

Darkside Hypnosis
The Dark Shadow Technique

The Dark Shadow technique.

Alright, so this technique is all about becoming the person who can walk into any situation and be in a position where you know exactly what you need to do to make someone instantly like you.

And it doesn't matter who your subject is, it can be a complete stranger or someone that you already know, it doesn't matter even if it's a famous person or a celebrity, it could be the most famous person in the world and I can still walk up to that person and make them instantly like me.

And it's really not that hard to do, because I'm about to teach you how you can use the most powerful techniques so that you can bend someone's mind to instantly control the way they feel about you.

So The Dark Shadow revolves around using a lot of advanced rapport techniques and when we use the word rapport, what we're really talking about is that feeling of being "in sync" or being "on the same wavelength" as the person you're talking to.

Rapport is the connection between two people, it's the unspoken words that tell a person "we're on the same page".

And even though you may have heard of rapport before, I can guarantee you that the techniques we're about to get into will be completely new to you and that's why The Dark Shadow technique is so devastatingly powerful because no one's ever seen this stuff before.

And you can use the Dark Shadow any time you like, in any situation.

Whether it's getting served faster at a bar, getting off a video fine, getting 50 percent off that new flat screen you've had your eyes on.

Because the point is, you'll get so much more out of life when you're able to affect people and make them genuinely feel rapport with you and make them genuinely like you.

When you learn The Dark Shadow technique and you have the knowledge of to create powerful rapport with people, so you carry with you a special ability that not a lot of people have.

It's like you can win over anyone and come out on top in any social situation or in any social dynamic, because once you've created strong rapport with a person, you've ultimately created a feeling of mutual trust and authentic connection with them and that's something which is often hard to find.

And no one else you'll ever meet is going to think about social dynamics and social interaction as much as we do, and that's why you're always able to be the controller of any situation.

So the first step of The Dark Shadow technique, you want to walk up to your subject and you want to use an Negative Opener.

So what is an Negative Opener?

The goal of the Negative Opener is to get you talking to your subject, but at the same time what it also does is it sets up a dynamic where you automatically have higher value than they do so they are the ones trying to win your approval, instead of the other way round.

So like I said, it doesn't matter if they're a celebrity, it doesn't matter if they're an actor, it doesn't even matter if they're the most famous person in the world. This will still work because everybody is human and we all follow the same rules of psychology.

So this way works is you walk up to them and you use an Negative Opener, which is neither a compliment or an insult, it's something in between, so it's kind of an accidental insult or a backhanded compliment.

So let me give you an example...

Let's say you're staying at a nice hotel for a business seminar, you head down to the bar, it's late at night, and you see Jennifer Anniston sitting there.

So let's say you want to start up a conversation, well the first rule of the Dark Shadow technique, is that if they don't know your name, then you don't know theirs.

So even if you see it's Jennifer Anniston, and you know it's her, you know her name, you don't want to approach her and say hey Jennifer, I loved you in that last movie, because that immediately sets up the dynamic that you know who she is but she doesn't have a clue who you are, so who is the one with the higher value... she is.

So instead, you walk up to your subject and you use an Negative Opener which will lower your subjects self esteem and also let them know that you're not interested in them, you don't care how famous they are, or how much money they have, or how attractive they are.

So by using the Negative Opener it lowers their value so the dynamic then becomes a lever playing field, you both have equal value, they are no better than you.

So you walk up to Jennifer Anniston and you say "Excuse me... Hi... I just wanted to let you know you have some lint on the back of your dress there."

So then you help her by removing the lint, but of course there was no lint, the lint is already hidden in your hand so you can show it to her afterwards.

Or another one would be, you walk up to Jennifer Anniston and you say "Excuse me... Hi... I just wanted to let you know you have some lipstick on your teeth."

Or one last example would be you walk up to her, you sit down, you don't talk to her right away but then you ask for the time... then after she's told you the time you offer her a stick of gum. Now obviously with this one you need to be close enough to give the impression that the reason why you're offering the gum is because her breath wasn't too fresh, but you get the idea.

The bottom line is, the Negative Opener makes it seem like you are doing them the favour so then your subject is completely disarmed and is more susceptible to your influence.

And as well as that, Negative Openers also lower your subjects self esteem so they feel the unconscious desire to redeem themselves so then a challenge is structured and then they'll want to win your approval.

