Natural Game

The system for becoming a natural with women
## Natural Game - the system for being a natural with women

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Introduction

The System, taught by Gambler and PUAtraining.com is the first complete system for seduction. This ebook outlines every necessary element for maximising your chances of success and minimising your chances of failure at every step of a successful seduction. It will break down every step, give you the content and techniques you need and allow you to go out with a map in your head which will allow you to be successful with women. The System is not rigid, it will fit in with your personality, natural talents and morals. The core system is the basis of any successful male-female interaction. The extended system covers optional “modules” which can be plugged in based on what works for you.

How to Read This Book

You'll get most out of this if you read it in order, it’s logically laid out to take you through the necessary elements of a pickup all the way to the close. I’ve put inner game last because it's something that you can be working on in conjunction with your pickup skills and I want you to be out there practicing as much as possible and not using the excuse of not having got past the inner game chapter to stop you going out!

A certain amount of you’ll read the book and not actively put stuff to use. You’ll do slightly better because the information will be in your mind and any interactions you've will be a little better than if you didn’t have the knowledge.

The guys that achieve more will be going out and putting things to use. The guys that do best will have missions to try each new thing they learn and will be out many nights a week. They will put the theory into practice, look at their results and refine their approach for next time.
# Acronyms

In this book, I’ll use a small amount of terms used by the community. They make it easier to explain certain concepts.

<table>
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<tr>
<th>Acronym</th>
<th>Definition</th>
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<tr>
<td>AFC:</td>
<td>Average Frustrated Chump (average dude with slim to none success with women)</td>
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<tr>
<td>Natural:</td>
<td>Guy who picks up women successfully naturally</td>
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<tr>
<td>PUA:</td>
<td>A person that picks up women using a learned methods</td>
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<tr>
<td>MPUA</td>
<td>Master Pickup Artist</td>
</tr>
<tr>
<td>HB</td>
<td>Hot Babe (with numbers 6-8)</td>
</tr>
<tr>
<td>SHB</td>
<td>Super hot babe (9s and 10s)</td>
</tr>
<tr>
<td>Set</td>
<td>Group of girls (e.g. 2 set, 3 set)</td>
</tr>
<tr>
<td>Mixed set</td>
<td>Group containing men</td>
</tr>
<tr>
<td>AMOG</td>
<td>Alpha Male Of Group / Alpha Male Other Guy</td>
</tr>
<tr>
<td>Kino</td>
<td>Touching</td>
</tr>
<tr>
<td>Opener</td>
<td>The first thing you say</td>
</tr>
<tr>
<td>Target</td>
<td>The girl in the set that you want</td>
</tr>
<tr>
<td>Direct</td>
<td>Showing interest straight away</td>
</tr>
<tr>
<td>Indirect</td>
<td>Coming in under the radar and only dialing it up once group are disarmed and target starts to give indicators of interest</td>
</tr>
<tr>
<td>IOI</td>
<td>Indicator of Interest (girl showing she likes you)</td>
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<tr>
<td>Sarging</td>
<td>Going out specifically to game</td>
</tr>
<tr>
<td>Wingman</td>
<td>Your partner in crime (useful for mixed groups and to occupy potential blocks)</td>
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<tr>
<td>Close</td>
<td>Number, kiss, or full/fuck. n,k,f</td>
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<tr>
<td>Day 2</td>
<td>A first date following n-close</td>
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Background: Zero to Hero, Gambler’s Story

I developed the system over many years of theory and practice. What makes my method different is that people now think I am a natural, I don’t look, sound or act like a pick up artist. What I’ve put together is the system for gaming like a natural—a man that women find attractive naturally, without the use of routines and gimmicks. Of course, I have a huge collection of pick up artist routines and tricks. These things work and I’ll teach them to you. However, what The System allows you to use your natural attractiveness as a base, reducing the need to rely on canned material that’s not really you.

At the time I was moderately successful in terms of my career. This would have been a surprise to my school teachers who were pretty certain I’d be a failure. I’d proven good at marketing and even gained skill trading the stock market in my spare time. I wasn’t going to be a millionaire, but for the first time I was recognised as being intelligent and hard working.

Some of my worst moments with women from 16-21:

- In college there was a girl who obviously fancied me and I fancied her. I spent the whole year trying to pluck up the courage to say “hello”, “how you doing?” or anything like that and never did. One day I left a note on her bike to say that I liked her and we should go on a date. Yes I am very embarrassed and no, it didn’t work.

- In university, a hot girl who I lived with was drunk one night and came to me and said “Richard, I’m really horny!” I said “Oh dear” patted her arm and made an excuse to leave her. She had a bemused look on her face and mentioned sometime later that she thought I must be virgin.

- One day in the street two girls came over and one said “you look like her ex-boyfriend” and were giving me a lot of attention. I said “oh really” and let the conversation stale out.

- One day on a train, a group of girls started talking to me and asked if I’d ever had a threesome. I didn’t have enough courage to ask for their phone number and instead I let them leave.

- At a club one night, a girl came and said “would you like to lick my lizard?” and showed me her lizard tattoo on her belly, I did
lick it and she stood there expectantly, I said nothing and she left.

- I can look back at all the times I’ve dealt with women and left them with a bemused look on their face and thinking “what was wrong with that guy?”

The Story Continues

In September 2001, a friend invited me out to a club and I agreed to go. The night before I’d almost sold my soul to the devil saying that I’d give up all my material possessions for a girl. A funny thing happened in the car, he wanted to go to a certain club but I insisted on another one. This was uncharacteristic, since I generally deferred to my friends. We went to the place I wanted to go. In the club, my friend was approached by a hot girl. I stood there watching as he chatted with her. After a couple of minutes, her friend returned from the dance-floor. Our rapidly bonding friends were oblivious to us. I can’t remember who spoke first, but we got into a boring conversation then I bought her a drink. Because we were forced together, she had to talk with me for an hour or more. I was nervous, couldn’t hold good eye contact, but I guess she liked my nice guy manner. My friend and the other girl were getting on so well that he was going to take her back to his place. He wanted to drop us off home first. We went to my girl’s street and we all said goodbye and she got out of the car. She walked 5 metres and I told my friend to wait and ran after her. I just called her name, she turned and I said, “Can I have your number?” She gave it.

The next day I didn’t call my prized number because I was too nervous. The day after I called and she didn’t answer. I immediately was broken and sure that was it. Amazingly, she called me back a couple of hours later! She had been at work. We arranged to meet for drinks in a couple of days. We had a few dates after that, they were pretty crazy – to the first she brought her friend along and tried to set us up. On the second, I cooked her dinner, she sat next to me on my couch, put her head on my shoulder and I stroked her hair! On the third, I find out she has a boyfriend. He even comes over so I can’t see her for a few days. She dumps him while he is visiting. Next she is going to university, a 4 hour train ride away, so it looks like it won’t work. It took me 3 dates to kiss her and after 10 dates we still hadn’t slept together. To cut a long story short, I work to overcome all the obstacles and for some crazy reason, my desperate neediness doesn’t scare her off. We spend the next 2 and a half years together. I’m happy and in love and I give up pretty much all my other interests. After two years we start to have problems, I’ve changed a lot and she has too and we start to argue more and over 6 months, things deteriorate and we mutually agree to break up.

It’s March 2004 and I’m single again, but I think meeting girls is a cinch, because I have a 100% open-close record in clubs! I’m more confident so I don’t think meeting girls will be a problem. Over the next couple of years I do lots of approaches, get some numbers, have a few dates and they ALL stale out without getting any closes. Over the same time, I’m doing lots of self-improvement. I wrote down all my problems, all the ways in which I wanted to be better and made a plan for addressing each one.
For my shyness, I decided to do a TEFL course in Seville, Spain. This would force me to be the centre of attention and stand up in front of a class of people for an hour at a time. In my first class, I was nervous and my voice was shaking. By the last, I was pretty good.

I started reading two books a week, mainly in the areas of NLP, psychology, hypnosis, Buddhism and self-development. I didn’t anticipate the effect this would have, but it made me more calm and composed and generally more happy and content. I also took various business and finance courses which added nothing to my PU skill but overcame one of my perceived weaknesses which was a lack of qualifications on my CV.

I fixed my fashion over a period of two years. I went from wearing baggy jeans, Nike tops and trainers, to wearing well-fitting, stylish, designer clothes. I initially made mistakes and bought terrible items, but over time I refined my style and learned a lot about labels, design, fit and materials.

During this time, people started to consider me as confident and women started paying me more attention because of this and my improved fashion. I was very focused on my learning and stayed out of the social scene. As a result, I didn’t sleep with any women between March 2003 and November 2005 apart from a couple of times with my ex girlfriend!

In September 2005 I met Tyler Durden of Real Social Dynamics in Starbucks, Leicester Square, London. He was sitting around with a bunch of strange looking guys and they had papers with graphics showing women and how to approach them. I listened in but it didn’t make much sense to me. I asked him whether it was a speed dating event they were preparing for and he broke everything down to me. He told me to buy a book called The Game and what it was all about. From looking at these guys, I didn’t really buy into the idea that they could do anything with women but nevertheless I bought The Game when it was released. I found the book interesting and spent the next 6 months devouring all the material I could find on the subject. Major influences were David Deangelo and Tyler. I did less than 10 approaches in those 6 months but felt I had a good handle on the area because I had studied it as thoroughly as I had my business courses. Shortly after reading The Game I went to Singapore on holiday. Over there I slept with my second girl, she actually did most of the work but at least I did most things right. She put her hand on my leg, so I did the same. She started rubbing my leg so I did the same. She took my hand, so I kissed her. She still was the one that said “let’s go” but I felt I knew what to do a little better than before and at least would never repeat my mistakes from university again.

In March 2006 I moved to London. I picked the location specifically for meeting women– Leicester Square. I didn’t know anyone so I knew I’d be forced to get out there and meet people.

I wanted to move to London for years. I was never happy living in Cambridge. I thought it was too small, I thought the people were unfriendly and boring and I didn’t have the kind of social life that I wanted.

Why did I wait so long? I found out the real answer and this might be the same thing that
holds you back in many areas of your life, it was a HUGE realisation: I was afraid that if I moved to London and it was a failure, I’d be back in Cambridge AND I would no longer have the dream of something better to hold onto.

So at it’s core, it was fear of failure. Look at any big steps that you’ve avoided taking and maybe it’s the same reason. But I finally did do it...

I basically didn’t know anyone when I moved down. My flatmates were cool and we got on, but they had no social circle so I didn’t get to meet people that way. What happened was that I found some London pick up artists (from The London Seduction Society/LSS) and hooked up with them.

I went out with these guys and gave them the kind of respect I’d give the master pick up artists chronicled in “The Game.” However, I quickly found out that most of these guys could talk a good talk and walk a cool walk, but they didn’t seem to be able to open, hold and close the deal with women.

I had to ratchet down my expectations a little bit.

Over the next few weeks, I met some more of these guys. Most of them I didn’t really want to hang out with, but I did meet two - Eugene and Conor, who were “cool guys” and I tried to go out to clubs with these guys as possible.

I was going out four nights a week. At this point, I’d been to a club less than 30 times and was completely uncomfortable in the environment. So these nights would normally involve us opening 20 or so groups of girls, not many would hold.

I was overcoming my approach anxiety and a couple of times I was successful in having a nice conversation using my pre-existing introvert skill of being an empathetic good listener.

I had a regular night out in Covent Garden with Conor, where I started to get some good results. We’d act as each others “wings,” distracting the protective friends of our target girls so a strong connection and a number close could be made.

With a wing helping you, it’s easy to avoid getting blown out. If the conversation flags, your target girl sees her friend conversing with your pal so she doesn’t mind continuing her chat with you. Working alone requires a lot more skill.

I was able to get a few number closes but nothing came of them. I had no idea how to use physical contact (kino-escalation) to get a kiss close in the club. I have to say that by now I was pretty confident. The girls I was approaching were often hot and they did compliment me on my looks. It was new and it was good.

The next big realisation happened about three weeks into my London adventure. I was in a Soho club with Conor and another guy, when Conor approached two Swedish girls.

I didn’t go help him and wing straight away because I was having a go at an Australian chick. It didn’t go too far, so I went over to him. It was an 18 year old Swedish chick. Pretty cute. I was there sitting on the arm of the chair for AN HOUR talking to her and then I told her to move up and sat down next to her, carried on talking.
I was getting no touching from her and didn’t know what the hell to do. My one night stand in Singapore only happened because she touched my leg first and I just matched her kino-escalation and then lead with the kiss. Anyhow, I said to myself “fuck it” and put my arm around her and went for the kiss.

Lo-and-behold it worked, she was into it. Now I know I probably could have done it after 30 seconds, but the point was that it shifted something in my mind - you don’t need to ask if it’s okay to kiss.

Conor left early because his chick didn’t pan out. When the girls left, looking back, it would have been an easy to take my girl home (other one was happy to leave her in my care!) and even get a pretty simple 3-some.

But I didn’t because I was probably buzzing from the kiss close and didn’t imagine it was possible. I was now happy in London, I had friends and I felt like I was in control of things a little more. I had a lot of confidence and was on a high because I now was able to attract and seduce women.

I learned the basic structure of a pickup from 6 months of theory and a few weeks in field. Admittedly, I spent way too long geeking out on the material. I got way more out of going out and doing stuff. I spent the next month refining my approach. We used a lot of canned material (which I’ll explain later) and it worked to attract girls.

My first fuck-close came one night in a Covent Garden club. My friend identified a hot girl. She was tall, blonde, thin, blue eyes. Now she’d be average, but at the time, she was very hot.

Anyway, I sat next to her, just chatted away. After some teasing banter to challenge her, I lightly touched her leg and arm and she reciprocated. I went for the kiss after about 5 minutes. I lead her around the club -“let’s go get a drink, let’s dance, let’s sit down.” We got quite hot and heavy and then I just got up and said “let’s go” She started walking with me but asked “where?” I said “somewhere else” and walked her out of the club to my house. After some wine, I smoothly escalated with no resistance.

I’ll leave out the details! Met her for a date another day and the attraction had vanished, I didn’t like that she smoked, I didn’t like her accent, I didn’t like her shoes or the way she walked.

I felt like Jerry Seinfeld when he dumps the girl for silly reasons but I didn’t call her again. Over the next month I got plenty of kiss closes and a couple more fuck closes. I took about four salsa classes. I didn’t pick up any girls in the class because they were generally not up to standard but I did devise my “salsa escalation” where I go and ask the girl if she can salsa and then salsa my way into a kiss.

I got a Serbian chick in one minute with this and she was a virgin. Six feet tall, toned and tanned body, blonde, blue eyes. It took seven hours before she slept with me and then she was my girl for about a month.

During my time with the Serbian girl I think I only kiss closed one other girl and that was when I trained with Brent (a renowned American pick up artist). He came to the UK in May and I decided that either I’d learn loads or I’d realise that I could
be a trainer too. I paid $1000 + expenses for an evening from 7pm to 2am.

He was good looking, confident and cool. The training was a let down. He didn’t demo anything cool. He couldn’t entertain two girls after I engaged their cute friend (they quickly dragged her away). He only said I should talk louder and escalate faster. That was his only advice.

Very nice guy though. Maybe my level was already high. Anyhow, I pulled a nice girl that night. This was the first time I was disappointed with the skills of a well-known guru. There were many more to come in the next few months! Now, when I meet famous pick up gurus, my attitude is, “Hey, if they are great I’ll learn something and if they aren’t, it’ll make me more confident.” Win Win!

Over the next few months I improved my game, gained more confidence, had more hot girls and met various influential characters, most importantly - Steve Jabba AKA Vertex and Anthony P. We went out a lot and gamed together.

In June I had started Puatraining.com and had been doing 1-on-1s. I was a skilled teacher, could clearly communicate things and was able to analyse the person’s strengths and weaknesses very quickly and give them practical advice.

Through teaching, I learned my stuff way more tightly and was forced to game. I learned how to control my state instead of only being able to game when I felt like it.

In July I went on holiday for two months with Steve and we went out 40 out of 44 nights in 11 countries. The only nights we didn’t go out was when we were travelling on boats, trains or coaches. During this holiday, my skills at kino, non-verbal pickup, dance-floor game and others all got a huge boost.

Steve is a legend and few people have seen his skills when he is at the top of his game. I saw him do things a couple of times on holiday that gave me the shivers! Next level game.

Fast forward to today. I am going to parties with celebrities to learn how to game in those environments. I’m working with the guys here to further refine the system. And I’m travelling to different countries to test my game internationally.

How do I pick up chicks now? I have an unbreakable routine stack that can get me laid every day of the week, one that uses an unbreakable opener followed by calculated responses, built-in emotional spikes, seductive language patterns and a host of psychological tricks. But you know what? I DON’T USE THIS STUFF! I want to be able to game naturally.

I don’t want to know what I’m going to say next. I like to test my intelligence and exercise my mental muscles. I want to make a better self instead of making a character that I can step into and act out.
Success? Email me and I’ll show it to you in pictures! I meet a girl of high quality once every 3 weeks. Can kiss close any time I go out. Can fuck close multiple times a week. The only things that hold me back are:

- Busy with the business.
- Not enough hot girls in London clubs!
- Sex drive is not so high that I need 7 girls a week.
- I get more out of a loving relationship than lots of casual sex.
Pre-Game

**Your First Impression – Paving the Way**

The first impression that a girl makes of you is not formed when you first open your mouth to speak to her, it’s formed when she first catches a glimpse of you out of the corner of her eye. A few years ago, a savvy girl would have been able to tell that I was insecure, unhappy, unconfident, unfashionable, low-energy, unsociable, non-sexual and shy just from looking at me. Why would she want to talk to me? How would she feel if I approached her?

It’s difficult to know how you look to others, because you don’t have a video camera following you around all the time. However, we can work to make the best possible first impression by being aware of the necessary components. There are various elements then that affect her initial perception of you:

**Making your first impression**

- Body language
- State/mood
- Appearance
- Energy levels

**Her first impression**
Pre-Opening Body Language: Standing-out Positively

The Wrong Way
Most guys in bars and clubs are in a bad mood, get drinks and stand shoulder to shoulder checking out the girls. This immediately creates a negative first impression. If you do this, it makes it look like you’re out to pick up women and this can turn off girls before you’ve even approached them.

The Right Way
The first thing to do is to look like you’re having fun and are happy to be there. When you’re with your friends, face them and engage them. If you’re standing face to face, you can each cover 180 degrees of the location and check out all the girls over each others shoulders. Women are subtle and this is what they usually do.

If you’re walking around trying to find the hot girls, do the “where’s Bob?” face and look around as if you’re looking for someone. This subtle difference allows you to check out everyone in the whole place without having the “pick up” guy vibe.

When you’re speaking, facial animation and gestures draw attention and make it look like you’re having fun. Someone who seems like a fun sociable guy is someone a woman wants to speak to. Someone who is not having much fun with their friends and only wants to check out women is not someone who will get as good a reaction when he approaches.

When you’re speaking, use gestures. Most guys stand there fidgeting, shifting their weight, moving their feet, moving their hands, nervously taking sips of their drink. To stand out from all these guys, to do the following “alpha male” behaviors:

Legs: Stand with your feet slightly wider apart than is natural. It will fell unnatural at first, but you’ll also feel completely rooted like a tree. You’ll no longer constantly change position or shift your weight.

Arms: Most people I train have a problem with fidgeting, they move their hands around, play with things, put their hands in their pockets and just can’t stay still. Here’s a trick to get over this: put your thumb against your index and middle fingers and let your hands fall to your sides. This removes the natural tendency for the fingers to find something to do. You can stay in this position comfortably for hours without moving. Don’t touch your face.

Eyes: Don’t look down! It conveys weakness. Be confident holding eye contact with people.

Head: Move your head slowly, it conveys high-status. Quick head movements make you look nervous.

Space: Take up lots of space. When sitting, spread yourself out. When standing, have a wide confident stance or gesture. When dancing, move around the dance floor a lot and use big arm movements.
Mission 1

Practice the alpha stance in your house, see how it looks in the mirror. Next time you’re in a bar, observe other people’s body language based on the rules above. See who has good and bad body language. Be very aware of your own and try to click into the alpha body language mode.

