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# Mind Control Language Patterns

by Dantalion Jones

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## Introduction

Language patterns are a unique form of covert hypnotic suggestion. You will hear them referred to by the terms "conversational hypnosis," "covert hypnosis," "Ericksonian hypnosis," "covert persuasion or influence," or my favorite, "mind control."

In traditional hypnosis the hypnotist gives direct suggestions and tells the subject what to do and how to respond. Language patterns differ because they are not direct. Instead, the operator often describes a process, and in order for the subject listening to understand what you're saying they have to go through the process in their mind, and end up convincing themselves.

The popularity of covert language patterns evolved from NLP practitioners using them for seduction. They were packaged into "get laid" NLP products and seminars designed for the horny male too busy to take an NLP course and figure it out for themselves.

Likely you have heard the claim that only seven percent of a message's meaning is received from the verbal content, thirty-eight percent from vocal cues, and fifty-five percent from facial expressions.

This book openly disputes that claim.

Voltaire said, "Give me ten minutes to talk away my ugly face and I will bed the Queen of France." While other factors can influence the results of your communication, it is the spoken word that gets results. Also, keep in mind that Voltaire did say he would have to talk to the Queen, meaning he would have to be in front of her to make his presentation. This is important because there is a mind set that is vital to the effective use of "mind control."

For those new to NLP-type persuasion there is often a belief that all one has to do is say a few language patterns and people will bend to one's will. Some newbies hope they can "get into someone's mind and drive it around."

**STOP!!**

If you held that belief, then understand that language patterns



are entirely interactive, and require both party's participation.

Consider a child's game where someone hides an object and the only clues given are "warmer" when the seeker gets close and "colder" when they move away from the object. The effectiveness of language patterns works much the same way. The user must pay attention to the other's responses. From that information they know whether they are getting "warmer" or "colder." The difference is in the degree of subtle changes that you will be observing. For many those subtle changes have never been given proper attention, but the truth is that this information makes all the difference in getting what you want.

Your ability to notice how someone is reacting is essential to your effectiveness. When you begin to see the subtle flush of the cheek, for example, it's a sign that something is happening. You may not know immediately what the person is feeling - it could be anger, embarrassment, arousal, or simply a hot flash. It could be good or bad. All you know is that something is happening! To ignore it, as most do, would be a fatal flaw in getting what you want. It would be equally wrong to read too much into it. Don't fall prey to "mind reading," where you make assumptions about what people think. It could be completely untrue. In the late 1960s came a barrage of books on body language that proclaimed that someone sitting with crossed arms and legs is closed to learning. These were the best books at the time, but many people have proved these simplistic statements wrong. Anyone can sit with their arms and legs crossed and still learn. Try it for yourself.

Language patterns work for many reasons, a primary one being that **they bring about an emotional state and then suggest an action to accompany the emotion.** The truth is that someone can be talked into bed, a business partnership, or sold a product or service just with words.

If one controls the emotions of others then they are very likely to follow suggestions. This is because people almost universally make their decisions based on feelings rather than reason. The skillful manipulation of emotions can drive a nation to war or to build giant



monuments and institutions. Individuals in one-on-one encounters are no different, and gaining control is then often easier because feedback is instant.

Most people learn language patterns by first memorizing existing patterns and, if they're smart, practicing them. After some practice one quickly understands the theory behind the patterns and begins to generate creative patterns on their own.

### **Dark and Light Language Patterns**

When NLP was discovered a few people began to play with the techniques and patterns in ways that were “less than helpful”.

In fact, they devised and applied these skills in completely harmful and wicked ways like finding ways to create phobias of poverty for those people who want to be rich. Worse they would create phobias in people with no positive intent. This brought about the field of “Dark NLP” also known as “Black Ops Patterns”.

There are several reason that this book is going to discuss and reveal “Black Ops Patterns”



## **The Foundational Mindset**

If there were only one section of this book that you could read in order to get the best benefit then this is it, and it has nothing to do with language patterns! It is about your mindset, the mental attitude and beliefs you take on that allows language patterns to work their magic and make yourself incredibly effective.

Language patterns are merely the outer game of mind control and persuasion. It is in your inner game that lies the difference that makes the difference.

You're about to discover a list of beliefs that make the difference between being effective with language patterns, or merely reciting words. Sit back. Read them. Recite them. Let them echo in your own mind and become your own beliefs. You can choose to believe them by simply believing them. It's that easy.

1. You will create for anyone the best, most profound and real experience they will have in their life.
2. No other person can give the kind of experience you can.
3. You can do this.
4. You know it works beyond any doubt, question or hesitation.
5. Others will believe that you and your abilities are amazing.
6. It is normal for you to give anyone exactly the type of experience you want them to have.
7. Given the place, time and situation, you can do this with anyone without hesitation or doubt.