So that's why we say these Negative Openers are so effective with people who are naturally high value, like celebrities or people with a lot of money like Bill Gates or Warren Buffet.

Oh and by the way these openers are called Negative Openers because you're kind of saying something negative about your subject.

Because a positive openers would be "Hi... can I just say how good you were in your last movie..."

So after you've done your Negative Opener, they will immediately see you as being equal value to them if not higher value to them, so you will immediately be the alpha in that social dynamic.

Another thing that you need to be aware of when you're using your opener to open your subject or a group of people is your body language.

So the main thing to be aware of is that when you're facing someone with your body, especially someone who you don't know, then you're seeking rapport with them, and the person who is seeking rapport is always the one with the lowest social value, so that makes you the beta in that interaction.

And it's the same thing you learnt from the authority hijack section of this course, beta's will give the alpha the majority of their eye contact and they will also face their body language towards the alpha, so to maintain your social status you should arrange yourself where you're not directly facing an alpha in the first place.

So just keep that in mind when you're opening your subject.

When you're opening, if you can you want to come in from the front, but at a slight angle so it doesn't seem like your going directly for them.

Also never lean in towards your subject because it shows neediness, let them lean in closer to you to hear you better.

And the last point to make is, if you can, then speak to your subject over your shoulder so that it looks like you're about to walk away any second. So your body is facing away from them, like you're about to walk away but your head's facing them.

Ok, so you're there and you've done your Negative Opener, they're trying to win your approval and they see you as someone who either has higher value than they do or at the very least equal value to theirs.

But remember, right now you're just kind of hovering there and after you've done your Negative Opener unless you keep the conversation going then you've got no reason to still be lingering around.

So the next step is to sit down, and as you're sitting down you give yourself a False Time Constraint.

So what a false time constraint does is it let's your subject know that you're not going to be trying to talk to them all night, because if you don't know someone then you sure as hell don't want them lingering around you all night long.

And this is especially important when you're using a Dark Shadow on someone who's a celebrity or someone of high social status because they most likely have people coming up to them all the time saying how much they love them or how amazing they were in their last movie.

So as you're sitting down you say your false time constraint which sounds like this: "Listen, I can only stay for a second because I've got to go and meet some friends."

And then just as you're saying your false time constraint you want to follow up with asking them their opinion on something.

So you would say "Listen, I can only stay for a second because I've got to go and meet some friends, but you might be able to help me out with something, this has been driving me crazy all day long... what's the next line of this song... I'm all out of love, I'm so lost without you... duh duh duh duh duh duh duh duh dah."

So it doesn't matter what it is, it doesn't have to be that, just ask them a question, ask their opinion on something.

So the next time you have one of those kind of questions on your mind then write it down, remember it, and then you can use it the next time you're doing The Dark Shadow technique.

So you ask them a question or you ask their opinion on something and that conversation is probably going to keep you going for one or two minutes.

Then, when you can see that the conversation is running out of steam you want to start demonstrating value, so your goal here is to convey your personality and to get your subject curious about you.

So when you're demonstrating value, your goal is to reach the hook point and what that means is that you've demonstrated enough value so your subject decides that they enjoy your company and that they don't want you to leave.

Now if you're feeling like you're having a hard time reaching the hook point then you just need to keep on plowing, and what that means is you just blitz your subject with routine after routine without even waiting for a response, just keep on plowing and if you can keep it going for long enough then normally after about ten minutes your subject will naturally feel comfortable enough around you open up so you automatically reach the hook point.

So after you've reach the hook point and you get the feeling that they don't want you to leave then you can move onto the next part of The Dark Shadow technique and that is you want to move onto a normal conversation while at the same time you also want to mirror their body language.

And the reason why we want to start mirroring our subject is because we all like people who are like us, so when you mirror someone it makes them have more positive feelings about you.

And as an example of how powerful mirroring someone's body language can be one experiment which demonstrated the success of mirroring took place recently where the participants were asked to give their opinion about a series of advertisements shown to them.

During the experiment a researcher copied half of the participants as they spoke by mirroring their posture and the position of their arms and legs.

Then after the researcher had mirrored the participants body language he "accidentally" dropped a few pens on the floor.

The findings of the experiment were that the participants who had been mirrored were 2-3 times more likely to pick up the pens than the participants who did not get mirrored.

As another example, a similar experiment was conducted at Duke University where students were asked to try out a new sports drink and then after they'd tried the drink they had at answer some questions.

