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Intimate Communication Education

# Intimate Communication

INTIMATE COMMUNICATION EDUCATION

# Intimate Communication v1.22

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## **About this e-book**

It takes more than enthusiasm and a desire for love to build a successful relationship. Iconiso is committed to helping individuals succeed through optimized communication skills and clear partner-location strategies. By following some simple principles, you can develop intimate communication skills that will enhance your ability to build a successful personal relationship.

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## **About Iconiso**

Established on February 14 at the beginning of the new millennium, Iconiso is an Intimate Communication (IC) education provider. Iconiso provides IC training for every person and every relationship. Our training is unique, comprehensive and affordable. We use state-of-the-art knowledge based on proven techniques.

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## RECOGNITION

The first step on the path to Intimate Communication is to recognize the person you are looking for.

**E**ach of us knows in our heart that there is a perfect partner for us somewhere in the world. Usually we ask ourselves, “Where is that person?” when really we should first ask, “Who is that person?”.

There are three kinds of communication: conscious, subconscious and the bridge or zone between them. For true empowerment we need access to all areas. Couples who are in love reach a deep state of understanding about each other, but they begin simply by talking.

ICON KEY	
	Valuable information
	Writing exercise
	Reading exercise

The talking goes on for days, months or longer. During this time they test each other and communicate in many different ways, sharing information about each other, until the “chemistry” of love is triggered. In this course you will learn the skills to make that happen. However, just using our conscious understanding of what we want in a partner is not quite enough, but it’s a good start. If we combine that with a deeper, subconscious understanding we can begin to create an accurate profile of our “perfect partner”. The zone between the conscious and unconscious is where you can take control and establish Intimate Communication with the partner of your choice. It’s like a symphony: the musical score is the subconscious part, the members of the orchestra are the conscious and the conductor is in the zone, triggering the music that fills the hall. It’s also the place where you can understand who your perfect partner is by entering in to the zone personally. It is most accessible when you are waking from sleep. As you sleep and dream, the subconscious has full reign, creating a world of seemingly mysterious narratives that are very different from the world of the conscious that is filled with the flotsam and jetsam of the everyday world and its distracting narratives. You can train your mind to enter that

world in between where you can make sense of both the communication structures within the conscious as well as your subconscious narratives. 'The man of your dreams' is just that: he is created in your subconscious dream world over your lifetime and recognized in the real world that is controlled by your conscious. It is within the zone that you can gain true clarity of understanding about him.

Relaxing on a beach in Australia, Sara was taking a well-earned break. She was reading a book on anthropology and her friend Sophie was listening to her MP3 player. Even though Sara was a successful professional with a wide circle of caring friends, she was seeking one thing alone in her life to create fulfilment: a loving partner. She put down the book and sighed.

"Sophie," she said, "why am I so unlucky?". Her friend unplugged herself from her player and looked at her with astonishment.

"What do you mean? You have a great job, loving friends and family..." Sara looked depressed. "I know that, but I was watching you last night in the bar and you have something that I don't seem to have. You know what I mean? You were standing talking to that guy and you were just getting on so well. I really don't mean to be rude, but you're not the prettiest girl in the world". Sophie nodded. "I know what you mean. To be honest, I'd say most people think I'm kind of plain. But that doesn't matter. You don't have to be pretty to get a guy to fall for you."

"But how do you do it?" Sara asked. "It's pretty simple really and I can teach you if you want. I kind of learned it at a course I went to once for work. Remember when I was working for that sales place? Well they sent me on a course to increase my sales skills. I wasn't really into it much until I saw it starting to work, and then I realized that the same techniques could be used to make guys more interested in me. Suddenly I became more motivated. They showed us a whole bunch of techniques, but there was one thing I came to understand. It works with the opposite sex because communication is the medium of love. The process of love and falling in love starts with communication. But enough of that," Sophie said. "Someone once said, 'There's genius in action'."

"Come on, let's do something positive about this love problem of yours. We'll make a list". Sara was intrigued. "What sort of list?" she said. "Well, you make a shopping list when you go

shopping, don't you? You're looking for a partner so it sounds like you need a partner shopping list. Let's start with your perfect partner's nationality. Is he Australian, American, or something more exotic?"



#### Writing a Partner Shopping List

The making of a list is a positive beginning to understanding who it is you are seeking. Below you will find links to exercises on the main web site. You will need to have an active internet connection to complete it. All you need to do is simply click on the butterfly icon and complete the exercise in your own time, then return to this point to continue the course.



### Partner Shopping List

## MAKING YOUR PERFECT PARTNER “REAL”

“Okay,” Sara said. “What now? I’ve got a list, but I’ve done this sort of thing before. Any online dating service asks the same sort of questions then they match you up with someone. Big deal.”

