

How To Get Anyone To Like You... Every Time!



Brought to you by Matthew Doehring,
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To Picking Up Beautiful Women

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Dear Friend,

The fact is; we like, dislike or hate a person based upon a strict set of mainly unconscious processes. It is not a freak occurrence. The first process we'll cover is 'Law Of Association'.

Part I

By pairing yourself with pleasant stimuli a person will associate you with this pleasant feeling. This is often referred to as 'anchoring'. Here's an example...

You're at the local market and the attractive woman in line before you just wins \$500 with a lottery ticket. You, being the first person she sees after this

pleasant experience, would rate very positive in her eyes and she would be more receptive to anything you had to offer.

But on the other hand...

If this same hot woman is in line before you and the damn clerk informs her that her credit card was just denied she would rather knee you in the balls than say 'hello'.

In short, good or bad, you're a victim of circumstance. So, if you want to be liked by a particular person attempt to talk to them when they are in a good mood or, better yet, excited as hell about something.



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How do you tell if a person is in a good mood? A couple ways;

First, a person in a good mood will likely greet you with a full smile and with eyes wide open. If she greets you with a 'lips-only, no-teeth-showing' smile then chances are she's pissed off or her mind is far away on other things.

She's actually just smiling out of courtesy but doesn't really want to be bothered. Probably **NOT** a good time to ask her out for dinner and a movie.

Also, watch her eyes. When people are in a good mood they make more direct eye contact. When in a foul mood people look down or away avoiding eye contact.

Part II

The rules in Part II are a bit tricky because these tips to get someone to 'like' you are different than the rules to get someone to 'be attracted' to you. (Check out **The Ugly Man's Guide** for powerful attraction tips.)

Today, we are just going to discuss getting people to like you.

One of Mark Twain's famous quotes is...

'familiarity breeds contempt'.

Or, in other words; the more someone gets to know you the better the odds that they won't like you.

Look, I love Mark Twain but in this case, numerous studies indicate that he is dead wrong. The fact are repeated exposure to a person often leads to a greater appreciation and liking **AS LONG AS** the initial reaction was positive. (See Part #1)

Now this fact is true for anything, a person, place, product, etc... the greater the exposure, the more positive the response.

This is why multi-billion dollar companies so often just advertise a picture of their product with no wording. The more the product is exposed to us the more we will like and accept it. This factor of human behavior is so powerful that even letters in our name are more attractive than any other letter.



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In a nutshell, the more you're around someone chances are you will grow on them and they will like you.

Again, this is only if you want people to LIKE you. If you're looking to 'ATTRACT' someone the rules are 180 degrees different.

Part III

Common sense and numerous studies have proven that people like people who like them. No big deal, right? We find out someone thinks well of us and we, often unconsciously, find that person more likeable as well.

The logical solution then, if you want a particular person to like you, is to let it be known to them, either directly or by a third party, that you respect and like them. Like magic, more often than not, that person will begin to like you.

Now what happens if you discover that a person does not like you through no fault of your own? Its ok, it happens.



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The key is to **NOT** go overboard and make this person your new best friend in an attempt to 'win her over'. Studies have proven that if a person starts out not liking you but gradually comes around to liking you she will eventually like you more than if she had liked you right from the beginning.

Did you follow all that?

Bottom line? You have two choices if you find out someone doesn't like you can a.) live with it (my choice) or b.) let it be known that you like and respect that person. Chances are good their attitude towards you will change once they are aware of your opinion of them. And they may like you even more.

Part IV

I have news for you. Opposites do **NOT** attract.

Truth is, we actually like the people more who are similar to us or have similar interests. Sure, we may find someone interesting because they are so different from us but it is the similarities that generate mutual liking. Like attracts like.

So a good strategy to get someone to like you is to talk about what you both have in common. Sports, hobbies, TV shows, you name it. Just find a mutual interest.

On the same note...

You've heard the term 'comrades in arm's', right?

In essence, people who go through a life-changing situation together often create a significant bond. Soldiers in battle, earthquake survivors, bank robbery victims, fraternity pledges, cancer survivors etc... usually develop strong friendships.

Even if the exact event wasn't shared but something similar was often a strong bond will form. The 'he understands me' perspective kicks in and this generates warm feelings.



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We all want to be understood and who better understands you than someone who has 'walked in your shoes'. Listen when people talk and you will hear many facts about their lives that will open the door for you to bond with them.

Part V

Did you know that how someone feels about you is greatly determined by how you make her feel about herself?

I'm sure you've noticed how stress free and pleasant it is to be around someone who is kind and complimentary. These people are a joy to be around. They make you feel damn good about just being you.

On the other hand...



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Have you ever been around a person who finds fault in everything and everyone? Spend five minutes with this jackass and you want to stuff a fist in their mouth.

These people suck the life out of you and everyone else in the room. Don't be this person.

But don't go overboard with stomach-turning, butt-kissing flattery, either. This is transparent to all and makes you look like an ass. But a sincere warm compliment on someone's appearance or a slap on the back for a job well done will go a long way in making you a likeable guy.

Part VI

When two people are 'in sync' with each other the conversation is more likely to be comfortable and positive. Rapport creates trust which builds psychological bridge between you and the person you're talking to.