The interviewer mirrored half of the participants in the experiment with a 1-2 second delay and none of the participants that had been mirrored even realised that the mirroring had taken place.

But at the end of the experiment, the participants who had been mirrored were significantly more likely than the others to say that they would buy the drink and also to predict the drinks success in the market place.

So that proves just how devistaingly powerful it can be when your mirroring someone.

And the other thing about mirroring is that we do it all the time unconsciously anyway, when people are getting on, they'll do things like blink at the same rate, adopt the same breathing pattern, mirror their postures, their gestures and their tone of voice and even do things like take a drink at exactly the same time.

But one thing that you need to be aware of is you can't make it too obvious, you do not want to make it too obvious when you're mirroring, so the best way to keep it covert is to leave a good 10 seconds before mirroring their changes in body language, posture or whatever it is they're doing.

Rapport Building Mistakes

Ok, so in a second I'm going to get into how you can really build a deep rapport with someone but first I want to talk about some of the things you need to avoid when you're doing this part of The Dark Shadow technique and this is very important so please listen carefully.

So the first thing you want to avoid at all costs when you're building rapport is being too nice.

Now I want to be sure you understand exactly what I mean when I say being too nice, because of course you want to be friendly and polite and open to the interaction but just be normal, be your self.

Everybody has met someone and they are just too nice and they just come across as false and it makes you seem like a pushover... if you are conveying that you are a pushover then you are putting yourself in the beta position and as you know one of the most important things we're aiming for is to remain in the alpha position, the position of the person in control at all times.

The second thing that you want to avoid is trying too hard, and this one ties in with being too nice... in fact there is a fine line between the two.

But trying too hard is one of the worst things you can do, if you're trying to do everything the other person wants and agreeing with everything they say then instead of building rapport then you'll actually break it.

The third thing you want to avoid is wanting something too much, and the best way I can illustrate my point on this subject is to tell you about when I went to buy a TV recently and the guy came over and he was just too pushy and he was acting like he was my best friend telling me he would try and get some extras thrown in just for me... and instead of making me buy the TV it just made me feel like why would he get extras thrown in for me, he doesn't even know me and it made me like him even less and so I didn't buy the TV and he lost the sale.

The fourth mistake you need to avoid is pretending you're interested when you're not.

This is a mistake I see a lot of people making who are new to the idea of rapport and they're trying to create that "in sync" feeling in an interaction.

So if the conversation happened to fall onto a topic that you're really not interested in then you don't have to pretend that you are.

This won't create a feeling of rapport, in fact as with all of these rapport building mistakes it will do the opposite and if you don't know anything about the subject then you will either be caught out or you will sub communicate you're not interested and your subject will catch on.

Ok, so just keep those things in mind when you're building rapport.

BUILDING DEEP RAPPORT

So now I'm going to lead you through the things that you definitely want to be doing when you get to this stage of the Dark Shadow Technique.

So we've already talked about how powerful it can be to mirror someone's body language, but there's a lot of other things you can do to build a deep feeling of rapport with a person.

For example, something that we've already talked about in the Authority Hijack section, but I think it's important so I'll mention it again.

You want to give something of yourself away, be open towards people, tell people about yourself other than the usual name, and what you do for a living.

By opening up to people you give them a window into your personality and you give them a chance to get to know the real you.

And as well as that what you're sub-communicating to them is that you're open to them so it's ok for them to be open to you. And when you really open up to someone you'll find they start telling you things about their lives that they normally wouldn't tell people, so you're communicating on a deeper level than everyone else.

Now I'm not saying go around telling people your deepest darkest secrets, but just be the kind of person who lets people know who they really are and what they're really all about.

If you're talking to someone and they're telling you about some kind of experience that they've had and you've also had that same experience then tell them, let them know you have this thing in common, talk about it in detail and relive the experience.

So if you're talking to someone and they tell you they've been skydiving then if you've been then talk about the thrill of standing on the door of the plane looking down and how your heart is pounding like it's going to break out of your chest.

Feel the connection that is built through solid empathy for another person.

And with that said, always try and see where the other person is coming from, see things from their perspective, that's a powerful skill to have when you're building a connection with someone.

If I'm talking to someone and they happen to mention that their Grandmother died then I will liken that to the feelings that I had when my Grandmother died.