Something else that further empowers your words is your intention. In NLP terms this is referred to as "having a clearly formed outcome." More specifically, it means knowing what you want the other person to do, and holding that in your mind.

It also means having your outcome express itself as an



assumption that is subtly expressed in your emotions and actions. For example, let's assume you want a romantic encounter. If you hold in your mind this intention as you talk then your actions will begin to be colored by that intent. Because this process is interactive the intent will affect both you and them. Part of your intent is to pull your subject, through actions, into a shared reality that you have created.

### **Using Language Patterns**

As you go through these language patterns you'll want to go out and use them just for the sake of using them, and you can. What you'll find is that you can only measure your effectiveness if you have an outcome in mind. You can start with simple outcomes if you like. Like getting a smile. From there feel free to explore, but always keep your outcome in mind.

### **Fear of Using Language Patterns**

Many hesitate to use language patterns because they're afraid of getting caught, or because it feels different from how they normally communicate. My advise on these two points is, first, you won't get caught, and second, get over it!

Anything worth learning is worth doing poorly. Consider for a moment the benefits you'll receive in being able to effectively communicate in order to get what you want. Yes, there are many. Among them...

- The ability to get what you want.
- The ability to feel comfortable with anyone as you communicate with them.
- The ability to see subtle changes in their behavior that help



guide you to influence them.

- The ability to change peoples mind.
- The ability, if cornered, to make someone feel depressed and confused.

Go back and then re-read the seven beliefs mentioned above.

### **More on The Mind Set of Persuasive Language Patterns.**

Have you ever been in conversation with someone who made you feel as if you were the most important person in the world, and that they were speaking to the deepest parts of your soul? Being able to create this feeling in others makes delivering language patterns easier and more forceful.

The endless debate on how to do it all boils down to one word: *charisma*. To understand this powerful quality, consider how most people communicate. Often their attention is on two levels. On one level they are directly communicating their thoughts, insights and information to the other person. On another level they are indirectly communicating all the other things that are on their minds. Perhaps they had a fight with a spouse that day, or are worried about bills. These semi-conscious thoughts act to distract and prevent them from fully focusing on the other person. For you reading this book - focus fully on the other person.

When you put aside all distractions, by sheer force of will if necessary, your awareness opens to more subtle cues from the individual and your ability to influence them is multiplied.

Combine this sense of focus with your own unstoppable conviction, and your words take on a power of their own.

The first step is to recognize that these distractions exist. The next step is to vow that while you are attempting to influence someone you put your distractions aside in order to focus only on them and how



to direct them toward your outcome. See to it that nothing deters your focus.

By the way, when practicing it's important to remember that your purpose is to pay attention, and not to stare them down.

Many teachers of persuasion will tell you that sincerity is a vital component of effective persuasion. Yes, sincerity is important even when you don't believe what you are saying! Conmen have the ability to believe what they are saying sincerely, even if they only believe it for that moment.

Know that it's much easier to be sincere when you actually are sincere, but it's not essential.

### **The Dual Reality Principle**

What you say is always subject to interpretation, and the interpretation is completely dependent upon the perspective of the listener. When more than one person hears you there can be many different interpretations, and this can be used to your advantage. Nothing demonstrates this concept more than what stage magicians call "The Dual Reality Principle."

The Dual Reality Principle is when two people have heard one thing, yet by design they each come to different conclusions.

One can notice this when language patterns are being used. For example, a man is using language patterns to win a date. A bystander hearing the conversation may think the guy is a little strange talking about things that are typically non-guy topics, like "connection," "passion" and "the warmth of feelings." However, the woman likely has a completely different perception of the conversation.

Stage magicians make use of this effect all the time when they allow the audience to perceive something "magical," while the volunteer on stage perceives that they are merely following orders.

An example of this would be when, without giving away an



entire magic trick, the magician asks a volunteer to reach into the magician's pocket to prove to the audience that it's empty. As the volunteer does so the magician says, "don't do anything, okay!" This of course gets a laugh from the audience as they envision the volunteer's hands potentially injuring the magicians nether regions. He then tells the volunteer, "okay, take your hand out," and then he proclaims to the audience, "your hand is empty."

What the audience doesn't know is that the pocket wasn't empty but had a deck of cards in it. The volunteer could even feel the deck of cards, but when he heard the magician tell him, "don't do anything, okay?" he heard it to mean, "just put your hand in my pocket...nothing else." When the magician tells the volunteer, "your hand is empty" the volunteer thinks nothing of it but the audience hears it to mean, "there is nothing in my pocket."

