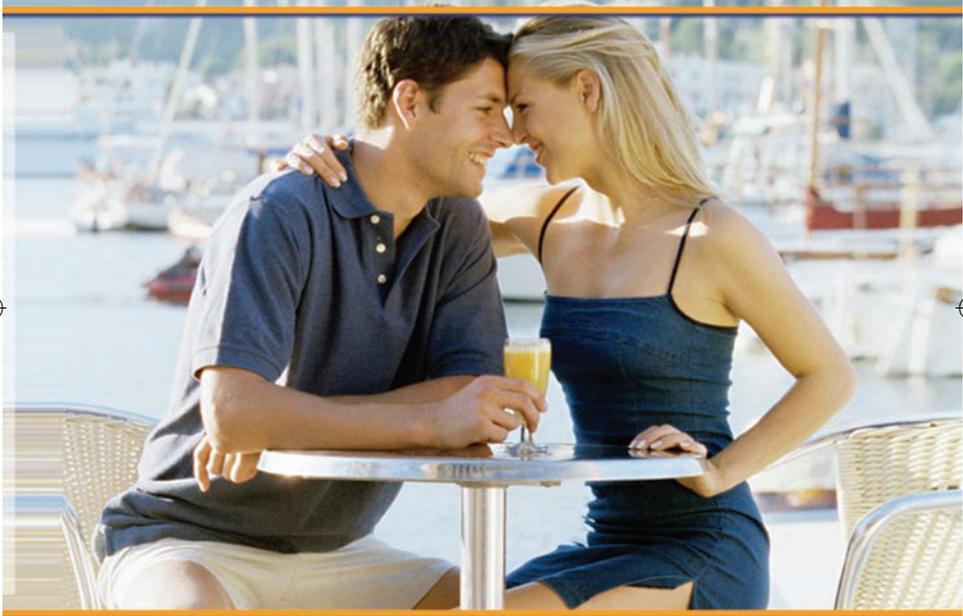




Attracting People Magnetically



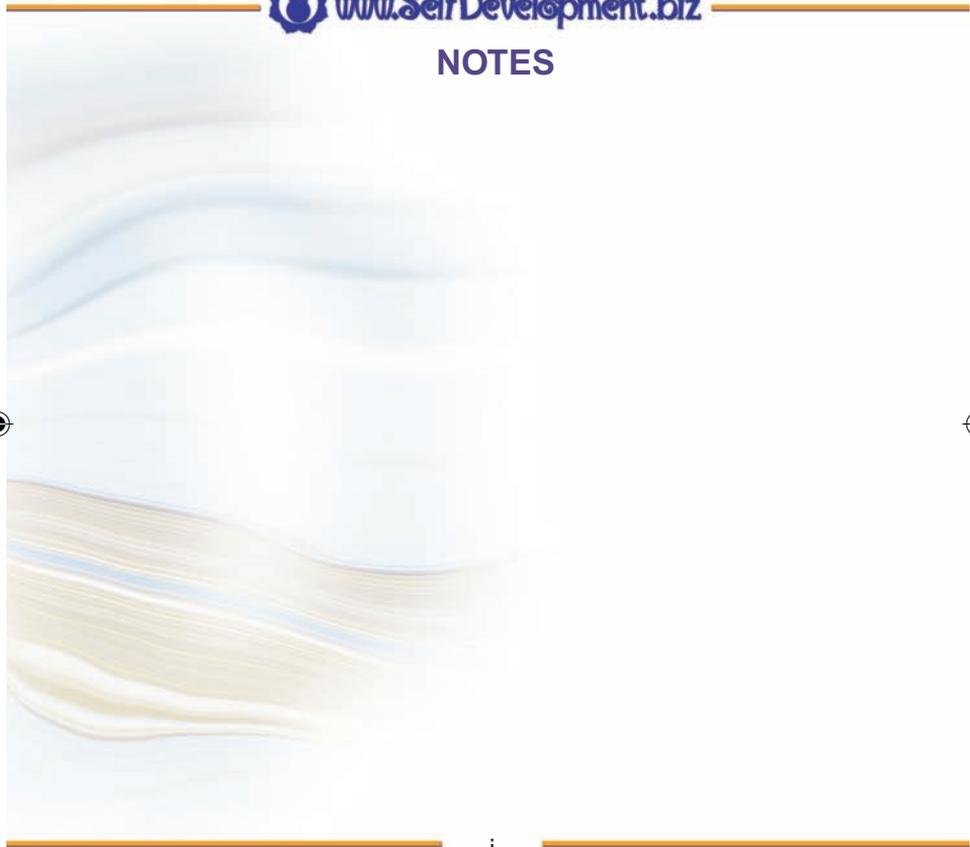
This kit includes a simple,
proven & effective CD + **GUIDEBOOK**.
Expect to be irresistibly attractive to the person of your dreams!