“Don’t fade on me, girl,” Sophie said. “I said it was just a start. The next thing is to start turning that fantasy of yours into reality. That is, take the points that you have written down and turn them into a narrative, a story. Use the shopping list to make a “real” conversation. I want you to pretend that you are having a conversation with your perfect partner. Imagine that you are somewhere that you could really meet this person. Anywhere at all will do. It’s your story after all.”

“How about here?”

“Perfect. You’re on the beach, reading your book, and a staffmember asks everyone to get out of the water because there has been a shark sighted off the point.”

“I like it.”

“All the guests come out of the water and sit on the sand or go back to the hotel. One guy comes over near you and asks if anyone is using the chair next to you. You smile, he sits down

and you start a conversation, because that's the beginning of every new love."



#### From Shopping List to Conversation

The next step is to simulate a conversation between yourself and the partner you want to meet. It's a form of visualization and with this exercise you visualize yourself being with him. It gives you a goal to work towards and is the same technique as visualizing yourself being confident before a meeting. It activates your subconscious success skills. Then, when you enter the meeting, you are already halfway to making the meeting a success. Below you will find links to exercises on the main web site. You will need to have an active internet connection to complete it. All you need to do is simply click on the ladybug icon and complete the exercise in your own time and then return to this point to continue the course.



### Perfect Partner Conversation

Each person thinks in a different and unique way. We learn from our parents, friends, colleagues and every other person we come across during our lives. All of us learn the same way though: we learn by mimicking or copying the actions of others. This starts from birth. We mimic the actions of our mother. When she smiles, we smile. What she does, we follow. We learn to crawl and then to walk and we do it all through imitating others around us. Mimicry is the basis of learning. As we grow, we have a view of the world based on our unique view of it. Of course, there are fundamental instincts that we need to address, like hunger or thirst, but largely our behaviour is learned from other human beings.

"It's all quite simple, really," Sophie said. "Everybody sees the world in a different way and we learn by copying the way other people do things.

"Okay, now that you have a rough understanding of your perfect partner, the one you are really seeking, you have to understand how he sees the world. It's the same for every guy I come across. I figure out how he sees the world and then I become part of his world through language."  
Sara looked a bit puzzled.

"Let me give you an example," Sophie said. "Let's say there is a ram raid on a sports goods shop. The robbery takes place in broad daylight and there are six or more eyewitnesses.

"When the police arrive, they interview the eyewitnesses and get six different versions of the event. Each one of them has a different perception of what happened. The descriptions of the robbers differ and so too do the descriptions of the getaway car. However, the majority of the witnesses agree on the colour of the car, if it is a common colour, like blue. Although, even a simple thing like colour can be described very differently by different people who speak different languages. Anyway, we all have a different representation of reality that we mould to relate to our perceptions of that reality.

"I remember hearing of a very clever robbery once that was committed with an understanding of this process," Sophie continued. "It was a ram raid on a shop. The witnesses agreed that the car that rammed the front window was a blue sedan. It sustained major rear-end damage during the raid. Even though the car was well identified and obvious, the robbers were not caught. Later that afternoon the police found the car from the raid, which had been neatly parked in a parking lot nearby. Another witness had seen the robbers park the vehicle. What they had done was to steal two identical blue sedans. After the raid, they swapped cars. The last thing anyone was looking for was an undamaged blue sedan.

"All the eyewitnesses had individually processed the information and created mental models of the event. All of them had certain patterns of awareness, visual ability and personal actions that shaped their behaviour during that experience. Those people each had a pattern for the sensory input, or experience, they then mentally, emotionally and physically stored that information in a certain way and then, when interviewed by the police or journalists, released the output of it all, which we call behaviour, as a specific pattern. That is why those robbers were so clever, and so successful. They understood the patterning process of both the eyewitnesses and the police and took advantage of it. They understood that some of the eyewitnesses were tuning out information while others were twisting it and everyone was pigeonholing parts of it. Those robbers were aware of it without even knowing it.

"They knew that people can see the same things differently but they also knew that people will jump to conclusions."

The world exists as a large, complex structure of millions of living beings and events. We can never fully comprehend the world, only parts of it. We only ever experience a tiny proportion of it at any one time. We all create our own world within that larger world and it is our view of the world, not the world itself, that makes us behave in the ways that we do.



#### Patterns of Experience

Life is a complex business and you will never meet anything more complex than another human being. We all have subconscious systems of activity that are patterns of experience and behaviour. We use them to deal with the complexity of life. We use these systems to

act in an appropriate way, organizing our observations and sensations to structure our behaviour.