Understanding the Dual Reality Principle will give you a higher level of thinking about communication and language patterns. Implementing this principle may take some time and planning, but is always fun. To use it you must take on three perspectives: your perspective and what you will say, the second person's perspective and how you want them to perceive what you are saying, and the third person's perspective and how you want them to perceive what you say.



## **Taking Mind Control From the Laboratory to The Streets Mind Control Theory**

Mind control theory is simple, and can be described as having four basic levels of perception and influence. First consider the basic theory behind mind control, which is very simple, and then we'll dive into about the practice of it, which the remainder of this book is dedicated to describing.

The first level of perception and influence is the most superficial; this is where stimulus meets the senses. This is quite simple and straightforward in theory - people respond to what their senses perceive. On a practical level of influence and mind control this means limiting what the subject perceives with the five senses so that they can make conclusions and assumptions based only on that information. This is what many cults attempt to do and many of the paranoid conspiracy theorist believe the so-called Illuminati are doing to everybody.

The second level is an attempt to define the meaning of the sensory perceptions. In other words, if you introduce someone to people jumping up and down with drums beating then you can define it as dancing or demon possession, and the definition will be accepted as long as the subject has no prior reference to the stimuli. If the subject does have some prior associations then they are likely to bring that information into the meaning they create.

This third level is one in which the subject develops their own meaning and interpretation of the information. This personal interpretation may incorporate level two definitions. Here the individual compares the sensory information and it's given meaning to their own preexisting beliefs, perceptions, and experiences in order to draw a conclusion. For example, a beating with a cane may include pain (first level perception) and be prescribed as a punishment (second level perception), but the subject may associate it with an experience in their youth where they were whipped by an attractive nanny and experienced arousal. Thus, their third level perception would be one of arousal



instead of punishment.

At the fourth level of perception strong emotions and beliefs are associated with the external stimuli and thus ingraining them deeper in the individual psyche. At this level these beliefs and emotions become like elected politicians and spend a great deal of energy trying to maintain their power. It is at this level that habits, obsessions and phobias take hold.

### **Mind Control Practice**

When bringing the above theory into practice it is always wise to consider the design of every part of what the subject will experience with their senses. This is why a salesman in his own sales office will sell more than visiting prospects. In a sales office (or church, temple, recruiting center, bed room, etc.) the subject has no control over the environment, and must often yield to the experience that the sales office creates for them.

At this level, influence has less to do with language and language patterns than what the total five senses are perceiving. At this level one can create the "pacing and dragging" experience for the subject. Pacing and dragging (which is not exactly pacing and leading) occurs when the subject figuratively agrees to step into the door (pacing) and then is brought from one experience to another with such force, speed and intensity (dragging) that they must agree to the conclusions of what they experience. This is how some criminals create a compelling reality which makes their mark feel safe enough to give up his money.

At the second level language patterns can be applied. The most simple application of language patterning is done by calling an experience or perception good, bad, holy, demonic, important, worthless, or something else. Practical application at this level of influence is often done long before the actual experience. For example,



many young women are raised to anticipate their wedding as a sacred, special, and important event, and as a result they minimize the work, trouble, and expenses that anyone else would consider a pain in the ass. As a lesson to the mind controller it's important to set up this level of influence as early as possible, so the subject is ready to experience it as you prescribe.

The third level of influence can be the most challenging to control because it is difficult to know how the subject will incorporate the information they receive. While you can prescribe a meaning to the experience, it does not guarantee that it will be accepted, or that variations in the meaning will not be made. As a practical matter getting feedback is very important. The meaning the experience is given can be nudged in one direction or the other with accurate information. If the subject has a strong preexisting opposition to that direction then change can be very difficult.

Assuming the subject's personal meaning of the events doesn't oppose how you want to persuade them, the fourth level of influence can be the most powerful and enduring. For that reason it can also be the most perilous. To succeed can mean a long lasting and beneficial alliance. To fail could create an enemy that obsessively wants to hurt you. At this level you can ingrain beliefs and emotions into the subject that make the resulting behaviors self sustaining.

## **The Ideal Persuasion**

We can describe what could be the ideal model of persuasion using these four levels of perception and influence.

### **Level One**

Every aspect of what the subject will perceive is engineered to lead to the most desirable result. Think of this as arranging the ideal date. But it also applies to sales, cult indoctrination, political campaigning,



and police interrogation.

### **Level Two**

You give your meaning to the events, describe it in all the glorious or gruesome terms that would best suit your needs. If possible you inoculate your subject by describing their experience and how they will interpret it before they have it. Useful language patterns include presuppositions, value elicitation, and elicitation of the feeling of anticipation.