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NOTES





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ABOUT THE AUTHORS / NARRATORS

Lyndall Briggs & Gary Green are experienced professional therapists who operate clinical practices, specialising in self development. Lyndall is a Vice President/Supervisor for the Australian Society of Clinical Hypnotherapists (RMASCH), Master NLP Practitioner with a strong background in Nutrition, Emotional Freedom Technique & Counselling. She's also a Practitioner of Psychosomatic Medicine, a Third-generation Hypnotherapist & Registered Member of the Counsellors And Psychotherapists Association (RMCAPA).

Gary is a Peak Performance Coach & 5th Dan Taekwondo Master (MAIA) with formal qualifications in Performance Psychology (ACAP), Technical Analysis (ATAA), Clinical Hypnotherapy (NSWSHS) & Coaching (ASC). He's also a long term member of the New South Wales Justices' Association (NSWJA), Theosophical Society (TS) & fully accredited Professional Member/Supervisor with the Australian Counselling Association (MACA).





ATTRACTING PEOPLE MAGNETICALLY

Before we get started, we'd like to make an important distinction. While the techniques you're about to learn are extremely influential & powerful, they're not manipulative when used with integrity. Your Guidebook on Attracting People Magnetically is all about influencing people with integrity. Manipulation is similar to lying, in the sense that it's like using a credit card... sooner or later you'll have to pay for it & with interest!

So, what's that **special something** that influences others to like us? What is it that creates a 'people magnet'??? We've all had the experience of meeting someone at a party, bar or function for the first time & saying, "Gee! That Bobby's such a nice person." Well, that's Magnetism!

In trying to explain Magnetism, some people speak of an 'aura.' This subtle quality that emanates from a body & surrounds it like an atmosphere, is invisible to most people but not to all. It's been scientifically proven to radiate out from





Attracting People Magnetically

a person & can affect the people around you in a positive way. The halo around the heads of saints & mystics in many religious paintings, was the artist's attempt to depict the light that people reported seeing around their heads.

We all have an aura around us that most people can't see, but it's there anyway. This aura affects the way people react to you, either positively or negatively. There's a lot that you can do & a lot of good reasons for you to control your Magnetism & make it work to your advantage. It's important to realise that there's no luck involved in developing a positive aura - just a little effort.

Magnetism/charisma isn't terribly difficult to cultivate & the good news is that anybody can transform themselves into a 'people magnet,' if they work at it. It'll turn strangers into friends. And the best news about Magnetism is that when it's coupled with strong character & expertise in a particular field, it'll boost your success incredibly! Why? Because people love to be around, follow & help 'people magnets.' Remember, there are no strangers, just friends we are yet to meet...





TIPS FOR ATTRACTING PEOPLE MAGNETICALLY

Grooming is important - It's after all the feathers that make the bird & you do only get one chance to make a good first impression. Select your clothes with care. Ask a friend or relative with great taste to accompany you shopping & help out with the selection process. Also, ensure that your personal grooming is in check. No unsightly hair (including nose hair) is to be visible. The more physical barriers you remove from your appearance, the more emotional barriers will follow suit. Save up if you must to get those teeth capped, nose straightened, wrinkles lasered or your body into shape etc, as it'll help your self-confidence & confidence is king!

Cleanliness is next to Godliness - At this point, hygiene deserves a mention. This is because once you've managed to breakthrough the other person's defences & into their personal space, you'll need to smell nice. That includes your body & breath. Cleanliness is important too. We're not just talking about clothing & footwear, but also your teeth. Flossing & using a mouthwash after eating is essential if you





Attracting People Magnetically

intend to use what comes out of your mouth to persuade & influence others.

