conditions.



Pursing lips, or tightened lips like shown in the picture to the left can mean several things. I can show doubt, embarrassment or stress. If someone is feeling stressed they're likely to push their lips together like this. Next time you're at an airport, or a train station and the plane or train is delayed, look around to see whether anyone is pursing their lips.



The classic one sided shoulder shrug. When we are talking or we're asked a question to something we're not sure off, we'll shrug our shoulders to say "I don't know" the body does this automatically when leaking doubt. If you've asked someone a question and whilst answering one shoulder moves up but the other stays where it is, this can mean that they are doubtful in what they're saying and they could be lying. Gestures should always be looked for in clusters and the one sided shoulder shrug on its own is not conclusive enough.



The picture to the left shows two people of importance trying to be more important than the other. Whilst they are shaking hands they both use their other hand to try and exert dominance and power. You often see this with politicians. If you want to get the upper hand on someone then you should try this move whilst shaking hands with someone you've just met.

Thank you for reading my Body Language booklet. This is the first booklet I've ever created so I apologise if it's not quite laid out perfectly. I'm planning on creating two further booklets during the next month or so. The second booklet will focus on NLP or neuro linguistic programming and how you can use it to potentially tell when someone is lying to you, and what they might be thinking. The third booklet will be a booklet of Mentalism magic tricks.

Thanks for reading.  
Regards  
Daniel Smith

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