In other words, a human being's behaviour, is largely imagined. That's not to say that there aren't real things that happen to us, it just means that so much of what we do comes from our imagination and how we imagine our world to be. These seven ways of seeing and being in the world are what makes us what we are.

- 1. Sensation**
- 2. Imagination**
- 3. Patterning**
- 4. Bricolage**
- 5. Tuning**
- 6. Recognition**
- 7. Fusion**

We all learn from experience and patterns assist us to do it. Patterning can be a good or bad thing, depending on how it is used or its context. It's a type of social shortcut. If you imagine an African waterhole where animals go to drink, there are certain ways of reaching the waterhole that are the most effective ways of getting there. Over time, they become paths and the animals use the paths to reach the water safely. The mind works in a similar way. There are cortical pathways that are the most efficient or direct way to achieve a particular outcome. We establish ways of thinking that we learn from others, just as a young gazelle might follow its mother down a certain pathway to drink. We pigeonhole that information, putting it in a sort of mental box, where it can be accessed and repeated easily. That's

the good aspect of patterning. The negative aspect is that the lion also learns that information and recognises that the pattern of behaviour will be repeated by the gazelle again and again. But it all starts with the senses. The gazelle smells the water then imagines a waterhole based on patterns it has learnt. It tunes its understanding through its senses to locate the source. When it arrives at the waterhole it recognizes it through its senses. The fusion takes place when it drinks the water and all the elements come together. And it forms new patterns by using the process of bricolage, where parts of other things are put together to form a new pattern.

"And this is the sort of stuff I learned at the sales course I went to," Sophie continued. "Of course they applied it to selling things. You know, the customer was the gazelle and we were meant to be the lions, but a funny thing happened. It was a weekend retreat thing and, to be honest I hadn't been paying too much attention, and I found myself dining alone in the restaurant, which had a little bar attached to it. I was sitting there daydreaming away about all sorts of things and I found myself watching this couple at the bar. I realised that she was doing everything that they had been talking about and then it hit me: the same techniques can be used to kind of 'sell yourself' to someone else, like a cute guy you meet in a bar. But it actually goes further than that."

"Tell me more," Sara said. "I'm starting to get interested in your anthropological approach to the opposite sex."

"Yeah, I suppose you could call it that, because that's how you see the world. I like to think of it as communication, only on an intimate level. So I'll start with the basics.

"Patterning is a way to take a series of events and make them in to one thing that can be categorized and used. This allows us to more quickly and effectively process the information. When an event happens we find the closest matching structure that we've pigeonholed and use that. If it doesn't work, we modify it and if we change it a lot we might put those events in another pigeonhole. For example, if I mention mobile phones, you will begin the process of patterning related to mobile phones. You have already created a mental image of a mobile phone, your mental structure, even though I haven't mentioned a specific type of phone. You have already pigeonholed an understanding of mobile phones so that you can move on to the next action in the communication process. If you were from some remote

place and didn't know what I was talking about, you would create an image in your mind based on parts of other things. It might look like an old fashioned phone on little wheels."



#### About Patterning

Patterning is a useful technique that the mind uses to speed up processes of understanding. It can be very helpful, giving us a quick grasp on a situation, but sometimes it can lead us astray. Below you will find links to exercises on the main web site. You will need to have an active internet connection to complete it. All you need to do is simply click on the link and complete the exercise in your own time and then return to this point to continue the course.



#### Patterning Exercise

Tuning is another thing that our mind does to make sense of all the information it receives.

We filter out a lot more information than we allow to enter our minds. We are bombarded by information all the time and our senses deal with the complexity by responding to some and ignoring others.

"A classic example of tuning out is selective hearing," Sophie said. "You may be trying to write a paper on anthropology and there is a dog barking in the distance. That can be very distracting. If you suddenly think of what it is you want to write and you start typing, concentrating deeply on the task, your mind will often tune out the irrelevant noise and it isn't until you stop typing that you hear the noise again."

"Oh, I get it," Sara replied. "When I was a kid, my mum was always on my back about cleaning my room. Even though she was speaking clearly and directly to me, my subconscious mind must have been tuning out everything she said. Later, I would say that I didn't hear her say it, and I was being truthful, although it was never a good defence."

"That's it exactly. We tune out certain information so that we can concentrate on more important information. But you can control the process or it can control you."

"Imagine that you are at work and all week you have been doing a great job. Several clients have made comments

about how valuable they consider your work, but are you really hearing what they say? The boss comes into your office and you think she may congratulate you. She points out that you were ten minutes late on Wednesday and that she is concerned about your lateness. It was the first time you were late in months. Does it resonate for you? It sure does. You remember it. It verifies your belief about yourself. You have tuned out the positive feedback and focused on the negative feedback alone, comparing it to a negative pattern that you have stored in your head. But you can change those patterns, both for yourself and others, if you know how."