Appeal to the senses (eyes, nose, ears, touch etc) - At this point it's worth noting that nonverbal communication conveys up to **93%** of your message! Appeal to the senses. A gentle touch on the forearm, sweet smelling fragrances, lovely clothing & softly spoken words all count. However, it's not so much what you say or do, but how you say or do it. Doing it with a smile is the **No.1** nonverbal influencer & attractor. Who would you rather hang out with, a person who's just been to a funeral service or someone who's just won Lotto? The answer's obvious!

Everyone loves a smiling face - It shows happiness, freedom & draws you to a person. It might be a good idea to practice smiling into a mirror if you need to. Smiling is infectious & once the other person reciprocates, it will intensify your own smile & possibly start an epidemic! Also, tilting your head



slightly to one side while listening & simultaneously smiling, demonstrates a keen interest.

Make the other person feel important - A major way of influencing people is to help them feel important in a sincere manner, by becoming genuinely interested in them. Be genuinely concerned about what's going on in their life. Care, I mean really care. The first thing we can do to get some Magnetism flowing is to genuinely demonstrate mindfulness & empathy towards others. In this day & age, more so than ever before, giving people your undivided attention is a really attractive quality.

There are few things worse than encountering a self-centred individual, who's usually me-deep in conversation that goes something like this, "Well, we've talked way too much about me. Now let's talk about you...what do you think of me?" CrAzY aren't they! It's much better to ask questions about the other person. People love to talk about themselves, so give them the chance. Talking is sharing but listening is caring...





Attracting People Magnetically

Be a good listener - We have 2 ears, 2 eyes but only 1 mouth & should use them in that proportion... Listen & look twice as much as you talk! Encourage others to talk about themselves with open-ended questions & Minimal Encouragers (ME's), as these will prompt them along. ME's sounds like this: Ahhh, Mmmm, Yesss, etc & are used while listening to their answers attentively. You can prime a conversation with the 3W's (www); "What's your name?" "Where do you come from?" And "What do you do?" Then wait for them to ask you something. If they do, you have them **hooked** with your magnetic appeal! Knowing this will boost your confidence & give you the edge that leads to success. There's nothing more flattering or rare than the undivided attention of another. It's more important to be *interested* rather than *interesting*.

Ask open-ended questions - These are questions without a simple 'yes' or 'no' reply. Something like, "How did you get involved in your sport?" Rather than, "Do you





like your sport?” Questions tend to close a conversation down, unless they’re open-ended! Also, try pre-framing the open-ended question (where appropriate) with, “I’m curious...” Remember to discuss & talk about the other person’s main interests. Be sincerely curious about the other person’s hopes, hobbies, sports, work & play.

Maintain good eye contact (but don’t over do it) -

Looking at someone in the eyes is another key to attracting people magnetically. It demonstrates honesty, openness, trust & connection. After all, the eyes are the windows to the soul. In fact, when you look at another person, you are essentially looking at dead skin or hair cells, except for when you’re peering through the clear cornea, at the living cells in the retina. Therefore, looking people squarely in the eyes is looking at the only living thing that’s visible on a person. When you can’t or don’t look someone in the eyes, they may very well wonder what you’re hiding...





Attracting People Magnetically

Loosen & lighten up with your questions - Don't take yourself so seriously. People who take themselves too seriously seldom impress. Seriousness is a sign of inflexibility. Humour is the shortest distance between 2 people, so take a chance & try to get a laugh. If you can't make a mistake, you can't make anything! Remember, you have to go out on a limb sometimes to get the fruit. Also, regularly commit a few new jokes to your memory & practice them!

Work on your self-esteem - Confidence is a supremely important character trait. Men & women with magnetic personalities have tremendous belief in themselves & in what they're doing. They're calm, cool & collected about themselves (very smooth). Your level of self-confidence is often demonstrated in your courage & willingness to do whatever it takes to achieve a purpose that you believe in. It can be developed through affirmations, martial arts, meditation & lots of close contact with what you fear. People are naturally attracted to those who are smooth & self-confident, those who have an unshakeable





belief in their ability to rise above circumstances & attain their goals. It's your *decisions*, not your *conditions* that determine your success.

