

The Sweetheart Report

How to Get a Girlfriend (or a Boyfriend)

*ASDFASDF
FDSAFDSA*

A tested and effective method for men or women who find themselves lonely more often than they would prefer to be.

by Arthur Cronos

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Preface

This copyrighted information was developed from 1968 through 1988 by Arthur Cronos, and was first written in 1995.

(For a biography of Arthur Cronos, please see *The Adventures of Bloggard* on your internet at <http://bloggard.com>.)

Mobius Megatar has obtained rights to publish this method, for the benefit of all individuals who would like to have more romance in their lives.

This special report relates to the ongoing human need to have romance in our lives. We hope you find it useful in *your* life. If you do find it useful, please do not violate US copyright law by giving printed or electronic copies to your friends; that would be both illegal and it would be rude.

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Introduction

CONGRATULATIONS!

You have taken a wise step in obtaining this special report. We live in an age where advertising tells us that our lives will become bliss if we only use this soap, wear those shoes, and drink that soda. Hogwash.

The important things in life are few: Your health. Your career and dreams. Financial stability. And your love life.

This special report will describe a simple approach to helping your love life get to first base. This report will show you the step-by-step approach to getting a girlfriend (or a boyfriend). What may be even more important, this report will describe why our usual approach is often doomed to fail, and how to proceed in a way that will actually work for you.

Although I will describe a theory about why finding a girlfriend is such a problem, bear in mind that the theory is just to help you understand why the usual approach often fails. In the end, the theory doesn't matter. The instructions given here are practical, and KNOWN TO WORK. Thousands of people have tried this approach, and they report that it works. This method works no matter whether you're a man or a woman, and gay people have tried it with success, too.

My name is Arthur Cronos. In the early part of my life, I was as clumsy at Romance as anyone you've ever known. So how was I able to devise a simple, teachable method where wiser folks have failed? I don't know.

Perhaps only that I was extremely determined, so I worked this out for myself. Later I mentioned it to friends, and it worked for them too. Since then, thousands have tried it, and it seems to be very

reliable. And now this same method can work for you.

Because it's clumsy for me to always say get a girlfriend (or boyfriend), I'm going to mainly just say get a girlfriend. In your mind, feel free to substitute boyfriend or husband or wife or the love of my life!

This method can help you regardless of how you view your love-life, whether it is love and romance, the mating game, getting laid, finding your karmic soul-mate, or getting married. In my personal viewpoint, sex without commitment is a hollow experience; love is enduring and enriching; seduction is a trivial pursuit; romance is a spice that glorifies the day; and family gives life a deep meaning. However, you need not share my views. You could be more materialistic or more spiritual than me, and the information here will still apply. Because the report is written for any person who finds himself lonely and doesn't want to stay that way.

I have no incredible information to present about how to deepen your relationships, how to progress into love, or how to get along with your girlfriend (or boyfriend) once you've got them. What I do have is an outstanding method for finding that special person, and this practical method for doing just that is what I'd like to share with you now.

The Simple Secret of Success

We're going to examine *WHY* the usual approaches to getting a girlfriend usually fail. To do so, we'll need to discuss some of the ways the mind works. You don't really have to agree with the theory presented here; it's just to help you understand why the usual approaches don't work very well. When we get to the practical how-to part, the steps will work for you whether you agree with the theory or not.

How the Human Mind is Built

This theory is radical. It is based on two theories presented by Carl Sagan and Julien Jaynes. You don't have to accept this theory for my method to help you get a girlfriend or boyfriend, but I think you'll discover that the theory fits observable facts. But first, let's back up a little bit.

When NASA sends a rocket into space, they outfit it with three computers, which do all calculations separately. This way, if one computer fails, its answer is different from the other two, and the scientists know to believe the two that agree.

The human mind is constructed somewhat the same way, except that we have FOUR computers or brains. The first brain becomes obvious when you look at how creatures develop along the evolution line.

Amebas and simple creatures first begin to develop locomotion along the edges, and begin to develop sensory devices on the forward-moving end. This helps them to survive, and the survivors leave progeny, and the modifications are carried

down through time.

By the time evolution builds up to worms and insects, the creatures have developed a tube running front to back, which digests food and discards what it can't use.

Insects become hard on the outside, and so develop exterior skeletons. This helps them move around, supporting their bulk against gravity.

As legs and sensory organs develop further, so do nerves to connect them so they work together, and the main pathway of these nerves runs front to back along with the digestive tube.

Next in evolution come reptiles. Reptiles develop a interior skeleton, with a spinal column of flexible bone running front to back along with the main nerve channel and the digestive tube. The hard plates on the outside become smaller and multiply, becoming scaly skin. These modifications permit them to grow larger than insects, supporting their bulk against gravity, much like a complicated tent with structural posts inside.

In the reptile, the first brain develops. We now have a complex nervous system, because survival behavior is more complex. On the front end of the main nerve channel, near the complex sensory organs in the head, extra nerve tissue develops, like a knob on top of a stick. This is the reptile brain. It is hard-wired, meaning its program is built into the tissue, so the reptile emerges from the egg already programmed. Baby snakes can track prey with their eyes the moment they get their heads free of the egg.

The reptile brain contains information about operating the complex body, plus information about dominance and submission. Dominance and submission programs aid survival by making the reptile fight to procreate, and run when whipped. Unlike insects who will just stay there while they are eaten, the reptile will escape to fight another day. This advanced program helps reptiles to survive better than insects do.

But remember, the reptile's program is hard-wired, built into the tissue of the primitive reptile brain; the reptile's program cannot be modified by learning.

Now here's a funny thing about how evolution works. As each new creature mutates (by accident) into something that survives better (and thus leaves more progeny to spread the mutation), the old system does not vanish! The old system remains in the body, continuing to operate, even though there's a new and improved system also working.

Next in evolution we come to mammals. Here we have a reptile who has mutated so that it can burn food inside the body and generate heat, and thus it can continue to move around when the weather turns cold. (A reptile's speed goes down with the temperature, and at cold temperatures their nervous system transmits very slowly, so they move slowly or not at all.)

The mammal achieves this mutation by building more gray matter on top of the knob at the top of the spinal column nerve channel. This gray matter regulates internal chemical processes and thus regulates temperature. So the mammal can keep on moving swiftly, even when it's chilly. And you can bet, on those cold nights, they reproduce more and leave more progeny to carry on the news, and they do their reproduction inside the body where it's warm.

This is the mammal brain, this new glob of gray matter, and it's somewhat programmable. Why? I don't know. Perhaps successful heat regulation requires some learn-

ing, like don't stick your hand in the (hot) fire and come in out of the (cold) rain. Maybe fire *keep out!* and rain *come in!* are just too complicated to develop as pre-wired programs!

Also, we can notice that mammals show activity that appears to be what we call emotion. Your dog can appear pleased, or worried, or angry. The lizard couldn't do that.

So we notice that the mammal mind has to do with motion and e-motion; it has to do with all the warm and cold feelings. The words in our language reflect these mammal truths, because we mammals can't help but perceive in this way.

A basic type of learning, called Pavlov's conditioning (after Mr. Pavlov, who first researched it), operates on the mammal, emotional, feeling mind. This is an emotional type of learning, where you learn by reward or punishment following an activity. It's *ouch!* that teaches us caution with sharp objects, and it's *yum-yum!* that teaches us to order dessert.

But remember that beneath the mammal mind is still the reptile mind, so sex and war, dominance and submission tendencies are hard-wired into your dog, and into you. And conditioning is a learned behavior learned *on top* of the pre-existing reptile program.

Pavlovian conditioning can operate by accident, and so learning can happen which is baloney, but still very real to you. If Aunt Mable always pinched your cheeks so hard it hurt, and she wore her hair in a tight black bun, you will probably never be attracted to women named Mable nor that hair style.

As mammals continued to mutate toward greater survival, achieved by more complex structure, we see an increased growth of gray matter on top of the basic mammal mind. A bird, surviving by flight, has to be mostly muscle and nervous system, and

can't spare much weight for more brain. That's why birds are still close to reptiles; they have basic heat regulation and little else. And they aren't as smart as your dog, who has learned complex pack behaviors which modify the dominance and submission program, and who has learned complex hunting behaviors, and who can even understand a few words of your language, as long as you teach him by Pavlovian conditioning (meaning you reward him when he does something you want, and you punish him when he's naughty.)

As larger and larger brains are built, at some point there's a weight problem. Skulls up to the point of the primate are basically egg shaped. But if an egg-shaped primate skull were thick enough to protect the brain from smashing, the skull would be so thick and heavy that it would be hard to hold it up.

And so, in good architectural fashion, the skull grows a reinforcing ridge down into the middle of the up-growing brain, much like you put a center wall inside a house to help hold up the roof. The new gray matter inside a primate's skull is divided into two separate globs, each sitting on top of the mammal brain, but talking to each other only through two holes in the wall, two holes the size of small coins.

Here comes the clever part. These two new brains are almost completely programmable, but evolution's survival rates have determined that we program the two to compute differently. In other words, our ancestors who (by accident) developed the two brains to operate differently then survived better than others, and left more descendants. And we are those descendants.

The left brain uses logic, is linear, allows us to string words together, and uses the right brain as a slave to process visual information from the right eye.

The right brain uses pictures, is global,

allows us to picturize complete visions all at once, and uses the left brain as a slave to process visual information from the left eye.

