

NON VERBAL RAPPORT: PHYSIOLOGY

Rapport is a two edged sword. It will work against you if you don't have an outcome.

Keep your outcome in mind. This is not about just making friends. It is about persuading people to be your lover..!!!! **If you are in sales, you** have to close the sale or your not selling. Or, are you just a professional friend? Friends don't pay your bills and don't sleep with you! Also, being a friend is a long jump to lover. Know the difference. There is great benefit to having friends, rapport will build friends. Know your outcome.

Three Main ways to Pace a person's behavior using your physiology:

1. **Mirroring**: It looks **like** they **are** looking at a mirror.
2. **Matching**: Opposite of a mirror
3. **Cross Over**: Pacing with a different part of your body altogether.

Mirroring

Non-verbal rapport exercise: Mirrorina.

Principle: Assume rapport.

"Give first and then you'll receive." Give confidence, comfort, trust, etc.

Exercise: Mimic non-verbal behavior. A: Persuader B: Subject

The more detailed, the better.

A does everything B does, allow a mental lag of a few seconds. A follow B.

Notice: posture, breathing, limb placement, muscle tension, expression, etc.

Pacing, Leading, & Mirroring: Notice everything. Tonality, speech pace, pauses and breathing rate, body position, expression, etc.

Exercise: Pacing to exact mirror. ~~lag time~~ then work up to exactly the same time, then begin making changes and see if they follow.

Q: What if I don't feel comfortable doing this exercise?

Because you haven't felt comfortable creating total rapport in the past. This is why you're here! Get used to it.. **Start** to feel comfortable **being** in tune with someone else's exercise.

If you feel uncomfortable... you are not getting it. Let go of your own past habits. Immerse yourself in your partner's world. You must jump in and start to risk Start to feel comfortable. Practice. Do it anyway.

You don't have to be ultra subtle with non-verbal rapport techniques. Be as blatant as you can, until you get caught a few times so you know your limits. (The little tick of the finger isn't always enough.) Be subtle with language commands, be blatant with non-verbal People aren't away of your own and their own bodies at a conscious level, They won't notice.

3 Rules for successful communication

1. Determine your outcome
2. Have the sensory acuity to know if you are or are not getting the response you want.
3. Have the flexibility in your behavior to vary what you are doing if what you are **doing** isn't **working**.

What did **you** gain from learning how to recognize and feedback non-verbal signals from others?