Modelling Actors: Learning from the Best

Hollywood actors are not natural. They have calculated poses, body language and voices. Look at the faces they pull in pictures and in films, they are not poses that normal people assume. That’s because they are manipulating their facial muscles in particular ways. Tom Cruise’s smile, Brad Pitt’s eyes, Colin Farrell’s sexual badboy look, George Clooney’s voice are all manufactured. You can model celebrities and create a look that stands out as much as theirs. I imitated the “looks” I saw in films and magazines in front of the mirror. Some people might find that embarrassing, but believe me, Hollywood actors have done the same thing. Knowing how you look at all times and manipulating your look to achieve particular effects is very powerful. Knowing how to turn on a sexy and seductive look at the right time will melt a girl.

Body Language

There are two ways to do a cold approach. One is the cold walk-up where directly approach a girl and engage her. The second is a more casual, seemingly spontaneous way to open: your target...
is a step or two away and you casually turn around or step over and open. In both instances, there are steps you can take to create a favourable first impression.

**Bad Body Language**
Most men walk up and get in the girl’s face. Do this to someone you know and it’s bad enough. Ask someone to do this to you to see how it feels. It creates a reflex response of wanting to step back and put your hands up. This is putting a lot of pressure on an interaction before it has even begun. Unless the girl obviously interested in you, this is a bad move. This kind of face to face interaction also feels like it could go on forever, both people look locked-in, the only way for the interaction to end is if someone turns 180 degrees. In the event of a blow out, everyone will see what has happened so you’re putting more pressure on yourself.

**Direct vs. Indirect Body Language**
The above is the essence of indirect body language. Direct game obviously wants to put more pressure on an interaction earlier on, so making the girl feel comfortable and minimising your chances of getting blown out are not so much of an issue. Direct body language is usually approaching in a sexual state, touching quickly and escalating sexually. Direct body language is all about presenting a sexual vibe – this comes from mental state.
Fashion

Women notice your appearance. They judge it instantly and unlike your friends, they can tell if something doesn’t match, is out of place or is just plain ugly. Good fashion advice is difficult to find and most guys don’t feel a need to concentrate on this area. A few simple rules will help make a huge difference:

1. **Don’t Dress Generically.**
   If your clothes are so plain that they couldn’t be commented on by a woman even if she was trying hard to find something to say, then you’re generic. If you’re wearing drab colours with standard cuts and generally blend into the background, you’re not making the most of your fashion. Look around at other men and see how much you can say about their dress. If their jeans have details and funky touches, they are better than standard Levis. If the shirt or t-shirt has a tailored cut, a slogan, cool detailing, funky colours, or a picture, it’s something that means you aren’t so generic and if it reflects your personality in some way.

2. **Spend Money on the Right Things.**
   An expensive shirt or jeans is wasted if your shoes are ugly. Spend a lot of money on a couple of good pairs of shoes (one black, one brown). You can mix cheap jeans and shirts with great shoes and it will make you look like you’ve an expensive outfit on. After you’ve some nice shoes, the jacket is the second most important thing (in winter). Next is the top and last are the jeans. A few great outfits are better than lots of average ones.

3. **Match Clothes Correctly**
   Blue jeans with brown shoes is better than black. Don’t wear more than three colours. Skinny jeans with brown shoes is better than black. You probably haven’t had this happen since school, but having someone standing over you will put you on guard immediately. If you approach and start standing, sit down within the 10 seconds. You can use a time-constraint “I need to go soon but just wanted to ask you...” to avoid her feeling uncomfortable sitting with someone she has just met.
trousers with a baggy jumper is wrong, the fits should all match. More than one bold colour probably means a clash. Sports shoes have no place, but designer trainers are okay.

4. **Accessorise**
A funky bracelet is worth more in terms of female attention than a $15,000 solid white gold watch. Find accessories like rings, bracelets, necklaces that work for you.

5. **Get the best hair cut possible.**
If you’re not getting comments on your hair cut, it can be better. Go to an expensive salon for a free consultation, find out what would be the best cut for your face shape and hair type and then get it done in a cheaper place!

6. **Look Like you Get Laid**
Unbutton your top buttons and look around and copy sexual styles. Looking like you get laid is something you can’t do with generic clothes. Think Colin Farrell.

**Peacockin Gone Wrong**
Peacockin is the pick up technique of wearing clothes, accessories, or just generally adopting a style that attracts attention. There is a right and a wrong way to do it. Many wannabe ladies men will copy the clothes and accessories of famous pick up gurus. I see these guys around and the problem with them is that they look incongruent. What I mean is that they look like they are wearing something because they think they should wear it. It doesn’t suit them, it’s not a style that represents their character. They look weird and stand out in a bad way. If you peacock, wear things that you would like to wear because you think it works for your personality.

**State Control: Being “In the Zone.” Anytime**
State is how you feel at any particular moment. Everyone has had times when they feel “in the zone” and times when they feel useless. State control is about trying to take the “in the zone” feeling and be able to generate it at will when necessary.

State control is something I didn’t learn until I started training. Prior to that, my own state fluctuated based on the vibe of a place, my mood that day, my friends’ mood, the quality of the girls around and my first interactions. When I started training people one-on-one and spending up to twelve hours focused on one person, I needed to always be “on” and so I couldn’t sometimes be in-state and sometimes not. I developed a system for getting myself into state consistently and on-demand. Neuro-Linguistic Programming teaches anchoring, which is basically a method of linking a state to a body movement. I took things a step further because anchoring wasn’t enough for me. Here’s is my system for getting into state:

I have affirmations (see later) which I read to myself. At the same time, I play music that has very positive associations for me and gets me pumped up. At the same time I click my fingers and move my body to generate energy. After doing this a number of times, each thing is associated with the others. Before I train I do all three, but while I’m out, the music, the finger clicking or the affirmations alone will be enough to get me in state.

When I’m in state, I feel completely confident, able to approach anybody. I feel like the most
attractive and powerful person in any situation. This belief means that groups blow wide open. I am able to generate high energy for big high-energy groups, but can obviously calibrate and tone it down for low energy groups. In the past, high-energy groups would intimidate me, so I’d only approach lower-energy groups.

In the early days of training, if I didn’t have a connection with the student and felt tired, my interactions might not go as well. Now, I can sense when my state isn’t good enough and generate it instantly.

State control tools:

- Small MP3 player for taking your music (and recorded affirmations) anywhere.
- Crib sheet with affirmations.
- Associate a body movement.

Relaxed state control:
I also have a relaxed state. This is very similar to the above except I have associated a body and hand position (from Pranayama which is like Yoga), to a state (from Pranayama) with very relaxing classical music or self-hypnosis audio. Now, just the hand position on its own is enough to relax me and even lower my heart-rate.

Mission 2
Write some affirmations (check chapter in Inner Game on affirmations), collect all the music tracks that get you pumped up in one place. Play the music, read the affirmations out loud and associate a body movement. Do this before you go out.

Energy Levels and Holding Attention

Your energy levels are a tool that you can use to better manage the reaction you get. You should be aware of energy levels in a location and also of the energy levels of groups you’re going to open. You should aim to stand out in terms of your energy level. If you’re in someplace where all the men are trying to look cool, then you would be better served by standing out by being the fun sociable guy. If you’re in a very high-energy environment, you should be the James Bond guy that moves slowly and smoothly and stands out that way. Look around a location and see the energy of the various groups. As a rule, you should aim to come in with higher energy than the group you’re approaching. The reason for this is that you want to be more interesting than what they were doing before you showed up to maximise your chances of connecting.

This is an area where many guys have problems. Natural extroverts and good story-tellers share an ability to hold the attention of a whole group. I’ve seen guys with nothing to say command attention just by looking interesting. Whereas I’ve seen very interesting guys get blown out when they are saying interesting things because they can’t hold the group’s attention. This was a big problem for me starting out because of my naturally quiet and shy nature. However, it’s a necessary skill in pickup. When you’re interrupting people, you need to be more interesting than whatever they were doing before you showed up. Otherwise they’ll lose interest. The words you use are only a small part of that. The statistic that only 7% of communication being the words you use comes in here more than anywhere else. How do you learn to be more interesting? I’ve broken down

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Energy levels and holding attention

Dynamically manage energy levels to keep the set hooked. Most useful for large sets (3+). The energy (eye contact, gestures) can be directed to the members of the set that are losing interest.
the core components. As a natural introvert with none of these skills, I’ve been able to apply them effectively and you can do the same.

What are the actual elements that affect your energy levels?

- **Gestures.**  
Use hand gestures, they hold people’s attention better and are necessary to hold the attention of larger groups. If you get used to gesturing, you’ll find it easier to progress to touching and it’ll seem more natural to the girl. If you get used to gesturing, you’ll find it easier to progress to touching and it’ll seem more natural to the girl. At first gesturing feels forced when you’re not used to it but quickly becomes second nature. To get used to gesturing, bend your arms at the elbow and clasp your hands. Make this your new default position when in set, and put gestures out from this position. A gesture or touch coming from hands by the side is always strange looking – see the difference in other people.

- **Voice Tone Variation**  
Another thing that adds interest and draws people’s attention is voice tone variation. Listen to broadcasters, you don’t need to go that far, but you need some kind of variation in your tone. Some people will just try to go up and down in voice tone at random. The real way to vary your voice tone is to speak with passion and emotion. Listen to Tony Robbins, he is able to draw you in and hold your attention for hours at a time, and he does it by speaking with passion and emotion all the time.

- **Facial animation**  
People will be drawn into what you say more if you’re more facially animated. Be expressive. Practice, and study others who do this well.

- **Eye contact**  
To hold attention, spread your eye contact around the group, if you’re losing one person, give them more attention. If you are holding eye contact with someone, and they are giving it back, they have to focus on you and what you are saying. If you don’t look at them, they can look around the room and their attention will wander and you will lose connection. If you hold eye contact, even if they look around the room, they will feel drawn back to you because of the eye contact.

Energy levels can also be dynamically managed during an interaction. This is a more advanced use of energy levels, but what you’re doing here is bringing up your energy levels when you notice that you’re losing the attention of the group or individual members. You direct your gestures and eye contact towards the people in the set that are not paying as much attention, and bring them back in. It’s like spinning plates!
The 3 Characters of a Seduction

It doesn’t get much simpler than this. Here are the steps you can use to immediately get better results. I could make this chapter into a book and string it out, but just because I have made it as succinct as possible, don’t underestimate the importance! These are the three characters you can assume during every interaction with women. Not it doesn’t mean acting, it just means being aware of how you are presenting yourself at different stages of an interaction. We all have different ways of behaving, with our parents, our girlfriend, our friends. What we do here is use our different ways of behaving consciously to progress an interaction to the next level. You can even use them on existing relationships to escalate to the next level.

The Fun Sociable Guy, Mr. Comfort and The Seducer

Most guys have one character all the way through a seduction. For a fun extravert, it will be the fun sociable guy. For most men, it will be “Mr. Comfort”, the nice guy who might be interesting once you get talking to him but isn’t especially fun or sexual. The third is the sexual guy who goes in directly and has a strong sexual vibe. These guys will get some results, but they won’t be consistent. Once described in this way, it’s pretty easy to see you need bit of each to be successful in any situation.

I was always the comfort guy. I found it hard to start the interactions, to make people laugh and to have fun with light banter. Once in a conversation, I was good at making a strong connection with the girl, but unfortunately I was also missing any kind of sexual vibe and had no idea how to escalate. I’d talk in this way for a while and be thinking about going in for a kiss. The problem would be that the conversation had no sexual tension and so going in for a kiss would have been awkward and would probably be rejected. Guys who also have this will be the often talked about “nice guy who finishes last” and the guy that the girls just want to be friends with. There is a point in an interaction where a woman makes the choice between seeing you as a friend and a possible romantic interest. You need to be able to spice things up at this point to avoid going down the friends route.

Over time and without any pre-planning, I developed my other two characters, the fun sociable guy and the seducer and my success rate with women increased hugely.

To increase your success rate, you need to use the three characters as follows:

1. The Fun Sociable Guy.
This is the guy that makes a great first impression; he has high energy levels (see chapter on energy levels), is animated, quickly makes a good impression and makes people comfortable. He will be able to get in with any group, make them laugh and generally brighten up their evening. We are glad this person is around because there will be no awkward silences, he’ll keep the conversation going. Someone who is naturally Mr Comfort might think too much about what he says, he thinks he’s being considerate, but people relax a lot more when the person they are with is relaxed. The Fun Sociable Guy personifies this relaxedness because he is obviously being very natural, saying what comes to mind and because he is comfortable, people will relax around him.
He will be very good for the first few minutes, but might find it hard to connect with the person or to seduce them simply because he is too high energy. After a while, women will probably become tired of talking to him because he can’t be serious or deep. His high energy level is a bit too much for extended periods. We’ve all been in situations with someone who constantly tries to crack jokes, it’s good for a few minutes but quickly becomes tiresome. Use this character for the first few minutes until you’re into a comfortable 2-way conversation and they want you to stick around. Extraverts will find it easier to step into this character whereas introverts will find it harder. I knew for a long time that I needed to be more sociable, outgoing, funny, and interesting, but how do you do that? Everyone can think of someone who is the archetypal fun sociable guy and to be him yourself, you need to:

• Be high energy. Remember – voice tone, body movement, eye contact, gestures, facial animation.
• Be positive. People in England are generally less positive than our American cousins. We like to moan about the weather, how stressed we are, how bad the food is, and whatever else. Although we can connect with people by talking about all this bad stuff, people would much prefer to be surrounded by people that make us feel good and are positive. Find the positive aspects and if someone starts a negative conversational thread try to turn it positive or switch as soon as possible. I’m not talking about being “happy clappy”, you can be realistic, but if you have the choice of talking about something negative or positive, talk about the positive thing.
• Enjoy yourself. Enjoy the music, the company, the venue, the drinks, the food. Most people don’t seem to enjoy themselves much but we are always drawn towards people that look like they are having fun. Enthusiasm, passions, and happiness are contagious. You will make people want to be part of your life if you look like you are enjoying yourself. One man might be a billionaire with the perfect life, but look bored and uninterested, another might be average in every regard but have a real passion for life, and women will want to be with him subconsciously because that person can make them feel good.
• Smile. You’ll already stand out, most people don’t smile!
• Do most of the talking. Ask few questions. Keep the conversation light, and situational.

To develop this character, there are a few active steps you can take and exercises you can do:

1. Do something that involves public speaking – toastmasters club, TEFL course, etc.
2. Try this acting exercise with a friend: One Word Impro. The way it works is that you try and make a story one word at a time. You say a word (“I”) and then your friend says a word (“will”) and you continue like this (Go. And. See. My. Friends. At. The. Beach. And build. A sandcastle. Then….). When you come to a full-stop you use words like “next”, “afterwards”, “then”, to carry it on. You try to increase the speed and when you get good at this, it should translate directly into natural conversation.

You can see this character at work in actors like Owen Wilson and Vince Vaughn in Wedding Crashers. I’d imagine that quick witted TV hosts
also could have the fun sociable guy character down.

2. Mr. Comfort
After you’ve integrated into a group, you can bring out Mr. Comfort. When you first approach strangers, they are usually in a “wait and see” kind of mode. It might happen quickly, or might take a while, but soon they should open up to you and commit to the interaction. How do you know when this has happened? Non-verbally: They will stop looking at each other or around the room and will be focused on you and what you say. Verbally: They will start to commit more to the conversation, giving longer answers and asking you questions.

Mr Comfort is interested and interesting. He listens 50% of the time, doesn’t talk too much about himself and tries to understand women, find common interests and build rapport. He should stick around until you’ve a connection with a girl, at which point, he should start to bring in some elements of the next character, The Seducer. Usually Mr. Comfort can not start conversations very well and he is not very seductive, so it will be awkward when he goes in for the kiss. Being Mr. Comfort was always my strong point. Most introverts will have this character down and will be at home in this mode. The problem is getting stuck in it! 90% of the time when guys tell me they have been put into the “friend zone” by a woman, it’s due to being Mr. Comfort for too long. Having no sexual vibe, no matter how good you are conversationally, means you’re no more use than her girlfriends or gay best friend!

3. The Seducer
The Seducer, coming in after The Fun Sociable Guy and Mr. Comfort will be very effective. The following are behaviours of The Seducer:

- He looks at a woman in a way that tells her he wants her.
- He speaks more slowly, with a deeper voice.
- He touches her in increasingly sexual ways.
- He holds her hand when he talks.
- He holds intense eye contact.

The Seducer should smoothly emerge from Mr. Comfort as you find out more about the woman and become more attracted. When he is there from the start it looks like you’re just into her for her looks. By matching the way a woman becomes attracted to a man (generally they warm up to a man over time) you separate yourself from other guys and she’ll feel a deeper connection.

Learn the three characters of the seduction and you’ll smoothly move from starting conversations to getting intimate. It’s one of the most useful skills you can have in female attraction.
Mission 2

You might have one or two of the characters down, but work on the others. Sorry but the best way is to use a mirror! You can also watch films and see the transition at play. The woman is never going to feel turned on in the action scenes, just like with the fun sociable guy. She isn’t going to feel turned on from the coffee shop conversation, that’s Mr. Comfort. Watching how actors switch the mood up by looking at her differently and speaking in a seductive way, it’s easy to see how this can apply in the real world! Become aware of yourself and practice your seductive looks in the mirror.
Making Things Easier

After months in the field, I realised there were ways to make my job of picking up women much easier. I could cold-approach a seated group of five, isolate, go off somewhere with one of them and go for the close. However, I learned that by only considering cold approaches I was missing out on a lot of much easier opportunities. I also realised that I could do certain things to increase my success rate on cold approaches by increasing my value within a location first. The easiest approach is a warm approach. The second easiest is a cold approach in a location where you already have a lot of value. Here’s how you make your approaches easier and maximise the chances of success:

Opening Cold vs. Opening Warm

A cold approach is when you open a girl and are unsure of the response you’ll get. She has not shown interest in you and might not have even noticed you. A warm approach is one where you think the response will be at least somewhat positive because you’ve made eye contact or received some sign of interest. Obviously, if all our approaches could be warm approaches, our results would be a lot more consistent. There are ways of increasing the ratio of warm to cold approaches. These are:

Standing out in a Positive Way

Being the Fun Sociable Guy and talking to people besides the hottest girls will disarm the hotties. They’ll see you having fun with people and by the time you get near them, they will be a lot more open and receptive. This is easier than trying to stand out in a club by being super cool since many other guys are trying to do the same.

Forcing Her Interest

Most guys deal with eye contact from a girl in one of three ways. The first is that they nervously look away and get embarrassed. The next is that they hold the eye contact. The third is that they force a smile. These are all pretty bad. You can still wonder why a girl was looking at you and use the uncertainty as an excuse not to approach. Here’s what to do: force her interest! When you’ve eye contact with the girl, provoke a response from her by doing something like: pointing at her, waving, raising your glass, making a cheeky face, poking your tongue out. Personally, I do my trademark “point.” The girl is compelled to respond. The number of responses she can give is limited. She can:

- Mirror your action
- Smile,
- Smile and look away embarrassed,
- Look away in disgust,
- Turn up her lip like “what’s he doing?”

If you get a positive reaction, you can approach straight away. If you get a negative reaction, you probably won’t get a good one when you open. Many of my girlfriends were gamed by forcing interest. It’s one of my best skills and makes my life a lot easier.

Approaching after an Indication of Interest

If she gave you a sign of interest, it’s doubtful she’s not attracted. So go for it! I usually use “hey, how’s it going?” Longer, involved openers like asking for an opinion will kill tension. Just be boldly direct.
Maximising Interactions – Taking Every Opportunity

In a club or bar environment, if you limit yourself to cold walk-ups, you're making things difficult for yourself. There are plenty of opportunities around you at all times to get into interactions:

Women stepping on your foot: “hey, watch it punk (squaring up with smirk), let’s take this outside, let me see (do flex pose and point for her to do it, then muscle feel).”

Women squeezing past with drink: “cheers.”

Women pushing past rudely “no my dear, do it like this (demo polite way to move past), excuse me sir.”

All these will allow you to get into interactions without the pressure and effort of a cold approach.

Working the room

Working the room in pickup involves talking to all the groups you’re interested in and some other people in the room, being very indirect. At the end of a short interaction, the key is to make to leave and then as if it's an afterthought, grab the name. What you’ll be able to do in a short amount of time is:

- Meet and get the name of all the targets.
- Create a positive, safe, non-threatening, impression in the targets’ heads.
- Establish yourself as the fun sociable guy.