In computer terms, the left brain is serial, processing one bit of information at a time, and the right brain is parallel, processing whole pictures at a time.

We can read experiments of people who have had brain injuries which severed the small connections between the two brains. It appears that the two brains operate simultaneously, each on its own, to come up with a conclusion. And they can come up with different answers!

In one experiment, a brain-severed person named Tom was asked to reach behind a screen with his left hand and pick up the object hidden there, which was a hairbrush. He was then asked to name the object. Now here's the catch: The left hand is connected into the right brain, so the right brain knew it was a hairbrush. But the left brain, which does all the talking in language, was completely guessing. Tom would say, A pencil? A bag? A hammer? And at every guess, the right brain, which knew the answer but doesn't operate the vocal chords, would shake Tom's head from side to side to say no.

This tendency of the two brains to come to different conclusions also operates in all of us. For example, in your left brain you know it's a fact that Sylvia is a worthless tramp who will cause you grief; but when you see her across the room, your right brain thinks hubba hubba hubba.

So we actually have FOUR different brains, all calculating at the same time, but using different methods:

The reptile brain contains our hard-wired tendencies to sex and war, dominance and submission, and these are promoting our survival as well as a hard-wired system can do.

The mammal brain contains our Pavlovian accidents learned, and these are promoting our survival as well as automatic avoidance and approach behaviors can do.

The left-side verbal brain processes logical statements, and promotes our survival as well as logic acting on uncertain statements can do.

And the right-side visual brain processes picture information, and promotes our survival as well as a picture-book story can do.

If all four brains come to the same conclusion, we can be pretty certain it's safe to proceed.

But any one of the brains can calculate wrong, and there can be an internal disagreement, so that you don't know what to do at all. Or maybe you think you know, but you're trembling.

The fact that there are different brains using different methods is why there are different methods of therapy, and sometimes one method works better than another, but not always. Different therapies tend to work on one brain or another. This is why intelligent behaviorists argue with intelligent psycho-analysts. They may both be correct, sometimes.

But now let's leave the hazards of life to examine one specific error, which is common, and which is the main reason why even a smart person can wind up being lonely.

How your Mind Goofs

Because this is a written report using language, we'll logically examine how the four brains come to create an error amongst themselves, and how the error can persist. We'll look at it logically, but you will also need to IMAGINE and VISUALIZE how this works, because the error occurs BETWEEN the brains.

Here's the catch: The problem of having no girlfriend (or boyfriend) tends to be-

come a self-fulfilling, self-defeating prophecy or problem.

First, you have certain negative feelings: perhaps you're down because of a previous break-up, or perhaps you're just feeling lonesome and maybe feeling unattractive and unloved.

Next, these feelings (mammal brain) predispose you to certain perceptions: you'll be emotionally sensitive (pavlovian conditioning) to any picture suggesting rejection, further pain of loneliness, or the frustration of failing to solve the problem. These types of pictures can quickly arise in the visual brain.

And in the verbal brain, you may be vocalizing your feelings, saying in your inner dialogue: Oh, what's the use? I won't meet anybody nice.

Now if this is the inner dialogue, and the inner pictures, you will naturally take sensible actions, which in this case would be avoiding further pain or loneliness by withdrawing from the troublesome area, and by finding quick reasons why this person or that person should not be approached. So because you have certain feelings, you have certain perceptions, which lead you to take certain actions.

And they're the wrong actions.

And then you get more of the bad feelings, and the whole error stays in place.

In this report, we're going to explain a simple system that quickly acts to get you out of this self-defeating cycle. We're going to go left-brain, verbal mind to explain how the system works. Later on, your right-brain, visual brain will see it working when you try it. Your Pavlovian, mammal-brain will then experience the pleasure of success. (And probably your reptile brain will urge you to have sex or start a fight.)

I'm not sure exactly why the following statement seems true to humans, but we all feel that it's true:

Scarce Equals Valuable

We have a powerful tendency to see things this way. When a thing is scarce, such as gold or diamonds, we think it's valuable. I suppose if diamonds were as common as crab-grass, we'd be kicking them out of our way, complaining bitterly how they reflect the bright sun in our eyes!

Must and Can't Travel Together

For some reason, when we feel we **MUST** do something, we often feel somehow that we **CAN'T** do it. And when we feel we **CAN'T** do something, we often feel strongly that we **MUST** do it.

Why? I don't know. But that's the way the mind works. I **MUST** get a job, but I **CAN'T** get a job. I **CAN'T** get a girlfriend, but I **MUST** get a girlfriend.

Perhaps it's just that when we feel stymied (**CAN'T**), we tend to pour on the emotional coal (**MUST**), because we feel what we lack most keenly. And perhaps feeling these things together many times in our lives, we become conditioned to feel them together automatically, as Pavlov would say.

However it happens, you will observe that feelings of **MUST** and feelings of **CAN'T** tend to arise together.

Havingness Tends to Remain Constant

By havingness I mean how much of something you can comfortably experience. You will notice that certain people always have zero money. They are always poor. I would say that their Havingness of Money was low. They may complain, but all the things they say seem to fit together, and in their view of the world and the way it works, it just naturally follows that they have no money. Maybe it's their fault or maybe it's the fault of Martians, but it just naturally follows that in the world they

describe they would have no money.

Now here's the funny part. If you have ever seen one of these people somehow by accident come into a goodly sum of money, what's the most probable outcome? They will, in a very short time, have somehow managed to get rid of the money. They will again have no money, and they will be telling the same story as before about how the world works.

I would say their havingness of money was low. They see the world in a certain way, and therefore they act in a certain way, and get certain consequences, and so they continue to see the world in that certain way. And this tends to continue, and so they continue in their familiar ways (even if they're complaining), and they're constantly experiencing a certain amount of money, no more.

Certain other people always seem to have lots of money. If they go broke and you come back a year later, usually they've got lots of money again.

Their havingness of money is high. They see the world in a certain way, and it's familiar for them to experience a lot of money, and they act in ways that make it likely that a lot of money will come to them.

Trends tend to continue. The raving drunk downtown is probably not going to be a suburban bank manager tomorrow. Most likely he'll be a raving drunk downtown.

There may be good reasons why a person has a high havingness level for money, for alcohol, for women, or for status. But for our purposes, it doesn't matter why. Havingness is a convenient way to think about an individual's level of tolerance, or his level of familiar expectation about a given thing.

Havingness tends to remain constant.

In our method, we're going to concentrate on your havingness level on women, or on men. As you will see, this key unlocks the trap.

The Trap We Get Into

Let's describe the trap that commonly befalls us when we don't have a girlfriend.

First, there aren't any girlfriends in your life, so they're scarce, right? That means they're valuable. Very, very valuable, right?

Already we're feeling like we can't get one! Why? Because **MUST** and **CAN'T** arise automatically together. Girlfriends are so scarce, they're very valuable, so maybe we **CAN'T** get one! But that makes us automatically feel like we **MUST** get one!

They're so scarce! And we **MUST** get a girlfriend, because were so very very lonely because they're so very very scarce. **GOT TO** get a girlfriend, a scarce valuable girlfriend. But I **CAN'T** get a girlfriend, a scarce valuable girlfriend; In fact, I'll **NEVER** get a girlfriend; there aren't any good women; I never meet any women; I never have any luck; *there are no women!*

Conditioned feelings are now reinforcing your view that there are very few women, and you have a powerful compulsion to get one somehow, but you feel overwhelmed and fearful and depressed because it appears so difficult. You are not in the best state of mind for moving forward, and you are not in the best state of mind for seeing the problem clearly.

Your havingness is now low, and trends tend to continue.

And why does this trend tend to continue? Because once you have programmed your perception, that's the way you see.

And once you see it a certain way (**ERROR**), you tend to do all the wrong things:

You will stay at home tonight and watch television. (And no women will by accident

wander through your apartment.)

You will spot a woman in a coffee-house, but you'll feel real shy, and while you're dithering internally, she'll finish her coffee and leave. (And you never knew she was wondering who you were.)

You will work yourself up into a frenzy and go down to the supermarket and try to strike up conversations, but after you get shot down the third time you'll buy chocolate ice-cream and go home to sulk. (And never discover that number five was the one who wanted to go out with you.)

You'll get a date by accident, but when you go out you realize with great sadness that she's not nearly as wonderful as lovely Judy whom you broke up with after three years of near-bliss, so you don't call this one back. (And never discover how great she is once she gets over being shy.)

Have you ever noticed that, after you break up with somebody, nobody else seems as good?

That's for the obvious reason that it takes a while to get to know somebody, and until you do, no stranger can seem as good as somebody you knew well. How could they?

But the self-reinforcing nature of perception is that you think there are no good women, and you gloom around and remain blind to possibilities.

Common Mistake #1

The **COMMONEST SINGLE MISTAKE** that lonely folks make is ... being stubbornly blind to obvious opportunities. Go visit a friend after they break up, and follow them around. Why don't you ask Molly out? you ask.

Oh, she's too stuck up, they say.

Well, maybe a little, you admit, but look at that woman over there! Why don't you go ask her out?

I don't think she's so cute, they say, miserably.

Well what about that redhead there?

Oh, she'd never go out with me.

The brunette?

I think she's got a boyfriend, they say, no way!