Just as we tend to like people who share our interest we are also unconsciously driven to like people who appear as we do. Often defined as

'mirroring and matching' there are a couple of strategies you can use to build a rapport with someone you're trying to win over. First, matching a person's posture and movements. If you're talking with someone and they have their hand in their pocket, put your hand in your pocket. If he makes a gesture with his hand, wait a moment so as not to be obvious, and make the same gesture with your hand.

Pretty simple stuff but very powerful. Now for the second way...



"Let's get something straight. I am a **jerk**. I am obnoxious. I am lazy. And I don't care, because I am FILTHY RICH. I am much too important to even be sitting here writing this right now...."



Who the hell am I?

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Match the person's speech rate. If she's talking in a slow relax way you do the same. If she's speaking upbeat and quick do the same without appearing obvious.

Again, simple techniques but very effective.

Summary: Build a psychological bridge and establish rapport by matching the person's gestures, rate of speech, vocal patterns, etc.... But be discreet and discontinue 'mirroring and matching' if you believe the person is wise to your tactics.

Part VII

Did you know that when we do a person harm, we are unconsciously driven to dislike that person? That's right, numerous studies have shown, believe it or not, that people dislike others more **AFTER** they do them wrong.

Why is this? Not to tap too deep into 'cognitive dissonance theory' but basically we are uneasy with ourselves when we do something that is inconsistent with how we see ourselves.

In order to ease our internal conflict, we rationalize our deviant behavior to ease our pain and convince ourselves that the person deserved it. Because, after all, 'I'm a good person and there is no way I could do such a thing unless they deserved it.'

We humans are a funny breed. But there is a bright side to this that you can use to your advantage...

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Although we dislike a person more whom we do harm to, the opposite is true as well. We LIKE someone more after doing something nice for them. If we do someone a favor, positive feelings are generated toward that person.

Now here's the trick...

Get the person whom you're trying to attract or sway to do a small favor for **YOU**. Too often, we make the mistake of doing nice things for people in an attempt to get them to like us. Although the person may be appreciative, it won't make them like you more although you may appear more likeable.

It's a subtle but important difference but you want a person to have kind feelings for you not just believe that you are a kind person. This can be accomplished by her doing for you **NOT** you doing for her.

Summary: Let her do a simple favor for you so she will create an unconscious motivation to like you. But make sure that favor is not done under pressure or out of a sense of obligation.

Part VIII

When you do something stupid, boneheaded, or clumsy, in public how do you act?

Do you attempt to pretend it didn't happen and hope no one noticed? Or do you laugh at yourself and accept the fact that you do screw up every now and then. I hope, for your sake, it's the latter.

Studies indicate that people enjoy and respect those who do not take themselves too seriously. We gravitate toward people who are not self-absorbed, egotistical asses.

Now don't get me wrong, guys and girls equally like and are drawn to people who are confident and self-assured. People want to hang with people who know what they want and where they are going in life. No doubt about it.

But people like to have fun, too. And we know in our heart, that a confident person does not feel the constant need to let the world know how great, perfect, and important he is. The world will find out for itself.

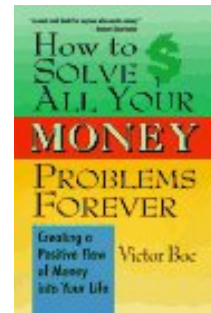
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The arrogant, bragging, never-does-no-wrong jackass (and we all seem to know one) is actually a person who is severely lacking in confidence and self-esteem.

In this person's attempt to portray an image of 'cool' and 'in control' in an embarrassing situation, the reality is that people see a 'false confidence', a

phoniness, that is a real turn off. By pure human instinct, we are uninterested and definitely unattractive to this putz.

By contrast, those of us who can laugh at ourselves and acknowledge faults and mistakes as we attempt to achieve in life shows the world that we are confident. This is a very attractive feature to friends and mates alike.

Summary: Simple. People love confident people. Show your confidence by not denying the fact that you're human and prone to a mistake or too. Laugh at yourself and don't take yourself too seriously.

Part VIII

In several of the previous lessons, I've often mentioned how we like people who are similar to us or have shared the same or similar experiences. There is one exception that will trump all other rules.

No matter how similar to someone you are and no matter what life experiences you shared if you carry a pissed-off, pessimistic, 'why me?' attitude you will not have many friends or lovers for long.

People, as a whole, seek and admire those who are positive and upbeat about life. In fact, we are drawn to these people and feel the need to do good things for them. And, deep down, we despise those who are constantly complaining about somebody or something.

Think about the people in your life who you can't stand to be around. Chances are they are not real positive people. A positive attitude, like confidence, will turn you into a superhuman magnet for attracting people and getting them to like you.

But I know what you're thinking...

"Misery loves company!"

And you know what? You're right.

Miserable people do like to be around other miserable SOB's who are just as annoyed with life as they are. But the fact is, they do NOT LIKE these people more.

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Yes, a person who is in a pissy mood often wants to bond and complain with another miserable person but the moment that person is in a good mood they will abandon their poison pal. They never enjoyed the person just enjoyed sharing the same attitude.

Summary: Crank up your PMA. (Positive Mental Attitude) People are drawn to those who are excited, passionate, and just damn happy about life and being alive.

I do hope you enjoyed this report!



Matthew Doeing
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