“The Forbidden Knowledge Archive”
by Matt Bacak and Brother Mesmer

Ruthless Forbidden NLP
Stealth Strategies and Black Ops Patterns from the Dark Side of Covert Persuasion
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PART ONE: IN THE LAND OF THE BLIND, THE ONE-EYED MAN IS KING

The purpose of this report is to make the reader a "one-eyed king." He will march with authority through an abundant land that is filled with ignorant people who literally do not see what is right in front of them. (1)

By "one-eyed," we mean that our eyes will be opened to see this valuable, life-changing information that was hidden in plain sight. Whether the reader ends up living like a king or not, we absolutely guarantee that he will become more powerful from the knowledge that we share here.

"In the land of the blind, the one-eyed man is king." (2) (3)

In another report on NLP (Neuro-linguistic programming), we focused on how to write sales copy using NLP techniques. Along with covering the basics of NLP, like the Meta Model and the Milton Model, we shared numerous secrets for enhancing written persuasion communications, from short emails to long sales letters. (4)

In this report, we will explore the applications of NLP in a live interaction setting. We will assume that the reader is familiar with the basics of NLP, either from our previous NLP report or from other sources. (5) (6) (7)

The insights and techniques in this report are intermediate- to advanced-level NLP material. Some of it is known only by a few and would be very difficult to find. The reader could take seminars and training that cost many thousands of dollars and not be exposed to some of these NLP strategies. Many, though not all, fall under the categories of "forbidden NLP" or "dark NLP" patterns. (8)

Dark patterns refer to patterns that can be used to harm. These types of language patterns tend to create depression, fear, and guilt. They are the most difficult because it requires a lot of rapport, combined with stealth and guile. It is like using a velvet glove to hide a steel hammer. (9)
What specifically is "dark" or "forbidden" is the particular verbal patterns or scripts that are deployed. In the hands of a total amateur, many of these dark NLP patterns are useless. However, a few of these powerful forbidden patterns are so simple that even a raw beginner at NLP will be able to achieve spectacularly destructive results with them.

Why We Are Revealing These Dangerous NLP Patterns

With great power comes great responsibility. If the reader does not feel that he is able to approach learning about these forbidden NLP patterns and their use in a way that is ethical and responsible, then we respectfully submit that he should cease reading this material.

We know that sellers in the persuasion field make statements like this in order to sell more products. However, we are not trying to "sell" this.

These techniques are just plain dangerous. We know for a fact that they can cause lasting damage to the human psyche when malevolently employed with the purpose of causing psychological harm. Here is what Kenrick Cleveland, a top NLP persuasion trainer, says about the dark NLP patterns.

It was a number of years ago when one of the "founders" of NLP used a technique on me that absolutely devastated me. Back then, I had no clue what it was or what it was called, but it was so powerful, it took months to recover from its use on me and to get my senses back. It took away my identity and even blurred my purpose for living. It was nasty to say the least.

Today, I call it "The Scramble." Only later did I learn that this was my first exposure to "The Dark Side."

I reported about a student who had taken an NLP training in Europe. In the course of the training, the student had a disagreement with the trainer. To get even, the trainer used one of these destructive patterns on him. Weeks passed. His life was in shambles. He couldn't work. He lost all of his friends. He learned the power of the Dark Side - against his will.

When "The Dark Side" patterns are used - it not only can change an opinion, it can destroy and totally obliterate a mind. And it stays in operation until you get it fixed or until you slowly, over time, put the pieces back into place. But for some people, that will never happen, and the devastation is total.

What's this got to do with you? Everything... if you want to protect yourself from the hidden power of these techniques. And start becoming aware of how they are being used.

Cleveland has a strong mind. He was able to recover and learn from the experience. The weaker mind, like a computer, can "crack" or "crash."
We have three reasons for sharing this little-known knowledge. It was not an easy decision for us to make. But we are convinced that it is the right one.

(1) First and foremost, we want you, the reader, to know about these patterns so that you can defend yourself against them. Even if you never use these patterns yourself, you will learn enough in this report to defend yourself against the most malicious and manipulative NLP attacks.

(2) We see this report as a chance to expose you to this hidden knowledge on our terms. It gives us a chance to explain what they are and how they work. Also, we can refer you to the resources that we trust.

(3) Most of these methods in this report can be used to help or to harm. The issue is the intention of the persuader. These techniques have considerable value in the sales or persuasion context. They can also be used for psychological healing. However, some of the forbidden NLP patterns are so truly "dark" and merciless that they simply should not be used.

These scripts are very current. One or more of these dark NLP patterns is being used somewhere today. Many of these scripts were initially developed for the purpose of picking up women. The NLP community has since applied the scripts in other arenas, including sales and Internet marketing.