I'll talk about the feelings I had during that time and it will strengthen the bond I have with the person I'm sharing the experience with.

Don't be afraid to talk about deep and emotive topics that effect people's lives. I'll talk to a black person about racism or a gay guy about homophobia and when people can see that you can talk about these things in an intelligent way it shows maturity and a depth of character.

I will give my genuine opinions on topics and explain why I feel that way and the reason why I do this is because have you ever noticed how hard it is to connect with a sycophant; someone who agrees with everything you say?

You can't do it, because there's no substance or depth there so you can't build a meaningful connection, so if I disagree with someone then I will let them know that I don't agree with them, but I always do it in a respectful way and I'll let them know the reasons for my opinions.

I never judge anyone. Whenever I ask questions and find out about people's lives, I am never judgemental with their responses.

If someone feels like they're being judged by a person then they're unlikely to truly open up to that person. It is very difficult to create rapport with a person who has kept their barriers up.

When people realise that you're not going to judge them on what they tell you then over time people will realise that they can trust you and this will lead to them opening up more to you although you should know that some people take longer to open-up than others but if you use these principles on every person you meet then they will open-up a lot quicker to you than they would normally.

I will let people see that I am a multidimensional individual. I will constantly mix it up from being comedy Jason to serious Jason to deep and meaningful Jason and not only does this make people see that you've got depth, but it also increase your chances of finding a connection with someone.

Some people you meet will just want to laugh all the time, others will only want to talk about politics, by mixing it up you're increasing your chances of connecting with people.

I also take a genuine interest in people, so I ask them questions about their life and I really listen to the answers they give me, I try to have conversations that are a little bit deeper than the usual chit chat people are used to, that way, the next time I see that

person I have something to talk to them about, or I can ask them how their test went or how their holiday was.

I use self deprecating humour, so I have the ability to laugh at myself because when you can show people that you don't mind laughing at yourself you're showing them that you don't care what people think of you which is an alpha trait to have.

Also people generally find it easier to relate to someone who can laugh at themselves, I mean think about how hard it is to relate to someone who takes themselves too seriously and who doesn't let anyone make a joke at their expense. So just be cool.

And I laugh loadly and freely, so if someone says something which I think is funny then I don't sit there trying to look cool and trying to be all alpha, instead I let people know that I thought their joke was funny and I laugh out load, because that's actually the more alpha thing to do.

And I also pay genuine compliments to people, so if there's something I like about a person then I will let them know. And it doesn't matter if it's a guy or a girl I will still compliment them.

So if I like a guys new suit then I will tell him I think it looks good, if I find a girl who has a strong set of family values then I will let her know that I think it's a very attractive quality to have.

Compliments are not supplication as long as they're genuine and they're delivered in the right way. In fact compliments are a sign of inner strength and most people who are insecure find it hard to praise other people.

Ok, so that was just a few of my guidelines for engineering powerful connections with people and that's enough for most people, but now I'm going to let you in on my secret weapon which is called The Secret Questions.

The Secret Questions

Alright so now I'm going to reveal to you my favourite part of The Dark Shadow technique which is called The Secret Questions.

Now the reason why these questions are so powerful is because if you ask these questions to someone then you can create the same kind of connection with a person that would usually take you months or even years to find.

So I'm going to go right ahead and give you the questions right now and there is a lot of them, there's actually 36 of them, and you don't need to worry about writing them down as I've included them in your pdf workbook that you can download when you're ready.

And the idea with these questions is you ask the question to your subject and they answer it, and then you also answer it as well as if they were asking you.

So right now I'm going to tell you the questions and then I'll talk some more about the secret questions and the different ways you can use them when we're done.

1. Given the choice of anyone in the world, who would you want as a dinner guest?
2. Would you like to be famous? In what way?
3. Before making a phone call, do you ever rehearse what you are going to say? Why?
4. What would a "perfect" day look like for you?
5. When did you last sing to yourself? To someone else?
6. If you were able to live to the age of 90 and retain either the mind or body of a 30 year old for the last 60 years of your life, which would you want?
7. If you could wake up tomorrow having gained any one quality or ability, what would it be?
8. Name three things that we appear to have in common.
9. What in your life do you feel most grateful for?
10. If you could change anything about the way you were raised, what would it be?
11. Take 4 minutes and tell me your life story in as much detail as possible.
12. Do you have a secret hunch about how you will die?
13. If a crystal ball could tell you the truth about yourself, your life, the future, or anything else, what would you want to know?
14. Is there something that you've dreamed of doing for a long time? Why haven't you done it?
15. What is the greatest accomplishment of your life?
16. What do you value most in friendship?
17. What is your most treasured memory?
18. What is your most terrible memory?
19. If you knew that in one year you would die suddenly, would you change anything about the way you are now living? Why?
20. What does friendship mean to you?
21. What roles do love and affection play in your life?