After you’ve done this, you’ll be able to re-open any of these groups at any time during the night. You’ll also notice a big increase in interest from girls that you’ve already opened. Getting the name is the key factor, I found out by chance that re-opening using the name is much more effective and they actually treat you like someone they have known for a long time.

This technique is best used in smaller places early on in the night. That way, as the night progresses and people open up, your options will continue to increase. Plus, you won’t have the problem of opening when it gets noisier.

Mission 3

Go to a bar, buy a drink (or get a tap water!) and go around the bar and cheers everyone. You will find that people will always cheers you back, and that afterwards you are getting a lot of attention from girls wondering why you didn’t try and pick them up. It’s an easy way to work the room and removes the need to think of anything to say!

Direct or Indirect? Both!

There are two very distinct schools of pickup and most methods either fall into direct or indirect. The System takes account of both and I suggest that you use both.

Direct game involves approaching, immediately conveying interest, then rapidly intensifying the interaction with words and kino-escalation. An example of direct game is to approach a girl, tell her you think she is beautiful and take her by the hands and increase physical contact. You’re basically approaching in seduction mode (see The Three Characters of a Seduction). The benefit of a direct approach is its efficiency. It allows you to
quickly test a girl’s interest and, ideally, close her. Who wants to wait hours to kiss?

The drawbacks of direct game are that:

It takes a lot of personal and sexual confidence to pull off.

It generates more approach anxiety by putting you on the line and adding pressure to the interaction. It might blow you out of a group that would have been receptive to a more subtle slow approach. Women generally need more time to warm up to a guy and go less off the initial first impression.

Indirect game basically is coming in under the radar, getting the girl comfortable with you and slowly introducing the sexual vibe.

The benefits of an indirect approach are:
Less approach anxiety by minimising the chance of getting blown out.

Easier to do on an all girl or mixed group.
More and longer interactions which allow you to get comfortable talking to women and to practice your conversation skills.

The drawbacks of an indirect approach are:
Sometimes the target wants you and you lose her because she doesn’t think you’re interested. You can waste time on a girl who you have no chance with (she’ll never find you attractive, she is engaged, she is a lesbian) and you don’t find out because she thinks you’re just being friendly.

I suggest you use direct game when you’re getting a clear sign of interest. If you’re not quite sure, take the indirect route. I also suggest that your approaches be indirect until you have a lot of experience reading situations and have overcome any approach anxiety.
The System – From Open to Close

The important thing about having a method or system of pickup is not so that I can say that my method is better than any other or that this is THE method for picking up women. What is important is that I think it’s necessary to have the structure of a pickup in your head any time you’re in an interaction with a woman you like. This allows you to know what you’re doing and what you need to do next. My system is purposefully designed to be simple enough to learn and understand in less than an hour and from then on, it can always be in your head.

The System as laid out below refers to a somewhat indirect approach in a day or nighttime environment. It involves an opener, a transition which is the thing that follows from the opener (you should have these two prepared). Next you use “Skills of the Natural” until you reach a point where she has opened up enough to give more to the conversation. This could be immediately but you may need to do most of the talking until the target gets comfortable enough to have a conversation with you. At this point you can ask more questions and go into Universal Transitions (fallbacks that you can ask people in any situation) and Rapport. There is a goal at every step.

Initially, the goal is to get them committed to the interaction. You know when you’ve reached the “hook point” because the girls will do one or more of the following:

- Open up their body language to you.
- Stop looking at each other and all focus on you.
- Ask you questions or make other attempts to extend the interaction.
- Give fuller responses to what you say.

Once done, we switch to the next goal which is to use rapport to find common interests and use the universal transitions to find out their current situation. This puts us in a better position to number close.

Next come Deep Rapport and Kino Escalation, these put you in a better position to get a physical close. Deep Rapport is especially useful having sex in two hours or less. During deep rapport, you need to get a strong connection with the girl and make her see you’re someone who understands her. The kino-escalation is necessary to have some sexual tension so that you avoid “being a friend.” It allows you to test the water by gradually increasing the intimacy of the touch leading up to the kiss.

Knowing what you’re doing from open to close will greatly increase your success rate because you’ll be constantly focused on the goal.

The 3 Characters of a Seduction and The System

How do you apply the three characters within The System? The fun sociable guy should be used until you reach the hook point. The comfort guy should start to come in at this point, especially if you’ve got the girl all alone. The seduction guy can come in after some connections have been made in preparation for a physical close. Think of them not as “on” and “off” but as sliders that allow you to smoothly flow from one to another.
Indirect approach process
The 3 characters of a seduction in action

You

Fun, sociable guy

Her

Positive first impression

Connections, interesting conversation

Excited, aroused

Result

Open

Connect

Close

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Opening – Transitioning, Skills of the Natural

If energy level drops

Dynamically manage energy levels

Open

Skills of the natural

Transitions

Hook Point

Rapport

Universal Transitions

Isolate

Deep rapport

Kino-Escalation

F-Close

Push-pull, C&F
Challenges
Speed
Sexual Spikes

N-Close

K-Close

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The First Minute

The first minute of a pickup is the most important. In this time, you’ll have identified a target, gone into state, overcome any approach anxiety, positioned yourself, opened and hopefully achieved a hook point. Normally by the end of the first minute, you know how receptive the target is and whether or not you’re in.

The Power of “Hey” as a Pre-Opener

Why do all openers start with “hey”? This is an important point that needs to be explained. If you deliver an opener to a woman or a group, most of the time you’re interrupting them. They will likely be in conversation already, or at least thinking about something, so will have a conversation going on inside their head. When you start talking, you’re breaking that state and their response will be “what?” They will say “what?” even if they heard what you’ve said. Think about how you do this in your own life. I only learned this properly when I started training and saw students open without saying “hey” – the girls would say “what?” and the interaction seemed to always go badly after that. The “hey” is followed by a pause and it’s to ensure that you have the attention of the group BEFORE you deliver your opener. It’s “hey” [pause. Group looks at you] “do you guys...” The pre-opener can be anything that gets the attention of the group, it can be “hey,” “oi,” “yo,” “howdy,” whatever you like.

Opening and Transitioning

Everyone wants to know the openers, but the transition is actually more important. I like to say that the opener doesn’t matter.

The most important thing is what you follow the opener with. That’s why, until you can freestyle using “Skills of the Natural,” you need to know your opener and also the transition before you start an interaction. If you open with “hey should I dye my hair blonde?” and they say “yes,” and you say “ok thanks, bye”, that’s not too good. You need to know before you go in what you’ll follow it up with. So you can use that opener and then your transition is “cool, because my hairdresser tells me every time I go there that I’d look great with blonde hair, he’s a great hairdresser. But he’s gay so I really wasn’t sure on this one.” Actually I say he’s gay because I just think he is, but he tries to talk about women. He just looks gay. Do you think you can tell when a man is gay?” If you go in there with that much ready, you’ve enough to get to the hook point in a lot of cases. If you just have the opener ready you’ll be putting a lot more pressure on yourself.

I prove that the opener doesn’t matter with students by getting them to give me the lamest opener possible and still showing that I can hook or close. An example would be “my elbow hurts,” this was one given to me by a one-on-one student who just didn’t believe that the opener wasn’t important. I went in to a seated pair of girls without knowing what I’d come up with as a transition. I used “I was testing the theory that you can use anything to start a conversation.” They were initially very negative, but even off this opener, they opened up after a minute or so and I
stayed for 15 minutes and n-closed one of them. I could also have used “I’m doing acting classes and wanted to see if I could make you believe my elbow actually hurt.” The transition needs to also be as solid as possible. If it’s weak it shouldn’t be dwelt on, change subjects quickly.

**Opening**

The opener is the first thing you say to an interaction. The best openers make her laugh, make you look cool and are much more interesting than whatever they were doing before you came along. There are various types of openers. An indirect opener is one that doesn’t immediately convey your interest in her and doesn’t put much pressure on the interaction. If you say “You’re hot and I want you” that would be direct and is putting a lot of pressure on her, if you say “when does it get busy here” there is no pressure. Opinion openers work very well in bars and quiet clubs. Time and time again I’ve seen them successfully “hook” a group.

**Indirect**

Here are some indirect openers and how they might be used. Different people feel comfortable saying different things. You can pick a few from below, modify one or later make up your own. You don’t need hundreds. A couple of solid tried and tested openers are enough.

**Oh, there is a guy over there who is so perfect for you.**
This opener involves approaching a woman, pointing to a guy you think is “perfect for her” and trying to take her over to meet him. Invariably, she’ll refuse and then you can say how she should trust you because you’re a great matchmaker. It leads nicely into conversation on dating and relationships. Her objection is projected onto the other guy, so you’ve less chance of getting rejected. It also provides a false disqualifier for you, ultimately making it easier to hook a group.

**You’re so...In my way.**
If you’ve a situation where you’re walking and a girl blocks your path, put your hand up as if to gesture her to stop. Look at her seriously and deliver the line. The key is the pause; it makes her think you’re going to say “you’re so beautiful” or some other clichéd statement. If you do it right, it guarantees a laugh.

**Are you guys sociable/friendly?**
Standard opener, can deliver with suspicious face. Be ready for a yes or no answer and have a follow-up ready.

**Are you guys super shy or what? I’ve been here for 10 minutes and you haven’t offered to buy me a drink or even said hello.**
This one puts them on the spot slightly and then releases the tension and they will laugh if delivered right.

**Are you posh girls, are you rich?**
This allows the funny follow-up “I’m looking for a rich posh girl who can buy me stuff.”

**Did you invite all these people? I thought it’d just be us.**
This is semi-direct

I know you probably get no attention from guys whatsoever so I thought I’d come and make some conversation with you.
This one should get a laugh. You’ll be on the spot after this, so have something to follow it up with.

Clothing primp. What’s your name?
This one is good for a girl with a hat or other kind of accessory. You look at her, double take, look at the item and screw your face up as if something is wrong. Hold out finger to say “wait”, adjust the item then study her again and then make a thumbs up. Don’t let the opener end there otherwise that will be it. Follow it up with something like:

You: What’s your name?
Her: Tanya
You: Tanya, I’ve just made you 38% more attractive, you owe me!

Hey, I’m out meeting people tonight, what’s your name?
Standard, pretty low-risk opener that fits a fun sociable guy frame.

Is this area of floor taken?
This is funny, it’s a play on “is this chair taken?” Other variations include

Park: “is this area of grass taken”?

“Get ready!” “Huh?” “We are going to chat you up.”
What you do here is tell the girls that you’re going to chat them up. You can add something like “I don’t know how many times you’ve been chatted up but this is going to be the best ever, you should really be sitting down…! You then do a little bit of whispering and you come in with the lamest chat-up line ever – something like “Is god missing an angel because you’re here?” Deliver it with a horrid unconfident delivery. Then you let them reject that version of you which gets past their bitch shield and offsets their objections. You can then start talking about meeting girls in bars, picking up and dating in general. Ask questions about what the best and worst approach ever was.

Are you undressing me with your eyes?
If a girl is making eye contact with you, this is a good opener to use.

My girl friend thinks you’re hot.
Uses fake social proof to make it easier to open. Point to some random hot girl who is “your girlfriend.” Later it can be revealed that she is a female friend and you’re in fact single although you’re friends with lots of girls.

Are you guys making mischief over here?
This is a funny one, the delivery is important, suspicion mixed with playfulness works well. Say they look shifty like they are going to steal something.

My friend wants to know if you think I’m hot.
A somewhat direct opener that offsets the direct question by asking it from a friend’s point of view.

I know that look, are you guys male-bashing?
When you see women talking seriously, you can open with this. Chances are they are talking about men so will laugh. If not they still probably laugh because they know that they often are male bashing.

I saw you checking me out. I knew that if I didn’t confront you, you’d be following me around all night and try and follow me home. I don’t need another stalker.
How’s it going? We’re out picking up chicks.

Why didn’t you call me?

(suspicious) You look familiar, did we have sex? This one is very funny but more for the guys delivering it than the girls. I like it a lot but there are much more effective lines.

Are you listening to our conversation? Then why you acting so nervous? This is a good way to open a group who are standing near you. You can follow up with “so what do you think?” 
“About what?”
“About what we were talking about”
“We weren’t listening!”
“Okay well we were talking about whether…..” Into an opinion opener.

Which of you guys gets hit on the most? This is a pretty good opener on two attractive girls that look kind of different.

Are you confident enough to accept a sincere compliment? Good so am I, you go first. This is classic, it will usually make them laugh. Expect that it can sometimes fall flat after they laugh and have something ready to follow up with.

Are you single? So when are you asking me out? Are you nervous? This one works very well because it puts the girl on the spot and gets her frustrated. You can then release it by nudging her and laughing or saying “wow you’re really cute when you’re mad.” You want to fire the questions in quick succession without giving her much time to think or answer fully.

If I didn’t have a girlfriend and wasn’t gay, you’d so be mine. This is a variation on saying you’re either gay or have a girlfriend. I think this one is better because most people do not want to mislead a girl into thinking they are gay or have a girlfriend. This one is confusing but her subconscious will get that you’re actually saying “you’re mine.”

Big table – “Hey, sorry I’m late.” How the hell do you approach a big group who are waiting in the street or are sitting at a table in a bar/club? With this one way. Talk about how the traffic was terrible. You’re Paul’s Cousin Bob’s nephew or whatever. It’s funny. When you get caught out, don’t dwell on it, ask some names and find out what’s going on then proceed as normal.

Which of you girls is the toughest? You have very thoughtful eyes. I think you have a lot going on inside here (touch head). This is a good direct line to use on a girl who looks bored. Most guys go in with “you look bored.” That’s never going to work. This one is a nice direct compliment that works.

Hey, I have a policy of meeting the hottest girl in the club when I go out. My names Rich (shake hands). Nice opener that has got me in consistently.

Hey, I have a policy of meeting the hottest girl in the club when I go out. My names Rich (shake hands). So, do you know that girl (point at another hot girl?)
Cheekier, funnier, doesn’t work as well for me!

Opinion Openers

Opinion openers are the easiest way for a newbie to open in a quiet bar/club. They are good in that they can get a long conversation started pretty easily. A well-crafted opinion opener can guarantee you a few minutes of conversation. However, they’re overused by pickup artists. You should be careful using the “classics.”

The way to deliver an opinion opener is to either make it seem spontaneous or to “root” it. A spontaneous one comes from reacting to something your friend supposedly said and asking whoever is nearest, which just happens to be a pair of hot chicks! Rooting the opener means that you need to tell them the reason you’re asking so that they know why they are spending their time giving you their advice. I will illustrate this with the Dye Hair Blonde opener:

“Should I dye my hair blonde?” will usually get a one-word answer.

“Should I dye my hair blonde, because every time I go to my hairdresser he says ‘man you’d look great with blonde hair’ and he is a great hairdresser, but...he’s gay, so I need your help, should I die my hair blonde?” will get you a much fuller response because you’ve rooted the opener and told them the reason you’re asking. This also helps it seem more indirect and innocent if that’s your goal.

Another important point about opinion openers is that they can be used ANY TIME in the interaction. If things are dying out, just throw in an opener. They are designed to be the most interesting conversation possible so are a great way to re-capture interest.

Jealous Girlfriend Routine

You: Hey guys, let me get your opinion on something. I’m trying to give my friend over there advice, but we’re just a bunch of guys and not qualified to comment on these matters. Okay, well my friend has been dating a girl for three months. And she just moved in with him. Now, this is a two part question. So, imagine you’ve been dating someone for three months. And he is still friends with his old girlfriend from college. How do you feel about that?

HBs: Answer.

You: Yes, they’re JUST friends. There’s nothing else going on. They talk like once a week at most.

HBs: I think it’s fine/I don’t think they should be talking/whatever

You: Okay, now let’s say that he has a drawer in his apartment. And in that drawer he keeps all of his old photographs and letters. Now, some of those letters happen to be from ex’es and some of the photographs happen to be with ex’es.

HBs: blah blah blah concerned comment blah blah question

You: It’s not like he ever looks at them. They are just there, like old souvenirs and memories of his past.

HBs: I think it’s fine/I think he should put them away in a closet/He should destroy them/whatever

You: Okay, the reason I’m asking is because WING’s girlfriend says doesn’t want him to talk to his ex from college at all. She wants
him to cut it off completely. And she wants him to destroy all of his old photos and letters from ex’es. She says it’s just holding onto the past and he should let go of it now. Personally, I thought it was extreme and a bit insecure. But what do I know. I’m a guy. And, as we all know, guys think differently from girls...

**David Bowie**

Do you guys think the rock star David Bowie is hot? ‘Cause get this, my niece just got a poster of him this big (indicate with arms) and put it on her ceiling, I mean that’s an old man, do you guys like old men?

**Piercings**

I deliver this one as follows: “Guys, what do you think of piercings? Because my ex-girlfriend was a bit of a rock chick and she used to always say (pinching eyebrow to show where it would go) “you should get a piercing”. I’m not going out with her anymore, but I’m still kinda considering it, do you think piercings are sexy?”

This one goes into lots of things about male attractiveness and what they consider attractive in a man.

**Do I look gay?**

This one is killer. It seems to never fail. The root is that a guy just tried to pick you up, or your friend said you look gay in those shoes/that shirt. They will laugh and it just works a charm.

**Do you think Derren Brown/David Blaine is sexy?**

The follow up is to say that you’ve been studying magic/psychic stuff/ESP or whatever and that you wondered if it was their looks or their abilities that made them sexy to some women. It leads in to any skill or routine in these areas.

**Do you believe in palm reading/handwriting analysis?**

Follow with “me too” or “I didn’t either but then...” and go into a story about a relative who does it for a living and showed you some stuff. “I was sceptical but I brought my friend along and they got everything right.” “I’m not entirely sold, but I’ve been learning it a bit and want to see if it’s a way to get to know people better more quickly.” This is a nice way to open and lead into one of these skills in a smooth way.

**How soon is too soon to get engaged?**

You look like you can help me with this. My friend is coming in an hour and he needs my advice. He has known his girlfriend for 3 months and he is going to ask her to marry him, tomorrow. He says he wants my advice, but I think he has already made his mind up. I think it’s too soon, but if I tell him that he might disown me because I think he has already decided. But if I say it’s a good idea and it doesn’t work out, I’ll feel responsible. So what do you guys think, how soon is too soon to get engaged?

This is a fantastic opener that leads straight into relationship talk and has a lot of drama built in. It should hook very well.
My friends GF deleted all the pics of them kissing from his digital camera, you think that means anything?

I’d further classify opinion openers into “Spontaneous seeming” and “walk-up strength.” If you have three girls sitting in the corner and need to go and approach, it’d seem strange to go all that way only to ask if they think you look gay. However, using “How Soon is Too Soon” will work very well. Generally you need a more serious opener for a walk-up.

**Direct Openers**

Direct openers are something I took a while to get the balls to deliver. You need internal confidence. You have to believe in what you say and put yourself on the line. You have to have complete authority. If there is a hint of weakness and she picks up on it, the opener will fall flat. When you have confidence from success using other openers, or if you’re confident because you can tell that the girl is attracted to you, bust out the direct game and it’ll be fantastic. Super fast results and women that think you’re incredible because of your boldness. With a direct opener, if she doesn’t respond negatively, take the direct route and escalate quickly.

I know this is kind of random, but I had to tell you that you’re just too cute

Do you know who you remind me of? Someone I want to meet.

I like you / You’re beautiful. And I’m going to get to know you.

For more openers check out the PUATraining Blog.

**Situational**

These are what I mainly use now at the time of writing. A situational opener is taking something about the current situation and using that to start the interaction. It could be noticing something about the current situation and using that to start the interaction. It could be noticing something about her, it could be a Seinfeld-esque “What’s the deal with corn nuts?” Usually it’s noticing something about the environment and saying what happens to be the question in your head. “How can they eat ice cream in the winter?,” “would you wear THAT?” “Which one do you think is healthier?” I know when I have used a situational opener when I try to remember which opener I used and I can’t. It’s so natural and unconscious and uncalculated that I don’t remember it. The way to be as natural and comfortable as possible is to get used to just saying whatever comes into your head without delay or planning.