**NLP's Big Hidden Secret: Sensory Acuity**

If the reader has read books, listened to CDs, or watched DVDs on NLP, it is likely that he has come away with the impression that NLP is mainly a
collection of clever language patterns. This conclusion is understandable, but it puts the cart before the horse.

For example, sales training often provides an assortment of standard "closes." These are short scripts that have been used by successful salespeople in the past to close customers and win sales. NLP can be used to design a closing script, such as for telemarketing, but what is exciting about NLP is that it uses language from a fresh and very different perspective. (13)

Due in part to the abundance of sophisticated NLP information, the most basic and most crucial aspect of NLP is easy to miss. Unless we have worked with it ourselves, we can hear it and still not have an inkling of just how important it really is. This essential ingredient that is the foundation of real world NLP application is "sensory acuity."

NLP has a language all of its own. On the one hand, since NLP is a new systematization of communication strategies, this makes sense.

On the other hand, it often seems like the formalized jargon of NLP gets in the way of the simple truths that they represent. Such is the case with the concept of "sensory acuity" in NLP. Though it sounds exotic, we use our "sensory acuity" every day. Without it, we could not drive a car, work, or even watch TV.

Here is a good but highly concentrated definition that keeps the NLP jargon to a minimum. Our comments, based on our own personal experiences with applying sensory acuity in NLP-style communications, follow.

In modeling Milton Erickson, the creators of NLP observed that people make minute changes from moment to moment. Those changes have meaning if you have enough Sensory Acuity. So, what is sensory acuity? Sensory acuity is the ability to observe minute changes in a person’s physiology from moment to moment. Based on the changes that you observe, you can begin to gain an insight into what is going on for the other person.

In NLP, they normally focus on these key parts of another person’s physiology:

— Skin color (Whether it is lighter or darker)
— Skin Tonus (Whether the tone of muscles is symmetrical or not symmetrical)
— Breathing Speed (Whether breathing is faster or slower)
— Breathing Location (Whether they’re breathing from higher or lower in their chest)
— Lower Lip Size (Whether it has more lines or less lines)
— Eye Focus (Whether their eyes are more focused or defocused)
— Pupil Dilation (Whether their pupils are more dilated or undilated)

The truth is that these are just a starting point – with enough sensory acuity, you can easily gain insight into a person’s state through any observable changes in their body. Milton Erickson famously noticed a member of one of his audiences going into trance. Later, he was asked how he knew she was going into trance. Milton replied, “I could tell because
the pulse in her ankle slowed down.” The better you get at sensory acuity, the more powerful a communicator you will become! Sensory Acuity is especially vital in a good hypnotherapist, as it is your only way of effectively gauging how quickly and deeply your client is in trance. (14)

We use our ability to detect information from other people and our environment all day long. NLP is saying that we can become much better at observing and "reading" people. The better we get at understanding where the other person is at in our conversation with him/her — what his/her "state" is — the better our chances of responding to him/her in a successful way.

Though the applications of this ability to read people are blindingly obvious, whether it's in sales, getting along with the spouse, or negotiating a deal, precious few care enough to take the time to develop it. For this reason, those who achieve a high degree of skill at reading others by detecting subtle sensory cues can be thought to have extrasensory powers.

In fact, what they are doing is not extrasensory; it is "supersensory." The expert people reader is applying his heightened sensory awareness to pick up on cues and clues that the average person misses and never notices. Since most of us are not aware that people give off these detectable indicators, we may wonder if the expert has magical or psychic powers.

What are the outer limits of sensory acuity?

Sensory acuity is the real secret behind the telepathic demonstrations where mentalists apparently read the minds of others. They are, in a way, actually reading the brain of the other person. They accomplish this by reading the unconscious signals of the subject’s body. It is one of the great secrets of magicians, illusionists, con artists and master persuaders the world over. These performers prove that extreme sensory acuity skills can be applied in challenging "field conditions." But these skills are not restricted just to stage performers and master manipulators. They can be utilized with great benefit by anyone who frequently deals with people in his/her business or lifestyle.

For example, here is an excerpt from an advanced sensory acuity training by Eric Robbie offered in early 2010. In the 1980s and 1990s, Robbie gave trainings side by side with Richard Bandler, the co-founder of NLP. (15)

None of us see what’s really there. Our eyes reflect light and send signals to our brain, and our brain interprets the signals. What we “see” is actually our interpretation of what was there (past tense)...