The best way to create a sense of self-confidence is through a simple trick of the mind. Assume people like you & accept you (affirmations are great for this)! The most powerful way to close a sale is simply to assume that the prospect has decided to purchase the product or service & then go on to wrap up the details. So start assuming that people naturally love & enjoy your company & want to be around you. This will help generate a 'people magnet' persona.

Compliment people sincerely & frequently - Be alert for any chance to praise another. People will do more for praise & appreciation than what they'll do for money alone. Napoleon Bonaparte noted; "I have discovered an amazing thing. Men will die for ribbons." You can always find something on which to compliment someone. We're





Attracting People Magnetically

not talking about false flattery either, but rather something you truly respect or admire about a person. For example, some people admire manicured fingernails. If you like someone's nails (or eyes etc), let them know about it! If you don't...look for something that you do like. This works because it's learned optimism. As Van Morrison sings, it pays to walk "from the dark side of the street, to the bright side of the road." Compliment someone in the right way & you'll find them very appreciative!

Remember people's names - The sweetest sounding word in any language is someone's own name. Repeat their name a few times over in your mind once you hear it. Use it often & ASAP after hearing it. Try & visualise a person whom you know, with the same or similar name, floating above the new acquaintance's head. Or visualise nouns, for example like a **camera** sitting above Cameron's head. The power of association is great for this & it'll help you remember names, years after seeing the person! Also, if we offered you a million dollars to





remember the names of the next 6 people you meet, we're quite sure you could do it! So don't say, "I can't remember names." This negative statement can grow into a self-fulfilling prophecy...

Develop rapport - People want to be around those they like, trust & harmonise with. You can build these qualities (rapport) by deliberately yet subtly matching your acquaintance's body language. Matching & mirroring some of the person's gestures or speech style, is a way of unconsciously telling them that you're like them & that you agree with them. It's also important to face a person squarely, with an open posture (no crossed legs or arms). Avoid invading a person's space, yet try & get in close. Once you strike the right balance, you'll quickly fall into rapport. This is because when you lean towards a person or tilt your head slightly forward, it demonstrates a keen interest. Also, be comfortable, relaxed & show it! Your affirmations will help here as well.





Attracting People Magnetically

Systematically desensitise - Fear of rejection is another self-limiting belief that stops people before they get started. Like when fleas are placed in a jar with a clear cellophane lid, they'll jump & hit the lid until they realise it's a barrier. However, once the lid is removed, they won't jump out, even though they can! That's right, it's also like the belief a baby elephant develops when it's young. It's chained to an immovable concrete spike, where it tries for hours to get free, until finally & permanently it accepts the belief that it can't get free from the stake. Once it has accepted this belief, it can be tied to a thin wooden stake & won't even try to break free. This is simply because it believes that it can't! Fear of rejection attaches people to wooden stakes & keeps a lid on their success!

You can use humour & systematic desensitisation to defuse self-limiting beliefs. If you fear being rejected, then go out & do exactly what you fear. It's then that you control it, rather than it controlling you. People actually develop high self-esteem (self-image) by overcoming





their failures. Take a friend out with you & take turns at breaking the ice with strangers, in various humorous ways. Your aim should be to entertain each other & the people you interact with. Enjoy the process. When it comes to breaking the ice, it's preferable to be spontaneous & in the moment. So avoid standard pick up lines. Get creative & be original! Be yourself... everyone else is already taken.

The Morphogenetic Field - You're constantly radiating thought-waves, like a television station radiating TV waves. These thought-waves are picked up by other people. Your thoughts, intensified by your emotions (as TV signals are intensified by amplifiers) radiate out from you & are picked up by anyone who is tuned into your wavelength. You then attract into your life the people, opportunities, ideas, resources & circumstances, that harmonise with your dominant thought patterns. This is a simplified analogy that demonstrates how the Morphogenetic





Attracting People Magnetically

Field operates. When you meditate, you actually tap more directly into the field & speed-up the fulfilment of your desires. This is because meditation enhances the communication between your subconscious mind & the Morphogenetic field of resonance.

Anyone can easily learn to meditate & over a 1000 scientific studies conducted in over 200 universities worldwide, document the huge benefits which include; higher levels of intelligence, increased creativity, reduced stress levels, improved health, enriched mental functioning, enhanced personal relationships & increased job satisfaction etc. Research also proves conclusively that every human being needs a certain amount of time spent in Alpha state daily (achieved by meditating or listening to your CD) to function optimally in their personal & professional lives! If we're stressed or over stimulated, we make more mistakes, often become ill & simply can't do our best. Being able to relax is the key to achieving a healthy **balance** in our busy lives.