**Mission 4**

Write down 3 openers you like, go out, and open 10 sets. Your goal is just to open and stay as long as you are comfortable, make an excuse to leave, get their name, and eject. This is to get comfortable with opening sets. You will notice that as you get more comfortable, the interactions naturally last longer.
Opening and transitioning - skills of the natural

- Opener
- Hook elicitation
- Hook point
- Rapport
- Attraction building
- Point of N-close

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For anyone that wants to become a natural with women, someone who seems like they've always had the ability, this is the section to pay attention to.

I used to be a terrible conversationalist, boring on dates, useless in groups, a terrible public speaker and unable to hold people's attention. Now I game like a natural. This means that I'm able to break down exactly what's necessary to be a naturally good conversationalist and generate attraction. I can also give you exercises to practice this skill.

During the first minute of an interaction, you need to do most of the talking. Anything that puts the conversational pressure on her is something that she could use as an excuse to end the interaction. When she is comfortable and committed to the interaction (which could be instantly, but generally takes longer from a cold approach) you can start putting some of the conversational burden on her.

### The Art of Small Talk

Women are sick of boring conversations with men. They have had the same one over and over and over. If you can be different, you'll stand out hugely and quickly generate attraction.

First, what shouldn’t you do if you’re a good conversationalist?

#### Hairdresser conversation

What kind of conversation do you have with a hairdresser, person in line at the post office, your aunt who you see once every 6 months? It's probably boring, shallow and what I like to call conversation on rails. When we meet someone new, they say “what do you do,” “do you like films,” blah, blah, blah. We hate answering these questions over and over, yet we ask them of others. For attractive women who get approached regularly, the issue is even bigger.

#### Interviewing her

Many women are approached and immediately put on the spot to answer a series of questions. The man's only response to her answers is usually “oh really, so...” This quickly gets boring and any woman who puts up with this for long must either be really attracted to you or very, very polite. Don’t ask a series of questions. Ask one and connect on the point then ask another. For advanced level skills, try to elicit the answer without asking the boring question – make an assumption or guess about what she does, where she is from, or what food she likes. You get the same information but it’s more interesting for her.

#### Stating the obvious

If a girl has pretty eyes, she has probably heard it 500 times. Find something more specific to her, preferably not about her appearance. Or don’t say anything at all. It’s fine to give an obvious compliment with feeling when you’re already together but in the early stages it’s not what she wants.

The above methods of eliciting information either put conversational pressure on the girl or are boring.

#### Low-Pressure Hook Elicitation

Here’s what you should be doing instead. The following are some ways to elicit the boring information without asking the standard questions.
Ask Leading questions
Instead of asking “where are you from”, say “are you Swedish.” Make some kind of personal guess that shows you’re paying attention to her.

Make assumptions and funny guesses
Instead of asking what she is doing, say “okay, so you’re waiting to meet Steve, he is a guy you chatted up on the internet and you’ve no idea what he looks like, but he is going to be wearing a red shirt.” She’ll laugh and then tell you what she is actually doing or even better she’ll play along with it and you’ll have a fun moment. Make up a silly scenario. What is she going to do with her friend? Why is she visiting London? Another example “okay, so you’ve been shopping all day, bought loads of stuff and now your feet are killing you so you’re going for a coffee together.” This kind of thing also gets you in the habit of focusing on them and making observations and cold reads. Over time, this skill is developed and you can usually guess correctly!

Connecting on the Hooks
A “hook” is something given to you that you can use to extend the interaction without starting a new, unrelated topic. Every time a woman opens her mouth she is giving you a hook. It might be her accent, the words she uses, or the information she gives you. If she tells you she is Brazilian and is studying English in London for three weeks, you have three hooks that you can feed off (Brazil, studying English, here for three weeks). The way to feed off a hook is to relate the point to them for a little while, which establishes a connection and only then to ask another question or to elicit another hook.

Your goal with each hook should be to connect in a positive way about the point. The best way to do this is to talk positively about her. The less effective way is to relate the point to your own experience, be clichéd, or be negative. Let’s look at the three levels of evolution in this area:

1. The high-pressure interview
   What do you do?
   I’m an artist
   Where are you from?
   Switzerland.
   What’s a hobby you’ve?
   Going to the cinema.

Put yourself in the girl’s position here. She is constantly under pressure, the spotlight is always on her and she is being asked to commit a lot while getting nothing back. She is not rewarded in the slightest for giving you information about herself. Regardless of her answer, you are straight on to the next question. This is because you are thinking about he next question as she answers instead of trying to use what she gives you in a unique way depending on her response. This is how most guys pick up.

2. Self-obsessed relating
   What do you do?
   I’m an artist.
   Cool, my brother is an artist, he makes these sculptures out of plastercine, he made one the other day of a fish, it’s really cool…. Where are you from?
   Switzerland.
   Oh great, I have a Swiss watch and I like Swiss chocolates. My friend went to Switzerland on holiday, said it was great.
What’s your hobby?
Cinema.
Oh I love watching films, I saw that new Johnny Depp film, that was cool...I want to watch that new one coming out next week, forgot the name...

What is going on here is that the person is using the hook, taking the pressure off the girl, so it’s better than the interview. However, they are not making a connection, they are putting up a barrier. They are saying “anything you say I will relate to my reality and I won’t try and understand yours.” When someone is talking about themselves, it’s less interesting than when they are talking about you. In this kind of conversation, the girl will not want to give more to the interaction because you have not shown empathy or understanding. At this level of rapport, it takes a lot longer to get rapport and solid closes. Sure, it will work sometimes, especially if you have other talents that shine through when you’re talking – humour being the main one that can save the day. But to get fast rapport and connection, you need to do it like this:

“What do you do?”
“I’m an artist.”
“Interesting, I like that, I imagine you must see the world in a different way to most people; you must be able to appreciate beauty in more things.
“Where are you from?”
“Switzerland”
“You don’t look like you do, but I heard that people from Switzerland are quite conventional and really stick to rules and things. You look more like a bit of a rebel, just look at that hairstyle!
“What’s a hobby of yours?”
“Cinema”
“I guess that being a creative person, you must enjoy seeing other people’s creativity, but when you look at art I guess you always see the technical aspects as well so it must be nice to go to the cinema and just enjoy the experience. “

The above are snippets from real conversations, but in the actual conversations I didn’t jump around the topics in that way, because I was talking about her. The conversation naturally flowed more deeply into those areas. By giving the examples of the most boring questions possible and seeing how they become acceptable, you can see how this is a very powerful technique.

She would tell me more about her art and natural questions arose from imagining what it was like to be her. If I am imagining being an artist, I can talk globally about it, then I might wonder what kind of art. I’ll ask her and then I have more information which I can use to imagine her more deeply and so connect more deeply. This process continues usually until the topic naturally morphs into something else rather than the staccato style of examples one and two.

Of course, you can relate things to yourself if they are particularly relevant and you have something interesting to say. But try to connect with her on the hook first, that way she’ll be 10 times more interested in what you have to say. It kind of invokes the law of reciprocity – someone is interested in me, I’ll be interested in them!
When I connect, I’m doing it by being empathetic and imagining what it’s like to be them.

Another kind of hook is an Observational Hook. This is something that you observe about her – her shopping bags, her clothes, her make-up, her nails, her body language, the expression on her face. These are all things you can use to create new conversational threads.

**Attraction Building - Making her Conversational Threads More Interesting**

At some point she is going to want to contribute to the conversation, she’ll ask you questions. The danger here is that they are super boring and so kill any kind of interesting stuff you had going on. Here’s how to be ready for this:

Have interesting answers to standard questions
There are certain questions and conversational paths that occur again and again for each person. Think about what yours are and make your input more interesting. If a conversation gets boring because the girl starts asking boring questions, she won’t remember it was her fault, she’ll just know she is bored!

Stay away from topics like:

- Disgusting stuff
- Religion
- Contentious political issues.
- Violence.
- Bad past relationships
- Negative things.

**Talk with passion**

If you can talk with passion about things you care about, it draws people in. If you enjoy something, let it show, be expressive, use visual and emotive language. People get caught up in it and start to feel good too. When they feel good, they will want to talk to you more. Use story-telling skills here (see chapter on story-telling).

So, let’s put it all together with an example of the natural + situational observational opener.

The following interaction is was real demo for a student. Location: Leicester Square, London, 3:30pm. I recorded the interaction on MP3 and the below is the transcript. There are many techniques used and you can continue to refer to this. You’ll see more each time you look:

(A girl standing alone with arms crossed, looking pretty unfriendly).

Me: Hi, you’re crossing your arms and I study body language so I could say that’s because you’re closed or in a bad mood, but I was noticing a lot of people standing like this recently and either people are more closed at this time of year, or more people are cold! <Laughs> so are you in a bad mood or are you just cold?

HB: I’m cold.
(No conversational pressure to begin, I’m talking and bantering without putting conversational pressure on her. This is necessary because I have no indication of interest and she looks unapproachable).

Me: See people take this body language stuff too seriously, they need to put more disclaimers
in these books. People crossing their arms are closed, UNLESS they also might be cold. People stroking their hair fancy you, UNLESS their hair is in their face and they can’t see anything. <laughs> You look like you’re waiting for someone?

HB: Yeah, I’m waiting for my friend. (At this point, I don’t immediately ask another question like “who?”, “what time were they meant to be here?”, “what are you doing together?.” This would be natural but it’s not very interesting. She has given me another hook which I can feed off so I should use it. Her body language is opening up and she is receptive to the interaction).

Me: I hate waiting for people here, you can’t call them because they are on the underground and there are so many people so you keep thinking “is that them? Is that them?” the time goes way slower than when you’re waiting somewhere less hectic. So let me guess, it’s your old school friend and you’re meeting for the 10 year reunion dinner?

HB: <laughs> Well is my friend from university but we are going for a coffee. What’s your name? (This is a big sign of interest. She is asking a question of me. It isn’t related to the topic and it’s personal which means she wants to know more about me and extend the interaction)

Me: Richard, and you?

HB: I’m Anna

Both: Nice to meet you. (Shake hands)

Me: Wow, your hands are cold <takes other hand too>, squeezes them. (I’ve quickly kino’d and I’ve actually done a quite intimate thing that jump starts a sexual frame). So is your friend cute?

HB: <laughs> She is actually.

Me: Cool, so we can all go to coffee together, but we can’t stay long we need to be somewhere. Tell her I’m your fiancé that we met last week, it was a whirlwind romance and that we flew to Vegas, got married by Elvis and came back yesterday. <laughs>

Skills of the natural pretty much ended there because we moved into a more 2-way conversation and rapport. The interaction went on in more relaxed style, she started giving 50% of the conversation and asking a lot of questions. Her friend turned up (who was hot too) and we went for coffee together after we persuaded the friend to be cool with things. Number closed and ended the interaction after 30 mins. Went to bed with her at the next meeting and she later became a girlfriend.

There is no way to conversationally block a pickup unless she is being directly rude.

### Mission 5

Practice your new conversation skills on your social circle. See if you can make them feel good and get a deeper level of connection than you normally do. You’ll notice that you get a much better reaction from people and can use these skills at work.
The Hook Point and Sexual Indicators of Interest

The hook point is when a girl shows interest in extending the interaction. She is happy for you to stick around and talk more. You tell you’ve reached the hook point when:

- She asks you questions
- She asks your name.
- She gives extended answers to your questions.
- Her body language changes and becomes more open.

Once you’ve reached the hook point, you should look for Sexual Indicators of Interest.

If She is Sexually Attracted to You:

- She laughs and hits you on the shoulder when you tease her.
- She looks at you in a dreamy kind of way.
- She asks if you’re single.
- She is comfortable with pauses in the conversation.
- She says your name in conversation.
- She leans in to you.
- She strokes her neck when in conversation with you.
- She looks at your mouth.
- She tilts head to the side when speaking to you.
- Her pupils dilate.
- She laughs too much at your jokes, even when they aren’t funny.
- She is happy listening to you even when you’re talking rubbish.
- She holds eye contact with you and doesn’t look around the room or at her friends. Note – if she is nervous and it’s just not her character to hold strong eye contact, she could still be interested.
- She is comfortable with you touching her and invading her space.
- She shows willingness to leave her friends and stay with you.
In “Skills of the Natural” I talked about how to make connections with the girl. This continues now in the rapport phase. The difference is that the goal here has become to find a reason to see her again and discover mutual interests. You know the process of connecting, so how do you elicit these things in the first place?

1. **Be Observant**

Notice things about their appearance (clothes, accessories, hair, nails, jewellery). Women usually put a lot of effort and time into the way they look; their bag might match their shoes, belt, earrings and dress. Most people don’t notice, they’ll be happy if you do. Jewellery and accessories also often have a story behind them or mean something to the girl.

2. **Talk about things that evoke passions and feeling.**

What is something they are very passionate about, it might be anything from friends and family, to travel or ballet. Connect on these points by showing you understand why they feel that way.

**Rapport and Comfort Building Questions**

I’ve told you to avoid asking the usual boring questions. So what kind of things would it be okay to ask? The best questions build comfort and create a connection that elicits emotions. The following are some examples of good questions to ask:

- **Do you remember your first day at school?**

  This is a question that brings out strong emotions because it’s something that they probably haven’t talked about for a long time, but that has strong emotions attached to it. It also can age regress the girl, this is a hypnosis term. Do not be surprised if she suddenly starts acting very childishly. To ask a question like this, you can’t just say “where are you from? What do you do? Do you remember your first day at school?” The first thing you need to do is to root the question. This means that you need to lead into it smoothly. You could do this by saying “you know, I was walking down the street this morning and I passed a bakery and smelled the apple pie. It immediately brought me back to when I was 6 years old and I spent the next thirty minutes walking around like a kid with a silly expression on my face because I was remembering my childhood really vividly. What about you, do you remember your first day at school? Any question like this should be rooted correctly and there are many ways to do that. After she has given her response you should connect on it. So you can say “I can just imagine you with your ‘my little pony’ lunch box skipping to school. Next you should relate your own story. If you connect like this on a few emotional topics, you’ve built a deep connection in a short amount of time. You’ll already have talked about stuff that’s not normally talked about until you’ve dated a girl for 3 months or so.

- **If you could wake up tomorrow anywhere in the world, where would it be?**

  This is another good question and replaces boring questions on this subject such as “do you like travel?” and “did you go on holiday this year.” This one doesn’t need so much rooting, it could simply be “I need a holiday, let me ask you, if you could wake up anywhere in the world tomorrow, where would it be?” Connect on her answer.
Rapport and Comfort Building Questions

- Open
- Skills of the natural
- Transitions
- Hook Point
- Rapport
- Universal Transitions
- Isolate
- Deep rapport
- Kino-Escalation
- N-Close
- If energy level drops
- Dynamically manage energy levels
- K-Close
- F-Close
- Push-pull, C&F
- Challenges
- Speed
- Sexual Spikes

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“yeah, lying on the beach, with the sun beating down, the sound of the ocean...” then relate your own answer in vivid detail. This is a good one for trance state, visualisation, evoking feelings of comfort and relaxation which she’ll later relate to being with you.

**Are your friends mostly men or women?**

This tells you something about their character and also gets them talking about people they care about and their friends.

**What’s the one thing you can’t say no to?**

This is a good way to find out something they really enjoy. It could be chocolate. Perhaps fresh orange juice. It should make their eyes light up. You can then describe how good it is to eat that chocolate or drink that fresh orange juice and watch how you can lead them into a desiring state.

**What talents do you have that would surprise me?**

This is a great question and is a challenge. Early on in an interaction, they won’t feel any need to answer challenging questions. By the rapport stage, they will feel some pressure to respond to a question like this to prove themselves to you. Remember that she is likely to ask the same back to you, so have something ready.

**Have you ever been in love?**

Root it, ask it and dig a bit deeper about the times they have been in love. Focus on the time when they were actually in love. Don’t ask what happened – this would focus on the break-up! You’ll make her want those feelings again and since she is with a cool guy, she’ll probably be imagining them with you. This is a great one, for a number of reasons. First, it brings out the emotion and memories connected with love. Second, it gets onto the subject of relationships and so gets her to easily start to imagine a relationship with you.

Think of your own questions too. Throw out a couple of these types of questions and follow the process of:

- Rooting
- Asking
- Connecting
- Answering

When you’ve done this, you’ll already have a deep connection with the girl. On numerous occasions, girls have told me after just a few hours that they feel like they have known me for three months. The reason is:

- I am completely comfortable, open and relaxed with them.
- I am making them as comfortable as they normally feel after three months.
- She is feeling things that she would normally only feel within a committed relationship.
- She is talking about things she would only normally talk about with very close friends, family or the long-term boyfriend.
Mission 6
Open sets, get past the hook point and use a couple of the above questions and follow the process of getting a connection.

Using Hooks and Connecting

When you find out something about the person, it’s a hook that you want to use. Something like where they are from, where they went on holiday, a passion, an interest, something with emotional content, a future dream. You want to connect with it in a positive way. There are seven ways to deal with a hook. Let’s use the example of finding out the person wants to go to New York: “I’d really love to go to New York. I’ve never been there.” The seven ways this can be dealt with are:

1. Cool, I’d like to go to Barbados, OR Oooh, New York? I don’t like big cities. (Rejection, BAD)
2. Yeah, me too (try-hard connecting, BAD).
3. Cool, my brother just got back from there (semi-rejection relating to self, NEUTRAL)
4. Cool, the shopping is great and you can go watch a Broadway show (positive logical connection, OKAY).
5. Oooh, the people there are supposed to be rude and it’s very busy and crowded (negative logical connection, BAD)
6. Wow, New York. So you can walk around and imagine you’re on a movie set, with the yellow cabs, the hustle and bustle, the lights in Times Square and a stroll through Central Park. That’s a great holiday (Positive connection, affirming their choice. w/visualisation, emotional connection, GOOD).
7. Yeah you seem like that kind of person, I think you’d love the energy there, you’ll feel right at home in the busy streets, people watching, taking things in (Purely emotional connecting, cold-reading, GOOD)

This is a very powerful tool for making a connection. You are making her feel good about her self and her interests and you are showing understanding for them.

Isolating

To close a girl, in most cases, you need to isolate her. Have you ever noticed that conversations with large groups is very light and topical compared to a one-on-one interaction where it can get very deep? Which conversation is more likely to bring out emotions, help you get to know someone better and form a bond? That’s why we need to isolate.

My definition of isolation is not that you’re the only people in the location, but that the two of you are the only people in the conversation. Her friends could be one metre away, as long as they are not involved in your conversation, you can have a sufficiently personal conversation to get a close.

For me, the easiest way to isolate a girl is to turn her away from her group. She doesn’t need to leave them completely and walk away with you, just as long as she isn’t looking at them. A student once asked me to open a girl who was part of a group of six. I might have opened the whole group, thrown a neg at the target and then tried to isolate her from there. Two reasons why I don’t like doing this:
Indirect Approach Process

1. Open
2. Skills of the natural
3. Transitions
4. Hook Point
5. Rapport
6. Universal Transitions
7. N-Close
8. Isolate
9. Deep rapport
10. Kino-Escalation
11. K-Close
12. F-Close

If energy level drops, dynamically manage energy levels.

Push-pull, C&F
Challenges
Speed
Sexual Spikes
First, I don’t always want to bust out enough energy to entertain a huge group in a noisy location.

Second: My problem in the past has been that if I show too much coolness to the group, they all want to talk to me and isolating one girl is difficult – she feels social pressure also because all eyes are on her.

So I wanted to come up with a way to isolate “under the radar.” What I did in this case was notice that the group had pretty much split in half. I approached, quickly established physical contact (I turned her around by the shoulder before saying a word), introduced myself and lo-and-behold we are isolated because she is turned away from her two friends.

With a pair of girls, isolation is very difficult. Generally speaking you need a wing in this situation.

For a group of three, my simple isolation strategy would be to open everyone, reach the hook point and then deliver a personal statement to my target (example – observation about her jewellery). The key here is to speak at a lower volume and break eye contact with the others. They should engage each other. The eye contact and attention you’re paying the target should ensure she carries it on with you. You next side step slightly around the target and away from the obstacles so she has to turn to face you. You’re now isolated. Wasn’t that easy?

