

THE FIRST TEN SECONDS
**HOW TO MAKE A GENUINE CONNECTION WITH SOMEONE YOU'RE
ATTRACTED TO**

A Non-Manipulative Approach That....

- **Eliminates the possibility that you'll be rejected**
 - **Frees you from awkward feelings**
 - **Lets you connect on a deep level**
- **Maximizes your chances of intimacy**

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AS SEEN ON OPRAH!

***LET TODAY'S MOST TRUSTED RELATIONSHIP EXPERTS SHOW YOU
EXACTLY HOW TO MEET PEOPLE SO THEY LIKE AND TRUST YOU
IMMEDIATELY!***

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Why Do Personal Development?

Part of the nature of humans is to be constantly developing, growing and moving toward a balanced and mature way of being. Our present personality is determined by both who and what we have been and by the person we strive to become. The goal of personal development is to learn and apply that which enables us to attain emotional wellbeing, understanding and effectiveness, and to share this knowledge with others.

Personal development is the conscious evolution of human nature, and yet throughout history it has been sorely lacking! Although it is in our nature to learn and grow, we are held back by our culture, which is predominantly focused on survival needs, each of us in competition with others, and our spiritual inner nature is repressed. The animal rules. We make no room for unconditional love.

Even though the culture may have evolved with technological advancement and administrative complexity, human nature has not moved forward as it might. We are now paying the price for human selfishness and inconsideration. Going forward, the quality of our lives on this planet - even our survival - now depends on each of us taking responsibility for our personal growth.

The human being needs to awaken to the soul that inhabits each body and is our true self and source of inner knowing. Awaken through a process of self-discovery, leading to one's own, self-directed spirituality. We need to become mindfully conscious instead of ruled by the dictates of instincts, past habits and fixed beliefs. We need to throw away dogma, open our minds and reconsider. Instead of fear about our survival and competitive angst, we will then be motivated by compassionate understanding and creative love.

For those that do move forward, the next epoch - that is almost upon us as we move into 2012 - will be a celebration of human cooperation and shared love. It's our best hope for the future - and it's in our hands.

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INTRODUCTION

One of the most frustrating things in life is that feeling of awkwardness which keeps you from being able to make a good connection when you first meet someone you're attracted to.

Now, there's a new way to solve that problem. In this book you'll discover a way to meet people that guarantees success. It will show you exactly how it's done. Once you know how, you can meet people with ease and pleasure. You'll feel no fear, and your actions will produce remarkably positive consequences.

The first ten seconds of connecting with someone is the most important ten seconds of the relationship. It sets a standard and forms a template for how the relationship will go.

This book will show you exactly what to do and say in those first ten seconds.

First, though, you need to learn a secret about connecting with people you're attracted to.

THE SECRET

Here's a crucial fact about love and relationships that we learned from helping several thousand people find lasting love:

You change your luck in relationships the moment you make a conscious commitment to changing your luck. Until you make a conscious commitment to being lucky in love, your unconscious programming not only RUNS your luck, it usually RUINS it.

Your unconscious may have only "lucky-in-love" programming in it, but that is highly unlikely. You probably wouldn't be reading this if you always felt at ease in relationships. You're probably reading this because you have the feeling that if you were a little bit luckier and more at ease, a whole lot of good things would happen in your love-life and your life in general.

We agree. That's why we're here talking to you like this.

You need to know that **it's up to you to change your luck in love.**

That's right: The power rests in your head and your hands. Each of us can make that commitment and bring more love into our lives. It's actually easy to change your old programming, if you will take the challenge of making a few simple shifts in your mind and body.

Check into yourself right now and find out if you are sincerely willing to take the challenge of changing your luck in relationships.

If you are, take a few deep breaths and get your body relaxed.

We'd like you to make a special kind of commitment **right now.**

Your First Instruction

Get a pencil or a pen and something to write on.

You're going to write the following sentence, in a specific way that gets it into your unconscious mind. I can't stand over you and watch you do it, so I'm going to trust you to do it exactly as I tell you.

Write out the following sentence. Fill in the blank with your name. Only write it if you are sincere about it.

I, _____, make a sincere commitment to being lucky in love, now and forever.

Write the sentence **once with your dominant hand.** (That is, if you're right-handed, write the sentence with your right hand.)

Now, **switch the pen or pencil to your non-dominant hand** and write the sentence again. Just scrawl it out as best you can. It doesn't have to be legible to anybody but you. Writing the commitment with your non-dominant hand is important, because your non-dominant hand is connected directly to your unconscious mind.

Now, **switch back to your dominant hand** and write it again.
Then, **once more with your non-dominant hand**.