### **Level Three**

Here the subject begins to make associations to the experience based on their previous experience. Language patterns can be used to guide the subject's associations based on your prior knowledge of their history.

### **Level Four**

The subject assigns beliefs and meanings for the experience you created for them. With those meanings they also have the emotional experience you wanted. The experience and it's meaning becomes solid for them as something that is important. Emotional elicitation and anchoring would be a few of the language patterns useful on this level.



## **Providing and Deleting Options**

So now you're aware of four levels of perception and four levels of influence that can be used to give you more power and control. A sense of power comes about when you become aware of what other people don't usually consider. Because most people aren't aware of these are levels of perception your power can grow by increasing or decreasing the options that you offer people at these levels. What follows are four types of information. With each level the information gets more complex.

### **Binary Information (All or Nothing, Good or Bad, Black or White)**

This is the most limiting of information options. It means the information will only fall into one category, or it will not. Used in it's darkest form religious cult will ask it's members to divide everything into us/them categories. In terms of language patterns it means describing something in binary terms - good or bad.

### **Better/Worse Information**

There is more flexibility when there are more options. Here, choices are not binary but have a rank; this one is better than that one. What is absent with this information is how much better/worse something is compared to its counterpart. There is no gradient or scale.

### **Scaled Information (rating on 1 to 100)**

Here the information is provided on a gradient scale that starts at zero, or nothing, and goes to any extreme. With this quality of information you can provide information that is "good enough" or "not bad enough," and thus influence a decision the subject can make.

### **Complex Relationship Information**

This is the level of information with the greatest degree of variability



and therefore the greatest freedom and flexibility. This quality of information contains certain traits that can be ranked on a gradient, and there are relationships between certain traits.

Using this model of mind control and the various levels of perception you can add and delete information with varied qualities at the various levels of information. Thus if someone is stuck at seeing something in binary terms (good or bad) you can go up enough levels to give them flexibility of choice. Once they are directed to the decision you want, you can go back down to the binary level of information and call it "good."

It should be noted the difference between counseling/therapy and mind control. Generally, therapy is designed to help a person move from a narrower to a broader range of perspectives, all for the benefit of the individual. Mind Control, by comparison, is interested in the results as it relates to the controller, and perspectives can be broadened and narrowed to suit the end result. To better understand this process let's look at some example.

*(Binary Information) There is an experience that almost everyone has shared of overhearing an interesting conversation and knowing what every word means but still having to focus in on the words so that you can follow what it being said. (Better/Worse Information) You then realize that you've moved from hearing just the words to understanding the concepts and principles that are being discussed. And so the topic becomes interesting to you. (Scaled Information) so as you pay more attention you start to learn. The words which were really just sounds now have even greater meaning because this is something new to you that's interesting. (Complex Information) Now you can begin to wonder how it is you are able to take in information so well and use it to make changes in your life. That type of information has a quality all it's own.*



Here is an example taken from the book "Understanding Advanced Hypnotic Language Patterns" by John Burton Ed.D.

*(Binary Information) Have you ever been riding in a car... who where you were exactly, but you were a passenger in the car, maybe in the front seat ... and you were just looking out the window down at the roadside, watching the edge of the road as you passed along? You noticed how incredibly fast the road passed beneath you, how landmark after landmark flew by. It seemed extremely fast. (Better/Worse Information) Then maybe you decided to look just a bit further off the road maybe to a front yard as you passed by. And then the next front yard as you passed, noticing that the yards passed by more slowly. It took longer for them to go by or really from you to go by them. (Scaled Information) And then maybe you decided to look even further off the roadside and noticed the houses, or beyond these, behind the houses. And you noticed how much more slowly these passed, or you actually passed them. This seems much slower and (Complex Information) then you decided to look even further off in the distance, perhaps to the uttermost edge of the horizon or maybe up at a cloud in the sky, way off in the distance. You know how clouds can sometimes appear in the shapes of something ease familiar, like a dog or a boat or something else? And you can start at a cloud way off in the distance not really knowing quite what shape in is taking but also noticing that it seems to be completely still, not moving at all, and how paradoxical this stillness feels. You know you are moving and yet at the same time completely still, completely still as you fix your eyes upon this cloud that remains in constant view, knowing that there are other clouds in other places that are in constant view as well, appearing completely still. And now a soft still calm feeling steals down inside and you find you may absorb this feeling, just like a soft absorbent cloud within you that soaks up the feeling, saturating your very being with this comforting, floating, calm, deeply relaxing sensation. As you let go, you realize this is everywhere.*





## **Using Your Voice To Control Emotions: Tones and Pacing**

While the focus will be on the words themselves, you'll find that the tonality and pace of speech are very important when delivering language patterns. Please note that what is described here is specifically for English. Other languages have their own rules regarding voice tonality.

