

15 Minutes to Becoming Extraordinarily Persuasive

What would you do if you could talk anyone into anything?

Would you get more out of your networking?

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What would you do if you could talk anyone into anything? Would you get more out of your networking? Negotiate better deals for yourself? Get your kids to clean the bathroom? Or would you have a little more fun and talk your way into a first class upgrade at the airport for free? Or talk your way out of a traffic ticket? Would your sales network simply be 2 or 3 times as big... or more? When you can persuade, you hold the keys to the universe. Anything you want

can be yours.

But who has time to learn how to get these big results? Not you, right? Wrong. Follow these rules and with 15 minutes of practice, you'll be well on your way to becoming extraordinarily influential and getting lots more of what you want.

Rule #1

Stop Judging.

We're wired to always be judging everything around us. This comes from millions of years of having to be highly concerned for our safety at every moment. In the developed world, lions and tigers aren't out to get us any more so it's safe to be non-judgmental.

Avoid pigeon holing people into whatever box you put them into.

Ask yourself what thought patterns are present to create their presenting behavior. Once you understand them, you can do what you need to do to change their behavior to something more beneficial to you (and them!).

Rule #2

Get Them Into an Open Position

People who demonstrate closed body language are creating thought patterns that are closed. Where the body goes, the mind will follow! So when you see someone with crossed arms or legs (or both), this is not the time to present your ideas you want them to buy into. Before you go into your sales pitch, get them to move out of their position. Give them something to hold like a drink or a pen, take them for a walk, or get sneaky and 'accidentally' drop something and get them to pick it up. Just do what it takes to get them to move and interrupt that negative pattern!

Rule #3

Nod Your Head Yes

People are wired to follow each other. That's how cultures are built. You can use this to your advantage. Remember, where the body goes, the mind will follow. And nodding your head means 'Yes!' You don't want to make yourself like a bobble head, but you can gently nod your head as you present your ideas and notice that they likely will begin to follow, putting themselves into a positive stage surrounding your ideas.

Need help? These tools are covered more in depth in my new Body Language for Profits system . It's available at www.BodyLanguageTrainer.com along with many free resources.

Traci Brown teaches strategic body language for unconscious persuasion in keynotes worldwide. She's a frequent guest on TV interpreting the body language of criminals and politicians. When you're ready, book Traci to speak to your team and get them performing at their best.



Traci is a high energy, high-content speaker who is sure to motivate, educate and entertain the audience.

She enjoys using the body language and unconscious persuasion skills she teaches in her presentations in all sorts of business negotiations, with personal clients and has even adapted the skills to talk herself out of an embarrassing number of traffic tickets.

Traci holds a business degree from the University of Colorado and is a certified master practitioner of Neuro Linguistics, Hypnosis and Hawaiian Huna.

Call to book Traci for your group today! [303-956-3693](tel:303-956-3693)