Don't go further until you've written your sentence exactly as we've asked. If you've done it like we asked, you should have two sentences written with your dominant hand and two written with your non-dominant hand.

When you finish, take a break. Go for a walk, perhaps, or get a bite to eat. Take your mind off this for a while. It needs some time to let all this sink in.

When you come back from your break, you can go on to the next section or save it for another day.

A SECOND KEY SECRET

Your next move is to clear out of your head the biggest barrier that keeps you from being lucky in relationships.

A part of you that you've never fully examined keeps you feeling awkward when you meet people you're attracted to. It keeps you from being lucky in your relationships. If you will look at that aspect of yourself—just focus on it for a few moments in a special way—it will release its grip on you. Then, you'll be free to make a new choice to be lucky.

Here's exactly how to find that "unlucky-in-love" part of you. It's exactly the same process we would use if you were in our office. You may be surprised how easy it is, but you may also be surprised at how powerful it is.

Look at the timeline on the next page:

THE LUCKY-IN-LOVE TIMELINE

After I finished going to school

When I was in high school

When I was in elementary school

Before I was in elementary school

Before I could walk

Before I was born

Tune in to your sense of feeling awkward when you meet people or "being unlucky-in-love." It might be a vague body-feeling, or maybe it's a thought in your mind. Somewhere in you, though, you can sense the part of you that feels unlucky. Just give it some attention for a moment.

Your Instruction

Now, with one of your fingers, point to the place on the timeline when you feel like you first were aware of feeling awkward or being unlucky. There's no way to know for sure, of course, but just

accept whatever answers you get from inside yourself. For example, if you've always felt unlucky, you would probably point to "Before I was born." If you started feeling unlucky when you were in high school, point to that one.

Don't go further until you've pointed at one or more of the points on the timeline.

Instruction Two

Now, think for a moment about your parents and your grandparents. Most of us who feel awkward meeting people come from either parents or grandparents who felt that way, too. By being around them, we picked up their attitudes unconsciously.

(If you were adopted, think of your birth-parents as well as your adoptive parents. If you never knew your grandparents, think of any stories you've heard about them.)

Below you'll see two lines that say My Parents and My Grandparents. With one of your fingers, point at either or both your parents and grandparents **if you feel they were unlucky in love**. There's no way you can know for sure—just go with your impression if you **feel** they were unlucky. If you don't feel they were unlucky, just wait a moment. Don't point.

My parents

My grandparents

Don't go further until you've pointed with your finger at one or both.

BREAKING THE GRIP OF THE PAST

Now, I'd like you to do something incredibly important for changing your luck.

Look at the timeline again. Point to a place on it when you felt unlucky. Point with your finger.

Now, as you say the following sentence, I'd like to point at the timeline when you say out loud, "**THAT WAS THEN,**"

And then touch your chest with that same finger as you say "**THIS IS NOW.**"

Do this at least ten times. Say **THAT WAS THEN** as you point at the timeline, then touch your chest as you say **THIS IS NOW**. It's important that you physically touch your chest when you say **THIS IS NOW**. Make sure you say it out loud.

We suggest ten times, but you can do it dozens of times if it feels right

to you to do so.

Then, we'd like you to do something similar with your parents and grandparents.

If you feel that your parents or grandparents were unlucky, point to them as you say **"THAT WAS THEM"** and touch your chest with that same finger as you say **"THIS IS ME."** Do that at least ten times.

After you finish doing this, take a break. Come back later or another day for the next session.

YOUR INNER LOVER: THE ART OF ACCEPTING YOURSELF

If you don't accept yourself, you'll always be looking for someone to do it for you. And you won't ever find it, because people who don't accept themselves attract people who don't accept themselves.

If you don't accept yourself down inside, you'll always be chasing something or another that you think will make you more acceptable. It never works.

Now, we'd like you to make a list of everything you find hard to accept about yourself.

Do it quickly, though. Don't think about it too much. Just write down as many as you can, as quickly as you can.

(Examples of things people have written down: My weight, the fact that I owe child support, my addiction to drugs, smoking cigarettes.)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

When you've written down a list like that, go to the next page and follow the instruction.

Now, go through the list and accept yourself for each of those things. Focus on each of them for a few seconds, in a spirit of loving acceptance. Accept them deeply in yourself, so you won't try to get others to do it for you. Accept them deeply, so you won't keep running from them.

If you have trouble feeling acceptance, here's a trick we use with our patients. Think of what day of the week it is. Feel how you can accept what day of the week it is. If it's Thursday, for example, you can accept that, can't you? You're not arguing with in your mind. That's the same way you can accept those other things in yourself.