The imagination is a powerful thing. The brain understands the imagined world in the same way that it understands reality.

"Imagination is the ability to give random thoughts a place and a name," Sophie said. "When you were daydreaming about this holiday you imagined everything to suit your needs. You painted a picture of it in your mind and accepted that as being real. When you thought about coming to this resort you imagined sunny days and clear skies. The reality is that when we got here it was raining. It often rains in Queensland, yet you had altered that information to suit yourself.

"The advertising industry uses the same technique to great effect, by playing on our imaginations. If I say 'a bird in the hand is worth two in the bush' I don't literally mean that, and you need to use imagination to gain an understanding of its true meaning, which is always based on the context of another event. That's why proverbs and sayings in other languages are so hard to translate because their imagined understanding is so different from the literal meaning."

"You're so right," Sara said. "I have a Chilean friend who used to say this thing in Chilean to me sometimes. One day I asked him what it meant. He said it meant: 'You have a place in my heart where the daily brooms do not reach'."

"That's so sweet."

Imagination is a powerful tool that all of possess. It allows us to create structures, patterns, scenes and events in our minds that did not come directly from our senses. However, our senses react to them in the same way as if they did.

"Did you know," Sophie continued, "that the microwave oven was invented by a scientist who walked past a scientific thingamybob emitting microwaves. He had a chocolate bar in his top pocket. It melted. He must have imagined the whole thing in reverse and from that series of thoughts created a microwave oven that could apply heat to food to cook it.

"All of us use imagination, tuning, bricolage, and patterning in different ways, synthesising it uniquely, but we all use them. That different usage has been learnt from your parents, friends and even your enemies. Everyone is different in the way they do it, but that difference can be understood. When it is understood, communication is enhanced. When it is understood on an intimate level, we get into the area of intimate communication and that's the thing you really want to enhance."

Individuals have three levels of communication – conscious, subconscious and the space in between them: the interstitial zone of consciousness. Intimate communication functions in this zone where there is an interrelationship between the body and the mind that forms a narrative of understanding.

"Do I really need to learn all this stuff to get a man," Sara said. "You are so impatient. Just chill and I'll show you how to do it.

"Remember the ram raid example. If you were a journalist interviewing the eyewitnesses, you could be given six different perceptions of the event based on distance, sensation, eyesight and emotional engagement, among other things. To see a situation as others see it you need to look beyond your own unique way of seeing the world. We need to be able to see other perspectives and other possibilities by perceiving reality through the way other people see the world. Now just think how powerful that could be if you were applying it to a guy you fancy."

Bricolage is taking elements of other structures and putting them together to form something new. We do that in our minds. We take elements of an event or series of events and put them all together to form a new mental structure. If it seems to work, we pigeonhole it for later use.

Sophie smiled wryly. "My personal bricolage construction of this holiday is that the sun will shine like it did in Sydney when we left, the sea will stay calm like it did when I was in Perth last year and I'll be able to do whatever I like whenever I like, because that's what my imagination creates for me. However, I know that is not the reality."

These unique ways that we construct our imagined reality will affect the way that we function in the world. Our personal narrative may include religious practices, ways of responding, impressions of people and a myriad of other ways of being that make us different yet binds individuals together in communal understanding.

"But I'm here with you," Sophie continued. "I could force my personal reality upon you by sulking if I didn't get what I wanted, being sarcastic if you if you wanted to do something else, disappearing and the like. Some people do those sorts of things, but we're friends and that sort of behaviour on my part would be counterproductive to friendship. Instead I try to be empathic regarding your reality, which includes conflicting social desires, more interest in the beach, less interest in exploring, quizzing me on how to be successful with men and that sort of thing. I would rather we had a good time as friends than me getting everything I wanted. I will consider this holiday a success if just a few of the things that I want to happen actually happen and that we have a great time together as friends. That is my spin on this holiday's reality."

"I suppose I do the same thing without really thinking about it," Sara said.

"You just need to do that with the guy you're interested in. communicate with him in his world and make sure that his world includes you."

You have empathy with some people and not with others. Empathy is simply a way of mentally entering in to the unique world of feelings of another person. You can increase empathy by completely entering into the perceptual world of the other person. The more that they believe you understand their world, the more they will be able to successfully communicate with you. You will be on the same wavelength. Certain mimicry triggers the mind body narrative. That is, imagining an event is processed by the mind in the same way that the real event is processed.

"Okay, increasing empathy is another easy one. For example, you might have an aversion to large, noisy motorbikes, but if say you meet some guy, who could be a possible partner, and he likes them, it is best to engage in conversation using neutral comments or questions. The question: 'Did you buy your Harley in Milwaukee?' tends to establish instant positive communication. Whereas a statement like 'Harley Davidson needs to come out of the Stone Age and invent something that doesn't pollute the environment', has kind of the opposite effect, don't you think?"