22. Tell me 5 of my positive characteristics of your partner?
23. How close and warm is your family? Do you feel your childhood was happier than most other people's?
24. How do you feel about your relationship with your mother?
25. Make 3 true "we" statements each. For instance "We are both in this room feeling ..."
26. Complete this sentence: "I wish I had someone with who I could share ..."
27. If we were to become close friends, what would be important for me to know about you?
28. Tell me what you like about me and you have to be honest, so you have to say things you normally wouldn't say to someone you just met.
29. Tell me an embarrassing moment from your life.
30. When did you last cry in front of another person? By yourself?
31. Tell me something that you like about me already.
32. What, if anything, is too serious to be joked about?
33. If you were to die this evening with no opportunity to communicate with anyone, what would you most regret not having told someone? Why haven't you told them yet?
34. Your house, containing everything you own, catches fire. After saving your loved ones and pets, you have time to safely make a final dash to save any one item. What would it be? Why?
35. Of all the people in your family, whose death would you find most disturbing? Why?
36. Share a personal problem with me so I have to try and give you advice on it.

Alright, so those are your 36 secret questions, and you might have noticed that as you move through the questions they slowly get you talking pretty deep things about your life, but that's the idea.

Because when you think about a typical conversation between two people, it's normally just the same old mundane thing that you've heard a thousand times before, so it's hard for you to really connect with a person.

And I've used the secret questions hundreds of times and every time I use them, by the time I get to the last question, my people feel like they're in such deep rapport

with me that they don't want me to leave and they want to keep the conversation going.

So don't be surprised if when you use these secret questions you have a lot of people start asking you for your phone number.

Now one thing I will say is the best thing you can do is to commit these questions to memory as it just makes the whole process of asking the questions a lot more powerful.

And I know that might seem like it will take a lot of work, but once you get to the photographic memory section of this course then you'll know exactly how to do it.

Ok, so how do you use these questions, how can you introduce them into a conversation?

Well obviously you can introduce them into a conversation anyway you want and there is no right or wrong way, but one thing I will point out is that I think these questions have quite a flirtatious nature about them so that's one thing to keep in mind.

So this part of The Dark Shadow I would only use on someone who you're looking to form a really powerful connection with, so that would be someone who you find attractive and you maybe want to take things to the next step.

So if that is something you decide you want to do then all you need to do to introduce the questions into the conversation is to say... "hey, have you ever heard about the secret questions."

And of course when you say that to someone, they're immediately going to be intrigued, I mean who wouldn't be?

If someone came to me and started asking me if I've heard about the secret questions then you can be sure I'd want to know about them.

So that's one way you can use them, but the bottom line is just be creative, you can really use them any way you want, with anyone you want, but just keep in mind that these questions are extremely powerful, and I mean that when I say it.

And what's so cool about building deep rapport with someone like this is you'll find that after about twenty to twenty five minutes, you'll find yourself knowing more about this person than probably their best friend does.

And guys, when you have this kind of knowledge, when you know what this guy is interested in, you know he's been sky diving, you know his grandmother died, you know he works in real estate then they will feel like they've known you a lifetime.

So always ask questions, get to know people, the more you open up with someone the more they will open up with you and this person is probably having the best

conversation of their life, they're meeting someone who has the same interest as them, they're talking about things they love to talk about.

So what we're doing is we're slowly edging towards a persons representational system, and once we get to someones representational systems then it's game over

So what are representational systems?

People perceive the world through different representational systems that revolve around the 3 main senses of visual, which is what you can see.

Auditory, which is what you can hear...

And kinaesthetic which is what you can feel.

So those are the 3 main representational systems through which a person perceives the world and if you can determine which representational system someone is primarily using then you can make them feel like you're speaking their language which is a powerful position to be in.

So if you take a visual person, they perceive the world based on what they see, an you can often tell someone I a visual person by listening to the types of phrases and wording they use like "look, I don't think you're seeing the whole picture."