Eric Robbie is known around the world as a pioneer and expert on sensory acuity, as well as a meta master trainer and developer of NLP... Eric notices many of the little things that most other people miss. Small twitches, gulps, and skin tone changes. Faint gurgles in people’s tummies. Even slight changes in temperature. These very subtle cues help him to know what’s going on inside people – in fact, these non-verbal cues usually reveal far more than what people say...
Advanced sensory acuity is useful for everyone, and especially: Coaches and therapists. Clients always tell you more with subtle cues than with words. That's only great if you notice the cues. Several of Eric's students say that they doubled their effectiveness as a coach after the two-day tune up. All of the best coaches agree that sensory acuity is key.

Salespeople. Most people will lie to you. When you can tell what they’re really thinking, and what they really want, then your job becomes many times easier.

Performers. Interested in mentalism? Want to be the next Derren Brown? You can read minds for real using the skills that Eric will teach during this weekend. He'll also demonstrate that it's possible to have someone think of a colour and know from the outside what colour they picked using physical cues. Or you can have someone think of a name and read the name from micro-muscle cues. It takes practice to do this reliably, but you will learn how to do it, and as you practice, you will get better and better.

Explorers. The more you can filter what you notice and pay attention to, the more you can enjoy life your own way. Discover what the study of subjective experience is really about. (16)

Cracking the Eye Position Code

One of the major discoveries of NLP is the relationship between eye movements and internal states. For most people, the position of their eyes indicates the kind of content they are accessing in that moment: (a) visual, auditory, or kinesthetic, and (b) either constructed (created) or remembered.

We need to talk about how to read a subject's eye positions because the knowledge that is revealed is key to setting up several of the forbidden NLP patterns. As the reader will recall from our other NLP report or their own studies, NLP classifies people into visual, auditory, and kinesthetic types.

The visual type prefers to access constructed or remembered images. The auditory type prefers to access constructed or remembered sounds. The kinesthethic person prefers to access their now feelings.

The illustration is the face of the subject as seen by the practitioner. It also assumes that the subject is right-handed. If the subject is left-handed, the positions may be reversed so that constructed becomes remembered and vice versa (mirror effect). But up will always be visual and side to side will always be auditory. Down will usually be kinesthetic. In the Notes, we include a link to
a YouTube video of these eye movements. (18) (19)

Whatever his/her type, when a person is feeling strong negative emotions such as shame or guilt, the eyes will be seen to move down into the kinesthetic position to the left or right. In our experience, kinesthetic states are accessed down and to either direction. In fact, we have observed that the eye position down and to the right can correspond to a person accessing strong physical sensations, such as bodily pain.

The auditory digital position in the diagram is a category maintained by some NLP experts to indicate that the subject is engaged in repetitive self-talk at the time of observation. Or it may indicate that the subject is repeating a question to himself/herself before doing anything else. (20) (21)

From a sales perspective, the auditory digital eye access cue may indicate that the prospect is taking our offer seriously. They may be engaged in lively self-talk or thinking about the price in order to arrive at a decision.

When conversing with the visual type of person, the reader will observe his/her eyes go up to the middle, the right, or the left. He/She may even stop talking while he/she accesses an image in his/her brain for more information.

This behavior usually goes unnoticed, but with repeated observation, it becomes clear that it really does mean something. When the visual person's eyes go up in the high middle position, he/she is actually entering into a light trance in order to better access his/her brain's data.

The auditory person can look directly ahead and keep talking without breaking eye contact. When we observe closely, we see that his/her eyes are moving side to side. This is his/her sign that he/she is accessing data from his/her brain.

In our experience, the auditory person is a tough customer. He processes sensory input faster than the other two types. His data-accessing loops (mental subroutines involving visual, auditory, and kinesthetic brain commands) tend to be brief and oriented towards action and results. In sum, we have found that visual and kinesthetic types are easier to influence.

For the kinesthetic person, feelings are his way of processing sensory information. Since he can only do this in the present, it is common for him to get caught in a repeating kinesthetic loop. He gets stuck in sensory overload as incoming data inundates and then overwhelms him.

If this information about eye-accessing cues seems far-fetched, we recommend a self-test. Observing others, including on television, is highly recommended, but self-tests show us first-hand how the cues work. We experience for ourselves how the eye movements are coupled with accessing the visual, auditory, and kinesthetic/feeling functions of our brain.
For some, these eye movements are minimal micro-gestures that will go undetected by the untrained observer. Tiny though these events may be, these little subjective twitches of the eye muscles qualify as movements.

For a personal experience of the eye-accessing movements, the reader can ask himself the following questions. Then he can ask a friend the same questions and watch his/her eyes. Write down any observations or conclusions.

1. **Visual Remembered**: Think of the color of your car. What kind of pattern is on your bedspread? Think of the last time you saw someone running. Who were the first five people that you saw this morning?

2. **Visual Construction**: Imagine an outline of yourself as you might look from six feet above us and see it turning into a city skyline. Can you imagine the top half of a toy dog on the bottom half of a green hippopotamus?