It's astounding. A man who has no girlfriend becomes incredibly *picky*! What's really happening is that his havingness level is quite low, and his MUST brings up his CAN'T, and his strong desire makes women appear so valuable as to be incredibly scarce, and he just can't help but see it that way.

This is also what happens to you.

Your powerful, emotion-charged perception colors your view of the world and misleads your actions. Your choices seem sensible (to your colored vision), but you do the wrong things, and so fulfill your own prophecy.

Solving the Wrong Problem!

In order to start seeing the problem correctly, please accept this fact: When you have no girlfriend, it tends to be self-defeating to try to get a girlfriend.

Whether you like ANY of the above theory or not, please remember this one sentence:

Because of the way the mind is built, when you have no girlfriend, it tends to be self-defeating to try to get a girlfriend.

So what do we do?

Simple.

Stop trying to solve the problem of no women.

Instead, we will repair our low havingness level on women.

No Shortage of Women

When you think about it, there is no real

shortage of women on the planet. This is obvious. There are several billion people on the planet. Half of them are women.

Even if you set aside everybody who is too young or too old or who lives far away, if you live in any metropolitan area, several hundred thousand women are available in your vicinity. If you live on a farm, maybe you'll have to drive up the road, and maybe there are only fifty thousand within a day's drive.

That's plenty!

There is no shortage of women on the planet! So where's the shortage?

The scarcity is in your head!

So we will now stop trying to fix the problem of no women. No such problem really exists, and that's why we can never fix it.

Instead we will concentrate on increasing your havingness level. Oddly enough this is extremely easy to do, and leads to having lots of choices of great women in our life, quite often rather quickly. And lonely goes adios.

In other words, in all the times we've had this problem of being lonely, we've been trying to solve the wrong problem! And that's why the solution has always been so difficult!

Re-Programming Vision

There's a book called *Psycho-Cybernetics* which makes a great case for methodically visualizing things you want to happen, because the target-seeking function of the mind works on pictures, whether they have really happened or not.

We're going to do something like that, but even MORE powerful. We are going to let our mind see, with our actual eyes, that we are going out with plenty of women, so that the mind CANNOT HELP BUT SEE that there are PLENTY

of women.

This will absolutely cause our havingness level to rise, and we will quickly find ourselves feeling very comfortable with experiencing women in our lives, and our expectation level will also quickly change.

When your perceptions change, you will see things differently, and you will consequently act differently, and consequently things will come to pass differently.

Now when you try this system, the way you actually experience it is hopefulness. Then you get caught up in the mechanics, meeting people and starting to go out. This is kind of fun and exciting and interesting, but initially you probably won't fall in love. You may go on a few dates which are a little boring.

But you will stop feeling so lonesome, and you'll quickly see this is working. Although you may feel a little fearful or anxious along the way, you'll also start to feel more self-confident and you'll kind of wonder why you felt so gloomy before.

And then it will start to seem kind of easy. It may seem obvious, and you wonder why it seemed so difficult before. (This change is because you are changing the way you perceive, so naturally it looks different!)

And then ... it will start to seem like magic. Wonderful women will seem to start falling out of the sky. They're everywhere! They're everywhere!

And somewhere along the line, if you're like most humans, you'll probably fall in love.

The Simple Steps to Success

First of all, in this system I want you to know we're going to try hard to not be too REASONABLE. Being reasonable means going along with the same old program that gets you short-changed and leads to the same old dead-end.

Remember: If you always do what you've always done, you'll always have what you've always had.

Rule Number 1: Date Five Times a Week

You're going to need some money, or some creativity to go out five times each week, but a coffee-date counts or a walk around the lagoon, or meeting at lunch, or going to hear a lecture, or going to the art museum. In fact, simplicity and variety will be more fun and easier on you than a major production every night.

The system might work dating only four or three times a week, but only choose this if your work schedule prohibits you going out. The system is KNOWN TO WORK if you undertake to go out FIVE times a week. It's not very reasonable, but we're not trying to be reasonable here; we're trying to get results, and five times a week is KNOWN TO WORK.

In fact, several of the people who have tried this system have referred to it as the Five-Date System, so that's what we'll call it.

So step one is to vow to go out on a date five times each week.

Rule Number 2: It Doesn't Matter Who You Choose

Now this is radical! Initially it doesn't matter who you go out with! Remember, our purpose is to remedy our low havingness on girlfriends (or boyfriends), and so it really doesn't matter where we begin.

No matter where you are in the scale of things, that's where you start. In other words, you begin where you're at.

Remember the lonely guy who was so incredibly picky that he never chose anybody and so he never moved forward at all?

We're going to stubbornly refuse to be

that guy.

Your initial target is just to get up to five outings a week, as quickly as you can. So feel free to cheat! Assuming you're a straight male, let's say you're short for the week and you've only arranged to go out with three women. OK, ask your sister, or one of your buddies out to do something. (For god's sake, don't tell your buddy he's one of your five dates for the week!)

What if only one of the women is a real date, meaning somebody you met (at the laundromat) and you asked them if they'd like to go get a cup of coffee (during the dry cycle)? What if the other four are: (a) your room-mate's girlfriend (keep it clean!); (b) your childhood friend Suzie; (c) your landlady; and (d) your mother!

It doesn't matter!

Just swing into going out five times a week with ANYBODY, and do it now!

Rule Number 3: Improve Your Selection Over Time

As you become more skillful at MEETING women (or men) over time, you'll have a greater selection from which to choose your five dates each week. So great! Choose the five you feel most attractive.

And let's say that four of the most attractive ones say yes, then make up the fifth from the less attractive ones.

But isn't this USING people? Maybe yes, in a way. But it's not going to be harmful as long as you're tactful and honest with them. Don't tell them you're using a system. But don't lead somebody on and then let them feel disappointment. Also realize that it's fun going out, and it's fun for them being asked to go out, and casual outings can be very pleasant for company and fun even when you don't get married later. Right?

Now let me tell you a funny thing. These women (or men) that you don't really have an interest in, when you're not trying to GET SOMEWHERE, and when they don't have to be somebody perfect for you to fall in love, in a case like that you will often discover that you're having an enjoyable time in their company. Maybe this person isn't really very attractive, according to your taste, but maybe they're kind of fun. Maybe that one's kind of serious and critical, but has a wry sense of humor and knows everything in the world about where to go hear the best jazz combos. Maybe that one's too fat for you, but wants to cook you Lasagna that makes your mouth turn flips!

Although you have a goal and agenda, why not enjoy your program? Why not enjoy these people?

Rule Number 4: Stay Out of Bed

As you engage in this program, you are going to meet more and more attractive women (or men), and it's going to become more and more possible to slip into the sack.

Don't do it.

Generally, put it off.

First, obviously, because AIDS can kill you.

Secondly, if this person turns out to be somebody you're not serious about (and several of them have to be, right?), now you've got to get OUT of the relationship, and that's always a mess. Unless your self-esteem is low, and you feel bolstered by watching somebody cry, or unless you're a spiteful and hateful person with a mean streak, there's little to recommend the situation of having to break it off.

Thirdly, if you're sleeping with Alice, she'll raise hell that you're going out with Betty, Carmen, Dorothy, and Evelyn! But if you're not sleeping with Alice, it usually

won't be an issue. Here's a true fact about nearly everyone: The exact moment when fidelity becomes an issue is when you take off your clothes and do the deed.

Fourthly, sex causes bonding (especially in males). It's built into the hormones of the body. And you don't want to stop the expansion of your program until ... until when? I say the time to stop your program is when you are damned certain you've met somebody that you'd be a FOOL to let slip away.

Common Mistake #2

As mentioned previously, the commonest mistake is being misled by your perceptions due to the emotional trap of feeling alone, and as a result NOT GOING OUT AT ALL, due to "good reasons" which your mind invents.

The second common mistake can happen after you get going. It's very common to start this program and it's going great and you quickly meet an attractive woman (or man) and you decide that's great, and you stop seeing anybody else and you STOP YOUR PROGRAM.

And you stopped your program when you met ONE attractive person.

Well, there are lots of attractive women and men in the world, and turning off your own personal survey to find the one you really want, just because you met ONE who's sort of attractive, well it's just not a good idea.

And right at first, especially when you first start discovering more attractive women showing up every day, this is a very easy mistake to make. After all, except for the naturally-popular, level-headed, totally sane and balanced minority of persons, most of us tend to flip out when we find ourself for the first time in our lives, just wallowing in hog heaven!

The biggest mistake to make now is to stop what's working.

So how do you tell the difference between (a) the correct time to stop and to live happily ever after with the one you really want, and (b) the premature abandonment of your successful program because you've got hooked up with one that's pretty damned attractive?

I think the best way is to wait until you're regularly seeing one (of your weekly five) who you think is pretty damned terrific, and you've spent enough time to know her pretty well, you've seen her in different situations (trouble as well as fun), and it just comes to you that you'd be a FOOL to let them get away.

Other than that, how do you REALLY know when to select ONE?

Beats me.

But isn't this a wonderful dilemma to experience?

Rule Number 5: Keep On Till You Stop

Just continue your program. You will know it's in full swing when wonderful women (or men) seem to drop from the sky, and when you start to wonder is this one or that one (whom you get to know rather well) is a keeper.

When these things begin to occur, you know your havingness level is high. In fact, if you ask yourself, Can I easily experience women (or men)?, you will discover that the answer is now: Yes!

