

## Silent Wingman - Generalised from Neil Strauss's *Rules of the Game* as of 2013

**Sure, we can do that, it can't be that hard can it? There must be 'Skin in the game'.**

**People before systems engineered products, processes and beancounters price.**

**Life before Death, Death before Dishonour**

Strength before weakness, Journey before Destination. *The Way of the Kings, Brandon Sanderson*

**Test everything. Keep that which is good. 1 Thessalonians 5:21**

### **The Rules of the Game:**

**govern our lives, prosperity, and our happiness; are emotional and not logical;**

**have been the same throughout human history, regardless of race.**

**Culture or nationality; are immutable; can get you laid, loved, married, immortalized; betrayed, dumped, depressed, stalked, beaten, stabbed, shot.**

**Handle them with care – for they are intended not as a prescription but rather as prevention. They are:**

1. Attraction is not a choice.
2. One broken link destroys the chain.
3. Game is a borderless state.
4. Know the terrain before taking the journey.
5. What you perceive is who you are.
6. Expect the best, prepare for the worst.
7. Whatever's in the way *is* the way.
8. Emotions are reason enough.
9. Love is a wave, trust is the water.
10. The comfort zone is enemy territory.
11. No man wins the Game alone.

### **Checklist:**

1. Did I compliment four people okay? Did I look into their eyes?
2. Practice the Crash & Burn, being rejected.
3. Did I conquer and abolish approach anxiety (and the Limiting Mind)?
4. Did I awaken my Freedom Mind (P36/7)?
5. Shift my sub-modalities.
6. Let go of your Outcome.
7. Learn to Flip the Script / Constructively Reframe negatives with Flirtation.
8. Be the Party.
9. Casting & Connecting via events: Top Ten Films: Topgun, ....

### **L.A.S. V.E.G.A.S. System**

1. Looks:
2. Adaptability:
3. Strength:
4. Value:
5. Emotional Connection:
6. Goals:
7. Authenticity:
8. Self-worth:

Expect everything, and anything seems nothing. Expect nothing, and anything seems everything. *Samuel Hazo*

### **Attitude & Affirmations:**

- I am relaxed, confident, playful, non-needy, positive energy. / I will let go of my outcome.
- I am a man who is desired and want to be around. / I will learn something from everyone I meet.
  - I am testing all to see if they meet my standards. / I deserve the best.

### **The Missing Link:**

- *Guys that fail go out looking for them to make them feel good about 'themselves'. It's not all about me!*
  - *Guys who succeed go out and makes other people feel good about others themselves.*
    - *Let go of the need for approval, tease, let them work to win you over.*
      - *Look for what people actually need, not just generics.*
- *The goal is to not worry about what people think of you, and develop the instinct to find what they need to feel good about themselves.*

## The 14 Laws of Learning: P58

1. Acquire and apply knowledge in small chunks.
2. There is no such thing as rejection, just feedback.
  3. It's never their fault!
  4. Learn actively not passively.
  5. Don't rehearse negative outcomes.
  6. Understand how your mind works.
  7. Be willing to go through the pain period.
  8. Don't look to friends or family for approval.
9. Be willing to test new ideas, even if they don't seem logical.
10. Once something works, figure how and why it works.
  11. If you don't know what to do, don't leave.
  12. Hang around someone better than yourself.
13. Make sure that your ratio of effort to results is increasing.
  14. Finish what you start.

**Neurolinguistic programming:** 1. Unconscious Incompetence 2. Conscious Incompetence  
3. Conscious Competence 4. Unconscious Competence

### Mastering Your Hidden Self: a Guide to the Huna Way by Serge King

- The world is what you think it is. / There are no limits
- Energy flows where attention goes. / Now is the moment of power.
  - To love is to be happy with. People exist through love.
- All power comes from within. / It's up to you to change your existence.
- Effectiveness is the measure of truth. Do whatever works for you that is safe and no risk to others.

### Waypoint:

#### The Golden Rule: You must open.

- Few have ever regretted an approach, no matter what the result. Expect 9/10 Crash & Burns.
- The pain of letting yourself down is greater than anything someone else can say.

