

Free Chapter



You Aren't Supposed To Know

A Book Of Secrets

By Steve Gillman

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Introduction

Is there such a thing as "secret information?"

Some people may think that not much remains truly hidden anymore. Not true! There are many little-known tricks-of-the-trade, techniques of control, and secrets. Of course the people "in the know" don't want *you* to know about them. Politicians, salesmen and others use subtle techniques to influence you, for example. Do you think they want you to know what they're doing? What else is being kept from you?

How about the truth regarding oil changes? Did you know that the standard of an oil change every 3,000 miles was simply invented by the oil change industry? There is no real basis for it. In 100,000 miles, if you change the oil every three thousand miles instead of the manufacturer's recommended 6,000 mile frequency, you'll have an extra 17 oil changes. At \$32 per oil change, that is an extra \$544!

That little secret comes from my e-book "99 Lies," and is explained in greater detail there. I bring it up here to show you what a little knowledge can do for you. Now you can avoid throwing away thousands of dollars on oil changes over your lifetime (That pays for this book a few dozen times over, doesn't it?). If you're one of the few who already knew, don't worry - there will be much for you to learn and use in the following pages.

Below is a list of what you'll find in this e-book. Some of these secrets you may have read about before, because any purchaser of this book probably already looks outside the mainstream for information and knowledge. Much of it, however, will be entirely new to you. Make good use of it.

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Chapter 2

How To Read Minds And Influence The Opposite Sex

I hope you won't be too disappointed when I tell you that you'll never read minds like Mel Gibson in "What Women Want." However, you *can* learn how to get a better idea of the general state of mind and receptivity of the person in front of you. And you can subliminally persuade the opposite sex. Lets jump straight to one of the fun ways.

Watch Those Pupils

You probably know that your pupils get bigger in the dark and smaller in the light. But light levels are not the only things that affect pupil size...

A person's pupils get larger when they are aroused, interested and/or receptive. If you look into his or her eyes and see those pupils growing large - it's looking good for you, because big pupils (unless it's just dark) often mean a person likes what they see.

Try this experiment, and you'll understand how immediate this effect can be. Go right now and look in the mirror at your own eyes. As you look at them, imagine a sexy man or woman you are attracted to - in whatever way would turn you on.

You'll see that your pupils get bigger in just seconds. Actually, if you love to fish, they may get big just thinking about a lake you love. Anything you like to look at can make your pupils bigger.

Now, there are two ways to use this.

1. Mind Reading

Watch for changing of pupil size to know if someone is interested in you or what you have to say. And yes, shrinking pupils *can* mean the person is not interested in you, but be careful to note if light in the persons eyes is causing the shrinking pupils. If the person is facing a bright light, you may want to suggest another table.

In addition to judging the general level of interest and/or receptivity to you, you can use pupil size to go a little deeper into a person's mind. For example, during the course of a conversation, you can describe various scenes or delve into different topics, while watching the persons pupils. If her pupils shrank at the mention of skiing, and got huge when you described a beach you like, you can be fairly certain she would like the Bahamas over a ski resort.

The great thing about this little trick is that you can easily test it and refine your technique. Start with a friend whose interests you know already, and watch his or her pupils as you describe various places or even ideas. See if getting your friend to visualize, by saying something "Remember how that car of yours looked," gets a bigger pupil response.

Note: There is one problem with this little trick. It is difficult to use on those who have dark eyes. If the person in front of you has light blue eyes, it is easy to see his or her pupils. If eyes are dark brown, however, it can be tough. You might have to try to get the person into a room with more light. That can cause pupils to shrink, of course, but you can still watch for relative changes in size.

2. Influencing

If you haven't yet experimented with your own pupils, by watching them in the mirror, go try it now. You'll find that you can quickly train yourself to change your pupil size at will. Just find a mental image or two that gets them really big, and use these as necessary. Look at a light briefly when you want to shrink your pupils back down in a hurry.

Now, how do you use this?

First, you have to understand that we all use little clues like pupil size unconsciously as we interact with people. We are affected by people's expressions and body language even when we haven't yet learned to identify what it is we are picking up on. This is the basis for our intuitive feelings about others.

In other words - the person in front of you will unconsciously pick upon your enlarging pupils. They will unconsciously take this to mean that you like him or her, and for many people, this will make them like *you* more. By enlarging your pupils at will, you can

effectively establish rapport more quickly.

Try this the next time you want to convince someone to do something. Make your pupils get bigger before making the request.

More Mind Reading Tricks

Listen

This is perhaps the most effective way to read minds. Just pay attention, ask a few questions and listen to what they say about themselves. Use silence - people want to fill that empty space, and will reveal more about themselves. Once you are told what is in their minds, you can be fairly certain the same things will keep circulating in there, making "mind reading" in the future much easier.

