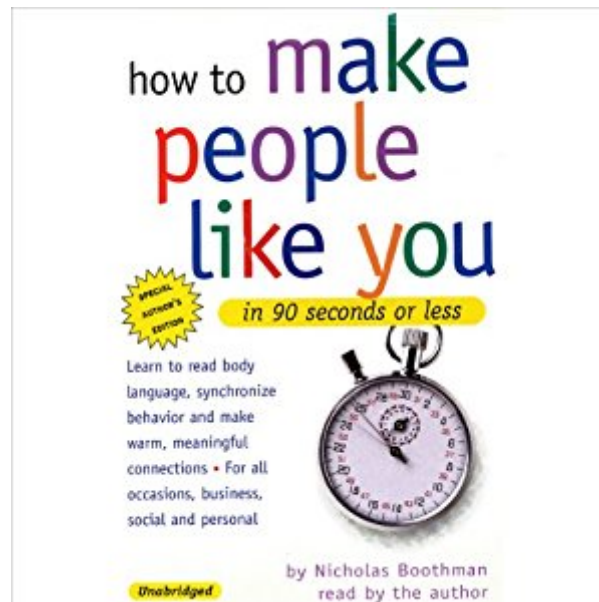


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# How To Make People Like You In 90 Seconds Or Less



## Synopsis

Yes, it really works: Nicholas Boothman's breakthrough program of "rapport by design" really does show you how to make people like you in 90 seconds or less. Now it's available in paperback, with a newly created workbook section based on the author's hundreds of workshops. Whether selling, managing, applying to college, looking for a job-or looking for a soulmate-the secret of success is connecting with other people. Nicholas Boothman shows exactly how to make the best out of any relationship's most critical moment-those first 90 seconds that make up a first impression. Armed with his program, readers learn how to establish immediate trust by synchronizing voice tone and body language; the power of a Really Useful Attitude; and how to get people talking and keep them talking. He discusses eye cues, the magic of opposites attracting, and sensory preferences-some of us are Visual people, others are Kinesthetic (responding most to the sense of touch), and a few are Auditory. So when you say "I see what you mean" to a Visual, you're really speaking his or her language. --This text refers to the Preloaded Digital Audio Player edition.

## Book Information

Audible Audio Edition

Listening Length: 3 hours and 12 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Listen & Live Audio, Inc.

Audible.com Release Date: March 3, 2004

Language: English

ASIN: B0001V4ZTA

Best Sellers Rank: #35 in Books > Self-Help > Relationships > Friendship #201 in Books > Audible Audiobooks > Health, Mind & Body > Family & Relationships #220 in Books > Business & Money > Skills > Communications

## Customer Reviews

This book is one of the simpler and easier to understand of the many books that introduce Neuro-Linguistic Programming techniques. It is also a little more original in that it does not simply repeat the ideas of Drs. Richard Bandler and John Grinder word-for-word as so many of these books do. The author has studied under Dr. Bandler (as have I) and is a Licensed NLP Master Practitioner. If you already know NLP, you can skip this book. If you do not yet know NLP, this is a good introduction for those who have trouble making in-person connections. NLP is based on

observations of how people open themselves up to receive communications from others. Basically, we each have thinking habits that mean we consider subjects in different ways and sequences. When we come upon a way or sequence that is different from ours, we close up and pull back. When we come on one just like ours, we feel relaxed and open, and the message sinks in both consciously and unconsciously. Students of perception estimate that the words you use are less than 25 percent of the communications that are received from you. Your body motions are the primary means of communicating. Your intonation is also important (take time to sound pleasant). The author focuses on the fact that impressions are formed in the first 10 seconds or so when we meet someone. He encourages us to open ourselves up physically (hands open, coat unbuttoned if you have one on, relaxed), look the other person in the eye, beam (like you are shaking hands), say Hi! with a positive attitude, and lean towards the person. These are universally interpreted as being genuine indications of interest that are perceived by the other person's subconscious mind, and the other person will almost always respond in kind.

This is a great book which can help make people like you in a very short time. I found it in a Book Exhibition, and decided to buy it since the title attracted me. It's really useful when you learn how to attract attention of people which is very important in our daily life. This book is concise, user-friendly and uses simple language for conveying the author's message. Part (1) is an introduction about the importance of the first impression. There is an old saying which is true most of the time (The first impression is the last impression.) All what you need is to adopt a positive attitude, make sure your words, tone, and gestures are in harmony, and use your gift in organizing your speech to maintain an attractive conversation by using open-ended questions to try to discover what the other person likes. Part (2) focuses on the first 90 seconds for establishing a rapport. As Mr. Boothman said, the key to establish a rapport with people is to learn how to be like them. Part (3) is talking about the secrets of interactions. I was amazed when I learned that some people rely on visual cues, others on auditory or kinesthetic (touch) input. You just should try to discover what the other person prefers and use it to your best advantage! After doing the exercise to determine my favorite sense, it came out to be (Visual)! The author gives us some exercises for determining the characteristics of the people whose favorable senses are visual, auditory, and kinesthetic. Keep in you mind that your reward at the end will be the acceptance of the other person for your personality. However, I agree with some reviewers that there are few points which were not clarified in this book: 1. emphasizing on general appearance. 2. exploring coversational techniques. 3.

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