

DARK SIDE HYPNOSIS



Alright, the next technique I want to tell you about is called rapport hooks, now this technique will make creating deep rapport so much easier and people will be listening to you and hanging onto your every word and this in turn will make people like, trust you and want to be influenced by you.

If you use this one technique together with mirroring and “the secret questions” that I teach you in The Dark Shadow technique then you will easily have people begging for your attention because it’s almost like when you watch an episode of the TV show Lost.

If you’ve ever seen lost then you know what happens when they finish the episode and you just have so many unanswered questions, well it’s the same thing with rapport hooks.

And I’m only going to give you one example, but if you wanted to then you could stack rapport hooks and that makes it even more powerful.

Alright, so the way to make this technique works is by giving your subject your complete attention for a period of time and then you catch their attention with an incomplete story or incomplete piece of information.

This leaves people wanting to talk to you more and begging for your attention.

And when someone is chasing you for your attention then that gives you the higher value so of course you are then in the alpha position, and so that subconsciously makes people like you more, trust you, and of course because you’re the alpha then want to be influenced by you.

So let’s imagine for a minute I was having a conversation and the person I’m in conversation with happens to ask me if I’ve ever met anyone famous.

Now if I wanted to use a rapport hook I would say something like:

“Actually yeah, I went to dinner with George Clooney once.”

And then they would say: “Really, wow... how did that happen?”

And my reply would be “Well I was in lake Como 2 years ago and did you know he actually has a villa there and... oh my gosh have you ever been to lake Como? It’s the nicest place... they have the best ice cream shop there... it’s called... ah wait what’s it called... oh yeah Petronis... and they have every flavour of ice cream you could imagine... have you tried Redbull flavour ice cream... well they’ve got it there, and in this ice cream shop Petronis, there was this guy who worked there... and every morning he would walk down the street yelling Petronis, Petronis, and he would have this cool box full of different flavoured ice cream...”

So as you can see what I’ve done there is I’ve given you a piece of information that isn’t complete.

I’ve set up the fact that I somehow know George colony, but what I didn’t do was complete the story with how I know him and how I ended up going out to dinner with him and instead I’ve ended up talking about ice cream.

Now what this does is while I’m talking about this ice cream shop and how they have the best ice cream there, my target is thinking “Yeah, that’s great but what about the dinner with George Clooney?”

Now the secret to making this work and to making it even more powerful is to keep on talking but to never actually give them the answer they’re looking for.

So if they ask you... “So come on... you didn’t tell me about your dinner with George Clooney” just start talking about something else never quite giving them what they.

So you could say “Oh yeah, so I was heading to this ice cream shop and outside, just sitting there was George Clooney, and there was this one guy selling sunglasses... it’s so weird whenever you go to somewhere hot there is always a guy on the street selling sunglasses...”

And then you would launch into a story about the guy selling sunglasses, so again never actually answering the question.

This is why we call it a rapport hook, it’s an interesting hook that never actually gets answered.

Now this is really powerful stuff, can you see the difference between using rapport hooks and the way that most people would usually try and seek rapport.

Normally, most people if they’ve had dinner with George colony would want to try and show off about that fact to try and impress people, but what a lot of people actually don’t realise is that by doing that you’re actually qualifying yourself and you just come across as low value.

Now one thing I will say about rapport hooks is try not to over use them, and the reason for this is because it will drive people crazy and if you over use them it will actually push people away because they will find it so frustrating every time they talk to you.

Just remember that rapport hooks are a way to create drama, they are meant to be used to just pull people into your reality and to give them just enough information to get them interested and then to take it away so that they are hooked in to a conversation with you and they need that closure from you.