You may now wish to cut back on your dates per week. This will save you money, and you'll be able to get more work done.

Your havingness level, once set high by this process, will tend to stay high unless you program it low by not going out much. Of course few people who are actively going out and having fun will suddenly just stop. But if you let your activity dwindle over a period of time and you catch yourself thinking or feeling that there just aren't very many women, then you know it's time

to crank it up.

Those who have tried this system report that sometimes they starting dating one person exclusively, but if that doesn't work out, well it's time to start up the system again.

Hardly a burden.

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Realizing What you Really Want

On a journey, before heading out in a cloud of dust, it's wise to decide whether you're going to Cleveland or Los Angeles. In the same way, before setting out to get a girlfriend (or a boyfriend), it pays to think carefully about what type of person you REALLY want. Because if you succeed in obtaining the wrong person, it's not really such a great solution. Since it's no more difficult to get the right one, you might as well.

Why Does this Always Happen to Me?

Sit down at a desk or table with pencil and paper.

Now think back over other relationships you've had in the past.

Make a list, as complete as you can, of all these relationships, even if very brief.

Next, write down *The trouble with this (man/woman) is that (he/she)* and then leave a blank space. Now, looking at your list of relationships, think about what the problems were that you encountered. It doesn't matter whose fault it was. It doesn't matter whether it's kind, or fair, just write down every hassle or problem that you were aware of. Then look over the list to find the problems which come up repeatedly.

If there was a particular problem with ONE person, that's probably not too important. What we want here is the REPEATING problems you've experienced with women or men.

For example, if they're always leaving you for somebody else. Or they won't make a commitment. Or they always want to make love every damn minute. Or they always seem empty-headed.

We don't really care whether you're being

fair or just, or even if it was your own damn fault and you know it. We just want to take a preliminary look to see if there's some obvious patterns, repeating over time, which cause you discontent.

And suppose you do find some?

For example, perhaps they always seem not very bright. If this happens over and over again, it probably means that you are in the habit of CHOOSING people who are not very bright.

If you do find a pattern like this, then you should ask yourself: Why would I repeatedly choose such people? What is so attractive to me about such a person? Is there some sort of payoff? Maybe a sick or stupid payoff? Are they easier to get? Perhaps they challenge me less? Perhaps I can talk fast and avoid the discomfort of baring my soul?

I'm not trying to suggest major therapy here, but it would be a good idea to see if there's a noticeable pattern which repeats, then to assume that you're repeatedly making some sort of choice which leads to that pattern, and then to question whether you wish to go on making that same choice this next time.

Or perhaps, maybe now would be a good time to change what you're looking for, just a little bit.

One fellow, who always wound up with women who later seemed not very smart, realized that he was choosing such women to pursue, because (a) he felt he couldn't get the really smart women, and (b) he felt could control these less-intelligent women by out-smarting them. (I'm not so sure he was really controlling them.) Because he felt timid, and too-exposed when dealing with bright women, he chose less-bright women. Then, when he had them, he'd

complain bitterly about how dumb they were.

Once he realized he was creating this situation over and over again, he decided to try seeking very bright women. He knew he'd know which ones they were because he knew he'd feel timid and unsure, and he'd find them a little threatening.

By taking an experimental attitude, just to see how it would go, he found that he could get highly-intelligent women just as easy, and although he had to be more forthcoming about his feelings, he wound up sharing more with them and having more fun.

You have completed this exercise when you find a repetitive pattern and decide whether you wish to continue it again, or whether you wish to do it a little differently this time.

What REALLY turns you on?

Next, with your pencil and paper, make two columns and label one What I really liked and label the other What made me crazy. Now you think about your opposite-sex parent. For example, if you're a woman, think about your father. Now list every quality, no matter how unimportant it may seem, that they had that you found pleasing and that you found displeasing.

When this list seems complete, do the same thing on another piece of paper, but this time review your relationships list, and think about all those people, and jot down the things that you liked and disliked about them. For example, maybe you really liked somebody's blue eyes, or that their hair smelled nice, or that they knew all about algebra, or that they never said anything mean. Whatever these things are, list them.

Once this list seems complete, you want to look it over to see if certain things re-

peat, especially whether there are some common items between your romance list and your parent list. You may also find some things which are listed on the plus list AND on the minus list, like if somebody's always making jokes and that usually makes you happy but it bugs you when you're trying to talk about something serious. Often, the items which turn up several times are YOUR key points to search for. For example, if you're turned on over and over by blue eyes, and you can never get along with anybody who yells at you, why not focus on finding somebody with blue eyes who doesn't yell?

Many people do have a handful of things which are quite predictable, but most people may never become aware of these key attributes. Yet in many ways, our mind and our body react automatically, so why not consciously choose the people you will find attractive?

Using Therapy

If you do find that you are experiencing the same scenes over and over again, and you can't seem to figure out why, it may make sense to try therapy. Group therapy is usually cheaper than individual therapy, and often focuses more on how-to than on understanding one's life.

Transactional Analysis often receives good reports from people who wish to change the way they inter-relate with others, but there are many other excellent therapies.

But there's one thing you probably want to avoid. You probably don't want to go to therapy INSTEAD of getting out and meeting people. The method as given above requires you to go out, but it does not require you to get romantically entangled or in over your head. You can use the above method as a way to have some fun, to stop feeling so lonely, to take charge of building up your own self-esteem, and to

gain by experiment and to practice some skills in getting along. If you think you shouldn't fall in love right now, no problem.

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Where to Find Them

WHERE ARE THEY?

The previous information has consisted of *Analysis* and *Strategy*. In other words, making an over-all plan for how to proceed about getting a boyfriend (or a girlfriend). Now we'll turn to *Tactics*, meaning specific methods to help us transform our plan into reality.

In the Five-Date System, you take a specific strategy to stepping outside the trap. We've explained WHY it works the way it does, but the necessary procedure remains: you need to go out five times a week. In order to do this, week after week if necessary, you will need some workable approaches to recruiting dates!

Here are some simple Tactics known to work ...

Finding via People You Already Know

Obviously the place to start is your own address book. Take a sheet of paper and start writing down the names of women (or men) you could take out. You will have a strong tendency to want to leave out this one and that one, for good reasons which your mind will invent and which will seem reasonable. Don't be reasonable! Write EVERYBODY down on the list. You want your eyes to see that there are options in front of you, and an easy way to make this a reality is to write these options on a piece of paper in front of your eyes. It's hard for the mind to argue with the evidence of your senses.

You're going to choose the best shots on this list, and you will never get to some of the people on the list, so don't worry about putting everybody on the list!

Next, you probably know many more

people already, who aren't in your address book. So write down the people in stores where you shop, people at work, customers and vendors, and so forth.

Later on in the Referral Tactic, we'll describe how to multiply this list.

Also don't forget people you used to know, but whom you rarely see these days.

Now you should have a long list of people you know who are possibles for going out. Just call them up and suggest a coffee date or lunch, or any old thing. It's really not a big deal; just do it.

Finding via Chance Encounters

This is the dreaded Pick-Up Tactic. Most people feel that it's the most difficult, because it takes more nerve, you strike out more often, and sometimes you can feel embarrassed. In our society, usually the guy is supposed to make advances, but women sometimes just say that to themselves to get off the hook. If you're female and you balk, it's only yourself that you cheat. If you say My mama taught me that a lady never ..., then you're being reasonable and maybe your mama didn't really know everything about how to find men. After all, have you found *everything* she said to be correct?

In actuality, if you will try picking up men, you will find that as long as you don't come on too aggressive, many men are receptive.

Like riding a bicycle, it's not difficult when you know how, and it's quite fun. But how to learn how?

Basically the steps are:

Go someplace where there are women

(or men), who are dawdling.

You want a place where they're not rushing away, but not someplace where they're trapped and can't move away.

An example to illustrate: A laundromat could work, but if she's doing her laundry and you start up a conversation you should appear extremely casual about it because she'll be hesitant to get involved. Why? Because if you aren't fun what can she do except run away and leave her laundry?

A supermarket can be good, as it offers safety to her to move away (but they don't move fast with those carts).

A bus can work but is difficult because if she talks with you, there are other people listening in. You have to be really friendly and engaging to pick somebody up in a bus.

Upscale clothing stores are not too bad because it's easy to strike up conversations, and there are plenty of things to talk about as you're both examining garments.

Bars can be good **IF YOU LIKE BARS**. Some people report that bars may not be the best places to meet people. Basically you should ask yourself: Do I want the kind of woman who hangs around in bars? If so, great! But if you don't like to drink, then you probably won't enjoy people who do. So substitute coffee-houses.

Parties are a natural, so if you have any friends who throw parties, tell them point-blank you want to be invited. If they aren't your great pals and don't want to, make it worth their while.

You can also throw a party, being sure to invite people you know and make them invite people you don't know! One group of women I know, regularly throw a group party. The rule is: each woman must invite all the men she knows (but doesn't want to keep!)

And don't forget the one-time events, such as Computer Faire, Renaissance

Pleasure Fair, Street Fairs, and such events.

Once you get into the habit of getting out of the house regularly you'll eventually notice that there are a lot of women out there. Now all you got to do is meet them.

Go Up and Say Something

Again, oddly enough, it really doesn't matter much what you say. If they like your looks, anything you say will be well received. If they don't like your looks, they'll just be trying to figure how to escape a conversation. It's just that simple.