### Openers – sewing the conversation:

- **Ice Breakers:** 'You guys look like experts, so can you ...' **Never apologise.**
- Always have something better to do than meet 'random people'.
- Everyone wants to be with the most popular person in the room. / Energy levels higher than theirs.
- **Types:** Direct Opens / Situational Openers / Indirect Openers
  - **Open Loops** – 1001 Arabian Nights – Nightly cliffhangers to King to avoid death in the morning!
  - **Hooks** – I been working at X for a few months ..... with stories and humorous disqualifiers, discusses challenges of surviving in the city, see if they're new in town, leave dangling Hooks. *Well that may be true, but not in my line of work ...* or *where I'm from ...*
  - **Threads** – Single topics of conversation:
    - Shady Friend Opener: What do you think is right if X was doing Y without Zs knowledge, what should Z do, should X tell or not.
    - Hey, maybe you can settle a debate: Was there X.
    - Spontaneously notice something new, and get excited about it. **CRUD Playing**
    - There are three things that attract me to people, but the third thing I can't tell you about it, 'cos I don't know you well enough. Humorous conversationalist, emotional intelligence and: great eyes.
    - **How do you know each other:**
      - **Emotional Connection:** Have things in common, bonding, understanding
        - **Physical Connection:** Walk with them...
  - **Roots:** What does this person want from me? **Your Opener must have must have a legitimate context – the reason I am asking this is because ...** My friend wants their perspective on a bet! P54

### Time Constraints P55:

- **Structure a Call to Action:** Incentive to jump through the window! Arousing through talk, time, comfort, trust and laughter. Elicit jealousy, mixed message and disappearing to make their move fast.
- Anything that explicitly lets the opposition or group know that you don't plan on hanging around long.
- Physical as well: sold through body language - lean away, rock on your feet, take a few steps away and come back, look like you've got things to do.

### The Rule of Trying P51 - Practice the Crash & Burn strategy – expect it:

If you try hard, you die hard. If they say they've got a friend without you asking: you're hitting on them. If so 'You thought I was hitting on you. That's nice, but I don't think you could handle me.'

### Disqualifications:

**The power of No: don't be needy.** Take yourself out of the pool, confidently.

**It's Opposites Day.** Yin (Darkness / females) - Yang (Light – males)

- **Screening:** They test men. Set yourself apart.
- **Flip the script and see if they meet yours standard:**  
*personality, knowledge, values, interests, upbringing, looks and life experience.*

**Deal Breakers:** Qualities preventing:

negativeness, manipulateness, drugs, smoking, jealousy, emotional baggage, narcissism.

**Push – Pull.** Punish – Reward. Validate – invalidate. Approval – Disapproval.

**Say with a smile and humour – tone is everything:**

- Save them from you. / Give yourself a monetary value – hands off merchandise.
  - **Put them in the friend zone.**
  - Go over the top. / **Reverse Roles.**
  - **Test their best pickup lines**
  - Employ and fire them. / Be the snob.
- Be the authority figure. / **Make them more complete.**
  - Challenge them. / Respect!

**Demonstrate Value:**

- Hit the **Hook** straight away: be so cool and interesting that they won't walk away!
- To make an impression, teach them something about themselves
- **Rings Routine:** Why do you choose to wear your rings on that finger, do you do it all the time. Greek gods: Thumb – Poseidon (individuality) / Index – Zeus (dominance) / Middle – Dionysus (god of wine and partying: rebel) / Ring – Aphrodite (love) / Pinky – Ares (God of war conflict) / None – Hermes (Messenger of the Gods - friendliness, helpful and adventurous).

**Identity Statement:**

- **Job:** air force test engineer – seeing if the next big kinetic and EM things can work, without killing us!
- **Study:** PhD on experimentation and aesthetics in spare time / learning to grow Roses and Vegies
- **Hobbies:** family, haute couture, CRUD Playing, western action, practical shooting, driving Mazda 6 well,
- **Defining me:** kinetic effects off aircraft, being a lover and friend.
- **Ad line:** I create confidence in the ability of air forces to safely carry launch all the nasty stuff and conduct training, testing for successful combat operations with smart teams and coordination.

**Find Your Stories:**

Tell 30 second – two minute parables: with strong name, good ending, intrigue, vivid detail, add humour and value, cut fat, no selling.