Visual

As I said, they will talk in terms of what they see. They will say that they can picture something, use words such as bright or flashy, talk about colors, seeing things from a certain

such as:

Visual words:

Look
Bright
Picture
Colourful
Illuminate
Clear
Dawn
Focused
Flashed
Foggy
see
look
appear
view
show
dawn
reveal

envision
illuminate
twinkle
clear
foggy
focused
hazy
crystal
clear
flash
imagine
picture
sparkling
snap shot
vivid
an eyeful
appears to me
beyond a shadow of a doubt
birds eye view
catch a glimpse of
clear cut
dim view
eye to eye
flashed on
get perspective on
get a scope on
hazy idea
horse of a different color
in light of
in view of
in person
make a sense
mental image
mental picture
minds eye
naked eye
paint a picture
photographic memory
plainly seen
pretty as a picture
see to it
short sighted
showing off
sight for sore eyes
staring off into space
take a peak
tunnel vision
under your nose
well defined

Visual phrases:

That's clear to me
I see what you mean
Can you picture that
Let's focus in on that
Now I see the light
Shed some light on the subject
Do you see any reason why we shouldn't

And auditory person perceives the world based on what they hear, so you'll often hear an auditory person saying things like "Listen, you're just not hearing what I'm saying."

Auditory

Hear
Listen
Load
Sound
Melodies
Harmonious
Tune in
Discuss
Expression
Harsh
Off key
hear
listen
sounds
make music
harmonize
tune in/out
be all ears
rings a bell
silence
be heard
resonate
deaf
mellifluous
dissonance
unhearing
attune
outspoken
tell
announce
blabber mouth
clear as a bell
clearly impressed

call on
describe in detail
earful
express yourself
give an account of
give me your ear
grant an audience
heard voices
hidden message
hold your tongue
idle talk
inquire into
key note speaker
loud and clear
manner of speaking
pay attention to
power of speech
purrs like a kitten
outspoken
rap session
rings a bell
state your purpose
tattle tale
to tell the truth
tongue tied
utterly
unheard of
voice an opinion
well formed
word for word
Tell me how you like it
That's clear as a bell
That rings true to me
Can you hear what I'm saying
Can we talk

Kinesthetic

Feel
Touch
Pressing
Feeling
Exciting
Fits
Firm
Aware
Hands on
Clumsy and secure
feel
touch

grasp
get hold of
slip through
catch on
tap into
make contact
throw out
turn around
hard
unfeeling
concrete
scrape
get a handle
solid
suffer
unbudging
impression
touch base
rub
all washed up
boils down to
chip off the old block
come to grips with
control yourself
calm, cool, collected
firm foundation
floating on air
get a handle on
get a load of this
get the drift of
hand in hand
hang in there
heated argument
hot head
keep your shirt on
know how
lay the cards on the table
light headed
moment of panic
pain in the neck
pull some strings
sharp as a tack
slipped my mind
smooth operator
start from scratch
stiff upper lip
topsy turvey
underhanded
under pressure

I have a gut feeling
I can sense that you're right
Let's get a handle on things
Let's touch base on that later
is that something you feel like doing?

Now obviously these are just a few examples that each representation system uses and there are hundreds more, but the point is you want to be aware that everybody is going to lean towards one of the representational systems and if you can identify which representational system they're using then you can basically mirror the way they talk, and when you do that person will feel like you're connecting with them on a much deeper level.

One thing to point out though is that even if someone is a visual person, it doesn't mean that you will never hear them use words and phrases that an auditory or a kinaesthetic person might use.

And it's the same with an auditory and a kinaesthetic person, they also might use words and phrases from the other representation systems.

But the point is, if you know what to look for you will always notice that a person will have one representational system which is more dominant.

Another thing that you should know is that just because someone is visual it doesn't mean that they have better sight, or just because someone is an auditory, it doesn't mean that they have better hearing, or if someone is a kinaesthetic it doesn't mean that they have a better sense of feeling.

All it means is that whatever representational system is dominant within a person then they will depend more on that sense rather than any other.

So when it comes to this stage of the Dark Shadow technique, the first thing you need to do is to identify your subjects representation system, so when you're talking with them just pay attention to the type of words and phrases they're using and you should be able to figure out whether they're a visual, auditory or a kinaesthetic.