Do your looks matter? Yes and no. No, in that you don't really have to be handsome or have a great body. Yes, in that you really do need to do the best job possible with the looks you have, meaning be clean and trimmed, wearing clean and attractive clothing that fits you.

For any look such as tall and thin versus short and plump, there are thousands of women (or men) who like that look. So you won't be much held back by your basic looks. Being honest, we must say that if you will go to the trouble of working out and building a gorgeous body, you will be more attractive. But even if you don't, the looks you have will be attractive to thousands.

However, being dirty and unkempt with ill-matched and ill-fitting clothes, run-down dirty shoes, ratty hair and green teeth reduces your percentage quickly.

Even if the style in your age group is to dress down, be wise enough to examine whether YOU look good in the style. It's possible that some people look good in that style but not you, in which case don't let the style tell you how to dress.

For example, I have a young punk friend who looks rotten in black; she's just too plump and her skin has a healthy reddish cast that looks boiled when dressed in black. So she dresses punk in navy blue and looks a knock-out!

Remember: You want to look your best, but it doesn't matter much what you actually say!

The easiest thing for openers is to make a comment on something in the environment, or on something they are wearing or holding, followed by a question to engage them in the conversation. Example: What a BEAUTIFUL blue sky! I just love it when the air's so clear. What kind of job do YOU have, that lets you outside on a day like this?

Or: What an interesting ring! The blue color is so deep. Wherever did you find it? Does it have a special meaning for you?

Again, it probably doesn't matter exactly what you say, but it should be something they can find easy to agree with. It's best not to say anything critical of them, or of anybody else in the environment unless you're certain they would agree.

If they like your looks, they'll be open to overlook any clumsiness because if they like your looks, they'll be interested to talk to you. Any positive response you receive is good.

If they don't like your looks, they'll be looking for a way to terminate the overture, so be sensitive to any discomfort. If they cut you short in a rude fashion, you can (a) laugh and move away; or (b) sincerely say Sorry, I didn't mean to impinge upon you, and move away. But in any event, don't try to make it right, don't try harder, don't keep the conversation going, and do move away. Basically, you have asked the non-verbal question, Do you want to talk? and they said no.

Very attractive women are sometimes ruder than seems necessary; it could be they're jerks, or it could be that they've learned it can take lots of effort to cool off some men.

A more common response that you will see is a brief answer, somewhat guarded.

That means they're thinking it over. If you can really project super-friendly, turn on the charm and full speed ahead to engage them in the conversation, being ready to withdraw if she decides you're too much. More often if you're like most of us, and don't feel stuffed to the gills with charm, it can work to your advantage to back off a little, but smile, then come back again. And any clumsiness you display will probably work to your advantage; it shows you're sincere.

Sometimes a very sincere approach can work wonders, such as You're an attractive person. May I sit at your table?

I know a fellow who met his wife in a music class by saying when she walked past: Wow, you smell great!

Bring Them Out with Open-Ended Questions

Basically, you're going to blather about anything that pops into your head, asking them questions so they will blather about themselves. Honestly! This is how it's done!

What you DON'T want are Yes or No questions like Do you like the color blue? A better question would be: The color blue always relaxes me and reminds me of pottery vases full of flowers. What does it make you think of?

The actual keys seem to be: Blather and ask open-ended questions.

It will help tremendously if you will accept that you are going to look like a fool at least sometimes; in fact, one way to progress rapidly is to think like this: If I'm going to look dorky several times, why not get out there and look dorky a few times and get it over with?

Naturally, if you have selected places where they could escape, then it follows that you can escape if you exceed your own acceptable dork level! But if you'll

just allow it to be less than perfect a few times, your emotions and concerns will subside and you will come to feel it doesn't matter. Which it doesn't. And once that happens, you will be more at ease, and in fact you will blather more relaxed and effectively.

So go ahead and try it: Blather and ask open-ended questions.

Reveal Things about Yourself

In several of the recent examples, you'll notice you say something about yourself right before asking a question. By revealing something about yourself, you set the stage for them to reveal things about themselves.

Obviously, it's better to reveal your poetic heart by saying you're relaxed and visualizing vases of flowers. It wouldn't work so well to say the color blue made you want to puke and you always remember the blue car that ran over your dog.

One especially disarming thing to reveal about yourself is that, if you're nervous, it's OK to say so. Sometimes they may ask what about, and it's OK to be honest and say you just feel clumsy because she's so pretty.

Leave Them Wanting More

It's better to withdraw too early than to stay one minute too much. Say you have to go do something now, but it was really pleasant talking with them. In other words, compliment them on being so fun or pleasant.

Make Arrangements for the Next Step

Obviously, if you don't find them attractive at all after talking to them, you may want the next step to be adios! In that case, after you make your excuse and give the compliment, just boogie.

But if you want to follow up, it's going to be either (a) get a phone number for later follow-up; or (b) ask for a date for a spe-

cific thing.

If she's not so enthusiastic and you think a date might be declined, the phone number is safer. Then you can call her and develop more common interests. She'll feel safer with you calling her than showing up at her door, and she probably has the option of giving a work number if she's uncomfortable about giving her home number.

In this case, you say how much fun you've had and you'd like to continue this conversation. Can I give you a call tomorrow and chat a bit more? While you are asking this question, you should be taking pencil and paper out and be poised and ready to write by the end of the question. By means of your body language you are demonstrating that she is giving you her number; most people find such body language highly compelling.

Another twist on getting a phone number is to write down your own phone number, with your name, and tear that part off and hand it to her saying Here's my number. Would you give me a call? Now you poise your pencil above the paper and say, Or better yet, may I call you?

If you have business cards, they work very well for this purpose, as they reassure the person. Just write your home number down and hand it to them. (This shows you are open, thus encouraging her to be open.)

Also, if she turns you down on giving her phone, you might as well give her yours. It's a long shot, but sometimes pays off. (And gives her a face-saving way of letting you end off the conversation.)

If she's been positive or shown signs of being pretty friendly, and you want to ask for a date, it's best to think up something less formal, somewhat short in time, and the more unique the better, and ask her with full specifics: You know, since you're reading poetry today, I wonder ... you

know the library just around the corner? I saw in the paper they're having a poetry reading tomorrow afternoon with the famous poet Buffalo Bill Cody. I wonder if you'd like to drop in with me for a little while.

Finding via Joining Groups

When you join a group, most of the tension of the Pick-Up Tactic evaporates because you automatically have a general introduction, and at least one thing in common.

Any classroom situation is good, especially the period after the class. And don't forget, in addition to regular University classes, there are extension classes, trade association workshops, conventions in your own town, health club and yoga classes, dance classes (in your arms immediately!), Alternative University classes, cooking classes, and all the seminars listed in weekly newspapers or the Sunday Events Section.

In some areas Church events are hard to beat. And if you're not very religious, don't be confused, many of the women going there are going to meet a man. And some of these women are not so darn religious either, thank the Lord! Jewish Community Centers generally have tons of events, nearly all of them better than staying home for television.

There are clubs and organizations, like birdwatching clubs, Deco clubs, singles organizations, the Vegetarian Society, ecology organizations, and more. Any will do. Just pick anything that interests you, then join a co-ed organization or club that focuses on that thing. Presto!

Check them out, introduce yourself, then proceed just like in the Pick-Up Tactic.

Finding via Personals

Personals Ads have swept the country

during the last twenty years. Why? Because it works. And you can easily use personals to meet as many people as you wish, and have a lot of fun. But first, it's important that you realize that Personals are BACKWARDS from the way you usually meet people. For example, suppose you walked into a party and there were sixty people in the room, half women. In general, out of thirty random people mostly your own age, how many would be immediately strongly attractive?

Most people would answer this question by saying three or four.

But suppose you went around and talked to all thirty, about how many would be somewhat interesting to talk to? Most people would answer this question probably about ten.

So notice that lots more people are interesting to talk to than are za-za-zoom to look at. That's just how chemistry works.

Now in the normal course of events, you see somebody and get an immediate reading on whether you think they look attractive, and only then do you talk to them and quite often they are interesting as well (but not always).

Personals are the other way around. After you place an ad and receive letters or voicemail phone calls, you will talk to them to see if they are interesting. Maybe ten out of thirty are.

Then you'll arrange to meet them. And you'll discover that although they are interesting, only about three or four are really attractive to you. In other words, more than half the times when you meet people who sound interesting on the phone, when you finally meet them there will be no chemistry.

Don't let that throw you off; that's just how it is, and you won't know until you DO meet them. As something entertaining to do, going out to meet somebody at the

coffee-house is lots better than old Mork & Mindy reruns.

Personals are also useful if you find shyness much of a problem; usually you'll find yourself less shy after chatting with somebody over the phone.

Finding via Referrals

This must be one of the best-kept secrets in America.

You go through your address book and list every friend you know (and usually there are many other people to add who never made it into your address book), and you call them.

You chat for a while, and then you say something like, I'd like to ask your advice about a personal matter, and I wonder if you could meet me tomorrow for lunch?

Don't let them stampede you into doing your spiel on the phone, because it won't work. Tell them it's kind of personal, and you'd feel more comfortable meeting face-to-face. You might reassure them it has nothing to do with them personally, you just want their advice on something. Press to get a face-to-face meeting. If you can't get a face-to-face meeting now then ask if you could call them later when their schedule is less busy.