- **Ironic & embarrassing:** First Kiss with Girlfriend - Kerry L Braces, First Perfect B Cup w MD, teachers college maths lessons with SN, Batman and Robyn M, Meegan D / MC knock-back / Suffering Fools Chart and Pi; Basketball players in Atlanta, 'Mrs Reda' at RAAF Ball
- **Adventurous and exciting:** World CRUD Champion - twice, Beverley Hills Hilton Beach and Scheppners Exec Pool Party, Cops giving lift in DC from AIAA, Flying Solo after 10 hours, Gunship testing with CT-4 in sights, In open door of Dak with flares and fighters with missiles shooting inbound, paragliding in NZ.
- **Sexy & Awkward:** Dancing in Rain. Kingswood Octoberfest with Tilly's hosted guest visiting! Four Wives and capability management!
- **Naïve & Touching:** Hole in One. Unaware until 6 Jan 1987! Mal's Suffering Fools Chart!
- **Small and poetic:** Mals Theory of Pi... / Crud Champions / Owing MB Cabriolet and HD WLA 1942
- **Dangerous and heroic:** pit bull and kiddies – Iroquios testing / most of my life since heart seizure
- **Bucket List Priorities:** Eastern Europe & Japan / Chinese Paragliding / Airborne DE / Publish Book of Quotes / Riding Harley around Oz / USA
- **Current and confusing:** only minutes ago X, do you know what Slosh or Crud are, well, let me ask you ....
- **Anything non-negative or hint at negatives:** First Times: Kiss: Kerry Linnetts braces, surprise with perfect B Cup Handles

**Events to Seed**

- **Three conversations per day** – seeding meeting and collective event options
- **Date Book:** Bands, comedians, theatre, shows, Clubs, Movies: Hysteria / Les Mis
- **Bookstore for planning and culture.** Borrow some culture: Cosmopolitan. [Manuka Bookshop.](#) Comment on it to them and seek their reaction/thoughts. Repeat, again and again. Review which stories/comments worked.
- Plan your nights at bookstore/pub.

### Cold Readings p 109:

- Always tell them what he/she wants to hear. B.R. Forer in 1948 *personality test* with same profile and asked them to rate the profile: Average was 4.26. People tend to accept vague and general personality descriptions as being relevant – especially if they desire them to be accurate. Approval more likely with a positive, even if it's not true, not agree with statement even if it's true!
- 'Something tells me that ...' / 'I've just noticed that ...' / Thoughts on Hysteria Movie
- **Ethics:** keep it positive and reassuring.
- **Vehicles, Props and Systems:** Conditionality / False Specificity / Confidence / Approval / Affirmation / Opposites / Observation / Listening / Additional Clues / Troubleshooting
- Forewarned on “**Polarity Responders**” not wanting to be ‘defined’. ‘So you’re the type of person who doesn’t like to be pigeon holed.’
- **Amaze yourself** – develop a strong intuition for people.

### Number Exchanging:

- Hook Point, then ‘You should come along with us to X next Y.’
- Here’s my info - on half a card...’ with an expression as to their response and even ask for a diagram of them. Keep talking to avoid getting Buyers Remorse.

### Process Strategy p 140:

#### Self-Image: Lead Playfully – Develop your assets and strategy with identity. Phases:

- 1: **Be Aloof & Bait** – Object of desire, but aloof. Approach non-threateningly, time constrained, ready to leave and actively disinterested, disqualify.
- 2: **Attract and Banter** - prove social value. Create light confusion, challenge, tease, banter. Reach Hook Point, win over friends
- 3: **Qualify & Reward** – See her potential, challenge her efforts. Qualify and challenge. Reward, establish commonalities, show interest. Cold Read., control frame and reframe.
- 4: **Elicit Rapport** – Entertain with stories and games: Change locations and experiences. Elicit core values and rapport memories. Associate with positive feelings. Test kinesthetically and escalate. Insinuate and motivate to pursue you.
- 5: **Romance** – Create a sensual atmosphere. Only Loving. Elicit sensual values and erotic state of mind. Observe and respond. Make The Bold Move, indirect sensory explosion. Cuddle & chill without rushing. No regrets, she feels good about her decisions. Set and manage expectations.

### Eleven Commandments p 119:

1. Don’t wait to approach until they’re alone.
2. Don’t stare, or hesitate.
3. Approach even with others. Chances are they’re friends/coworkers/etc.
4. Don’t beg.
5. Start with anecdote or question: about a clothing store to get opinions.
6. Shouldn’t have to pay for attention.
7. Don’t touch or grab. If she touches you, Hey now, hands off merchandise.
8. Don’t lean or hover.
9. Names and living or where they’re from are boring.
10. Winning over friends will win them over.

### The Engine of ‘Yes’:

The key psychological principle behind decision making by Prof R.B. Cialdini are:

1. **Social Proof** – the majority rule, use it by affirmation.
2. **Liking** – we’re more inclined to agree to the requests of someone we know and like.
3. **Reciprocation** – when people do things for us, we feel obliged to pay them back.
4. **Commitment and Consistency** – people tend to not change their minds.
5. **Authority** – obedience to authority figures, be the one.
6. **Scarcity** – justify the desire and non0-neediness.
7. **The Next level** – where to, Golden Hands & Loving, lets play Crud / Strip Crud with them.