Sara narrowed her eyes, in a playful way. "I think I'm getting to understand how you do it. There is one really surprising thing though."

"What's that?" Sophie queried.

"I didn't know Harleys were made in Milwaukee".

An understanding of equivalence assists effective communication. Equivalence means a coming together of different elements in an equal way. If you say something to a person and they say that they understand you, yet at the same time their body language – furrowed brow, narrowed eyes, or a slight turn of the head – says the opposite, then there is a lack of equivalence. They are not lying. It is just that there is a difference between the levels of understanding. If you monitor equivalence then you can communicate more effectively.

"Remember that guy who walked up to you at the bar the other night and says, 'That dress looks great on you, but it would look better on my bedroom floor'. We burst out laughing because, apart from being lame, it was about as far away from empathic as you could get."

"I know," Sara said, "I think he was really embarrassed."

"He must have been really thick skinned though because he followed it up with, 'If I said you had a beautiful body would you hold it against me?', and your resistance level increased dramatically."

"I know, cringe city. What century was that guy from?"

"If the guy had rephrased the message or created a more empathic understanding with you, you might have responded differently."

"You mean something like, 'Forgive me, I'm studying anthropology at university and those pick up lines I just used have a five percent chance of being accepted. What do *you* think?"

"Now you're getting it. Though I don't think it would have worked anyway."  
"Nah. Not my type."

Actions speak louder than words. The best information about someone is through understanding the total content of their actions, with body language being one of the most reliable, if read correctly.

"I left the most important one for last, the synthesis between the body and the mind that forms a narrative of understanding," Sophie said with a wicked glint in her eye. "If you've ever blushed or cried you'll know what I mean about the body seeming to have a mind of its own at times, but I'll tell you a little story, to illustrate the point."



#### **Mind and Body**

Even a text composed of ordinary, everyday words can have a powerful effect on our body through the way that the mind processes the information. Try the following exercise and see if it has an effect on you.

#### **Mind and Body Connection Exercise**






What did you feel physically and emotionally? Did you see the police car? Perhaps your breathing changed or your eyes widened. There may have been almost imperceptible changes such as an increase in galvanic skin response or even the beginning of perspiration on your brow. The concept that there is a powerful synthesis between the body and the mind that forms a narrative of understanding is at the heart of Intimate Communication and is the key to "triggering" a positive emotional response in a partner. These are skills that you can learn in the next chapter.

## ATTRACTION

The second step of Intimate Communication is to develop the specific skills that establish empathy and increase attraction that can “trigger” the chemistry of love.

**H**ave you ever looked at a couple who are in love? Think back to a time when you have seen a couple like this. They may have been at a party or in the park or just walking down the street. What is it that makes them different from others? What sets them apart? The obvious thing is that they are in love, but how did that happen? It started with communication, that’s how all love begins. It may have been as simple as a glance or a chance conversation that developed into something more significant. Love is built on a conversation that includes body language as well as verbal (voice), aural (sound) and kinaesthetic (touch or feeling) communication. All these forms of communication are filtered through the mind and, at a certain point, the mind sends messages to the body through a complex network of hormonal, electrical, and chemical messages that make the person fall in love, whether they want to or not. People refer to “chemistry” when they talk about romantic attraction, because that is exactly what it is; a chemical reaction in the body precipitated through the mind by the catalyst of communication. In short, a particular state of mind can trigger a chemical response within the body that can lead to a total conceptual change. Love is a total conceptual change involving hormonal, chemical and electrical signals within an individual.

ICON KEY	
	Valuable information
	Writing exercise
	Reading exercise

“Remember how I was telling you about what I learned at the sales course and how I saw that woman at the bar? Well, I suddenly understood then that it was like the waterhole

analogy. She had used her senses to locate that guy, imagined him to be a certain type, communicated with him, tuned in and compared him to a pattern she had already formed in her mind. She continued talking, comparing him with the pattern in her head and he was doing exactly the same thing. I realized that if the patterns are the same for both of them. That is if the pattern in his head of her is the same as what she presents, and vice versa, you get fusion. The chemistry of love is triggered."



#### Modes of Understanding

The three most important elements of Intimate Communication are Modalities, Mimicry and Mooring. To begin with, we'll look at modalities and the simplest way to understand them is to complete the following exercise. People make sense of the world in three main ways -

Visual, Aural and Kinaesthetic. In this exercise you will learn how you use them everyday to understand and to learn.