When you do meet, chat for a while, and then you say something like, I wanted to ask for suggestions on a personal matter. I've decided I want to meet some nice women(men). You've always struck me as an insightful person, and I wonder if you could suggest some new ways for me to meet new women(men)?

Then listen carefully, because they may have some good ideas. Jot these down. Whatever their ideas are, don't argue about them or knock them in any way, because after this discussion, you say something like, I wonder if you personally might know of any nice women (men) that you could introduce me to ... Then be quiet,

and let them see what they can come up with. Don't talk much as long as they're thinking.

If they come up with anybody, ask if they would call the person and mention you, get an OK to pass their number along, and so forth.

You probably know about a hundred people, or more. If you'd meet with each of them, you'll be introduced to over fifty new women or men.

And that's the easiest way to meet somebody: when you've been introduced.

Now just because this method has more steps than some of the others, don't put it last. It's one of the best methods there is.

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Handling the Encounter

Now that you've got some systems for Finding, how do you handle the actual meeting?

Keeping it Safe

Meeting new women (or men) can be scary. For both of you. It's not just shy people who feel this; even boisterous and overbearing dolts can experience strong nervousness when meeting a stranger.

The best defense involves preparation and thinking ahead. In this case, the first thing to plan is your escape route. I mean, suppose you are not attracted at all, and you are ready to get out of there. How will you do it?

For example, suppose you set up your first meeting like this: You pick her up in a limousine and take her to your house, where you have a mariachi band, wandering musicians and jugglers, and a catered dinner. Well, if you don't hit it off, it may feel clumsy and it may be difficult to get out of there, especially since it's your house.

This example of how not to do it shows us the key factors:

Don't meet at your house or her house.

Don't launch any activity that takes a long time, such as dinner, or any entertainment activity. Don't go on a long hike together.

Make it on neutral ground, in a place where EITHER of you can quickly excuse yourself if uncomfortable. Coffee-houses and little dessert cafes are good.

Don't lock yourself into picking them up, or being picked up. Arrange so that

you can each separately go to the place you'll meet, and you can each separately find your way home again.

Don't arrange it so either person has an expectation of going on to a whole evening.

This careful thought pays a dividend: The person you are meeting will possibly feel shy too, and they will notice and appreciate that the encounter will feel safe for them too.

Now, you might be thinking ahead, and ask the question, What if we get along like gangbusters how can I turn it into a longer date?

Generally, the better policy is: Don't. It's always better to leave them wanting a little more than having had too much of you. And besides, it's always possible to think it's going great, but maybe the other person doesn't actually share your rosy view! Better to meet, then get away and think it over, giving them the same opportunity, and then call and set up a real date later.

How to Feel More Comfortable

As you practice these systems, they will naturally become more and more comfortable, but what can you do at first?

Get Familiar with the Location

Familiarity breeds comfort and ease, so one of the best ways to feel more comfortable at your meeting is to meet at someplace you know pretty well. The next best thing is to go to the place ahead of time, just to get more familiar with it.

Use the psycho-cybernetic approach

In the privacy of your own home, sit in a comfortable chair, close your eyes, and relax. Then in your mind walk into the meeting place. Pay particular attention to imagining smells, textures, and the sensations in your body. Imagine you are meeting this new person, and go through some conversations in your mind. Try it in different ways, and imagine her super-attractive and real ugly. Imagine yourself and see yourself handling it all in stride. Imagine yourself relaxed.

What you're doing here is rehearsing, just as an actor does. Except that you should rehearse your comfortable, relaxed emotions as well.

Just as practice carries over for athletes, so does this psycho-cybernetic practice.

Spotting Spots

This technique works very well, and is done when you actually arrive at the place. However you should practice doing this ahead of time as it takes a little skill. I call it Spotting Spots.

In this exercise you have to pretend to be two people. One is yourself, and the other is your coach. As the coach, you pick some spot in the room, like a bright reflection on a door-handle, and you say to yourself, Look at that spot.

Then, being yourself, you look at the spot and really get that you are looking at the spot as you have been asked to do. When you have looked at it, you say to the coach, uh-huh or something to signify that you've looked at it.

Now as the coach, you must strongly acknowledge that you have done what was asked, saying something like very good.

Now you repeat, selecting some other point.

Choose points near, and points far, but mainly IN the room where you want to feel more comfortable.

As you do this, you will begin to feel more comfortable, and in actual fact, it can make you feel very, very good. When this happens, you just say (as the coach) that's it to indicate that the exercise is done.

Naturally, to avoid the appearance of schizophrenia, don't do all this stuff aloud. Internal dialogue works better.

How to Recognize Them

When you make the date, just ask how will I recognize you?, and write down the description. In a likewise manner, describe yourself. Take out a little insurance by wearing or carrying something a little unusual to make sure THEY can recognize YOU. For example, if you ride a motorcycle, take your helmet.

How to Chat

If you have difficulty talking with strangers, you can practice beforehand with people you know. Just walk up to some friend and begin a pointless conversation. Keep it going as long as possible. Hint: The more light-hearted fun you have with the conversation, the better it will go. Feel free to say things that are absolutely stupid. Be open to laughing at your own foibles.

If you feel nervousness when talking to strangers, that in itself is an instant subject you can talk about. You will generally do better admitting you're nervous, than trying to appear to be Mr. Cool James Bond. For one thing, when you say that you're nervous, or you admit you don't know what to say, you make the other person feel instantly much safer. And what a nice thing for you to do for them!

The main key to chatting it to say any old thing, even something stupid, and to ask open-ended questions what require a detailed answer. For example, Yesterday I read something that said that self-esteem goes up when you attempt things that frighten you, and that self-esteem goes down when you shrink from doing things

you're afraid of. I can't decide whether I think its true or not. Do you suppose there's any truth in it?

Feel free to tell (true) stories about your past and anecdotes, but remember, you want to spend a lot of time LISTENING.

Since you want to spend a lot of time listening, wouldn't it be useful if you knew some ways to keep them talking once they start talking? And if you could keep them talking that would be an easy way for you to keep the conversation going, wouldn't it?

You are certainly in luck, because here are three ways to keep somebody talking: (1) Gently and subtly nod your head as they speak. (2) Softly and quietly murmur um-hm as they talk. (3) Just remain quiet and look at them in a calm, friendly manner. This last one's the most difficult for most people, and done wrong it has some risk of appearing to be a psycho-weirdo. It's just that when you remain silent, most often the other person will go on.

Remember, assuming you don't go overboard, if you reveal yourself, most people will reveal themselves. And that's what you want.

About the best advice you can be given is to leap in there and plug away. Now that you have systems so that you can do this over and over as long as you like, you will grow comfortable over time. And if you totally blow it with this person, well there are several thousand others, aren't there?

How to Flirt

Flirting consists of four things. All of them are basically a communication that says I'm interested! Are you?

First, looking frankly interested, such as sitting alertly and looking alertly at them. Looking into their face and eyes.

Second, other body language consisting of courting gestures. This includes preen-

ing gestures such as smoothing back the hair or tie for men and shaking back the hair and arranging skirt for women. It includes stances of dominance and submission, such as a man standing with feet a little wider than usual, and chest elevated; or such as a woman tilting her head to the side and glancing up from below her hair. The funny thing about body language is that, we all understand it instantly, but most of us are unconscious about it.

If you wish to become conscious about body language, so that you can use and read it more effectively, then go downtown and sit watching people in conversations, but far enough away so you can't hear them; then just imagine they are actors in a second-rate movie and just imagine the things they are saying that go with the way they are holding or moving their bodies. After just a little bit of this, you will realize you are directly reading body language, and the next time you want to communicate in body language, just imagine you are one of those actors in the movie and act out!

Another way to tune in more to body language is to turn on the old movie channel, and turn the sound very low. Then when the romantic scenes come on, watch the man and the woman actors carefully. These are professionals who have studied body language carefully, and often they will show you LOTS of ways to use body language.

Third, speaking in double-entendres, where your meaning could be ordinary, or the same words could have a sensual meaning instead. For example, Wow, this summer weather. I'm just burning up; how about you?

Do not over-do this. The light touch works best. And for certain, you almost never use crude stuff (unless you want somebody really crude as the love of your life.)

Fourth, frank disclosure, such as God, you've got me hot just looking at you. Do you mind if we go over to my house and get married? You might want to save this for later.

How to Escape

Probably within fifteen or twenty minutes, you will have come to a decision that you have (a) no interest whatsoever, or (b) you think you might be interested for further exploration.

If you're interested, you want to say something like, I've got to go to (an appointment/see my friend Joe/return some library books), but I'm really enjoying this conversation with you. I'd like to see you again.

Pause here, just in case they want to level with you that they never want to see you again. But if they don't lay that on you, you should either immediately ask for a date, or ask permission to call them to ask for a date later. For example, Tomorrow is the big race at Laguna Seca, and it'll be real loud and dangerous. Want to go watch it? or Could I think up something fun for us to do and call you tomorrow?

Then you listen to see how you did.

By the way, if you get turned down (and at least sometimes you will get turned down), it's best to be calm and say something like, Well, OK, then in that case, thank you very much for meeting with me, I enjoyed the opportunity to meet you.

That's if you're interested. But suppose that you've decided that you DON'T have any interest. How do you get out?