Leading to Isolate

You generally want to be leading the girl at all times. “Let’s go dance,” “let’s sit down,” “let’s go get a drink” are all ways to lead and isolate. Others include “come over into the light” to do a proper palm reading, to see her eye colour. “Let’s go over there, it’s less crowded/noisy/smoky.”

Deep Rapport

Use this technique with caution. I call the closes I can get with this GF-closes, that’s girlfriend close. I can almost make a girl feel in love with me using my rapport skills. I am careful to only do this with girls I will want to see again. It’s immoral to use it on girls that I would only consider for a casual relationship. Deep rapport is a way to get a soul-mate level connection with the girl and goes beyond anything she has ever felt before. The timing is important. It has to be at this stage in the process with an intimate interaction, where you’re one-on-one and focused on the girl.

It’s a simple two stage process. Once mastered, it can be done on the fly with any girl. The step is:

1. Elicit emotional content.
2. Feed back and connect.

First I’ll explain the process and then give an example.

These subjects have emotions attached to them:
- Passions and interests
- Memories (eg childhood)
- Future ambitions and dreams
- People close to us
Let’s use the example of passions, but remember it applies to all of the above. Your goal should be to get down to this deep emotional level and connect. Every person has things they are passionate about. These aren’t critical “must do” activities, but provide a sense of joy, achievement or “being alive.”

Some examples could be:

- Dancing
- Theatre
- Museums
- Art
- Playing an instrument
- Reading fiction
- Fishing
- Golf
- Poetry
- Collecting something

These all share common elements. They are ways that the person chooses to spend their time. You have passions. I have passions. And the girls you meet will have passions. Let’s look at the typical ways they are dealt with in conversation:

Girl: Actually I do ballet, I’ve done it for 10 years.
Guy: Cool, you must be very flexible.
Or
Guy: Cool, I saw Swan Lake.
Or
Guy: Oh my mum made me do it when I was a kid, I hated it.
Or
Guy: I’d like to see you in your tutu.
Or
Guy: Me too.
Or

Guy: Cool, I like football.
Or

Mystery Method Guy: Oh my God, I can’t talk to you any more. Oh my God, you’re a ballet dancer? Oh my god, this girl at school was a ballet dancer and she bullied me...

This pretty much covers all the possible responses to ballet or pretty much any other passion. Let’s think about this for a second. The girl has revealed to you something that she is very passionate about. She has done it for 10 years. She doesn’t need to do it, but she is that committed that she has routinely done it for this long.

In the above examples, her offer to you has been rejected. You might as well have asked if she likes oranges, because you’ve treated her passion in a superficial way. If you’re going to do this, you might as well stay on superficial subjects. Don’t dismiss her passion in any of the above ways. Connect with her on it. You could lie and say how much you love ballet. I don’t like to lie, so I wouldn’t do this. What you CAN do is be empathetic. Imagine why she loves ballet, what she feels when she dances. I show that I understand why she loves ballet without saying that I love it. It’s something she has never heard before and establishes the soul-mate connection.

My answer would be made up on the spot following the guideline of being empathetic and understanding why she might love ballet: “Wow, that’s so cool, you must be very dedicated to have kept it up for 10 years, I mean when you’re young it’s easy, but as you get older you get more and more commitments,”
(This is standard connection for any long-term committed passion).

So you must really love dancing. Most people have their 9-5 jobs and come home and watch TV. It's refreshing to find someone with a passion that's expressive and artistic.  
(This is standard for any artistic or creative passion)

People might think that dancing is just learning steps and then performing them, but I think that dance is something that brings out the soul in someone, you can dance robotically by perfectly learning the steps, but it's when you really feel them that you become great. I also imagine that it's a way of expressing your feelings through the movement of your body, like an artist does on canvas or a musician does through their instrument. When you're in the moment, you're expressing yourself through the way you move. It must go back to before we communicated with speech and used dance and ritual to express our emotions. I'd love to see you perform.”

Now you can see why it’s dynamite. It can be done on any passion. Whether you like it or not. You can do it with ANYTHING. Examples:

Fishing is about being with nature, serenity mixed with anticipation mixed with excitement when you catch something and being alone with your thoughts.

Stamp collecting is about a sense of achievement. Remembering that each stamp has a memory attached because you’ve been doing it for years so each stamp is from a different time in your life. Your stamp book is like a book of memories.

Going out and getting drunk on a Friday night is about how you’ve been stressed at work all week and that moment when you’re with your friends and have been drinking and you’re just completely in the moment. Just feeling the enjoyment and you haven’t got a care in the world. That sense of release from it all.

**Kino-Escalation**

This was my sticking point for a while. I missed the whole thing where people started hugging when they met. I didn’t get the whole double cheek kiss thing. I wasn’t comfortable touching people. The fact is, most people like to be touched. Hugs feel good. Someone touching your arm when they offer their emotional support feels better. A lot of guys have problems with touching because they are scared of being perceived as creepy. Yes, women hate being grabbed by the drunk guys at the bar, but if they are talking to someone that they like, they want you to be touching them!

Kino-escalation is the process of going all the way from incidental touches to sex. Obviously the first time you touch a girl can’t be when you kiss her, that’d be weird. You need to get her comfortable with your touches and there are lots of ways to do this.

Some key points on kino:

- **Intent:** Women can sense the intent behind kino. An arm on the shoulder from someone thinking “okay, now I’m going to escalate by putting my arm on her shoulder” will weird her out. She’ll subconsciously know the difference between creepy touching and nice
touching because she has been touched by a lot of men! The average woman has been touched by 18,472 men in her life" When she is attracted to you, you can get away with anything you like, but until that point, the intent should be pure. When YOU touch her, make it part of your natural movements, touch her in the same way you would touch a friend and believe that the intent behind it is positive and natural. Don’t think sleazy thoughts! When you have attraction, you can have a sexual intent behind your kino and that will be completely cool.

- **Speed:** The faster the kino, the more you can get away with because the harder it is to object to. Their brain doesn’t have time to register the hand on the shoulder if it’s just there for a second. If you gesture a lot, build in some rapid kino and it will allow you to escalate more quickly and smoothly than usual.

- **Eye contact:** Do not look at the part of her that you’re touching, it draws attention and feels “icky” to women. When you go to escalate kino in a major way, like by putting your arm around her, eye contact will make it a high-pressure and intense moment. If you’re looking away when you make this move, it’s much more comfortable and acceptable. Use the looking away trick when taking her hand or anything that’s too intimate at the time.

“I love making up statistics!

### Excuses to touch

During an approach I did the other day, I used some methods I made up on the spot to advance kino leading up to a k-close. I normally only date young girls and was genuinely surprised to find a girl my age (26) who looked really young. I said “you must use good moisturiser” and stroked her face with the back of my index finger. If she flinched in the slightest, the kiss close wouldn’t have been on. I also touched her hair and asked if she ever tried it up. The kiss was on at this point, we both knew it. I did a couple things to dial up the tension even more then finally kissed her. I’m still thinking about if there is any benefit to delaying the kiss to build more tension versus going for it as soon as it’s on.

Having excuses to touch solves the problem of kino-escalation for anyone that’s not used to touching strangers in conversation. Below are some ways to kino escalate:

- Don’t shake her hand when introduced, hold it about 3 seconds. It’s long enough to notice but not long enough to object to.
- Use high-5s when you find something cool about her.
- If she goes to the gym, does exercise, looks tough, or whatever, it’s an excuse to muscle feel. Flex your arm and point at her to do the same.
- Check out her jewellery. Hold her hand to see her rings or bracelets. Move her hair back to check out her earrings. You can use many excuses to check out her hair. “Ever wear it up?” “Is that your natural colour?” “Ever had it long/short?”
- Take her pulse.
- Ask if she Salsa’s or any other dance and dance with her. Don’t ask if she wants to, just lead.
• If she gives you any shit, you can take her hand, put it on your chest and say “Oh you’re breaking my heart.”
• Palmistry
• Arm in arm leading
• Teasing – poking, prodding, tickling, play-fighting, barging, nudging--all great playful ways to kino-escalate.

**Sexual Escalation Techniques**

There are more of these in the Sexual Spike chapter. These are purely physical. The others are verbal or a combination of both.

• Finger playing
  When you’re holding hands, play with her fingers and see if she reciprocates, this is surprisingly sexy and a great test.
• Hand Squeeze
  Squeeze her hand and see if she squeezes back. This is a great indicator and the k-close is definitely on and probably a lot more.
• Triangle gazing
  This is a method of making her think in a sexual way. Look at her left eye, then the right, then the lips. Repeat.
• Slow blink. Blink slowly, this is very sexy.

**Kino Escalation Process**

All of these steps can sometimes be skipped and you can go straight for a kiss. It might work sometimes. But to smoothly lead into it, you’re amping up the kino bit by bit. The below process is a smooth way to go from nothing to kissing. You can also combine it with some verbal sexual escalation (see Sexual Spike chapter):

1. Touch Shoulder
2. Take hand (use excuse).
3. Dance.
4. Hold hand.
5. Squeeze hand.
6. Touch hair (use excuse).
7. Touch face.
8. Kiss.

**Playful Escalation and Sexual Escalation**

You can escalate kino in two ways, sexually and playfully. The best way to escalate with a friend or social circle girl is to playfully test out her receptiveness, instead of making a high-pressure move to sexually escalate. Sexual escalation has a sexual intent behind it. Playful escalation seems more safe to them because it’s what brothers and sisters do. But it’s also what boyfriends and
Indirect Approach Process

Closing


If energy level drops Dynamically manage energy levels

Push-pull, C&F → Challenges → Speed → Sexual Spikes
Number Closing

Going for a number is a high-pressure moment for most guys, they don’t know when to do it and they don’t know whether the girl will accept or reject them. Even after getting a number, it can be difficult to convert that into a date or another meeting. I used to have pretty good conversations and then not ask for the number, either because I’d feel bad about revealing that it was indeed a pickup attempt, or I’d be afraid she’d say no. I figured out that it becomes easy if you do it smoothly. Here’s what to do!

Conversation Leading to a Number Close

Most guys make the mistake of making small talk for a period of time and then just coming out and asking for a number. This is wrong. A connection can (but usually isn’t) built with small talk but it takes a lot longer. Instead the conversation needs to be directed towards the goal at all times. A conversation which is directed at getting a number needs to be based around connections and common interests.

Example Questions which establish a connection, or common interest:

- What does she do when she isn’t working? How does she spend her time?
- What food does she like? What places does she like to go to in the evening? Is she a party girl? Does she like the arts? What is something she would like to do but hasn’t yet (e.g. salsa class)?

These are basic common interest questions that lead to a possible connection. Think of your own, there are hundreds. Taking two opposite examples, let me show you how to lead into a number close from a general conversation:

You: What places do you like to go in the evening?
Her: I like club/bar X.
You: Cool, it’s good there. Have you ever been to club Y?
Her: Yeah/No
You: Well me and some friends are going there on X day, you should come.
Her: Yeah/okay
You: Excellent. What’s your number?

Or

You: What do you like to do when you’re not working?
Her: I like to go to the theatre/exhibitions/museums/ballet.
You: Have you been to that new show/exhibition/whatever
Her: No
You: Me neither, we should go
Her: Okay sure.
You: Great, give me your number*.

*You never ask outright for a number, it should flow naturally. The close should be assumed.

How about if you can’t find a connection, don’t have time to or for some other reason just don’t have a conversation like the above? You can use the universal:

You: You’re cool/It’s interesting talking to you, we should hang out.
Her: Yeah.
You: <hands phone> What are you doing on Thursday?"*

Finally, most guys get numbers that flake. So....

2. How to minimise Flakeage:
Enter your number in her phone too.
Have a connection or something you can do together as described above.
And most importantly: 
"Arrange a date there and then.

If you've already arranged a date, she can be thinking about it and when you call she is expecting it. Use these tips and all your good interactions should end in solid number closes.

Now is a good time to mention depotentiation of future objections. This subject is almost big enough to warrant it's own section, so pay attention. The situation: She is tipsy, you meet in a bar, you have a great time. Easy to see her again? Not always. The problem is, she is going to go home, talk to her friends, be distracted by all the other guys chasing her. You can easily turn into "the dude I met when I was drunk," even though you might have had the most incredible connection of all time. You can be thinking she'll fall in love with you, but she'll flake! The way you deal with this is by making statements that put the potential objection out there before she thinks of it later:

"I know we are drunk, but I can tell that we will get along great. It will be excellent to meet up somewhere more quiet and really get to know each other."

“I can't believe we've met in a club, I didn't expect to meet a quality girl in a nightclub. We might go home and think that it was just an amazing connection because of the environment. That might be the case, but I'd love to find out by getting to know you better in a more chilled-out location.”

By doing this, she can remain focused on meeting you again and not dwell on the potential problems. This is especially important if you escalated kino pretty hard, you'll also have to deal with “maybe he's a player” and “if we meet again he'll be all over me straight away.” You can use the same method to deal with these issues too.

Kiss Closing

This is a sticking point for lots of guys. Going for the kiss is another point where you're putting yourself in a position to get rejected. The way to remove the pressure from this moment is to work up to it smoothly with a variety of escalation techniques and by using tests to see if the girl is ready to be kissed. If you're not in the seductive character at the time of the kiss, she might not be feeling in the mood! Here are the techniques to make the kiss a smooth move she'll go for every time:

1. Touch her in increasingly more sensual ways leading up to the kiss:

- Touch her arm for emphasis when you're talking.
- Touch her hand. Looking at jewellery is a good excuse.
- Touch her hair. Asking if it's her natural colour, if she ever wears it up, has ever cut
it short/used to have it long, or even when she washed it is a good excuse. If she is comfortable with you touching her hair and doesn’t recoil at all, then she is kissable. You can go for it here.

- Smell her hair.
- Take her hand and hold it as you talk. If you’ve done the above, it will be acceptable at this point. Don’t look at her hand or draw attention to it, just do it.
- Squeeze her hand and see if she squeezes back, this is another kissability indicator. No girl ever squeezes back if she isn’t ready to kiss.
- Stop talking, pause, tilt your head and look at her. See if she is comfortable. If she is, you can kiss.

What if she turns her face when you try to kiss? Kiss her cheek and then her neck! She’ll turn around and kiss you. This is not a rejection but most guys assume it to be and back away. Do this and you can turn her on even more.

It’s only a rejection if she recoils – backs off and away.

So, now you know how to touch her, but it will still not be 100% smooth if you’re still in the same character as you are when talking to your hairdresser – i.e. boring and acting like a friend instead of lover. Remember the Three Characters of a Seduction? It’s time for The Seducer...

2. Establish a sexual vibe as you escalate the physical contact.

You do this by:

- More intense eye contact
- Slower, smoother, deeper voice.

- Look at her in a sexual way, start to look at her lips as well as her eyes and see if she reciprocates. If she does she is imagining kissing you.

Sometimes, even with no work on your part, she’ll want you.

When a girl wants to kiss you:

- She squeezes your hand.
- She looks at your lips.
- She touches your chest instead of arm.
- She is comfortable with hard eye contact even when no one is speaking.

**Same Night Lay**

I believe that EVERY girl is persuadable! I’m not going to use the term One Night Stand, instead I will say Same Night Lay. This means sleeping with the girl the night you meet her. You might well see her again. I tend to call it Same Night Lay because it can apply to both!

I always try to sleep with the girl as quickly as possible, even if it’s for a relationship because it just makes things so much easier once it’s out of the way.

Why go for the same-night lay? Sometimes you meet and have a huge sexual vibe. If you took a number and met another time, it might be gone. I’m able to get a very strong connection with a girl very quickly from the way I have conversations. I can generate attraction on lots of levels quickly. Anyway, I’ve had my best experiences when things seem just perfect on the same night I meet a girl.
If you want a casual relationship, sleeping with them before they know you well enough to become emotionally attached is the right policy. If you want something deeper, sleeping with them quickly so that you can both be more yourselves and relaxed with each other is also the right policy.

Remember, I’m a pick up artist, I’m not grabbing ugly drunk girls off the dance-floor at 2am. I’m meeting a good quality girl, usually the best in the club, at 10pm and getting to know her and then taking her home later (usually!). This means we can create a romantic, intimate, passionate experience. I love romance, the Hollywood moments, don’t like sex in the bathroom. And I think you can get this on the same night if you’re both pretty sober and have more than a physical connection.

I’ve done everything from 20 minute street to house with a super hot model (the hottest girl I ever slept with) to a 10 hour marathon of objections from a virgin (I wasn’t being a bastard, she became my GF!).

There are different types of Same Night Lays and it generally depends on the girl...

**Easy:**
You have girls that have lots of one night stands and are open to it, they want it. What appeals to them is a sexual, dominant man who looks like he can take care of her sexually. He should have all the outward displays of confidence. He should approach directly and escalate smoothly from touching, to kissing, to grinding, telling her what he wants to do to her etc. With this girl, you can simply lead her out of the club and there won’t be any questions asked about what is going on. “Where’s your jacket? Let’s get out of here!”

**Medium:**
There are other girls that have maybe tried it once, but it isn’t something they look for. They are not sluts and don’t want to be considered as such but still enjoy sex and aren’t prudish. These girls need more than the physical. They will reject that. You can give them a taste but then you should suggest slowing down to show you have self-control (this is useful later when they are at your house because they trust you more) and take the time to get to know her. She needs to feel that Hollywood moment. Like she has met a fantastic guy. It’s okay to do it with you because you’re special and tonight is special. Stare into her eyes in a loving way. Find out stuff about her and connect on it. Then show how you become more and more attracted to her as you find out more about her. You need to connect on emotions, show your emotional side, be a modern man. However Underneath it’s some sexual tension that comes from the way you look at her! In summary turn her on logically, emotionally and physically.

You’ll need to be clever in getting this girl home. Having an excuse to see something at your house – hearing you play a song, seeing some pictures, seeing your cute dog. You should say “let’s go somewhere else” and then when she says where you can say “I want to show you something” and just take her to your place. You’ll have objections on the way if she finds out what you plan. You say “well you can’t stay long I need to wake up early” and then quickly change the subject. DO NOT ENGAGE IN LOGICAL DEBATE. Keep leading her and change the subject. This is a good time to talk about rape and things like this. Follow this rule to...
make sure you respect the woman and don't cross the line:

If she objects to you verbally but still consents physically (i.e., she says she shouldn't go back with you but is still walking hand in hand), it's a token objection and can be quickly dealt with and the subject changed.

If she objects to you physically and verbally, stop what you're doing, she is not going to come home with you or do anything with you. Respect her and stop it!

If she objects to you physically only, looks like she is enjoying it, wants you to hold her down and isn't saying anything verbally, she is just turning herself on. You can continue. This is the most dodgy one though so make sure you judge it right! If you're hurting her rather than just controlling her physically, in my opinion that's also going too far even if she likes it!

**Advanced:**
The third type of girl is the one that's not very sexual and would always react in horror at the thought of a "dirty" one night stand or sleeping with a guy so quickly. Connect with her on an emotional level. Have a tiny bit of sexual tension, just enough to generate attraction and avoid being thought of as a friend.

Getting her back to the house won't be too difficult because you'll generate trust and you WON'T KISS HER before you get there. You connect on all levels, then make the excuse to go somewhere more quiet, more comfortable and where the drinks are cheaper to chat some more. You need to talk about future plans with this girl, things you can do together. If there are any objections, I manage to get around them with "I want to show you where I live. Anyway..." Get to the house. Sit her on your bed. Get the wine out. Give her time to get comfortable. After 5 minutes, go in for the kiss. Remember that you could have kissed earlier because you have comfort, trust, connection and attraction, but you waited to avoid the "oh I'm horny now, let's go to my place" vibe. The kiss has been "on" for a while so it's easy. You kiss, you brush your hand over her breast. You escalate very slowly and smoothly. You undo her bra before taking her top off. You touch her boobs before taking her top off. You touch her pussy via the back of her pants before taking them off. You put her hand on your penis because she won't do it herself. Any time you sense discomfort on her part, take a step back, keep it there and then re-escalate. Have an excuse to get in the bed — it's more comfortable. Have an excuse to take clothes off — it's hot. All while escalating physically. It's got to be like it happened by accident. Once she is naked, it has passed the point of no return and should be plain sailing.