So, in a very real sense, you're like a living magnet that's constantly emanating either a magnetic or repelling force. Approximately 80% of your success & happiness comes from your relationships & interactions with others. Therefore, the more positively others respond to you, the better your chances and progress through life.

Preconceived impressions - An important thing to remember about Magnetism is that it can be built up by what other people say about you. For example, if you've been told that the person your about to meet is outstanding or important, you'll tend to prejudge & like them. This is because one person speaking in glowing terms about you to a third party, usually creates a 'people magnet' personage on your behalf.

But also keep in mind that one of the most alluring people of the 20th century was Mother Teresa. In a physical sense she was a frail old woman in poor health, who wore unassuming clothing. Yet, she possessed a





Attracting People Magnetically

tremendous amount of Magnetism. This is because true Magnetism depends more upon your character than your reputation. Remember, your character is who you really are, while your reputation is merely what others think of you. You have direct control over your character but not your reputation. However, when you change your *character*, your *reputation* follows suit! By utilising the suggestions in your Guidebook & through listening to your CD, you'll improve your character...

Enthusiasm is a key - The Greek word for enthusiasm, comes from “en Theos” that is “the God within.” The more you're excited about accomplishing something that's important to you, the more excited others will be about helping you to do it. It psychs others up, as emotions are contagious! The more **passion, purpose & mission** you have for your life & your activities, the more Magnetism you create & the more cooperation you gain. And when you have clear goals, you begin attracting to yourself the people & opportunities necessary to make those goals a reality.



Sometimes you've got to fake it to make it - Style yourself after the 'people magnets' in your field of endeavour, people who already have personal Magnetism. If you do what they do, over & over, you'll eventually get the same results they get. Once you've made every effort to improve yourself, then the final step is liking & accepting yourself unconditionally.

Preparation counts - When you set out to impress, take the time to do it right in advance. Remember, luck is only luck until it's a science. For example, a neighbour once told us that he'd been holidaying at the same spot in front of the ocean for 9 years, without ever seeing a fish caught. He was amazed one day to see a fisherman actually catching fish there!? In fact, he was catching heaps. Astounded, our neighbour approached the fisherman & said, "You'd have to be the luckiest fisherman I know!" The fisherman shot back, "There's no luck in it mate!" And proceeded to disclose what bait & tackle he used & the best times for fishing that very spot etc! Luck is a science in waiting when you come to think about it. Today's miracles are tomorrow's science...





Attracting People Magnetically

Like fishing, there's no luck involved in attracting people magnetically. To give you an example, the optimal time for meeting people is at 10.30pm on a Friday night. The optimal place is a busy classy bar. The right bait & tackle would be the proper use of our "tips." To alleviate nervousness, firmly rub the 'sore spot' located under your collar bone while repeating several times, "I deeply & completely accept myself" (see illustration on our website). And the following psychological snare will give you an unbelievable advantage; While subtly pointing at yourself, ask the person you desire, "What sort of girls (or guys) do you find attractive?" While their mind starts conjuring images of attractive people, they'll subconsciously associate you with attractiveness!

Get them into a "yes" mindset - If you've cleverly asked a couple of open-ended questions & they've reciprocated, then ask a couple of close-ended questions that you anticipate an affirmative response to. Then quickly follow with, "We should do coffee some time" (said while nodding





& smiling☺). Pause for an affirmative response & follow with, “Would you prefer a Sunday or Tuesday evening?” Now wrap up by collecting their email address or mobile number. Once you’ve perfected the delivery of this yes-set technique (which comes with practice) you can expect a 90% success rate getting a date!

Work those muscles - Exercise is a fantastic way to relieve stress, radiate confidence & emit a healthy glow. It doesn’t matter what you do initially, as long as it’s something more active. Try going for a walk. Even if at first, it’s only for 10 minutes, you can build it up to a brisk walk 7 times a week for 30 minutes. Perhaps consider a walk along the beach, bushwalking, bike riding, rollerblading or swimming. Alternatively, try some aerobics, cardio-boxing, martial arts, yoga or weight training. Research shows that regular exercise inoculates against stress. It also helps flush the lymphatic system (part of the body’s sewage system) & boosts the immune system.