### *The Flat Tone*

Consider the words, "You will lift that bag." If spoken in a flat monotone then it simply describes what will happen, as if reading from a to do list.

### *The Rising Tone*

It begins to sound like a question when you say, "You will lift that bag" with a rising tone. This could be a question, or a statement said in a rising tone. A question is an acknowledgment of uncertainty, so even if spoken like a statement it sounds uncertain and weak.

### *The Downward Tone*

When spoken with a downward tone, "You will lift that bag" becomes an order, command or imperative.

An understanding of rising, downward and flat tones will give you a clue about how to modify the impact of the words you use. Perhaps you want to make a suggestion, but don't want to give it a strong impact. In that case you say it in a rising (questioning) tone. For example, saying "Maybe you can choose this path?" has a different impact than when said in lowering tones.

### *Pace of Speech*

The pace of speech has a stronger impact than one might think.



One way of noticing this is by speaking at the pace of your breathing. Begin by simply noticing your breath when not speaking. The length of the inhale will be as long as the exhale. When speaking we modify our breathing because we only speak when exhaling. Therefore, inhales will be shorter than the exhales. When we pace our voice to the natural rhythm of our breathing the attention of the listener is subtly altered.

When speaking there is a pause during the inhale which is usually not noticed, but tends to have the unconscious effect of creating anticipation. When it is followed by speech or the continuation of the sentence there is an unconscious sense of relief.

As you speak at the pace of your breath you are creating a subtle cycle of anticipation and relief in the listener. Anticipating your next words and feeling relief when they hear it.

That is quite a compelling power. When it is working you will most likely notice the face of the listener gazing intently and hanging on your every word without blinking.

Another example of pace of speech is often referred to as "the voice roll" that is very common among evangelical preachers. The pace of the voice roll is a bit faster than the pace of breath, but the effect is the same. Voice roll is usually delivered at the rate of forty-five to sixty beats per minute in order to maximize the hypnotic effect.

Listen to your own voice as you speak. Most people have a monotone voice even when passionate about the topic. Read a sentence aloud and change the tonality of each word. Read it with a questioning tone. Read it as if it were a command. Notice how the tonality of your voice impacts the meaning of what you are saying.

### **Exercise**

Listen to your own voice as you speak. Most people have a very monotone voice even when they are passionate about what they are speaking. Pick a sentence to read aloud and change the tonality of each word. Read it with a questioning tone. Then read it as if it were a



command. Begin to notice how the tonality of your voice can impact the meaning of what you are saying.



## **The Parts Pattern - Creating Another Personality**

This first pattern should be easy because it requires only to understand a concept. You don't have to memorize anything word for word (but you can if you want).

To understand The Parts Pattern consider that we all have "parts" within us. There is a part that finds learning patterns interesting, even fascinating. You can recognize it as the part that made you buy this book. With this part now awakened you can notice a growing interest to learn. As you learn more patterns and how to use them this part comes alive and grows stronger and stronger until it becomes so overpowering you have to go out and see how they effect people.

Now, I just made that last part up but it's very likely that you noticed it had an effect.

The secret of "parts" creation is to realize that when you name something it becomes real. When you start to describe it, it comes alive. It is sort of like that childlike part of you that is curious to learn more. Before you read that last sentence there was no "part" there, and after it was described your mind began to connect the dots so that the "curious childlike" part began to come into awareness.

Step one - name a part.

Step two - describe it.

The part could be the part that becomes fascinated, or the part that ignores the unimportant, or the part that becomes remorseful or depressed (if part of a "dark" pattern). Let's now make these examples come alive:

*Interesting things happen when you notice something that you recognize as interesting. It's like there is a part of you that becomes fascinated and it locks into whatever you're focusing on. When it comes alive it's almost like you close off all your awareness of the surrounding world and it's just this one subject that commands all your attention and*



*you can't ignore it. In fact, as much as you try to turn away it just draws you closer.*

*When you have a clear idea about what's important and you focus on it there is another part of you that begins to take everything that doesn't matter and pushes it away. Have you ever noticed how as soon as your attention becomes aware of a trivial distraction it shrinks in your mind and screams "FOCUS!" and snap, you're right back on what really does matter? All you have to do is realize that what you're doing is important and this part gets ready. This part that ignores the unimportant will take what really matters and makes it grow bigger and brighter in your mind so that nothing will distract you and the more you try to turn away the more important these things become.*

*There is a part inside your mind that knows when you've done something wrong. It's the part that feels guilt and quickly tries in vain to push it away, but only makes it more glaring, noisy and sharp in your mind. Again and again it comes back, even when you sleep, and the more you try to suppress it the stronger it becomes. Finally it becomes so strong that you do everything in your power to avoid sleep because of the guilt that grows stronger like a cancer weighing you down. Even in those moments when your mind is free of the guilt this part of you is plotting to remind you of what you did. You'll never outrun it. You'll never even outlive it.*

If there is one part that does something, then there can be others that have other functions. One part could activate another part, and all you have to do is describe how they interact with each other. Here is an example with a part that feels depression and a part that takes action.