Girls will be much more likely to go home with you if you do not directly imply that they are coming back to have sex with you. Of course, they will know it on some level but a much higher percentage of girls will sleep with you just from the subtle change of: "Want to go back and have sex with me?" to "Want to come for coffee?" which makes it slightly more likely to: "Want to go someplace more comfortable?" which makes it more likely still to: "Let's go somewhere else."
The difference is that you’re leading, not asking. It’s easier for someone to “just follow” than to commit to following. For example, “Let’s go dance” always works better than “Would you like to dance?”

**Tips:**
Dirty dancing is generally good for getting in the mood, getting her comfortable with you physically etc. You need to be confident and comfortable so she feels that vibe, too. Treat her like your girlfriend. Touch her with familiarity. Awkwardness won’t fly.

**Logistics:**
Is she able to leave her friends or is she driving them home or have other commitments?
Is your place/her place close by? It helps a lot if it is.

**Day 2 F-Close**
Most guys meet girls for dates after a number close and see the attraction completely fizzle out, or at a minimum they take a number of dates to get into a position where they can take things physical with a girl. Meeting her for lunch or meeting her in a coffee shop in the day-time are mistakes. There is a way to close 80%+ of girls on a first date, even from a 5 minute number close. You want a set pattern to these dates. It’s in your interest to sleep with a girl quickly. Either you only want something casual with her, or you want her for your girlfriend. Either way, you should sleep with her quickly. If you want casual relationships, you achieve your goal quickly. If you want a girlfriend it makes things a whole lot less complicated and is good to get the first time out of the way.

So how do you do it? There are a few essential elements.
Meet at night. There is more of a sexual vibe in the night so you can establish it straight away. Meet somewhere near where you live, preferably within walking distance.
Day Game

Day Game and night-game are different and you’ll probably prefer one or the other and there are benefits and drawbacks to each. Day-game means game outside bars and clubs. It covers street game, shops, gym, public transport etc. It has lots of benefits and differences compared to night game.

Day Game allows you to approach girls who are: On their own (they probably won’t be in the night!).

Not used to getting hit on in this situation so don’t have bitch shields.

You’ll be getting the real person; most people have a persona that they adopt in a club. Because you’re both sober and being yourselves, any number you get in the day-time is a lot more solid. Girls often flake on club number closes because they were drunk and they don’t like the idea of meeting a guy when drunk in a bar. Day-time approaches are the opposite; they are actually romantic, a nice story to tell her friends and even her kids. Telling her friends she is meeting “the guy that chatted her up in the post office” is much better than “the guy I met in a bar on Friday night.”

There are also lots of attractive, good quality girls that avoid going out in the night because they don’t like nasty men groping them, don’t like loud music or just prefer other things. If you want to meet a nice girlfriend who won’t cheat on you and isn’t a party girl who likes getting drunk, day-game is the way to go.

The problem with day-game is that the girls you approach will be more difficult to hook. Girls in the day-time are doing something, they are on their way somewhere, are waiting for someone, are buying something or are doing their workout. You can open any group standing around in a bar and holding them for a minute shouldn’t be too much of a problem. A girl walking in the street will only stop for you if you’ve a very good reason to stop her (David Bowie opener won’t cut it!) and it will take a lot for you to distract her from whatever she was doing.

Day-game is a more advanced skill because it works best when you can use something spontaneous and situational to start the conversation. Canned material, opinion openers, routines and magic tricks just seem a little weird in the day. It’s really more about your natural conversation skills and personality. Another drawback of day-game is that it’s difficult to kino-escalate. A one-minute kiss close in the day-time or a same-day lay from a day-game approach is an advanced level skill.
Optional and Advanced techniques

Winging

Winging is when you’re working together with a friend to get more girls. It can greatly increase your chances. If you’re alone, you can approach lone girls and you can approach groups and try to isolate your target girl. But it can sometimes be tricky, especially when starting out. If you’ve a wing, when you approach a pair of girls, you can isolate almost immediately and don’t need to have the ability to hold a large group for a long time. Together you should achieve more.

Sometimes one of you will have to talk to girls you’re not attracted to, but it all balances out and together you should achieve better results than when alone.

There are various ways to wing together, some of the best approaches are:

1. You stand near the girls, have fun together and react to what each other says, then open the girls with a spontaneous seeming opener:

   "No Way!" (to friend) “Hey Guys, Do I look gay? He just said I look gay in this shirt!.”

2. One of you approaches and opens the whole group, the other friend wanders in once the group is hooked. If it’s a pair of girls, you can both isolate. On a bigger group, one guy should take out the rest of the group while one has the target isolated. This could be the guy who opened or the guy that comes in.

3. With a mixed group, I find it’s best to open the guys first and make friends with them. While this is going on, the wing comes in and takes the target.

The guy that opens the group is doing the harder work, he should have first choice over which girl he wants.

Other things wings can do include:

Accomplishment Intros: “This is my friend, he has the coolest job, he lives at the bottom of the sea!” What you’re doing is making your friend sound cool in some way. If he did it himself, it would be bragging, but if you do it, it’s fine.

Where’s Michelle: A pickup artist called Toecutter came up with this one. The wing will come into the group and ask if you’ve seen Michelle. You say you think she is over there. He turns to leave, if you want him in the interaction, you pull him back in and introduce him. If not you let him go.

Code words: You can work out code words with your wing. For example, for location changing (“I like this song”), taking the girls home (“want some gum?”), identifying your target (“this one is trouble”), etc.

The importance of having fun with your wings in a non-club environment

Do competitive fun activities – sports, games, the arcade, bowling. Harness upbeat high energy. If your only connection is skulking around looking for chicks it won’t be as interesting. Get some stories to tell, have loads of fun and then bring the party to the location.
AMOGing and Disarming - Dealing with Other Guys

AMOGing is the process of putting another male in a lower position than you. Obviously the leader of men is more attractive to women so this increases your chances of picking up. You need to have higher status than the other males. I don’t endorse these tactics and feel they are not necessary for a successful pickup, but here in case you want to use them are the ways to AMOG a man:

- Backslapping and putting your arm round him are two ways to physically AMOG a guy.
- The Alpha handshake – when you shake hands come in high with your hand pointing downwards, shake their hand and turn to put their hand in the lower position palm up. As an added insult, take their elbow as you shake and then slap them on the back afterwards.
- Use Tyler Durden’s “Hey that’s a great shirt, look at those cool stripes, my mum bought me one of those in high school” and similar variations.
- Don’t answer a question he asks you.
- Ignore him and carry on talking to the girls if he tries to say something.
- Get between him and the girl(s) and turn your back to him.
- He might ask you a question about your job, your clothes, whether you work out, or something else with the goal of saying "I'm richer than you" or "I'm tougher than you." If he does this, you should say “ooh no, it's really cheap”, “oh you’re much stronger than me.” He won’t know what to say and will look stupid.

- If the guy talks about how great he is, agree and say something like “wow, you must be really proud of yourself.”
- If he looks really cool and alpha say “girls look how cool this guy is, look at how he stands with his legs wide apart and has that cool James Bond look on his face.” He’ll become self-conscious and lose the plot.

Disarming
Disarming is the process of befriending a male in a group or otherwise taking away the threat of him ruining the interaction for you. To disarm, you can open the guy first and pay him lots of compliments and make him feel good, then ask how he knows the girls, get introduced and work your way onto the girls. Guys rarely get compliments so it's pretty easy to do this and make them like you. Gaming guys is easier than gaming girls!

If a guy is coming into a interaction, you should immediately introduce yourself, make him like you and then find out who he is in relation to the girls. If he is the boyfriend of the target and you want to leave the group, it's always good to ask how long they have been going out. Make them feel good before you leave. You don’t ever want to be the guy that just leaves as soon as he finds out the girl isn’t single.

Breaking Rapport
Breaking Rapport is disagreeing with her on a point or expressing a contrary view. It can be very powerful. To exemplify it's importance, imagine being a hot woman for a moment. You are being approached by smiling, nodding men, and feel you can’t do or say anything wrong. They will agree with you on everything and think everything you
do is just great. You know there are things they shouldn’t like about you but they don’t express it. This means you won’t trust them as much, you’ll think they are only after one thing, and their compliments won’t be worth as much.

The answer to this is to break rapport. When you break rapport, you mustn’t do it on big things that have an emotional connection for her. Don’t call her passion for painting lame, that’s not a good way to break rapport. What you can do is break it on casual interests like Harry Potter books, Hugh Grant films, etc. When you say that something she likes sucks, it makes it twice as powerful when you later say that you appreciate something about her. Don’t be afraid to tell the truth, it actually increases trust and connection, as well as dialling up attraction.

Intense Sexual Escalation – Sensing a Woman’s Responsiveness

How do you have super-rapid sexual escalation? The kind that blow people’s minds? Getting a kiss in the day-time in 2 minutes, or in the club after 10 seconds? How do you take a girl home after 5 minutes? The answer is intense sexual escalation.

Most guys go for the kiss or sex when it’s OBVIOUS. They wait until it’s plain as day.

Let’s say a girl is ready to kiss after 3 minutes. I will kiss her dead on 3 minutes. Other guys wait until 6, 10, 20 minutes or never kiss her. By pushing the boundary, you learn exactly where it is. Sometimes you’ll be too early, but that’s the only way you learn where it is. All the guys that play it safe miss the point at which the switch flips in the girls brain. They are just looking for blatant indications, OR even worse, they are using “kino-tests” or whatever other bullshit to escalate. To feel it, you have to know where that line is, the point where she is open to the next stage in the escalation. When you know that you can do it quickly. Otherwise it’s all guess work or waiting for something very blatant. You must have forced it a lot of times before you knew? Got it right sometimes, wrong sometimes?

The side benefit is that you’ll even learn how to FORCE that indicator because you know what you’ve done in the past to trigger it. In the end, it all becomes intuitive and an energy you project.

Objection Management and The Boyfriend

In your career as a pickup artist, you’re going to get plenty of objections from girls. How you deal with these is very important. Many objections are just tests to see if you’re enough of a man. It’s more an attitude than learning lines. But by looking at these examples, you can develop the right mental frame to come up with your own objection responses.

The boyfriend

HB: “I have a boyfriend”
PUA: “Cool he can make us breakfast in bed.” or
PUA: “You’ve a bore-friend?” or
PUA: “Good, it’ll give you something to do when I’m busy.” or
PUA: “Excellent, he can hang out with my girlfriend when we are together.” or
I should add the disclaimer here that you shouldn’t mess up people’s relationships lightly. You’ll be treading on dangerous ground. I personally haven’t messed up a good relationship for a girl and have no girls out there that hate me for breaking their heart. These morals mean I get laid less than I might otherwise, but I can genuinely say I love women and don’t want to hurt them unnecessarily.

Having said that, there are a few types of girls with boyfriends:

The first type of girl acts like she is single! You might ask if she has a boyfriend and she says yes. However, she is grinding on you, expressing interest and shows no remorse whatsoever for flirting. She is obviously not in a relationship that she cares about.

The second type still shows signs of interest but is kind of torn and will often act nervous and unpredictable because she wants you but doesn’t really want to cheat. This girl is not in an amazing relationship but likes the guy and has morals. She can easily be persuaded by slowly building comfort and staying far away from that subject. If you take this girl, you need to consider whether you’re doing the right thing because unlike girl #1, she probably wouldn’t cheat with just any guy.

The third type is the rarest of them all. It took me a few hundred approaches before I encountered this kind of girl. This girl has fun with you, laughs and you have a great interaction. BUT there is absolutely no sexual tension or indicators of interest. She is not looking at you in that way whatsoever, you might as well be gay or a girl. The reason she can do this is that she is in a very solid relationship. She knows that no man can show her more in 30 minutes than her boyfriend has in the months or years that they have been together. Even if you’re better looking, funnier and tick every box, she is just not thinking along those lines at all. This is a very nice girl, you want one like this for yourself when you want a proper relationship. They are rare and you won’t find many in clubs.

I have an intuition about these three types now. I can usually tell how long a girl has been in a relationship, how solid it is and give very accurate cold reads on their relationship.

I remember an approach I was doing when she told me she had a boyfriend and I said “and I have a girlfriend, she isn’t here” then I said “come here” and kissed her. She slapped me lightly, told me I was bad, then came and kissed me again. Another time, I was with a girl that was showing lots of interest but seemed really nervous. It didn’t make sense and then it hit me – she had a BF but wanted me! I told her this, did a great cold read – “Two month relationship, likes him but not that much, when she is with him she enjoys herself but she isn’t really thinking about him much now.” It was spot on and we hooked up too. Once, I was talking to a very hot girl, I ran amazing game, was getting lots of positive response, but there was no sexual element there at all. I just said “you have a boyfriend don’t you?” and I was spot on. Students have seen me steal a girl from a date in a club as a demo, but in a situation like this I won’t rock any boats unless this is my dream girl.
Rude Responses

If the girl is completely rude, blanks you, or maybe her friends are very aggressive, there are only two ways to deal with the situation. You can turn it into something cute with a comment like: “Wow, you’re so cute when you’re mad.” or “Whoa, is she your bodyguard? You should take her to one of these places with all big rugby guys and get her to harshly reject all of them.” or “Wow that was so cool the way you blew me out. Do it again. Look, I’m gonna do my best chat up line this time. I wasn’t bringing my A-game before!” Or you can just be silent and leave.

I would never advocate being rude or insulting the girls, whatever she does. A girl has a right to not want to speak to you. She even has a right to be in a bad mood sometimes, or to hate men or whatever. It’s better to give her this right than to hate her for it. Love women, enjoy the good interactions, don’t let the bad ones bother you.

Breaking Rapport

Along with Challenges (see next chapter), breaking rapport is one of the most powerful things you can do to build attraction. I include it in the optional and advanced techniques because I was able to achieve good results without them. However, when you add these to your game, you’ll see another dramatic improvement.

Breaking Rapport is disagreeing with her on a point or expressing a contrary view. It can be very powerful. To exemplify it’s importance, imagine being a hot woman for a moment. You are being approached by smiling, nodding men, and feel you can’t do or say anything wrong. You could say you love cats, and they will say they love cats, you can say you like torturing cats and they’ll say “cool”. Okay maybe that’s going too far, but we all know that the natural thing to do when with a beautiful woman is to go into “me too” mode where you agree with her on everything and try to connect. The point is that you think similarities will bring you closer. This would generally be true, however, this is what 99% of men do, and what you’ve probably realised from reading this book so far is that you need to do what 99% of men don’t do, that’s how you get success.

Imagine being this beautiful woman again. Men will agree with you on everything and think everything you do is just great. You know there are things they shouldn’t like about you but they don’t express it. This means you won’t trust them as much, you’ll think they are only after one thing, and their compliments won’t be worth as much.

The answer to this is to break rapport. When you break rapport, you mustn’t do it on big things that have an emotional connection for her. Don’t call her passion for painting lame, that’s not a good way to break rapport. What you can do is break it on casual interests like Harry Potter books, Hugh Grant films, etc. When you say that something she likes sucks, it makes it twice as powerful when you later say that you appreciate something about her.

If you say “Oh I love Harry Potter too”, “oh yes I love musicals”, and then say “I have a good feeling about you, we should meet again”, you come off as fake. Better is to say “Harry Potter, I couldn’t even get half way through the first book”, “I watched the Lion King but wouldn’t watch another musical anytime soon”, and then “I love your laugh”, the compliment has much stronger effect because you
have shown that you only say what you mean and mean what you say.

When to break rapport: Do it after the hook point, and just do it enough to show that she can do something wrong and lose you. The point is not to lower her self-esteem or make her feel stupid, it’s just to show that you can disagree and that you have your own views and opinions. If you break rapport, the best thing to do is quickly change subject and not dwell on it and turn it into an argument.

Don’t be afraid to tell the truth, it actually increases trust and connection, as well as dialling up attraction. Trust and honesty are key things people respect in other people. This is a way to be honest without hurting people’s feelings. If you notice yourself me-tooing and not getting as much attraction as you’d like after the hook point, try breaking rapport combined with genuine compliments and also try challenges!

Challenges

Challenges are ways to establish that you’re the selector, the high value one in the interaction. You choose her, not the other way around. Most guys will passively let themselves be selected, so if you can challenge her, it’ll be uniquely attractive. You need to have earned some value before she’ll respond and try to meet your challenges. Some examples of challenges are:

- “If everyone looked the same, how would you stand out?”
- “Can you cook?”
- “Are you rich?”
- “Beauty is common, so what do you have to make me more and more attracted as I get to know you?”
- “There are three things I look for in a woman. The first is (insert quality, e.g. confidence), the second is (passion) and the third is…no, I’m not telling you.” “Why?” “you might fake it.”

You should be able to see that the above examples communicate that you’re picky and won’t date just any girl – looks are not enough. This makes you more attractive by subconsciously telling her you’re high value.

The above is the outer-game way to challenge a girl. The problem is that if the thoughts in your mind are about how much you want her and how you’d do anything for her, you’ll have a conflict between your non-verbal and verbal communication. Women are sensitive and will pick up on things subconsciously, they might not mention them or even know consciously that they have noticed, but it will affect your chances if you use this shallow way to challenge. The best way to challenge a woman is to do the following mission:

**Mission 7**

Get a pen and describe your ideal woman. What character attributes would she have? To help you out, here are some questions:

If you have this in mind, when you meet a woman you won’t give her as much credit for her looks, and if you can work these questions into the interaction, you will flip the dynamic and she will have to start qualifying herself to you. You are positioning yourself as the selector, and you are seeing if she matches up to your requirements. 99% of men don’t do this and you’ll see how woman start chasing you if you do this.

**Challenges with a hint of NLP**

Challenges with NLP are statements that get her to agree to the behaviour you want. They can include subtle language and cues that link the behaviour to being with you. You can decide what you want and make your own. Check out the NLP section for more info on using NLP in a pickup. The following are examples:

- Are you decisive? Do you know what you want when it's right in front of you (self point), imagine what it would be like to get it and then go for it without hesitation. Or do you let opportunities slip away (lean back)?

- Can you be crazy and spontaneous? Now, do you ever do something that you know will be an amazing experience that might not be logical or what other people would approve of but is what you heart is telling you to do? Now, with me, I think those kinds of decisions to go with (self point) these experiences turn out to be the happiest memories and lead to all kinds of possibilities. You have to live more in the moment, follow our feelings and enjoy things when the opportunities present themselves.

**Sexual Spikes**

Often, you can just physically escalate the kino to get her primed for the kiss close. But you can also use verbal escalation to get her in the mood and bring in some sexual tension. Most guys won’t do it or at least won’t do it smoothly. Here are some routines and lines that can be used:

- “Cool, you're my new girlfriend”
- “You look like you’re imagining kissing me”
  This is a good one, because it isn’t asking if she wants to kiss you, but if she responds positively, the kiss is on. If she wasn’t imagining kissing you already, she’ll after this. Watch her look at your lips! Then you could say, “okay, now you are.”
- “Let me see something (take pulse) I knew it, you are attracted to me.”
- “When you’re having a conversation, stop, look at her boobs. Check them out blatantly. When she asks “what are you doing?” or calls you on it, put a finger up to signal wait, then look up and say “okay carry on.” It’s very funny.
- “What is your favourite fruit? Wow, I have never eaten (strawberries) off a naked woman before!”
- “The other day, I heard the craziest chat up line, a guy said “imagine me going down on you all night,” now I don’t know about you but...”
- “How much would you like to kiss me?”
- “On a scale of 1 to 10, how dirty is your mind?”
- “If you were in kissing school, what grade would you get? Let’s find out!”

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NLP for Seduction

Ross Jeffries was the first to apply NLP to the area of picking up women. It involves using language in particular ways to generate attraction, create a connection, evoke feelings in the girl and attach them to you.

Eliciting Emotions
The key to using speed seduction effectively is eliciting emotions from the girl. A girl that doesn’t feel anything when she is with you will not easily be won over. The quickest way to make a girl feel something is to bring out past memories which have strong emotions connected to them. Doing this is simpler than creating them from scratch. So what might you do? Ask questions like:

Do you remember the last time you were in love?
Have you ever felt completely comfortable with a man who you trust?

Could you imagine what it would be like to have someone love you completely and totally?
When was the last time you had really amazing sex?

When was the last time you felt amazingly aroused?