You really have two choices. One is you can pretend you have to go and do something else and you'd like to call them. It's the similar script as if you DO intend to call them. Then you don't call them. They will figure it out, and you don't hurt anyone's feelings.

The other choice is to say you have to go, and say something like, I've very much enjoyed this conversation, and I appreciate the opportunity I've had to meet you. I have to say, however, that although you're a charming person, I don't feel much chemistry at all, and I think it might be wasting your time for us to pursue this much more, you know what I mean?

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Special Information

I hope you have taken this reports material seriously. It extremely easy to ignore anything requiring effort, and it easy to be swayed by negative feelings. And after all, it's easy to make this system fail, and then for sure it wouldn't be threatening or a bother or too much work. To make the system fail, all you need to do is ignore it and do nothing. But then of course if you just continue doing what you've been doing, you'll probably have just what you've been having. So if you want to make a change in your life, you'll have to change what you do.

I assure you, several thousand people have tried the method given in this report, and they report that it works, works well, works quickly, gets results, and puts more fun in your life.

The basic system has been given earlier; the remainder of this chapter is comprised of miscellaneous information that might be useful to you in implementing your Five-Date plan.

We hope you will take this system seriously.

The system is simple, but if you'll follow it, you have nothing to lose but lonely.

How to Write a Personals Ad

Step One, buy a paper and read the ads placed by your same sex. If you're a man, read the ads placed by men.

First, notice about how long they generally are. You will probably create an ad of about the same length. Super-short ads often don't provide the reader with enough information to be attracted to contact you. Super-long ads waste your money and can make you seem too full of

yourself.

Next, go through and look at the headlines. Most of the effectiveness of your ad will come directly from the headline, because that's the part that makes somebody read your ad or not. So look over the headlines, and decide which kinds seem good to you. Now is the time to pull out your notes of the kind of person you want to attract.

While you're looking over the headlines, ask yourself which kinds of headlines would attract the kind of person you want. One common error people make is to write an ad to satisfy their own funny bone, or to make themselves sound good in their own mind, but what you really want is to carefully consider what will attract the person you want.

Next, analyze the content of ads. Your ad should describe you enough to display your attractive features; that's your sales presentation. And it's worth spending time to list your own strongest attributes, good points, unusual skills or attitudes.

In addition, if you have any features which some people may find objectionable, such as too chubby or too thin for some people, it's wise to at least allude to this characteristic. For example, if you're overweight, you might say your height and weight, rubenesque, overweight, chubby, or something. Why? Because why waste your time talking to people who WON'T be attracted to you? So you're better off to wash them out in the ad. You are qualifying them. Only the people who qualify will get past the ad.

Next, in the content of your ad, you should spell out the key things you are looking for in a partner. For example, if

you discover that you have spent your whole life ONLY attracted to blue-eyed blonds, then ask for a blue-eyed blonde. On the other hand, if your exercise about what you really want uncovered nothing whatsoever about hair and eye-color, don't ask for blonds just because you think it's cool.

Does it matter whether you list your own characteristics before their characteristics? I don't know. I've done it both way and didn't notice any difference in how well it worked. So you decide.

Lastly, when people respond to your ad, treat them with respect; after all, you're starting out in their debt. These people have taken the time to write or call.

When you call them up, identify yourself and express your appreciation for their responding to your ad. It's also good to immediately compliment something in their response, so they start out hearing something positive from you.

Chat for a while, and get to know them at least a little on the phone before proposing a meeting. This getting to know you period is a good idea because (a) you might discover just in talking to them on the phone that you have no interest; or (b) they might decide the same thing; and (c) you have to give them a little time to switch gears because they probably weren't expecting your call this particular minute. They may have been doing advanced Algebra when you called, and they need to shift their attention to Romance.

When you have chatted enough to determine that you are interested in meeting, just say something like, I'm enjoying talking with you and I think it might be fun to meet you. Would you be open to meeting me for a coffee? Spell out something specific, and I recommend meeting for coffee. Its non-threatening, has few features of a date and thus doesn't scare people, and everybody realizes that if they've met you at the coffee-house, they can if necessary

beat a quick retreat.

This Would you be open to ... phrasing works rather well, and I suggest you try it. It's less abrupt than Will you meet me for ...

Happy advertising!

Dress Stereotypes for Success

In many parts of America, men are never taught anything at all about how to dress for success. Movie stars may make certain looks popular, like the James Dean look years ago. But just because James Dean looks good in jeans doesn't mean you do.

In actual fact, you should choose the color of your clothing by how your hair, eyes, and skin look against that color. As an example, only a few people actually look good wearing black or white, yet because many striking movie stars DO look good, these colors remain popular and lots of people wear them.

All this sounds like news to you? OK, go get a black garment and get a blue one. Hold the garment below your chin and look in the mirror. If your skin looks pasty or washed out MORE when you hold up the black garment, then you probably shouldn't wear black. Similarly, if your skin has much red in it, you will look too red when wearing black, white, or yellow, including yellowish brown colors. Try to find cool browns and tans containing some blue instead of yellow.

If this makes no sense at all to you, you may want to hire a professional, or rope some stylish friend into helping you.

Now about cuts of clothes ...

A simple approach to TYPE of clothes is to think about all the possible STEREOTYPES you could reasonably project, given your personality and your nature. For example, if you are somewhat scholarly, you could project the tweedy-professor stereotype, or you might project the trim

jock with wire-rim glasses stereotype, or you might project the long-haired intellectual stereotype.

So why would you want to dress as a stereotype at all? Here's why: When somebody sizes you up for the first time, they ARE going to plug you into some stereotype, so why not take control of which one they will pick?

This works well, and gives you an immediate handle on what sorts of garments to choose. Treat it as a costume!

As a final suggestion, realize that any adjectives you might use to describe your clothes will tend to be applied to YOU. For example, if you choose and wear solid colors, people will unconsciously perceive you as solid.

If you wear bright colors, people will perceive you as colorful. If you button up your shirt collar, you will be perceived as a buttoned-up person. If you have a jacket worn open, you will be perceived as open. If every collar and button is closed, you'll be perceived as closed.

By the way, this mode of perception is also applied heavily to the way you stand and move (again body language). If your head is level, you'll be level-headed. If you often tilt your head, you'll be seen as having an angle in mind. If you slouch, you ARE a slouch.

And so on.

You may well question why this should be; I know I do. But if you think along these lines, you can get a quick handle on what types of clothing to pick, and which colors you look best in.

Getting Over being Shy

If you ever find yourself immobilized by shyness, you're not alone. And here's a excellent exercise you can do to get over it. It also gives you a safe way to practice talking to people as described earlier in the

dreaded Pick-Up technique.

Go to a place where there are lots of women (or men) of appropriate age. For example, a beach. If you're college-age, the halls of a college. Perhaps a mall, where folks sit in open-air cafes. You want to find a place where people are mostly planted in one spot, rather than walking to get somewhere.

Now you walk up the way. As you pass each appropriate person, say something. It really doesn't much matter what. Great weather, huh! would be just fine, or Nice Hat!

But you keep on walking!

That's safe enough, isn't it? Very little can go wrong; they're almost certain not to pull out a knife or a gun. Even if they're wild and call you a no-good coyote, you're already up the way, right?

Now when you've done this long enough to start feeling comfortable, try some variety in what you say. Now's a good chance to practice blathering! Just say different things off the top of your head.

Once you're comfortable with that, you walk back the way you came.

Now here's a funny thing: Because they've seen you before, they think they know you!

They will now be MUCH more open to chatting.

Try pausing, as if you might keep on walking, and chat about anything off the top of your head. Do this as long as you like.

Be careful about this exercise though; you may find yourself picking up a girlfriend (or a boyfriend).

Just do the exercise whenever you like, until you get over being shy.

That's simple, isn't it?

For Men Only

Realize that women are a different species altogether; they are not like us. Some of the things they say make no sense to us; some of the obvious things we say they can never grasp.

For example, if your date says you are a self-centered person, it does no good whatsoever to explain why you are not. The correct response, in woman language, is I'm afraid you're right. I try to be aware of this, but often fail. What do you think I should do about it?

(And you might as well listen to what they say. Sometimes they hit on useful stuff.)

For Women Only

Please realize that, even if you cannot see any sense in why men would want to get into a fight, or why they care about football, or why they would rather discuss cars than emotions, even if you see no sense in it, there's a darn good reason.

I'll try to tell you what it is, but I'm not sure I can really say it in woman language. It's something like: Men are shallow and excitable animals, with far less depth than you could ever imagine. Hormones make them that way, and although they talk in simplistic riddles, they are very handy in many other ways.

(And you might as well try to appreciate them for what they are, because that's what they are.)

How to Get Along

Who knows? But that's another adventure!

SweetheartReport.com

Once upon a time, just to get feedback, we put this report up on a website and solicited comments. The comments were numerous! Some folks raved and thanked us, because the system worked well for them. Other folks had questions about this or that, and wanted to compare notes and experiences.

In upcoming months, as time permits, we plan to build a site to provide additional information, and perhaps a 'User Forum' — should we call it a 'Sweetheart Forum'? — where folks can compare notes.

Please come visit, at —

<http://sweetheartreport.com>

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About Mobius Megatar

The mission of the Mobius Megatar organization is to bring more music into the world, and toward that end, we publish books teaching a fun, new, and easy way to play music on guitar or bass by touch, and playing with both hands at the same time.