*Sometimes there is part of each of us that makes us feel down. For some people it only pulls them down further and further and a lot of*



*people get stuck there. But there is another part inside that pulls you into action and straightens you spine and paints a clear path focuses on simple and doable tasks. It's the first part that calls the other into action and keeps you going no matter what.*

One can darkly create two parts that loop back on each other. The first is the part that gets confused. The second is the part that feels fear and terror. One causes the other, creating a loop in which the person either feels confusion or terror. The only option is to leave the thought. The only use of this is to create amnesia to a specific thought. When the thought comes up the confused part comes alive. The confused part then awakens the fearful terrorized part. They cycle back and forth creating discomfort no matter what, until the subject stops trying to think about the suggested topic. This is a sure prescription for neurosis.



## **Give Them Exactly What YOU Want. Presuppositions**

To presuppose something simply means that what you want is going to happen and you demonstrate that belief in your words and actions. This is the linguistic equivalent of an assumption. In other words, presuppositions are not directly stated but assumed within the language. For example, by using the following words one can presuppose that something will happen or has happened automatically: automatically, continuously, spontaneously, steadily, instinctively, almost magically, constantly, even without thinking, second nature, unconsciously, involuntarily.

"Before you automatically open the refrigerator door, you should hold your nose." This presupposes that the refrigerator door will be opened without resistance, and that something smells bad inside.

As an exercise, write three sentences that presuppose that something you want is happening automatically. Likewise, by using the following words one can presuppose something is true, factual and proven: actual, actually, absolute, genuine, self-evident, unimpeachable, real, really, true, truly, obviously, fact, factual, certified, proven, authentic, valid, verified, unquestionable, undeniable, definite, irrefutable.

Thus the following sentences presuppose something about this book and the person reading it...you.

*By studying this material you'll steadily appreciate the absolute depth of the authors insights.*

Here the presupposition of "steadily appreciate" emphasizes that



you will be appreciative, and it is not questioned because it will happen steadily.

*The irrefutable commitment to learn is the self-evident key mark of the people who read this material.*

Here, the commitment is presupposed because it is described as irrefutable.

### **Presuppositions of Permanence**

There are many benefits to presupposing permanence. If you want a long term customer, enduring satisfaction, or for someone to feel a long lasting feeling then presupposing these indestructible qualities has value.

You can suggest moving towards permanence. In other words convey how the results and the help you'll give your customers and clients will be permanent or long lasting. You can also suggest moving away permanence. This is where you suggest that the pain they're in will persist, and will be permanent unless they let you help them. Suggesting all the permanent problems they'll get by dealing with your competitors is also a lot of fun.

As a dark application you can suggest that all their guilt, shame and fatigue be lasting and permanent.

Here are some useful words for presupposing permanence: lasting, remaining, stable, secure, staying, indestructible, endless, non-stop, stay with, year after year, day after day, long term, continuing, eternal, ceaseless, constant, enduring, persistent.

Note, for everything that you can presuppose don't forget that you can also imply it and simply say it straight out as well. A presupposition might be, "do you know any other provider with such a dedication to long lasting customer service?" An implication might be, "our



commitment to customer service began 50 years ago when the company started, and it's part of our mission to continue to improve in that area." A direct statement might look like this, "we have a commitment to customer service for as long as you have our products."

As powerful as presuppositions are it's important to note that linguistic presuppositions alone will not get anyone laid. Presupposition patterns like "as you continue to focus your attention on me banging you..." just don't pull much weight. This is where you should make some further distinctions.

First, if you're using language to bring someone to arousal and have sex with them the linguistic presuppositions should be on the ease of feeling certain emotions and feelings in the body, and not the act of sex. For example, "It's amazing how just by thinking about it a person can begin to naturally feel an ongoing sense of comfort. Have you had a chance to notice how quickly that feeling of connectedness follows a persistent sense of ease when you're talking to someone?"

In the area of seduction there are some mental beliefs that you should presuppose that will help you. These are the Foundational Beliefs mentioned earlier. Just another good reason to go back, read them and make them a part of your personality.