### Learning Modalities



#### Understanding Modalities

You will have learnt from this exercise just how it is that you learn how to do things. More importantly, you will understand what your strengths are. Are you a strongly visual person, or an auditory person or a mixture of both? You might be strongly kinaesthetic – a doing or feeling person. Whatever you are is fine. They are just different ways of "being" in the world. The way that you do that makes you uniquely "you". However, your potential partner also has a certain way of being, which is a mix of the same types of modalities. The way to get closest to a man is to communicate with him in a way that he can understand completely. If you are strongly visual, you will be seeing the world in a visual way and communicating it that way. If you are interested in a man who is strongly auditory he will be marching to the tune of a different drummer.

"Are you saying that I have to completely change the way I am to get a guy interested in me?" Sara said.

"Absolutely not," Sophie replied. "Think of it this way. When you went to New Caledonia last year for that conference, the place was full of good-looking, single guys you said. They all

had one thing in common though. They all spoke French. Apart from a few who happened to speak the same language as you, you could barely communicate with them. Quite simply, if you want to communicate with someone, you both have to be speaking the same language. That's what I mean."

People often fall in love with people who are very different from themselves. You don't have to make yourself similar to a man to get him to fall in love with you and you don't have to subscribe to the "opposites attract" theory either, but you do need to be able to communicate in the same "language" and the way to do that is by understanding his unique modalities and then communicate with him using those, rather than your own unique modalities.

When a couple is in love they seem to "naturally" speak the same language. The reality is that they are communicating in the same way because they are using the same modalities, either by an accident of nature or because they are concentrating so much on each other's words and actions that they are mimicking the way the other person speaks, thinks and feels. The way to experience it yourself is to simulate the mimicking process that lovers use. But the first step is to begin to really listen to what is being said.

Women create an empathic listening environment. Men create a task-oriented listening environment.

Recent research on the way that the brain works revealed that men process language using the left hemisphere while women process language through both the right and left hemispheres.

The right hemisphere is the area in which emotions are primarily processed and the left hemisphere is the space for language processing. This suggests that women are more effective than men are at connecting words and feelings. In terms of filtering information, men are more successful because, since women are using both hemispheres, they have a greater amount of material to process and have to work harder at filtering out unnecessary information. This can have positive and negative effects through the different cognitive processing patterns.

Women tend to look at conversation as a way to increase social cohesion, asking questions to that end, while men are more comfortable with questions that elicit specific, factual answers. In other words, men and women listen differently and hear differently from one another.

However, the best way to communicate more effectively with members of either sex is to ask appropriate questions and reply thoughtfully to

the answers received. In a social situation, if people are genuinely interested in us they act attentive and interested, hearing what we say and responding empathically through verbal and non-verbal cues. They face us, sit close to us and concentrate on what is being said. If we do the same, people believe that we are genuinely interested in them.



#### Listening Skills

Take out a sheet of paper and place it in front of you. Close your eyes for 30 seconds and listen to all the sounds that you hear. After 30 seconds, write down everything that you heard.

Sara opened her eyes dreamily. "I could hear the sea lapping against the shore and the people talking in the bar and a bird flapping past and the wind in the palms. It was kind of nice just to close my eyes too."

"Did you hear anything else?" Sophie quizzed.

"Like what?"

"Anything."

"Well, I was kind of saying to myself, "Why is Sophie asking me to do this?"

"That's what I mean. That's your interior voice. Everyone has one."

"Really, I thought it was just me. Just kind of something I did."

"Everyone does it, even guys."

Take out another sheet of paper and do the same thing as the previous exercise but this time listen to your interior voice for 30 seconds. What is it saying to you? For example, "Did I remember to put lip gloss on this morning" or "Why am I not hearing anything much this time?".



#### Improving Listening Skills

Two quick ways to improve listening skills are by first, controlling external and internal distractions. Try to tune out the unnecessary noises around you and tune in the information that you need to know.

Second, try to regulate your interior voice by tuning out its interior conversation with you and tuning in the other person's words. You don't need to maintain an interior response dialogue for everything that is being said. Try turning off your interior voice for a

while so that you can concentrate on what is being said and how it is being said.



#### Listening Practice

Really listening to how someone is saying things rather than what they are talking about is the way to tap into the subconscious communication of another person.

When you use a computer it is often performing “background tasks”. This technique is similar to that. It’s as if another program is running in the background in the other person’s mind. They are not consciously aware of it, but you can empathise and communicate on a “secret” level that they are unaware of. You will begin to understand his inner thoughts and, in return, he will feel that you completely understand him. To find out how it works just click on the link below and complete the exercise in your own time and then return to this point to continue the course.



### Listening Skills Exercise



#### Preferred Representational Systems

The visual person likes images, photographs, diagrams and pictorial representations of words like rebuses. They also like to read something themselves rather than be read aloud to, such as in a lecture situation or at a seminar. The visual person is stimulated by the visual world.