So then once you know which representational system a person has then you just want to start using the same types of words and phrases from that representational system.

Now if you really want to step it up a gear, if you're interacting with someone and you've figured out which representation type they're using then you can increase that feeling of rapport even more by using the next part of the Dark Shadow which is to use someone's sequence against them.

When you're using someone's sequence against them what you're actually doing is finding out their sequence of representations and then using that process to get a specific behaviour from them.

Now I know that sounds a little confusing so let me go into it a little deeper.

Every body has a different sequence of representations for falling in love, for buying something, for selling something, for hiring someone for a position, for giving someone a pay raise, for liking someone, for wanting something and for pretty much anything else you can think of.

So if we take the process of falling in love for example then if we can figure out someone's sequence of representations for falling in love then the chances of that person falling in love with you are a lot more likely.

Or if we take the process of your boss giving someone a raise then if we can figure out his sequence of representations for giving a raise to someone then the chances of you getting that raise are greatly increased.

So how can we figure out what sequence of representations so that we can influence their behaviour?

So what you want to do is to get that person to replay some behaviour you want to figure out and then you can play it back to them to increase the feeling of rapport.

So the way we find out someone's sequence of representations is by asking specific questions about the process we're interested in engineering, and what these questions will do is get your subject express themselves using images, words, sounds and touch.

So let's take the example of feeling attracted to someone.

Let's say you're on a date and you want to find out your date's sequence of representations for the process of feeling attracted.

So now all you have to do is ask the specific set of questions to elicit the right sensory based answers.

So the first question you need to ask is "can you remember a time when you were really attracted to someone?"

Now one thing to point out here is that these questions I'm giving you as examples are just models, so you should model the questions you're going to use on these questions, you don't have to say them word for word exactly like I am.

Also if your date is already talking about someone they were so in love with then obviously you already know that they can remember a time when they were so in love with someone, so you can just move onto the next question.

So you say "what was it about him that you found s attractive? Something he said? Or something that touched you or the way you felt?"

And then let's say she replies and says something like "we first of all it was definitely the way he look, I can remember seeing him from across the room and just wanting to meet him."

So obviously based on this answer we know that her first representation in the sequence, so then we can move onto the next question which is “so after you saw him from across the room, what was the next thing that really attracted you to him?, was it something else you saw? Something you heard? Or something you felt?”

And then let’s say she answers with “Well after I saw him, I just felt like I had to go over there and talk to him, it was like something was pulling me in like a magnet.”

So then based on that answer we know that her next representation in the sequence is the way she felt so kinesthetic.

So next I would follow up with the question of “After you felt like you just had to go over there and talk to him, what was the next thing that really attracted you to him? Was it something else you saw? Something you heard? Or something else you felt?”

And then let’s say she replies with “Well after I did finally get up the courage to go and talk to him, I walked over and as soon as he spoke to me he just sounded so cool and so confident and so charming.”

So obviously based on her last answer, Jennifer’s sequence of representations for feeling attracted to someone is Visual, to Kinesthetic, to Auditory.

So now that you know her process for feeling attracted to someone, all you need to do is playback that process and just change the content.

So all you need to say is, “Yeah, I totally agree... it’s the same with me when I’m really attracted to someone it’s like I can just see them and it’s like I just get this feeling of butterflies in my stomach that and hear this voice in my head tells me... you’re really attracted to this person.”

So can you see how we have the same sequence of representations but just change the content.

The sequence of representations was Visual, Kinesthetic and then Auditory...

So for visual I said “It’s like I can just see them...”

Then for Kinesthetic I said “and it’s like I just get this feeling of butterflies...”

And for auditory I said “hear this voice in my head tells me... you’re really attracted to this person.”

So by playing back someone’s sequence of representations to them it will make them feel completely different about you because you are talking their language, they won’t know why but they will feel incredibly connected to you and as I said you can use this in any context it doesn’t just have to be to make someone feel attraction for you.

Because as I’ve said the reason any of this works, the reason you can instantly change someone’s mind about you is because you’re out thinking, you’re out smarting, and you’re out playing the dynamics of the social situation.

You can be interacting with someone and you know more about them than they know about themselves, you are leading the interaction, and you're steering the conversation in the direction you want it to go.

Ok, so that's the Dark Shadow technique guys, I know it's a lot to take in, I hope you enjoyed it and I'll see you in the next audio.