AN IMPORTANT INSIGHT

If you tell the authentic truth to other people, you'll have clear relationships with them. If you don't, things will get seriously out of control very quickly. Just ask Bill Clinton. The moment those fateful words "I didn't have sex with that woman" left his mouth, a whole line of dominoes started to fall. No matter how fast he ran—no matter how many more lies he told to cover that big lie—it was just a matter of time until the truth came out.

To get back in the flow of harmony, all you have to do is look to see where you stopped telling the truth to yourself or someone else. Return to where the blip occurred and fix it by telling the truth.

In other words, if you're driving down the highway and your car starts shimmying, look for the wheel that's out of alignment and true it up. It doesn't take much of a mis-alignment to get one whale of a shimmy, especially if you're whizzing along at a rapid clip. Many people, though, make the mistake of dealing with the shimmy by turning the radio up loud, in hopes that the passengers won't notice the real problem. Sometimes it works for a while, but eventually the truth comes out.

Making Your Life Simple

If your life stops working, look for a simple truth you "forgot" to tell. Sometimes it's a truth you're trying to hide from yourself, and sometimes it's one you're trying to hide from others.

Now let's get down to the nitty-gritty:

What is one thing you have difficulty speaking about authentically with others?

What's another?

What's something that you haven't told the truth about in your life?

Almost everybody has a few things they haven't come clean about...something that would restore integrity to your life if you owned up to it.

UNTOLD TRUTHS MAKE MESSSES

If you look underneath any major mess in anyone's life, you will usually find a truth that didn't get told. From working with 20,000 people, we can tell you that it's almost always a truth that would take less than ten seconds to tell.

Pop Quiz: What is a simple truth that would have restored integrity to O.J. Simpson's life?

Hint: It would take less than ten seconds to speak it.

Pop Quiz: What is a simple truth that would have restored integrity to Richard Nixon's life?

Remember him? He denied any knowledge of the Watergate break-in and ended up getting run out of office. If he'd told the ten-second truth-- "Yeah, I knew about that and I feel colossally stupid for being part of it."--he

would have gotten whomped for a few days then forgiven. Americans are quick to forgive, but are very slow to get over being lied to. Richard Nixon didn't know the real rules of the playground. He stonewalled, he got caught and he ended up having to sneak out like a weasel.

It's all based on a faulty idea: Telling the truth is painful and hard—lying is easy and more comfortable. There are slogans around such as "The truth hurts." We need more slogans around that say "Truth heals." We need to create families and societies where telling the truth is rewarded not punished.

Begin by making a commitment to being absolutely honest with yourself and everyone around you. You may not ever need to get on TV and say "I had sex with that woman," but you may need to cultivate the skill of saying simple but authentic things like "I'm sad" and "I'm angry" and "I'd rather not do that." Most of the truths that most of us need to tell are simple truths. However, if the lessons of Clinton and Simpson and Nixon and others tell us anything, it's that getting to the simple truth is not always simple. You can make it simple, though, and you can watch your life unfold in miracles as you do.

Now, let's explore what to say and do in those first ten seconds.

THE FIRST TEN SECONDS

We're going to focus in detail on the first ten seconds of meeting someone you're attracted to. In the following example, the two people meeting are a male and a female, although we could just as easily substitute a same-sex interaction. The dynamics are the same no matter what the gender or sexual orientation.

Here's the example we'll use:

You're shopping in a supermarket, pushing your cart along in the produce section. You are deciding which cantaloupe to buy, taking your time to sniff or heft or do whatever you do to make a good selection.

Out of the corner of your eye you notice a person looking over the nectarines in a nearby bin. You notice a feeling of attraction to that person, so you take a closer, longer look. She glances your way, makes eye contact and smiles.

IMPORTANT FACT!

Everything in the preceding paragraph took place in four seconds or less. (There's a lot of scientific research on meeting-styles in different cultures, but for the purposes of this book all you need to know is that, no matter what culture you study, the initial contact is only a few seconds.)

What you do over the next six seconds—especially what you say and how you say it—makes a profound difference.

Here's what the majority of people say in these all-important six seconds: Nothing.

The moment passes because they feel awkward about saying something to establish deeper contact. They walk away, feeling disappointed in themselves for not being able to make a good connection.

A small percentage of people actually say something, but it comes out awkwardly and the other person doesn't respond positively.

A tiny percentage of people say something that establishes a positive contact with the other person.

We want you to be in that percentage of people who know what to say

and do.

Here's exactly what to say and do:

Say something simple that is unarguably true. Even better, say something simple that is unarguably true and that you're experiencing right now.

Here's an example of a simple statement you could say that meets those two criteria:

"I'm having a hard time deciding which cantaloupe to buy."