Attracting People Magnetically

Pranayama yoga can be an especially useful exercise & helps generate an aura. By assuming certain physical positions (see our website) you can move your breathing to different parts of your thorax (upper, middle & lower) giving all parts of your breathing system a maximum workout that insures balance, harmony & equilibrium.

Look closely at your diet - Groundbreaking research reveals that eating well & taking supplements, has a HUGE bearing on your state of mind. The following products which are highly recommended by nutritional experts, are available from leading health food stores or our website & should be used only as directed; **Super BM PLUS** tablets are the most comprehensive supplements available, that restore nutritional balance & combat environmental pressures. **Vital Greens Powder** is a nutrient & enzyme-rich complete 'Superfood' which contains 76 nutrients essential to delivering optimal health, energy & vitality to every cell in the body. **Relationship Essence** (bush flower essence) helps enhance the



quality of all relationships & increases intimacy (into-me-see) while helping with blocked emotions. It also helps verbalise, express feelings & improve communication. **Oil Garden Love & Friendship Oil** fragrance arouses sensuous passion, improves confidence as well as increasing feelings of love & friendship.

Knowledge is potential power - Gaining a broad base of knowledge will help you, as readers are leaders. The more topics you can carry on a basic conversation about, the more magnetic appeal you'll generate. You'll need to do this work consistently & persistently to become the kind of person everyone admires & looks up to. It will pay off. The bottom line is, **you become a 'people magnet' by making other people feel better about themselves when they're in your company.** To do this properly will take some training, but you can develop the kind of Magnetism that opens doors by going to work on yourself, before going to work on others.





Attracting People Magnetically

Please visit our website at **www.SelfDevelopment.biz** & register your CD + Guidebook kit. Registered users receive FREE Self-Development Power List subscription valued at \$19.95 per annum, plus 15% off future purchases & many other benefits. We'd also love to hear from you because we value your feedback. Everyone who sends in a testimonial about their success with our products also receives an e-book of Inspirational Quotes valued at \$15.95, as our way of saying thank you 😊. Now it's time for you to awaken your sleeping giant within & do whatever it takes to change your life for the better! Expect to succeed & you will. Remember, the haves & have nots can often be traced back to the dids & did nots...We believe you're a doer! Wishing you happiness, joy & laughter - Lyndall & Gary



SEVEN STEPS TO SUCCESS!

1) List a realistic goal that you believe in
(i.e. To be more attractive).

2) List 7 positive reasons **why** you need to reach this goal
(i.e. Attract a mate).

3) List 7 negative reasons **why** you can't afford to fail
(i.e. Loneliness is painful).





Attracting People Magnetically

- 4) List 7 skills needed to reach this goal
(i.e. Master positive thinking).

- 5) List the people, companies or groups to help
the goal along (i.e. Free telephone counselling service).

- 6) Write your Action Plan - **how** you'll proceed
(i.e. #1 Start exercise program this afternoon).

- 7) When do you estimate reaching your goal?
(i.e. 07/07/07) _____





Attracting People Magnetically

The Recipe for Success

- ✓ It's recommended that you read your guidebook weekly & apply as many suggestions as practical (medicine won't work when left in the bottle).
- ✓ Tracks 2 & 3 are essentially the same, so you can listen to whichever one you prefer. Listen twice daily to one of these tracks, preferably once in the morning & once in the evening. After seven days, start listening to track 4 in their place for six weeks.
- ✓ It's **IMPORTANT** never to listen to tracks 2, 3 or 4 while driving! Always listen to these three tracks somewhere that you won't be disturbed & preferably through headphones.
- ✓ Track 6 contains powerful affirmations & binaural beats that should be listened to once a day for seven weeks. Select your favourite five & repeat them out loud for five minutes. Good results can be expected quickly, with optimal results occurring in or around the seventh week.

(1) Introduction by Geoff Glover (3:00)

(2) Deep Relaxation by Lyndall Briggs (21:51)

(3) Deep Relaxation by Gary Green (19:09)

(4) Attracting People Magnetically(20:57)

(5) The Power of Affirmations! (5:50)

(6) Specially Crafted Affirmations (5:13)



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