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in the shortest possible time. Doesn't get bogged down in why it works but certainly seems to. Of course you are just increasing motivation to change, it's unfortunately not magic. The change itself might not be instant but this helps kick start the process.

Instant Influence: How to Get Anyone to

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Do Anything Fast ...

By talking directly to the decision-making part of the brain, the subconscious mind.

In this book, “How To Get Instant Trust, Belief, Influence And Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind,” we will learn easy four- and five-word micro-phrases and

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simple, natural techniques that you can master within seconds.

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Step 1- The step is aimed at identifying the reasons for the change. Step 2- This step is aimed at gauging an individual's desire to

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transform on a measure of one to ten; where 1 designates a lack of desire to change while 10 shows a complete desire to change.

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The challenge was that he only had seven minutes to influence the half-inebriated

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patient. Pantaloni tackled this problem by asking the patients six specific questions. This questions-based approach is from his book, *Instant Influence: How to Get Anyone to Do Anything – Fast*, recommended by Entrepreneur.

This Is a Way to Influence Someone in

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Minutes - Camp Systems

A guy named Michael V. Pantaloni. He has a bunch of credentials like publishing articles in the New England Journal of Medicine and the Journal of the American Medical Association, so I read though...

6 Steps to Get Anyone (Yourself Included)

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to Do Anything Do Anything Fast

Sleuth of influence Polite, great service, is a win-win employment of the law of reciprocity. The customer appreciates your extra attention, feels good and also feels compelled to come back. Basically, Pantalon says, the best way to get what you want is to give it first.

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conversation with someone, there are four possible outcomes: You have complete success. Your influencee commits to making a change or to taking a step toward positive action. You'll follow up by making an action plan (we'll discuss that in chapter 9) and by continuing to monitor his progress.

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Instant Influence may sound simple, but

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doing it effectively is NOT simple, at first. The author's true-life examples show you surprising venues where this works, and useful ways to customize it. The phrasing of the questions, the importance of WHY, the need to reflect back your client's words in positive ways--these aren't intuitive.

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customers to use more of your products and services, encourage a loved one to engage in healthier habits, or inspire any change in yourself, renowned psychologist Dr. Michael Pantalon can show you how to achieve Instant Influence in six simple steps. Drawing on three decades of research, Dr. Pantalon's easy-to-learn

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Anyone can create changes both great and small in 7 minutes or less. This scientifically tested method succeeds in every area of work and life by helping people tap into their deeply personal reasons for wanting to change and finding a spark of "yes" within an answer that sounds like "no."

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to achieve Instant Influence in six simple steps. Drawing on three decades of research, Dr. Pantalon's easy-to-learn method can create changes both great and small in 7 minutes or less. This scientifically tested method succeeds in every area of work and life by helping people tap into their deeply personal

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reasons for wanting to change and finding a spark of "yes" within an answer that sounds like "no."

There are six simple steps in INSTANT INFLUENCE, as follows: 1. Why might you change? 2. How ready are you to change? (on a scale of 1 to 10) 3. Why

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didn't you pick a lower number? 4. Imagine you've changed - what are the positive outcomes? 5. Why are those outcomes important to you? 6. What's the next step? This scientifically tested method succeeds in every area of work and life by helping people tap into their deeply personal reasons for wanting to

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Why can't we convince others? And why won't people listen? We say great things to people. We offer great products to prospects. We share our vision and passion with others. And they don't

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believe us, they don't buy, and they don't share our vision and passion. We say great things, but people don't believe us or act on our message. Why? Well, we don't need more good things to say. Instead, we need to learn how to get people to believe and trust the good things we are saying already. It's not about the price. It's not

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about the salesman's breath. It is not about the leader's PowerPoint presentation. It is all about the magical first few seconds when we meet people. What happens? In the first few seconds, people make an instant decision to: 1. Trust us. Believe us. Or, in the first few seconds, people make an instant decision

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to: 2. Turn on the salesman alarm. Put on the “too good to be true” filter. Be skeptical. Look for “the catch.” This decision is immediate, and unfortunately, usually final. Tom "Big Al" Schreiter shows us exactly how to build a bond of trust and belief with prospects in seconds. How? By talking directly to the decision-

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making part of the brain, the subconscious mind. In this book, “How To Get Instant Trust, Belief, Influence And Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind,” we will learn easy four- and five-word micro-phrases and simple, natural techniques that you can master within seconds. Yes, this is

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You will learn the universal principles of influence, so you will be able to spot when people are covertly trying to manipulate you. If you want to influence your children

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or your boss, if you are looking for a partner, or more friends, or just more fun, these techniques will release your natural influence and charisma and get you more of what you really want. Use this system, and your life will change for the better in ways that you would never have imagined before!

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Why is it so hard to make lasting changes in our companies, in our communities, and in our own lives? The primary obstacle is a conflict that's built into our brains, say Chip and Dan Heath, authors of the critically acclaimed bestseller *Made to Stick*. Psychologists have discovered that

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our minds are ruled by two different systems - the rational mind and the emotional mind—that compete for control. The rational mind wants a great beach body; the emotional mind wants that Oreo cookie. The rational mind wants to change something at work; the emotional mind loves the comfort of the existing routine.

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This tension can doom a change effort - but if it is overcome, change can come quickly. In Switch, the Heaths show how everyday people - employees and managers, parents and nurses - have united both minds and, as a result, achieved dramatic results: • The lowly medical interns who managed to defeat an

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entrenched, decades-old medical practice that was endangering patients • The home-organizing guru who developed a simple technique for overcoming the dread of housekeeping • The manager who transformed a lackadaisical customer-support team into service zealots by removing a standard tool of customer

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service In a compelling, story-driven narrative, the Heaths bring together decades of counterintuitive research in psychology, sociology, and other fields to shed new light on how we can effect transformative change. Switch shows that successful changes follow a pattern, a pattern you can use to make the changes

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that matter to you, whether your interest is in changing the world or changing your waistline.

The acclaimed New York Times and Wall Street Journal bestseller from Robert Cialdini—“the foremost expert on effective persuasion” (Harvard Business

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Review)—explains how it's not necessarily the message itself that changes minds, but the key moment before you deliver that message. What separates effective communicators from truly successful persuaders? With the same rigorous scientific research and accessibility that made his *Influence* an iconic bestseller,

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Robert Cialdini explains how to prepare people to be receptive to a message before they experience it. Optimal persuasion is achieved only through optimal pre-suasion. In other words, to change “minds” a pre-suader must also change “states of mind.” Named a “Best Business Books of 2016” by the Financial Times,

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and “compelling” by The Wall Street Journal, Cialdini’s Pre-Suasion draws on his extensive experience as the most cited social psychologist of our time and explains the techniques a person should implement to become a master persuader. Altering a listener’s attitudes, beliefs, or experiences isn’t necessary, says

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Cialdini—all that's required is for a communicator to redirect the audience's focus of attention before a relevant action.

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accessible book, internet entrepreneur Sarah Prout reveals how anyone, with any level of experience, can build a successful online business and harness the power of influence with social media. She shares her tried-and-tested methods for networking and attracting subscribers and followers, debunks social media myths,

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road-tests a range of different business models, and gives you all the inspiration and power tips you'll need to get your online business—and bank account—thriving in no time.

Stand out in a sea of "average" and start achieving your goals Success is not only a

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