On the other hand, the auditory person likes it when people read out loud, preferring that to reading by themselves. Communication with an auditory person is enhanced by paying attention to cadence, speech rhythm and pitch.

They prefer to talk to you on the phone rather than getting a written message.

The other main type, kinaesthetic, are people who like to touch and feel. They learn by doing and tend to communicate through action. A conversation outside in the sunlight is more likely to appeal to this type. Though these are the main representational systems there are others, including gustatory (taste), olfactory (smell) and digital (numeracy). We communicate using all these modalities but it is the unique mix that individuals have that is the key to communicating with them.

“Have you heard the story about Cyrano and Roxanne?”  
Sophie asked.  
“Sure.”

"If you think about it, Cyrano and Roxanne were both strongly visual people. Cyrano was very good at using language and Roxanne was captivated by it. Then she fell in love with someone else and the only way Cyrano could be close to her was to use his language skills to enchant her. He wrote the words for the other guy, but the reality is that Roxanne really fell in love with Cyrano through the words he used."



#### Mimicry

If you mimic the actions of another person you can establish empathy with them. If you remember back to the beginning of this chapter, the most defining aspect of a couple in love is the way that they seem to be so alike. We've already discussed the way that they use the same or very similar modalities to communicate, but it goes further than that. Lovers tend to physically mirror each other. They will face each other, move at the same time and seem to be predicting each other's movements until they are synchronized and appear to be two halves of a whole. The term "missing someone" is really understood as missing part of yourself. It's as if part of you is missing and that that void can only be filled by the loved one who is no longer there. This state can be simulated by mimicking the physical actions of the person whom you are interested in. If the simulation is maintained, it can trigger the real affect through the way that the mind and body create an intertwined narrative of understanding. In the sports area it's called modeling. For example, if you practice a "correct" golf swing long enough the mind and the body create a new narrative and eventually the correct golf swing becomes second nature.

"This was the main point that they hammered at the sales course I went to," Sophie said. "They trained us to mirror or mimic the person we were selling to. If they leaned to one side, we leaned to one side. If they crossed one leg over in front of the other we did the same. We were taught to mirror their voice, inflections, tone, everything, even 'eye accessing cues', meaning which way you looked when talking."

"Didn't the people notice you were doing it?"

"Well no, they don't most of the time. And even if they do notice, they usually seem to think that you just really like them, especially guys. If they notice at all, they just think that it's them affecting your actions and that's a real turn on, especially for guys. They think that they're in control. It just makes them like and trust you more. The woman who was

training us had a favourite motto: 'if they like you they'll listen. If they love you, they'll buy'."

"Did it take long to learn?"

"No. I seem to have a 'natural' ability. But even the ones who found it a bit difficult at first soon picked it up. I use it all the time. There was one time when it was *very* useful when I was pulled over for a speeding fine."

Mimicry taps into the unconscious level of communication. It is something that all of us do all of the time. However, if you understand the process, practice it and refine, paying close attention to expressions, voice tone, and eye accessing cues, you will have a very powerful communication technique to enhance empathy, rapport and establish a deeper level of personal connection.

"Now I'll show you some of the exercise that we did at the course I went to.

"What do you want me to do?" Sara asked.

"Well, pretend we're having a chat about the weather. But as you do I want you to keep changing your physiology. You know, your facial expressions, body language, and that sort of thing. Also, change the way that you are sitting. For example, cross and uncross your legs, sit up straight then appear more slumped. Okay? Start off by subtly changing your presentation and then changing it radically. I want you to change the way you present yourself often and with as much originality as possible."

"Okay. It looks like it could rain later. Those clouds have thickened up since this morning."

Sara looked up at the sky as she talked and Sophie also looked up, but at a different part of the sky.

"It's been beautiful weather since we've been here but I don't know if it's going to last," Sara said, shifting to a new position. Sophie mirrored her actions. They continued their pantomime for about five minutes, with Sophie copying all Sara's actions and expressions, then Sara smiled and Sophie returned the look.

## Mimicry Exercise



"That's really interesting," Sara said. "It seems to work. If I didn't know what you were doing I think I would actually be responding to you more positively. Even though I know, it still works somehow."

"Yeah, it's magic. And there are a couple of other things they taught us that are amazing too, like mooring. With mooring techniques you can lock in positive emotions without the other person even knowing what's happening. It's like tying up a boat to a dock, where you're the dock, only you use words and actions instead of ropes.

"The other thing I learned that was amazing is the way that we fall in love. I'll try to explain. See that catamaran out there?"

"The big white one?"