Anchoring
Anchoring is the act of linking something, usually a touch, to a particular feeling in the girl. The theory is that you can trigger the anchored feeling at a future time by re-firing the anchor. When the girl is feeling the peak of the particular emotion, touch her in a certain place, for example her elbow and remember that when you re-fire it you’ll need to touch the same place with the same pressure.

Matching and Mirroring
When you’re with your close friends, you’ll do things like use the same buzzwords, make the same gestures and speak at a similar pace. By spending time with these people you have gotten into synch with them. Maybe you were drawn to them in the first place because of their similarity to you. You can create this artificially with a stranger, making them feel closer to you and more comfortable with you. To achieve this, match/mirror:

Voice speed – speak at the same speed as them.
Voice tone – match voice tone.
Posture – match the way they sit or stand.
Gestures - emulate gestures
Common words – if they say “fantastic” a lot, make it part of your vocabulary.
Match their rate of breathing.

Pacing and Leading
Pacing and leading is the art of matching a mood or state and then leading into another one. If someone is tired and you approach guns blazing, they’ll be resistant. It’s better to match their low energy mood for a while, then slowly and smoothly lift your own state and they will follow. Besides low energy people, pacing and leading can be used to subtly take a hyper girl down a few notches or relax someone who is stressed.

Imbedded Commands
Imbedded commands involve the use of sentences within sentences that act on the subconscious mind and direct the girl towards a particular goal. The words are emphasised with a subtle change in tonality so that they are only picked up by the girl’s subconscious mind. An example would be,
do you ever feel completely relaxed, now and then
I find that....

Patterns
Seduction patterns are scripted pieces of speech which are designed to lead a girl in a particular direction and usually combine all of the above elements to produce a powerful effect. An example of a pattern would be:

Have you ever just met someone and almost immediately you start to feel incredibly comfortable like you’ve known this person forever and then as you just let the barriers drop and you let them more inside you start to naturally feel a sense of rightness, like this is meant to be.

NLP patterns can be used effectively in almost any interaction but is best suited for a quite environment with few distractions or when you’re already in a comfortable one-on-one situation with a girl.

Cold Reading
Why is this a powerful technique? Everyone loves being told about themselves. Women are especially susceptible, palm readers will tell you that a huge percentage of their customers are female. Cold reading can be learned in 5 minutes and women will go mad for it. It also builds good rapport because you’re showing understanding. A woman who thinks she has found someone who finally understands her will be very happy!

There are two methods I can use to cold read. Now, you can buy a bunch of books on the subject or you can just read this, practice and then be better than most professional “psychics.”

Truisms
The first thing I might do is using what are called truisms, statements that pretty much anyone will agree with. Here are some examples:

“You’re generally liked by others and enjoy being around people you like. But at times you feel the need to be alone with your thoughts and have time to yourself with no interruptions.”

“You can generally be trusted and I’d say that perhaps you’re a little more honest than most people.”

“You’re generally content with the way things have worked out for you, but sometimes you wonder if you should take a chance and try something completely different, the kind of thing that would surprise people that have known you a long time.”

“You tend to feel you have a lot of unused capacity. That people don’t always give you full credit for your abilities. Some of your hopes and goals tend to be far off or unrealistic. You’re an independent and original thinker. You don’t just accept what people tell you to believe. You like to find your own reasons to support an action.”

As you can see, these are things you can just trot out and most people will nod away. Tailor them to your own method of speaking and vocabulary. It’s the idea that you’re communicating so don’t make it sound rehearsed. Women are much more susceptible than men to this stuff so even if you think it wouldn’t work on you, it’ll probably work on a girl.
The power of “But” and “And”

The second method of cold-reading is one that I prefer. It's using subjects that split people 50/50 to tell someone about themselves. You start with viewpoint A and if it looks like you're wrong, you save it before they really notice and then tell them how much they are like B and you expand on B so much that they forget you ever mentioned A.

Let me give an example as used by me in a pickup: “I think you might be quite outgoing and like to meet new people (shows disapproval), but on the other hand, you don’t find this kind of thing easy. You prefer 1-on-1 interactions with close friends rather than a big group. You enjoy really getting to know someone and having deep conversations rather than the kind of casual stuff you have when you put a big group together. I think you also enjoy time by yourself and like to be alone with your thoughts. You then come back refreshed with a clear sense of what you're doing.”

Okay, so in the above, I start off with a 50/50 chance of success. In reality, other clues will greatly increase that. But assuming 50/50 chance, you either get it right from the get go or you make an initial mistake. If you make a mistake you use the word but or something similar and go the opposite way. It works well because you then use “and” to add more and more detail to that picture and then it seems like you’re getting 95% right but in fact each additional point is one that naturally follows from acceptance of the first.

Subjects for cold reading

You can split people down the middle on subjects like these:

- Introvert/Extrovert
- Politics – Left/Right
- Likes exercising/Doesn’t
- Sweet/savoury breakfast
- Creative/Logical
- Emotional/Logical
- Trusting/untrusting
- Believe in paranormal etc/Scientific

There are hundreds of others. Using the above and practicing it is the best way to learn. On a bootcamp, we can normally teach good cold reading skills in just 20 minutes.

Push Pull

Push pull is great because it accomplishes a couple of things:

- It establishes you as high value – other guys wouldn’t dare do this!
- It gives her an emotional rollercoaster ride, a necessary ingredient for a great pickup.

Here are some examples of lines you can use for this effect:

- “You’re like my bratty little sister”
- “Do you have hot friends?”
- “Would you like me to buy you a drink?”
- “You’re too young/old for me”
- “Wow you ask loads of questions, do you want my resume?”
- “You’re a nice girl with bad girl mannerisms.”
“You’re a bad girl with nice girl mannerisms”

“Normally I’d be really attracted to you, but I think you’re just acting cool so I’ll buy you a drink.”
“Your first impression kind of sucked but actually...”

“You’re the coolest girls I’ve talked to...in the last 15 minutes!”

“You’re cool...you can help me pick up chicks.”

**Dance floor Game**

Can you pick up girls on the dance floor? If you don’t, you’re limiting yourself. There are a whole load of girls who love dancing that you won’t be able to approach. My philosophy was that I wanted to be able to pick up a girl I was attracted to any time, any place, any situation. As someone that had two left feet, felt uncomfortable in clubs and was very self-conscious, dance floor game didn’t come easy. Now I can dance a little bit – at least I’m on beat, but the main thing I have is that I am not self-conscious and I have fun dancing. I actually enjoy it!

There are a few ways to pickup a girl on the dance-floor. It will always be more of a numbers game because it relies on direct non-verbal game. First you want to differentiate yourself from the other guys on the dance floor. They are doing a couple of things that you should not do. They are either:

- Standing around the girls checking them out while not dancing.
- Making a sad attempt to dance whilst not being into the music, but just trying to get near the girls.

- Grinding on a girls ass.

Here are a couple of things you can do to pickup on the dance floor:

Have fun dancing around, don’t try to get near the woman. Enjoy yourself, enjoy the music. When you’re a man having fun on the dance floor, you’ll immediately stand out from all the other men. The women will move away from all the other weird guys and gather around you. You can then: mirror the girls dancing in an exaggerated funny way, get eye contact and force interest, have a “dance-off” with the girl where you gesture to get her to watch your moves, bust a silly little move and then point at her expectantly. On the edge of the dance floor with girls that are not quiet dancing, you can say “do you like dancing?” If they say yes, say “do you salsa?” and as you say it take them and start salsaing with them. You need about four salsa lessons to be able to do the basic steps, which are all you need. You can quickly kino-escalate from the salsa opener.

The goal on the dance floor is to dance with them, escalate kino a little bit and then extract to a quieter location where you can talk.
Inner game

Feeling Good about Yourself, Staying Motivated and Focused – Tools of the Trade

The first thing anyone should do who wants to have success in this area is to use a notebook. The notebook should contain various things and, if used properly, will allow you to feel good about yourself, have a clear understanding of what you’re doing and keep you motivated and positive.

The notebook should have the following sections:

1. Affirmations. (see chapter)
2. Concise notes on everything you learn about pickup – from products, from other people and your own realisations. Keep these concise. If you can’t summarise the knowledge you got out of The Game by Neil Strauss in 6 lines, then you need to work on this.
3. A list of things you want to try out in the field that you tick off – openers, routines, whatever.
4. A breakdown of your interactions, what went well, what went badly and what you should do next time to do better. Even if you close, you could have probably closed earlier. It’s possible to close while only doing 30% right. Analysing your interactions will be a great way to improve quickly.
5. A month by month summary of your progress.

Example:

July: Read Gambler’s ebook, number closed HB Spanish, HB Swedish, first k-close using game, 20 approaches every Friday.
August: k-closed HB French, HB Anna, First ONS – HB Emily, first day-game number close...

This summary should be short, it’s not like a diary, it’s just a quick record of the interactions.

What this does is allows you to look back and feel good about the progress you’re making. Like anything, you’ll have setbacks on a day-to-day basis. You’ll have some able to recover from these setbacks if you can see a pattern of progress on a month-by-month basis. It also helps because it forces you to judge your own progress instead of other people’s. You can always find someone with more women, more money, more material possessions, but, as long as you judge by yourself and your progress you’ll be satisfied. Keeping a record of it means you won’t forget where you came from and you can be proud of yourself every time you look back.

Crib Sheet

In the early days, it helps to carry around something with summaries of all the material you know. You can even refer to it when you get stuck by going to the bathroom and then coming back with an idea of what you need to do. Mine contained:

1. My affirmations (for state).
2. A list of openers.
3. Demonstrations of higher value
4. Cocky Funny lines.
5. Seduction routines.

Being an Attractive Man

Affirmations

Something I recommend people use for both state control and long-term change is affirmations. Affirmations are positive statements made about yourself that act on your subconscious mind. Over time they affect our self-image, confidence and beliefs. You can test the effectiveness of...
affirmations by writing a list of all the things you like about yourself on one side of a piece of paper and all the things you don’t like about yourself on the other side. Notice how your mood is affected differently when each side of the paper. By writing and using positive affirmations, you’re counteracting the generally negative influence other people, the media and society in general have on your self-esteem.

Some books suggest that you read affirmations out loud in front of a mirror twice a day. I don’t think you need to go that far. I think you can keep them in your notebook and read them before you go on a date or any other time it suits you to be in a positive state. You can also record your affirmations onto an MP3 and play them on a loop for hours. That would be a sure-fire way to get them deep into your subconscious.

It’s important to follow these rules when writing your affirmations. Otherwise, they just won’t be as effective:

1. A positive statement written in the present tense – “I am friendly.” Not “I will be friendly.”
2. No use of negative words – “I’m not an idiot” should be “I’m clever.” “I don’t get rejected” should be “All women love me.” The subconscious doesn’t understand negatives, that’s why if you generally use phrases such as “not too good” instead of “bad”, you’ll be healthier. The classic NLP example is to tell you to think of anything except a pink elephant, just don’t think of a pink elephant. You have all just thought of a pink elephant, so saying “I’m not a loser who gets rejected and everyone hates” is just as bad as saying “I AM a loser who gets rejected and everyone hates.”

3. The affirmations should be based on how you picture your ideal self. The person you’d like to be. You at your best.
4. They should make you feel something when you say them. If they don’t, change the language around or scrap it.

You can write affirmations as statements and in a paragraph form. Below are some sample affirmations. However, please be sure to make yours meaningful to you. I wrote my first affirmations in mid-2003—-they all came true within a couple of years! At the time they were outside the realm of possibility but I believe my sub-conscious helped me make them a reality. Now I’ve written some next-level affirmations and I hope they come true, too.

Examples:

- I am friendly
- I am fun-loving
- I am approachable
- I am interesting
- I am clever
- I am a leader
- I am challenging
- I am a success in all that I do
- I can attract any woman I want
- I know my purpose
- I am confident about who I am
- I am an attractive man
- I have a powerful reality
- I am cool, calm, collected
- My world and life are attractive and interesting
- People like me, they want to meet me.
- I am very interested in other people.
I want to meet fun, positive and interesting people.

**Universal Frame**

**I am High status**

Status is something that’s often talked about in the pickup community but is rarely well-defined or presented in a way that’s immediately usable. Yet it’s very important. Whether it’s with friends, at work or with a girl, one person is higher status than the rest. This person is the decision maker. The one who’s deferred to by the group. Are you the one who asks, “Think we should go to X place?” If so, you’re low status. You’re handing over the decision making power to someone else. If you say, “Let’s go to X place,” and everyone follows, you’re the group’s high-status person. If your friend always ends phone conversations first, he is higher status than you.

Examples of high-status are all around us and in the media. A high-status person never gives away power to someone else. He never defers. He doesn’t seek approval. He doesn’t ask for permission.

The more beautiful the woman, the more she’s used to being given all the status. A man will ask her to make decisions on everything, from whether it’s okay to take her number, to when she’s available to meet, to where she would like to go, to whether his clothes are okay and if the food is good. This is actually very unattractive. It’s so common for men to give away all their power like this that the rare man who doesn’t is prized.

Though I gave the example of status with your friends and work colleagues, there is no point attempting to change the dynamic with these people. It might jeopardise these relationships. I am happy to play beta and low status with good friends. But, with women, it’s simply unattractive.

Status is mainly communicated through the choice of words. Use this combination with women: let your words be borderline rude while being loving in the way you look and touch her. This mix will allow you to avoid her thinking you’re too cocky and will be very attractive.

The rules for maintaining status when dealing with women are:

1. Don’t ask lots of questions.
2. Don’t give her the decision-making power. Only give her the option to accept your choices – “Where would you like to eat?” gives her the decision-making power, but “Let’s go to the Italian, yeah?” just gives her the chance to go along with your decision.
3. Don’t seek approval. “Is this okay?,” “Is that alright with you?,” “How’s my jacket look?”
4. Lead – “I’m hungry, let’s go eat,” “I’m thirsty, lets go get a drink.”

**Frame of Mind During an Interaction**

Here is an attractive mindset for interaction with women:

- I am the most important person in this relationship.
- What she says doesn’t matter.
- Don’t do anything that would make her think “what a wuss.”
- All women want me.

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• She is hitting on me.
• Everything she does is cute: “Wow look at her face when she’s mad, so cute.”
• I’m super hot and all women want me.
• She is hot. Okay, but what else does she have going for her?
• I’m a super cool guy, can she see that or is she a dunce?
• Assume the close.
• Everything she does is an sign of interest.

Frame of Mind in a Relationship

How does an attractive man act once he is dating a girl or in a relationship? The following are some principles of attractive male behaviour in a relationship:

1. Don’t ask too many questions. An unattractive man is always wondering if things are okay and if the girl is happy, it conveys approval seeking, weakness, neediness, all the bad stuff. An attractive man can still look for signs from the girl and adjust his behaviour accordingly, he’s not rude, but he assumes things are fine and is generally comfortable.

2. Lead, Make Decisions & Surprise. This is very important. The man needs to be leading things. Questions like this should be avoided: “Where would you like to go tonight?” “what would you like to do today?” “what film shall we watch?” “what do you want to do for your birthday?” Putting the decision making power on the woman gives her the status and takes away yours. It is not being nice, or polite, or equal, it is being boring and unattractive. Women love to be lead around and to be surprised, do it! Examples: “I’m hungry, let’s go eat”, “Let’s go and watch a film”, “wear casual clothes, we are doing something active!”

3. Send Mixed Messages and Make Her Work. This is about being less attainable and remaining a challenge. Don’t have lots of long phone conversations, call every day, text her all day long, send loads of emails, and try to see her every day. When you are with her, give her your all. When you are apart, get on with your life. The attraction builds when you have stuff to do and she has to work for you. Again, it’s not being rude, it’s being a man. Don’t chase her and the frame of the relationship changes. As long as she has to work for you, she’ll always be interested.

4. Don’t Change Yourself For Her. There are going to be things about you she doesn’t like. Some she will have a good reason for. If she does and you agree, change them. If she doesn’t like your clothes, music, hobbies, friends, but you do, DO NOT change for her. When a woman has changed a man into her ideal, she becomes bored and will look for the next project! It’s part of why she wants the badboy, she wonders if she could be the one that tames him.

Inner Game Laws

1. Move your frame of reference internal
   A major source of unhappiness in most people’s life is discontentment caused by comparing ourselves with others. We see the man with a Ferrari, beautiful girlfriend or a great lifestyle and we feel jealous. The fact is, if you compare with other people,
you’ll ALWAYS be unhappy. There is always someone with more money, more women, better looking, whatever. I used to judge myself by other people, try to beat them and never be content. Now I can say that my frame of reference is pretty much internal and I am much happier for it. What moving your frame of reference internal means is that you judge by yourself only. Let’s say you used to have no women at all and now you can get numbers and dates. That’s something to be proud of and happy about. Judged by yourself, you’ve made good progress. If you want to feel bad, you can look at the guy that sleeps with five women a week and isn’t happy.

In PU terms, the best way to make your frame of reference internal is to:

- Keep track of your progress – have a written record of where you’re at each month so you can chart the progress. I do this and any time I have a setback or want to judge by someone else, I can look at this. I’ll see the great progress I’ve made and be happy.
- Make plans for the future. Record your goals and each step necessary to get there. Make it happen. If you’re uncertain and don’t have direction, this allows you to focus on other people.
- Cut down your TV watching and unhealthy society influences. If you watch MTV all day, it’s selling a life that’s not real and 99.999999% of people can’t have. You want to live like Hugh Hefner? That will make you unsatisfied even if you’ve a beautiful girl – IF you let it!
- Remember that everyone has strengths and weaknesses. Just because someone is richer doesn’t mean they are happier, in fact they probably aren’t. The guy with the Ferrari probably works 12 hours a day or was born rich so doesn’t get satisfaction from having earned it. Most people will have something you COULD be jealous of. But remember, if your goal is to be a well-rounded, content human being, this shouldn’t bother you.

2. Eliminate the concept of failure
When you go out and start approaching women, you’ll make mistakes. There is no way to fully prepare for every eventuality before you go out. Expect to make mistakes. Mistakes are fine. What is important is how you deal with them. When you make a mistake, learn from it and know what you should do in the future. What you can say is: I’m glad I made that mistake. Now that I’ve learned from it, I’ll never mess up in that situation again.” Most of the pain of failure is caused by the belief you can fail like that again. If you write down what happened, what you should have done and how you’ll avoid it happening again, then you’ll immediately feel better. Remember, the average entrepreneur millionaire has a string of failed businesses behind him. The average MPUA has hundreds of blow-outs and rejections behind him. The guy that goes out and does 100 approaches that day and gets blown out 80 times is still better than the guy that only does 2 but picks his shots. He will learn much more, losing his inhibitions and fear in the process. Plus he’ll gain way more numbers, dates, kisses, sex, girlfriends and whatever he wants.

3. Surround yourself with success models
It’s useful to be influenced by people that have qualities that you would like for yourself. For me, I needed to learn how to be an extravert, outgoing and sociable. All my old friends are like me, so
hanging out with them only reinforced my old habits. If you want to change, you need to hang around with people who have qualities that you lack. After I hung around extraverts for a while, I became more outgoing and gained the skills that made them good socially. Now, if I lack a quality I know that the best way to get it is to find someone with it and learn from them. If you have trouble finding people that you admire, read books, watch videos and listen to audio by people like: David Denagelo, Anthony Robbins, Nicolai Tesla, Alexander the Great and Thomas Edison.

4. Surround Yourself with Positive People
When we are embarking on a period of change in our life, we will be moving away from our social circle and will begin acting differently and changing before our friends' eyes. This can cause a lot of problems. Most people stay the same and don’t improve. These people will reinforce your bad habits and bad behaviour. It’s like being a drug addict and being with other drug addicts. They reinforce your bad behaviour and will not encourage you to change. When you start to become good with women, your friends can hold you back. A big percentage of people are negative and will find problems with all your new ideas. Even if someone is a good friend, you need to be careful about the effect they have on your mental state. The way to judge is this: if you spend an hour with this person do you feel better or worse about things?

If you feel worse, cut down the time you spend with this person. Similarly to the above, if you lack positive people, you can bring them into your life by studying great role models from throughout history.

5. Use the time when you’re not Picking Up – Awareness and Ideas
An important PUA skill is the ability to be socially aware. What is an sign of interest and what isn’t? Who is a couple? Who is out looking for a man? When you’re in a social situation, look around, make your best guess and then try to verify it. Over time, social awareness allows you to be in an interaction and know exactly where you stand.