#### **SOME WORDS YOU CAN USE:**

*lasting, remaining, stable, secure, staying, indestructible, endless, non-stop, stay with, year after year, day after day, long term, continuing, eternal, ceaseless, constant, enduring, persistent, etc.*

#### **Notes on presuppositions:**

For everything that you can presuppose don't forget that you can also **imply** it and simply **say it straight out** as well.



### **Presuppose**

Do you know any other provider with such a dedication to long lasting customer service?

### **Imply**

Our commitment to customer service began 50 years ago when the company started and it's part of our mission to continue to improve in that area.

### **Saying is Straight Out**

We have a commitment to customer service for as long as you have our products.

### **Limitations of Presuppositions**

As powerful as presuppositions truly are it's important to note that linguistic presuppositions alone will not get anyone laid. Presupposition patterns like *"As you continue to focus your attention on me banging you...."* Just don't pull much weight. This is where you should make some further distinctions.

First, if you're using language to bring someone to arousal and have sex with them the linguistic presuppositions should be on the ease of feeling certain emotions and feelings in the body not the act of sex. For example *"It's amazing how just by thinking about it a person can begin to naturally feel an ongoing sense of comfort. Have you have a chance to notice how quickly that feeling of connectedness follows a persistent sense of ease when you're talking to someone?"*

In the area of seduction there are some **mental** beliefs that you should presuppose that **will** help you. These are the Foundational Beliefs mentioned on page 12. Just another good reason to go back, read them and make them a part of your personality.



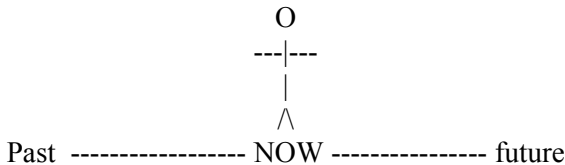
**Taking People on a Time Travel Adventure  
Verb Tenses of Past, Present and Future**

Using verb tenses to change people's minds is both very advanced and very simple because when you "get it" you can make dramatic changes in people with seemingly little effort. A good example of this is the perceptive cop who can tell a husband murdered his wife because upon integration at the murder scene he says "I loved my wife." instead of saying it in the present tense "I love my wife."

As we speak we are unconsciously using the verbs we've learned. These verbs have a verb tense that indicates if the action of the verb is in the past, present or future. Okay, so much for the review of grade school English. How can we apply this for persuasion?

The easiest application is in therapeutic settings where problems can be switched from being in the present to somewhere in the past, and solutions and resources can be moved into the present and available in the future.

To get a grasp on how to use verb tenses, let's think of how we perceive time. For most of us we are familiar with a "time line" with "the past" in one direction and "the future" in the other direction and "now" being where you are standing on the time line.



So someone is talking to you and you want them to do something but they have an objection, or if you're in a therapeutic setting the person is talking about a problem that they have. If the problem is present they



will be talking about it in the present tense.

Notice how the experience of the problem/objection changes as the verb tense changes.

I procrastinate. (Present Tense)

I procrastinated. (Past Tense)

I will procrastinate. (Future Tense).

Now notice how your experience changes when the present participle form (-ing) is added.

I am procrastinating.

I was procrastinating.

I'll be procrastinating.

For many people adding the -ing makes the procrastination more real and "present," regardless of when it will happen.

The procrastination can be made to feel more distant by using the past perfect.

I had procrastinated. (past perfect)

This makes the action feel as if it is not only in the past but completed and, perhaps, not likely to be repeated.

I had had procrastinated. (While this may not seem completely grammatical, the effect is significant).

I have procrastinated. (present perfect)

Present perfect indicates that now the procrastination has ended.



I will have procrastinated. (future perfect)

The future perfect indicates that at a time in the future the procrastination will reach a point when it ends.

So, using this knowledge one could take a problem that someone states in the present tense and begin to talk about it in the past perfect tense as if it were over and done with. Then they could imagine a response or reaction that works better and talk about it in the present and the future.

Person A: I notice that every time I want to talk to a girl I get nervous.

Person B: So, you have had a habit of getting nervous, right?

Person A: Yeah.

Person B: What would you rather be feeling now instead?

Person A: Confidence, I guess. Yeah excited confidence.

Person B: Hmm...okay, so you know what excited confidence would feel like?

Person A: Yeah I think so.

Person B: So you probably can remember a situation where excited confidence was present?

Person A: Yeah, when I was competing in debate in high school. I was very good.

Person B: Can you remember that feeling now?

Person A: Oh yeah!

Person B: When you're feeling that feeling now, how do you notice it in your body and how you move?

Person A: My mind is quieter. I stand taller. I feel like...I'm in control.