Watch the Posture

Leaning towards you indicates that the person is interested and receptive. Defensive moves like leaning away and crossing the arms over the chest suggests the opposite.

Watch For Hair Play

When women play with their hair while talking to you, it can be (but isn't always) a sign of receptivity. Verify this with other signals, of course.

Watch the Mouth

A slightly open mouth is sometimes a sign of curiosity and interest. Note whether it is just due to a stuffy nose, however.

Watch the Head

A tilting head, especially if it comes with a smile and eye contact, is a sign that the person likes you.

Watch the Eyes

By noticing what a person looks at, you can learn a lot. What kind of women does a man look at? Does he pay any attention to the game on the TV? Note whether he seems bored or interested as he looks at different things. Does she smile when she sees certain things?

Watch the Eyes - Part Two

Here is what people's minds are doing when they are thinking or asked to remember something. This is true for *most* right handed people (reverse all this for left-handed people): As you face them, and their eyes go...

Up and to the right - They are remembering a visual image.

Up and to the left - They are constructing a visual image.

To the right - They are remembering sounds or conversation.

To the left - They are constructing sounds or conversations.

Down and to the right - They are in an internal dialog.

Down and to the left - They are accessing kinesthetic feelings, tastes and smells.

You can test this on yourself in a mirror. Be aware that people who are more ambidextrous may be less consistent in how their eye movements relate to their thoughts.

Get His Or Her Attention With Key Phrases

There are certain key phrases, or ways of phrasing things that will get the person you are with to focus on you and what you are saying. Use these when you have something important to say. Use them just before you make your point, and the person you are with should pay attention. Here are some examples:

"Can you keep a secret?"

"I probably shouldn't be saying this, but..."

"You might not believe this, but..."

"Hey, listen..."

"Promise that you won't tell anyone, but..."

"Now, I'm going to tell you something..."

"Hey, I've got a secret for you..."

"Listen, what if I told you..."

"I have to tell you something..."

"You'd never guess, but..."

You can notice what little snippets of language grab attention best and add them to this list. Then just use the most appropriate one when the need arises. If you are single, try these out in a bar or other social setting where you interact with strangers. You'll be surprised at how effective these key phrases can be at grabbing - and holding - attention.

More Ways To Influence The Opposite Sex

Use His or Her Name

Try to use a persons name as soon as it feels right. If you aren't sure when it's right, ask him or her. "Is it all right if I call you Sue?"

Use Inflection

Remember from the previous chapter that the meaning in a sentence like "I think you are the best dancer here," depends on the word you emphasize. This subtle use of inflection can be used to convey "hidden" messages. Saying to an insecure woman "*I* think you are the best dancer here," could be unconsciously taken as defending her honor, since it implies that other's might not think she is.

Use Mirroring and Matching

Match the speed of your speech to that of the person you're talking to. Sit like he is sitting. Use the words she is using. This is a fast way to build rapport. Once there is a "bond" built, you can start to lead the conversation and actions where you want them to go.

Compliment Her or Him

Make compliments sincere and of relevance to the person's desires. For example, first discover what a woman is proud of, and then find a genuine way to compliment her in that area. Notice when a man is wearing a new shirt, and tell him how much you like it.

Listen

Always show a genuine interest in what the person is saying. Ask appropriate questions, so the person knows you're paying attention. Use *their* interests to lead into a direction you want to go.

Make Good First Impressions

Studies show that men usually form a quick visual impression in less than 20 seconds, and then make another judgment based on appearance and personality within a couple minutes. Women usually place less immediate emphasis on appearance, and form an "intuitive" first impression in a couple minutes. Either way the lesson is clear: work fast.

Get A Yes

When you end a sentence with a question, the person you are talking to will often say yes automatically, without thinking about it much. He or she then feels obligated to stand by the answer. For example, you might say "You'll let me buy you another drink, right?" and she or he will likely say yes. Of course, don't overdo this or any particular technique. You'll want to use this one at the end of the night to set up that first date: "You can meet me for lunch on Tuesday, can't you?"

Have "Bedroom Eyes"

Look deeply into the person's eyes, and ignore the people passing by. Let your eyes wander only slightly, to look at the person's face admiringly, like a piece of art. Most people like this kind of attention.

Dress Nicely

Dress in a way that isn't too formal or too sloppy. Ideally, you want to be dressed just a bit better than the others in the room. For example, if the setting is a bar full of guys in flannel shirts, a man shouldn't come in with a suit on, but perhaps with a nice sweater. If the women are wearing jeans, a woman should try slacks or a skirt. The idea here is that if you are over-dressed you'll make people uncomfortable, yet you still want to stand out from the crowd a little.

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