"Yeah, that one. Well, the captain of that boat uses a chart to navigate. But the chart is never static. There are things called "warnings for navigators", which are used to update the chart. For instance, if a reef is discovered or a boat sinks and is a hazard, then there is a correction for the chart. The captain gets the correction and writes it on her chart. In other words, the chart is constantly updated so that the captain can navigate safely. Our minds work like that."

"I'm sorry, you've lost me again."

"Well, imagine that one of your friends tells you about some guy, who seemed so nice at first but turns out to be a real bastard. She warns you and it's just like the "warning for navigators". She, or you, update your chart and continue to navigate. Also imagine that it has been built up over the years ever since you were quite young. But instead of the warnings, it's layers of things. Things like the gentle nature of the man at the local shop who used to be nice to kids, and the dimpled chin of the boy in kindergarten you liked, and the smile of the boy who lived across the road from you, and the sense of humour of your dad. All these things have been stored away in your memory and through bricolage you've formed them together into that chart. But, instead of it being a two-dimensional chart you've got this three-dimensional model of the perfect guy in your head made up of all those warnings, memories and feelings. One day, you meet that guy, who is exactly the same, but in real life. It's like navigating your way to a safe harbour."

"But where does love come from?"

"I suppose that love is formed when the two images, one imagined and one real, are the same."

## LOCATION

The final phase is to find your “perfect partner” so that you can practice and effectively use your Intimate Communication skills.

**W**hat you’ve been doing up to this point is to learn powerful Intimate Communication skills that enable you to get as close as possible to the inner thinking and communication of your ideal partner as well as understanding who it is you are truly looking for. But you have also begun to reprogram your own thoughts. If you change your habits and start to create new ways of doing things, change will have a space in which to flourish. If you maintain the same patterns of

actions, you will tend to get the same end result. Making a commitment to making small changes day by day can start making major changes happen in your life. There are many methods that you can use to locate your perfect partner, and you will have already tried some of them, like joining a club or participating in an activity that you think may interest you him or trying an online dating service, but the most important location device is an intimate network that you have already established.

“What next?” Sara said. “Well now you need to make a commitment. That is, if you’re serious about this.”

“I *am* serious, *very* serious.”

“Okay. Remember when we went shopping before taking this holiday? And when we got back to your place Ange, Liz and Sandy dropped by? And you tried on everything that you’d bought that day.”


“Yeah, they said the sweetest things. I love those girls.”


“Of course you do. They’re your closest friends.”


“Apart from you, of course.”

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### ICON KEY

 Valuable information

 Writing exercise

 Reading exercise

"That goes without saying. But the thing is they look after you, especially emotionally. They are your support network and they only want what's best for you, including everything we've been talking about today."

"I don't follow."

"It's logical. If you really want to make a commitment, start with them. I want you to sit down right now and write them all an email. Tell them about your perfect partner shopping list so they know about the guy you're looking for."

"Well I certainly don't need to email my mum. She's already looking out for him."

"That's right. Let your closest friends be your radar system. I think it's in Fiji that when a woman is looking for a partner she tucks a hibiscus flower behind her left ear to let people know she's looking. This is like that."

"I get it. I'll do it right now. After all, there's genius in action, right?"



#### Actively Seeking Partner

Try to think of this last task as the beginning of an exciting new phase in your life when you are actively seeking your perfect partner with the support of your friends. You will need to have an active internet connection to complete it.

All you need to do is simply click on the link below and open your email program. As the poet Sappho said: "Love is a cunning weaver of fantasies and fables". Seize the day, put yourself in the right mental attitude and make a commitment to your future success.



#### Friends email

"How long have we been chatting for?" Sara said. "About two hours now I think," Sophie replied. "Time to call it a day. Maybe we can drop in for a drink and you can put your new skills to good use."

"But there's so much more I want to know."

"Well, you've learnt the basics and I think you're ready to fly solo, but if you want to be as good as I am then there's a little more that you need to know and there's only so much I can remember off the top of my head. Tell you what, when we get back to Sydney I'll look up my notes from the sales course and put it all down clearly for you with step-by-step instructions."

"It's a deal," Sara said. "Now where did you say that local waterhole was again?"



**Live Seminar (Australian residents only)**

The [live seminar](#) consists of three hours of tuition on the topic of the chemistry of love plus other exercises to enhance your Intimate Communication knowledge. If you found this gift rewarding, pass it on.

**WHATEVER YOU CAN DO, OR  
DREAM YOU CAN, BEGIN IT.  
BOLDNESS HAS GENIUS,  
POWER AND MAGIC IN IT.  
[Goethe]**

This course is optimised for relationships for heterosexual women, but is equally applicable to any relationship, including those of heterosexual men, bisexuals, gays and lesbians.