Person B: You do, don't you?

Person A: Yeah!

Person B: Now, what would it be like at that time in the future, now, when you see a girl you want to talk to and you feel this excited



confidence pull you into action? It feels good doesn't it?

This is a hypothetical conversation, and not all changes can be done so quickly. After all, mind control and persuasion is an art not a science.

In a conversation with a friend ask, "what is a limitation you would like to overcome?" and begin to speak of it only in the past tense and past perfect tense. More importantly, assume it is in the past and over with.

Next ask, "what resource would you rather have instead of that limitation?" With their response begin to revivify the resource, asking them to remember (now) what it feels like and describe it. Then follow by speaking about the resource as if they have it now in the present tense and will have it in the future. You can covertly test how well you've done at the conclusion by simply asking, "do you think you know what to do now?" If they answer yes then you've done your job. To anyone listening it may seem like nothing more than a simple conversation but the effect is a dramatically therapeutic one.

Another exercise in covert use of time tenses is to first determine your outcome for the other person, and then what emotions and responses within them would facilitate that outcome.

Step 1. Elicit the emotional state. "Do you remember a time when you felt...?"

Step 2. Bring it from the past to the present. "What does that feel like?" and "that's a neat feeling, isn't it?" (put it in the present.)

Step 3. Use the verb tense to program that feeling into the future, or link it now to your outcome. "What would it be like at that time right now when you have a chance to decide on a widget that you see, and you feel that emotion right now? That has got to be a solid feeling, isn't it?"



Using verb tense can also be used to create problems, worries and doubt in others. All you have to do is take the good feelings and state them in the past tense, and state negative feelings in the present and future tense. In this black ops example the feelings of insecurity are reinforced.

Person A: I'm noticing I'm feeling more confident with myself when I talk to people.

Person B: Oh you had, hadn't you?

Person A: Well, yeah.

Person B: I remember you've been feeling uncertainty when you're around people. Do you ever find yourself remembering how heavy that feels?

Person A: No, not so much.

Person B: While you're feeling that doubt and insecurity right now, how do you know you will have never gotten rid of it?

Person A: You're an asshole.

When using this, and many, dark patterns you'll find that they will quickly alienate you but they can still accomplish your goal of creating doubt and insecurity.

As a final note on verb tenses, this is so powerful that it can accidentally be used to create problems. In fact, people do this unconsciously all the time by simply reminding others, "what about your fear of large crowds?" or "do you still have that problem?" Of course they mean well, but the effect is to make the problem real and present.

A very simple and formulaic way to do this process for therapeutic reasons is to first ask "*What is a challenge you're facing?*" and make sure the challenge is an internal state and potentially under their control. Then ask "*What state or emotion would you rather have instead?*" These two questions will give



you the challenge and the resource. To remove the challenge ask three questions that presuppose the challenge is in the past. *“So, you had had that challenge, right?” “And you remember having felt that challenge?” “Having remembered have felt that challenge in the past you then knew what it had felt like, right?”*

To put the resourceful response in the present ask three questions that presuppose having and feeling the resource right now. *“Because you’re mentioning this resource you know what this resource feels like and it feels pretty good, doesn’t it?” “And as you’re feeling this resource now it feels better, doesn’t it?” “Having this resource now present can really make a difference, agreed?”*

The final step is a sentence attributed to Richard Bandler that will lock it into place in the future *“What would it be like at that time in the future, right now, when you remember having had that challenge but now you feel that resource with you at every moment... that’s got to feel pretty good, doesn’t it?”*

After doing this process the most interesting response I’ve found is that when I ask “So is there really a problem?” they say “No, there’s no problem?” and they truly mean it!

### **Black Ops Variation**

Using verb tense can be done to hurt or create problems, worries and doubt in others. All you have to do is take the good feelings and state them in the past tense and negative feelings in the present and future tense.

When using this, and many, dark patterns you’ll find that they will quickly alienate you but they can still accomplish your goal of creating doubt and insecurity.



## **Time Distortion Variations**

By playing with tenses and with how people perceive time you can put them into a hypnotic state where there is no "now."

Think of time distortion as taking someone on a temporal roller coaster that goes from past to future to present in a seemingly chaotic order. A good example of this effect is the connection pattern that is introduced in the seduction community. The connection pattern is designed to create an emotional connection that seems as though it has been there forever. This eternal connection is created by riding the roller coaster of time distortion.

*Have you ever noticed what it's like when you really connect with someone? It's as if there is this cord of light that connects the two of you and that cord glows warm with the feeling of this connection. You can even imagine yourself, six months from now, still feeling this connection and you can remember back to this day, right now and remember when you first felt it.*