The second thing you can do is to be anywhere – supermarket, bookshop, train station --and imagine what you would use to open and transition. Don’t wait until you see an HB to start thinking of things that you could say. Walk around and think of situational openers to exercise your mental muscles. Even use them on non-HBs to practice being a fun, spontaneous, sociable guy.

Some people spend 12 months going through the theory. There are enough ebooks, videos and audio products to stay in your house forever and still think you’re doing something useful. I actually made this mistake for a few months, I went through thousands of hours of study before I really tried anything in field. The practicing is the hardest part, that’s why it’s the most important thing to do NOW. I learned more from 2 weeks of going out than I did with my months of theory.

Some people JUST go out. They don’t refine their approach and don’t learn any new techniques. These people usually don’t improve very rapidly. The best approach is to learn some theory (as you now have!), go out and practice (like tonight!). Then come back, look at what you did and refine it. Rinse, repeat. Now you have the best and most efficient way to get good quickly.
7. **Stop idealising women & Relationships**
Most men put women on a pedestal, they give her a lot of credit for their looks and would commit to a date, relationship, or maybe even more purely based on their looks. Most women are not right for you! Likewise, most relationships don’t work! This reframe enables you to approach more confidently and be more circumspect.

8. **Eliminate all nervous ticks and shit mannerisms.**
It is important to be aware of how you look at all times. Ask your friends to tell you about the things you do that are unattractive or stupid. I used to have a nervous laugh, bite my lip, touch my face, and fidget amongst other things.

9. **Learn how to make a conversation interesting for a woman.**

**Visualisation Techniques**
Visualisation techniques are something that can be used very effectively to improve your pickup skills. They allow you to field test openers and routines in a controlled environment. You need to be in a very relaxed state, because a fully conscious and aware state has too many distractions. Likewise, field-testing openers in a live situation is very good but there are lots of things trying to grab your attention. Visualisation will allow you to come up with new material, see what will or won’t work and practice your delivery. The process for visualisation is as follows:

1. **Get into a very relaxed state using self-hypnosis.** If you’ve never tried self-hypnosis, what you need to do is start to breathe deeply, take your focus of attention into your body and notice the sensations throughout your body. Close your eyes. A good time to do this is just before you sleep.

2. **Think of an opener and transition that you would like to field-test.** Imagine an approach and see yourself deliver your opener. See their response. See how you’ll respond to their response and let the interaction flow.

**Overcoming Transition and Approach Anxiety.**

**Transition Anxiety**
When doing something outside your comfort zone, you’ll naturally find it scary.

Transition Anxiety is best described as the feeling you get in your stomach any time you consider doing something outside of your comfort zone. Whether it’s the thought of riding a scary rollercoaster, jumping out of an plane, signing up for a course, meeting new people at a party, taking a test, public speaking or approaching a woman. What all these things share in common is that they might give us that feeling in our stomach to varying degrees.

This feeling is holding us back, it doesn’t serve us well. Anything that’s outside of our comfort zone, that we haven’t done before, or that puts us in an uncertain situation that we don’t feel equipped for will give us some transition anxiety. That would be fine if the feeling was saving us from getting eaten by a lion or doing something hazardous, BUT this feeling is actually stopping us from improving, learning and changing.
We have a comfort zone within which we can safely stay inside—a daily routine, people we know. However remaining in this comfort zone makes it hard to make big changes or improvements to your life. If you look back at your life and remember all the times you’ve felt transition anxiety and taken action anyway. You’ll see that each time you’ve taken action, it has impacted your life in a positive way. Whether it was moving to a new area, changing job, taking a class, signing up for a course, they will likely be things that have benefited you greatly. Any person who decides to get this area of their life handled and signs up for a course with me will feel transition anxiety before they click the button. Lots of others will feel it and never click the button, it’s a fact!

So what about these crazy people that always try new things and never feel uncomfortable? If anything, they welcome uncertain new situations. What have they done? They have changed that feeling in their stomach from something that holds them back to something that kicks them into action. It’s what I’ve done. I used to be a complete scaredy cat when it came to almost anything that involved leaving my house! Now any time I get that feeling, I know that I should take action and that by the end of it, I’ll be a better person. As a result, fewer and fewer things intimidate me and I feel like I can handle almost anything. Embrace Transition Anxiety and you’ll be thanking me later. It will affect every area of your life and will make you a better man.

**Approach Anxiety**

Approaching a woman he is attracted to is one of the scariest things a guy can do. You know it doesn’t make sense that you’re as afraid to do this as you would be to fight a mugger. In one situation the worst that can happen is that she says “no.” In the second, the worst that can happen is serious physical injury. Over 95% of the people I work with have some degree of approach anxiety.

Conquering approach anxiety is not something that NLP or affirmations can provide a quick fix for. There is no easy way to get over it. However, I can give you the most painless way possible. In my experience, 30 approaches will be enough to free you of crippling approach anxiety. You might still have some, but you’ll be opening enough groups to get along.

First let’s take away some of the fear: Outcome dependency. As long as you have a lot of approach anxiety, work on that first. In your first approaches, you’re not “opening to close,” you’re just opening and ejecting. You’re practising opening. Just going up, asking “What’s the time?” thanking her and leaving is a lot easier than approaching with the intention of spending hours to get her back to your place.

The next thing you can do is use indirect openers. These minimise the chance of rejection and allow you to practice opening without caring whether she’s attracted or has a boyfriend. Finally, it helps is to not be fussy. Practice opening and extending the interaction, but do it with any group. Don’t try to conquer your fear or practice pickup skills ONLY with women you find super hot. It will take too long. You need to be out there practicing, opening 20 groups a day. You have to be focused on practicing, not on closing. When I began, I opened 20 a night. Now I’m fussy and only approach particular girls who meet my standards. But that’s because my skill-set doesn’t need much
polishing or refinement. If I tried to improve by opening only one or a night, it would have taken ten times longer!

Other ideas for getting over approach anxiety.

Missions: Give yourself missions each time you go out. Test openers or see how many groups you can engage.

Go out with a friend and push each other into action.

Find out what your motivation is and when you perform well. I perform well under pressure so it’s good to put myself under pressure by telling guys I’ll open any group they tell me to. Other people might want to dare or bet each other. Find out what will make you approach and make it happen.

Some guys do better with a wing, so experiment.

Framing an uncomfortable situation

Some situations just feel uncomfortable.

Approaching a girl you really fancy and knowing you’ll be crushed if she rejects because you haven’t had sex in six months is going to be uncomfortable. Going to a club on your own is probably also going to be uncomfortable.

However, most of the discomfort felt from these situations has to do with your mental frame. By framing a situation differently, you can actually be at ease. I have done this for self-conscious people on my one-on-one trainings. I get them to stand for one minute in a very busy street and look straight ahead, no fidgeting, no shifting around, no looking down. They inevitably feel like everyone is looking at them and feel uncomfortable. I then tell them to repeat the exercise imagining that a friend of theirs is going to appear in the distance around the corner and that they’re waiting to go have coffee with him. They do it again and it’s usually completely comfortable for them.

Similarly, being alone in a club can be framed so that you’re completely comfortable – you’re waiting for a friend. You were meant to meet at the entrance, he texted to say he is running late and will be there in an hour. Now you can be more comfortable in the club on your own and nothing has really changed. It’s like method acting.

You can also apply this to approaching women. Instead of having a pickup frame in your head, you should have the frame that “I’m a fun sociable guy. I’m going to talk to lots of people and if I happen to have a good interaction with a girl who I find attractive, closing will be natural.” This is a much healthier frame and also removes a lot of the approach anxiety, outcome dependency and neediness.

You should try and reframe any situation in which you feel uncomfortable.
Example pickups

Pickup 1 – HBItalian, Night time Street PU

Situation: Friday night, leaving a bar at 10pm with one friend.

We leave the bar because there are no HBs. I hear another door opening behind me as I walk along the street and see one HBItalian and her less attractive friend – HBCroatia come out of the same bar we were in. How we didn’t see them inside I don’t know.

I let them catch up, walk in step as if we are together and then say:

Gambler: So where are we going now? Because that place was pretty lame.

HBCroatia: I don’t know.

Gambler: There’s a place over there that’s pretty good called Digress, let’s try that.

HBCroatia: Okay.

At this point, HB8 is cold, doesn’t make eye contact. HB6 sees we are friendly people and is probably thinking free drinks!

Gambler: This way! (as HB8 goes the wrong way). We lead them across the road.

We slightly separate at the bar to let the girls buy their own drinks.

(I might buy a girl a drink, but never this soon, and never her friends too).

Let girls get their own drinks, we chat, come back to them.

I talk to HBCroatia because I have some girls and wanted my friend to try his luck with HB Italian. I connect well with HB Croatia, have some light banter, and manage it so that it is interesting but try not to generate too much attraction since I’m not interested in her. My friend isn’t progressing things with HB Italian, and goes to the bar, I engage them both and then switch to HB Italian when he comes back leaving him to wing her friend.

(I ask some boring questions but connect well)

Gambler: Do you like London?
HBItalian: Yes I love London.

Gambler: London’s a great city, it has a pretty unique feel, it’s very mixed culturally and even has a mix of historical and modern…

Gambler: What’s your profession?

HBItalian: I’m a scientist.

Gambler: Wow, a sexy scientist, that’s cool. (smiles) What’s your area?

HBItalian: Cancer.

Gambler: You must be very passionate about helping people and making a difference. I like that, most people work just for money, it’s nice to meet someone who does something that is for the good of mankind. That is why you do it right?
HBItalian: Yes, I love what I do. I couldn’t do anything else. What do you do?

Gambler: I’m a life coach.

HBItalian: So you help people too?

Gambler: Yeah I guess so, I wouldn’t like to say it is as important or that I do it just because I’m a good person.

(I sense some connection so want to dial it up a bit)

Gambler: What compliment do guys normally give you?

HBItalian: Usually about my eyes.

Gambler: Your eyes are nice, but mainly because you always seem to be smiling with your eyes. I love your hair!

Gambler: What actress do people say you look like?

HBItalian: Monica Bellucci.

Gambler: Hmmm, I don’t know, maybe, but to me, you look more like Sandra Bullock or Eva Longoria. Who do I look like?

HBItalian: You look like Ethan Hawke.

Gambler: Ethan Hawke? Do you like Ethan Hawke (with smirk)?

HBItalian: Yes

Gambler: I like Sandra Bullock (seductive face). (First verbal IOI)

(I decide at this point to bring them along to the club we were planning to go to. I call the club and add the two girls to the guest list. The attraction is there, there is some sexual tension. I find that when I create sexual tension the girl will enjoy the wait for the kiss rather than wondering “When is this idiot going to kiss me?”)

On the way to the club, my friend is bantering, we make some jokes, he teases HB Croatian. This mixes up the mood a bit which is good. We have a little demonstration of value by being able to breeze in to the club for free without queueing.

I ask if they’d like to share a bottle of wine. They say yes and we buy it and collect half the money from them.

Crystal is a club where to sit down, you need to get a table, and to get a table you need to spend hundreds or thousands on bottles champagne or vodka. I managed to work the staff and get us in a table for 12. We were the only ones with a £20 bottle of wine, everyone else with tables were big spenders.

We take our seat and unfortunately I make a little mistake here because I don’t pay attention and she sits adjacent to me instead of next to me. I’m still close enough to touch but it’s not as intimate as I’d like. I decide to leave things as they are instead of asking people to move around.

I did some future objection depotentiation-

Gambler: I’m glad we met in the street and not in a club. I don’t like to meet girls in bars
I also did some talk about fate which helps to progress things nicely.

Gambler: It was amazing how we met because if either of us left the bar just 10 seconds earlier or later, we never would have seen each other. We could go back further about the decision to go to that particular place, or even further about how our parents met (fate connection).

Gambler: When are you going back?
HBItalian: In two days.

Gambler: Well we better not fall in love tonight then (Gaze into her eyes).

Gambler: How many times have you been in Love?
HBItalian: Twice. You?

Gambler: Definitely once, maybe twice.

Gambler: You seem like an independent woman, so you probably want a man that also has clear goals and a vision so that together you can be more. I think because you’re independent, you don’t feel a desperate need to find a man, but you would like the right one. A relationship where together you’re worth more than apart. I don’t think you’d like to be tied down or to just be lazy. I think you’ve so many things that you want to do and barely enough time to do them.

(She is nodding away and very attracted)

Gambler: Are your friends mostly men or women.
HBItalian: Men. I get on better with men.

Gambler: My friends are mostly women, male friends can get jealous and it’s rare to find one who would be truly happy for me if really good things happened. There is always some competitiveness. My female friends would all be happy for me if something good happened.

HBItalian: What kind of girl do you like?

Gambler: I look for a girl who has her life together, who is content with what she has, that doesn’t NEED a man, but wants one who will make her happier. A relationship where together we equal more than if we’re apart.

Gambler: Do you smoke?
HBItalian: No.

Gambler: What colour are your eyes?
HBItalian: Brown.

We get close and look into each others eyes.

HBItalian: Yours are green.

I stop talking, look at her, smile, look at her lips, cheeky smile.

Gambler: If you were in kissing school what grade would you get?

HBItalian: Definitely an ‘A’.

Gambler: An ‘A’? No way! Only a small percentage can get an ‘A’.
She knows I know I can kiss her, but I lean in a bit, then come back out, and make her wait a bit more. I’m trying out a new thing which is just building up loads of sexual tension. Also, I liked this girl so didn’t want to use the cheesy kissing school close.

HBItalian: How old are you?

Gambler: 26, I don’t normally date girls over 24! You tricked me, you look young, you must have good moisturiser (stroke face with back of index finger)

(Notice I’m in a qualifying phase where I keep challenging her in a way that shows I have high standards and certain requirements that need to be met).

Gambler: You’re a good girl, but I think you know how to have fun!

HBItalian: Yes I do.

I lean in as I say the above and get the kiss.,

Gambler: Hmm, nice, B+ with room for improvement.

HBItalian: 173cm
(look of semi-approval)

The other two look a bit tired and bored, it’s getting late so I suggest we leave. We come out of the club and it turns out that their bus home goes from very near my house so I make like we are leading them to the bus. When we are right near my house, I say

Gambler: Let’s go for a drink somewhere else.

HBItalian says “Okay, where?”

Gambler: I live just there, I have some nice wine (I would normally have to work harder but think that in this case it was on already.)

My friend tells the other girl we are going to “Club Rich”.

Take to house.

Inside, we sit in the kitchen, I give her some time to relax and get comfortable, then I say I’ll put some music on and ask her what she likes, then say “come and choose”. She comes in my room, we put the music on, I close the door. I like this girl a lot so I’m happy to take my time and escalate pretty slowly, keeping the tension there, and letting her know that I’m in control.

We have sex. Her friend is still in the kitchen, and is pretty pissed off. Our friends don’t really want
each other too much even though they kissed in the club.

I say it's a shame she can't stay and we could talk more and have a nice breakfast.

Gambler: I wish I had another hour to talk to you, there's lots more we need to know about each other.

We walk them to their bus and say goodbye. She leaves in two days, I don't see her again in London because she needs to make it up to her poor best friend. I get a text when she gets back home to Italy asking me to come and visit. I visit her in Italy after a month. Between meeting her and going to visit, she finds the PUATraining website, we have a little bit of drama, but my impression on the night is so strong that she still wants to see me and says she loves me. She later becomes my girlfriend.

Pickup – HBRussian, Street Game, non-verbal, hottest girl ever

Situation: Friday night, leaving a bar at midnight with one friend.

I went with Anthony P to 24, which is a trendy club in London. The night was alright, there were a few hot girls. I chatted to a bunch of them, had some good response. Highlight of the evening in the club was a 15 second K-close on this Russian chick. I got her to take my picture, looked at it with her, got her to take one of us together, then got in her face and kissed her cheek, then the other cheek, then lingered in the middle, kissed the other cheek again, then kissed her properly. Got quite hardcore on the dance floor then sent her back to her friends. The club was cool but nothing exceptional so we left.

On the way home there was a girl on the street, under a shelter trying to keep out of the rain. She was an HB 9. Really. I don’t throw these numbers around lightly. I saw one girl as hot as her this year and that was in Riga, Latvia. She is hotter than Paris Hilton and whoever else at these celeb parties. Blonde, tall as me with heels, perfect skin, thin waist, green/blue eyes, ass and boobs. I wouldn’t change anything.

I stood a couple of metres away, mirrored the look on her face in a funny way. I had my leather jacket under my top because it was raining, she looked at it quizzically and I mimed that it was my baby. I looked at the shelter, then at the space next to her meaning there wasn’t enough room for me to come and stand next to her. She moved back and I went and stood next to her. I will mention here that I was in a great state, any time I’m in a club and getting k-closes and dancing like a nutter I get an irresistible sexual energy that means I don’t get blown out. It’s difficult to get in London because the women aren’t hot enough but I often had it in Eastern Europe.

I stood next to her, made small talk: “What’s your name”, “where have you been tonight”, “how long have you been in London”. The thing that made the small talk interesting was that I was in seduction mode, looking at her like I wanted her. I went for the kiss within 20 seconds and she turned her face and I kissed her on the cheek. In my experience this isn’t a rejection, it’s just they don’t want to make it too easy. I asked her where she was going, told her
she was going the wrong way and started walking her in the rain towards my house! I asked if she wanted to go somewhere else for a drink. She said yes. I took her to my front door and then she physically and verbally dissented. She said I was a prick and that I think Russian girls are all easy. I said calmly and sincerely “no I love Russian girls, and you’re special.” She physically showed the objection had gone so I lead her into my place by the hand.

She threw in “okay because I’m cold.” Took her to my room. She sat on the window sill, looked so damn sexy. I went up, got in her face but didn’t kiss her. There was tons of sexual tension. I teased her a bit, then we kissed. I said “come here” she didn’t, so I pulled her to stand up and then tripped her up onto the bed. The rest is history and no LMR.

She has a boyfriend, is rich (£5k earrings) and is going back home for the holidays.

I had flashbacks for the next few days because she is just too damn hot. I’ll see a girl as hot as her less than 3 times a year in London.

Being a PUA is not a good ultimate goal. Just like having X amount of money isn’t a healthy ultimate goal. Being good with women will enable you to have choice with women for the rest of your life. Your ultimate goal in terms of relationships will be in there somewhere. Money allows you to do things that can enrich your life, they are the ultimate goal, not the money. It’s best to take a holistic approach to both.

Keep balance in your life. Enjoy the present as much as you can but strive for more. When you start getting success its fine to be content and enjoy yourself. You only need that initial pain and discomfort to force you to take action.

The key to happiness throughout any long journey of self-improvement is keeping balance. At one time or other, one area of your life is going to be bad. You’ll have setbacks. If you’re TOO focused on PU, money, your job, your girlfriend, your studies, then they will have too much control over your mood. Bring balance to your life by working on different areas at once. When one isn’t going so well, you’ve other areas to focus on.

There is no way to become great with women without suffering all kinds of pain on the way there. Dealing with this in the right way and learning from it and not letting it affect you too much is what will make the difference. After a certain amount of discomfort, you’ll come through the other side.

Use my inner game techniques and you’ll save yourself a lot of this pain. Get out there and apply the techniques in this book and you’ll get this area of your life handled. It really is in your hands now.

**Closing Thoughts**

My journey over the past 6 years has been interesting, challenging and fun. I’ve felt almost as good on the way here as I do now when I have achieved most of my goals. When you plan to do something, see the ultimate goal within reach and can look back at your progress it makes you happier immediately.
Acknowledgements

This book contains almost everything I know. I say almost just because there are lots of other tiny tidbits that wouldn’t fit in. What I can tell you is that this book will give you the potential to be a better PUA than I am. I don't apply all the techniques in this book. If you do and you have your own qualities as well, there's no telling how good you can be.

Thanks for reading. I'd welcome your thoughts/feedback/complaints!

Gambler@puatraining.com

Further Reading

Richard Bandler: Frogs Into Princes; Using Your Brain; TranceFormations; Reframing;
Milton Erickson: Patterns of the Hypnotic Techniques of Milton H. Erickson: Volume 1;
Patterns of the Hypnotic Techniques of Milton H. Erickson: Volume 2

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Neil Strauss: The Game
Badboy
Hemal R
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Will/Daddy
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