This statement may sound ridiculously simple to you, but I can guarantee you that it establishes a good connection. I've helped thousands of people meet other great people and go on to wonderful relationships, so I know what I'm talking about from personal experience. However, even if I didn't, there's a good reason this sort of simple, unarguably true statement works so well: It instantly establishes trust. It establishes trust because it shares something personal and non-threatening about you, and it cannot be interpreted as any kind of lie, con or attempted manipulation.

KEY PRINCIPLE!

Often when people meet, they are afraid of being conned, lied to or manipulated. They are yearning for deep connection, but this yearning has often brought them pain, embarrassment, rejection and suffering. Their fear is a way to protect themselves against further pain. To establish trust instantly, say only things that are unarguably true.

Contrast these two statements:

Statement One

"I'm having a hard time deciding which cantaloupe to choose."

Statement Two

"Do you know a good way to tell which cantaloupes are good?"

Our research has shown time after time that Statement Two turns people off, while Statement One turns them on.

Can you see why?

The reason is that Statement Two reveals nothing about the speaker,

yet asks the other person to reveal information. (Even simple information, like the way to judge a cantaloupe, is asking the person to step forward to a degree of intimacy that the speaker has not volunteered.)

If you say "I'm having a hard time deciding which cantaloupe to choose," you create an opening that the other person can enter if he or she chooses. At the same time you reveal something of yourself, while speaking the absolute, unarguable truth. There's no way another person could argue with your statement. They are free to feel at ease, because you haven't lied, conned or manipulated them.

Let's look at another example:

See if you can find what's wrong with the following interaction.

You're standing near the punch bowl at a party. An interesting-looking man comes up beside you. You glance at him and he smiles.

Him: Hi.

You: Hi.

Him: Great party, hunh?

You: Yes. Diane and Jim are such a great couple!

Him: Is the punch good?

You: How could it not be?

This type of interaction is not likely to produce instant trust and likeability. It reveals nothing about either person, and there's no hint of the kind of unarguable authenticity that makes for good connection. Instead, this is a mask-to-mask communication rather than a heart-to-heart one.

Now, look at the same situation, but replace the phony, mask-to-mask dialogue with authenticity.

Him: Hi.

You: Hi.

Him: I notice you're looking at the punchbowl.

You: Yes, I'm trying to decide whether I want any or not.

Him: Me, too. Sometimes it's got alcohol in it, and I'm not a drinker.

You: Hmm, I hadn't thought about that. I was wondering if it was

loaded with sugar.

Him: Let's go find out.

You: Great. By the way, my name's....

A good connection has been made. They're off to a good start.

Speaking unarguable truths is the ideal way to begin a relationship. There are two good reasons why. First, as we mentioned, the first ten seconds is a template for how the rest of the relationship will go. If you begin with something false or artificial, that's often the way the relationship goes. However, if you begin on a footing of authenticity, you create a template for the future that's based on truth and clarity.

The second reason is equally important. Speaking the truth will often flush out people who do not have a capacity or an interest in honest relationships. Better to learn that in the first ten seconds than to take ten years of pain and suffering to learn the same lesson.

Imagine saying to a person you just met, "I'm trying to decide which cantaloupe to choose." The other person says, "Here, I'll do it for you." Beware! This person is a Controller. They make bad mates.

Imagine that another person responds by saying in a mocking tone, "Geez, everybody knows that! Where've you been, anyway?" Beware! This person is a Critic. They make bad mates, too.

What we're saying is that you can learn everything you need to know about a person in how that person responds to a truthful statement.

Here's everything you need to know about meeting people, boiled down into one paragraph. Pin it on your refrigerator, put it in your wallet, tape it to your dashboard—in short, read it until it's engraved in your mind.

When you first meet someone, stay in the present. Don't run any patterns you've run before, and don't say anything you've ever said before. Say only things that are unarguably true. Simple things like "I'm feeling warm in here" and "I feel nervous being here" are the best kinds of statements for making good connections. If you can establish the relationship on the firm ground of authenticity—even ten seconds of it—you've got a foundation you can build a mansion on.

It's always that simple and that easy. Don't take our word for it, though. Go out and get busy meeting people. You'll likely be amazed at the results you get.

ABOUT US

We've been in love with each other for more than twenty-five years.

During this time we've:

- Raised two kids

- Written nine books together (and a dozen more individually)

- Accumulated a million frequent-flyer miles teaching our work around the world

- Created a wonderful home

- Made friends with some of the most incredible people on the planet

..and a whole lot of other things, too.

Our main goal is helping others who are interested in creating the same kind of rich, magnificent, ever-expanding circle of love we've been blessed to live in for the past three decades.

We can be reached through <http://www.hendricks.com>

Thank you for the great gift of letting us into your life.

Love and blessings to you,

Gay Hendricks & Kathlyn Hendricks