Surprisingly, this two-handed method permits you to play, for example, a bassline and rhythm guitar at the same time, or you can play the instrument similar to a piano, playing left-hand chords and melodies with the right hand.

Also surprisingly, this new method of play is actually a bit simpler than learning to play normal guitar, or bass, or piano.

In addition to publishing books that show how to play music with this new method, the Mobius Megatar organization also designs and manufactures specialty musical instruments that make this method of play even easier. These instruments are called 'megatars' because they are like big guitar. 'Mega' means big, and 'tar' as in guitar.

For more information about our musical instruments and this revolutionary new way to play music, please visit our website at

<http://www.megatar.com>, where you will find photographs and recorded songs, and an explanation of this method.

This report, *The Sweetheart Report*, has nothing whatsoever to do with music or musical instruments, other than helping you and somebody else make beautiful music together.

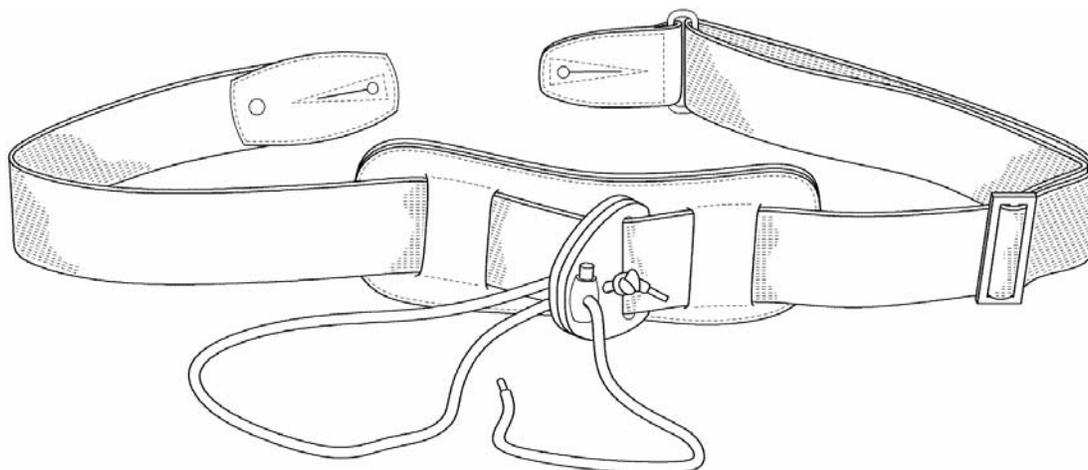
So why have we published this special method? For several reasons. For example —

- (1) Because we like you and we want you to be happy, and if you don't have a girlfriend or a boyfriend maybe you'd be happier if you *did* have one.
- (2) *And* this method gives a method known to work, and it's pretty easy to follow, if you want to.

If you require additional information about our musical instruments or our method of playing music, please contact our office.

We hope that you have found this information useful. We have published it in this easy-to-obtain format as a public service, in the hope that it will be valuable to you.

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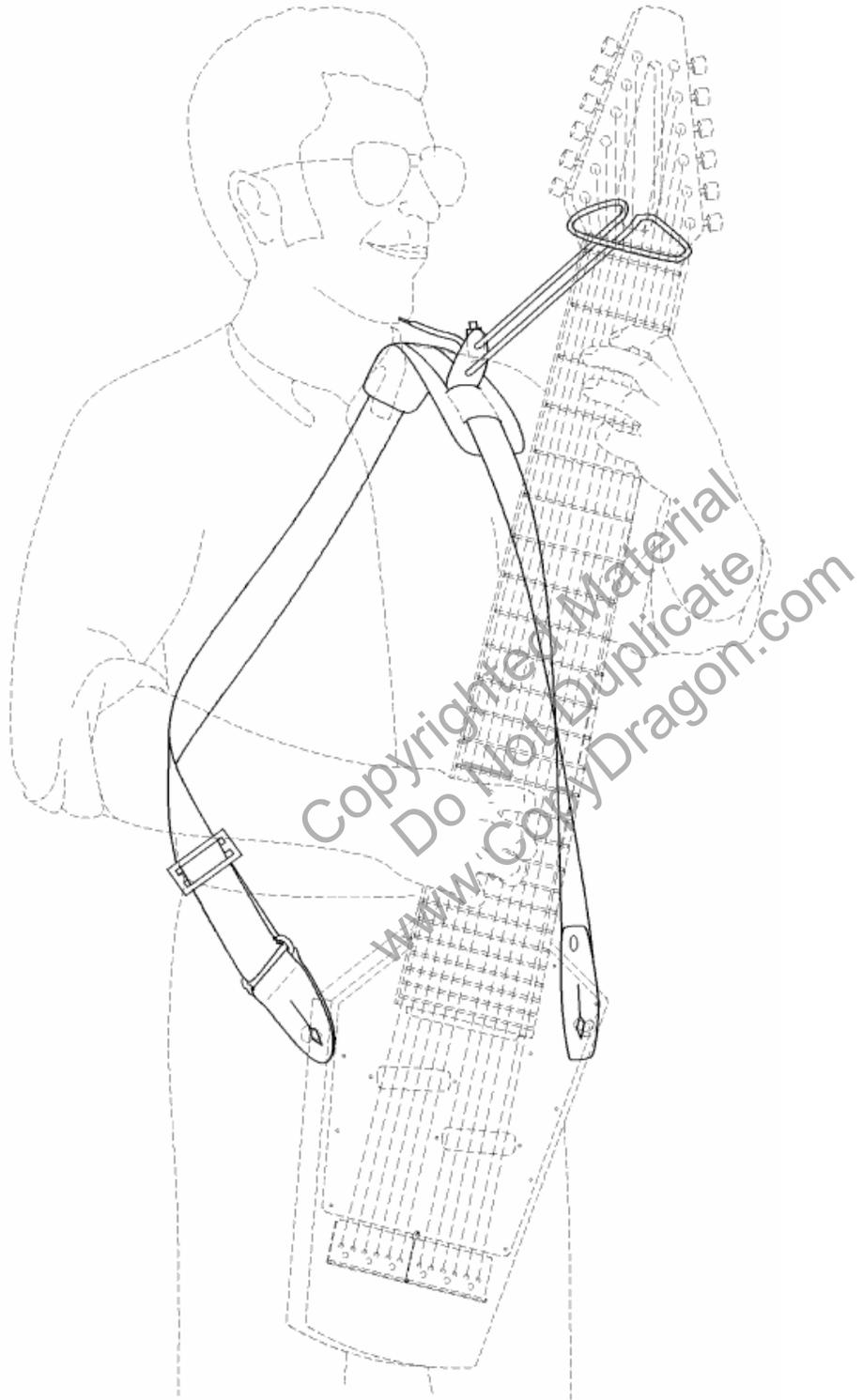
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The Musical Idiot

San Francisco, 1979: On Haight Street, the music store was originally called "Chickens that Sing Music." There Dave Harp offered a class called "Blues Harmonica for the Musical Idiot", and I signed up.

Dave used advanced technology: xeroxed lessons. I was impressed because, at my business, we'd thought ourselves thoroughly modern with a Gestetner mimeograph. So as to fit on one xerox sheet -- expensive, fifteen cents per page, those early copies -- he chopped the lesson up into different boxes, sometimes packed in sideways.

I still have these original xerox lessons, fading in a folder; Dave's gone on to create a publishing empire and lives in Vermont with his sweetheart and babies, and gives talks about meditation and music all around the country. But back then he taught Blues Harmonica.

One day, in my [studio apartment](#), I'd heard the blues walking up the sidewalk, underneath my windows. Later, as it turned out, he hired the my 'postering company' (The Thumbtack Bugle) and we put his posters up. But I digress. Back to Chickens that Sing Music.

So there we were, sitting in folding chairs in the music store, awaiting the beginning of class. In walked a woman with a lot of curly hair. I liked her looks, and as she passed, I said, "Wow! You smell great!"

That is how I met my wife.

She wasn't much interested. After class, I walked her back to her place on Stanyan street, chatting about something. I didn't ask to walk her home, just started blathering as she left the front door, and then walked along chattering, and be-

fore long reached her flat.

It wasn't much, but it was a start. I made sure to go to the next few lessons. Sometimes she was there. Sometimes not. One week, I concocted some reason to importune her for a ride from point A to point B. I asked her out. She declined. I tried again later. She accepted.

She told me later that she'd been seeing a couple of other guys, and liked them both better than me, and on that date she'd planned to tell me thanks but no thanks for the future. But it was some Japanese restaurant on Union street, and the conversation went well, and saki and laughter decided her to delay turning me down.

And one thing led to another, and though she'd moved to Oakland, my motorcycle and I flew the Bay Bridge and through the freeways. Time was no barrier.

And then one day it dawned upon me that I would be a fool to let her ever escape. And so, fearful to the heels of my feet, I asked her to marry me in a moment. "Yes," she said.

I did learn to play blues harmonica -- blues harp, said properly -- but I don't play the blues harp much these days. Time came and went. I was married for a time, and then I wasn't. For I was a fool; and I *did* let her escape. But that's another story.

— Arthur Cronos, 2005

(This story adapted from my autobiography called *'The Adventures of Bloggard'* on your internet at <http://bloggard.com>)

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