3. **Auditory Remembered**: Can you think of one of your favorite songs? Think of the sound of clapping. How does your car's engine sound?

4. **Auditory Constructed**: Imagine the sound of a train's whistle changing into the sound of pages turning. Can you hear the sound of a saxophone and the sound of your mother's voice at the same time?

5. **Auditory Digital (Internal Self-Talk)**: Take a moment and listen to the sound of your own inner voice. How do you know it is your voice? In what types of situations do you talk to yourself the most? Think of the kinds of things that you say to yourself most often.

6. **Kinesthetic Remembered**: (Tactile) When was the last time that you felt really wet? Imagine the feelings of snow in your hands. What does a pine cone feel like? When was the last time you touched a hot cooking utensil? (Visceral/Emotional) Can you think of a time when you felt satisfied about something that you completed? Think of what it feels like to be exhausted. When was the last time that you felt impatient?

7. **Kinesthetic Construction**: (Tactile) Imagine the feelings of stickiness turning into the feelings of sand shifting between your fingers. Imagine the feelings of a dog's fur turning into the feelings of soft butter. (Visceral/Emotional) Imagine the feelings of frustration turning into the feeling of being really motivated to do something. Imagine the feeling of being bored turning into feeling silly about feeling bored. (22)

The eye access cues are a fascinating insight into how the brain works, but that's not our main reason for introducing this information here. The NLP eye-access cue secret prepares us for another extraordinary NLP insight: submodalities.

We have five basic senses: visual, auditory, kinesthetic, olfactory, and gustatory. In NLP, these are referred to as representational systems or modalities. A submodality is an optional feature of a major modality that may or may not be activated in the brain at a given moment.

For each of these modalities, we can have finer distinctions. We could describe a picture as being black-and-white or color, or it could also be bright or dim. Sounds could be loud or soft, or could be coming from a particular direction. Feelings could be in different parts of the body or have different temperatures.
Smells could be pleasant or offensive, strong or light. Taste could be sweet or bitter or strong or mild.

A submodality in neuro-linguistic programming is a distinction of form or structure (rather than content) within a sensory representational system. For example, regardless of the content, both external and mental images of any kind will be either colored or monochrome, and stationary or moving. These parameters are submodalities within the visual sense...

They [submodalities] are the building blocks of the representational systems by which we code, order, and give meaning to the experiences we have. Submodalities are how we structure our experiences.

How do you know what you believe and what you do not believe? You code the two different kinds of beliefs in different submodalities. We create meaning by using different submodalities to code our experience; for example, someone we like and someone we dislike. (23)

We mostly work with the visual, auditory, and kinesthetic modalities or sense perceptions systems. According to NLP theory, when we find out the submodalities that a person is using to drive a behavior, we can gain control over that behavior and manipulate that person without his/her knowledge. We acquire that information by asking the subject questions that will seem innocent and inconsequential unless the subject is himself/herself an NLP practitioner. (24)

**Visual Submodalities:**

- Location: to the left, right, top, bottom
- Size
- Distance
- Brightness
- Number of Images
- Focused or Unfocused
- Associated [subject is looking out of his/her own eyes] or Dissociated [subject is watching himself/herself in the picture]
- Color or monochrome
- Framed [nature of frame?] or panoramic
- 2D or 3D
- Clear or fuzzy
- Shape: convex, concave, specific shape
- Movement: still, photo, slideshow, video, movie, looping
- Style: picture, painting, poster, drawing, "real life." (25) (26)

**Auditory Submodalities:**

- Mono/stereo
- Qualities: Volume, pitch, tempo, rhythm, pace, duration, intensity, harmony
- Variations: looping, fading in and out, moving location, direction
- Voice: whose voice, one or many
- Number of Sounds
- Other background sounds? (27)

**Kinesthetic Submodalities:**

- Proprioception: somatic sensation, location in the body, movement direction
- Tactition: pressure, intensity
- Thermoception: temperature, Breathing rate. (28)

The quantity of information may seem overwhelming at first. Our best advice is to continue submodality self-testing and keep notes. Be especially attentive during times of stress, intense emotion, and strong compulsion.

As the saying goes, by the end of this report, the reader will know enough to be dangerous. He will also know how to protect himself against others who might seek to do him harm with mind control language methods.
PART TWO: MAGIC NLP QUESTIONS AND SNEAKY NLP WEASEL PHRASES

The insights and skills that make mind control possible remain hidden from the public at large. Mind control, like politics, makes for strange bedfellows.

So even though the government, giant corporations, and individual persuaders may differ tremendously in their application of these tools and techniques, they all have a vested interest in keeping this information quiet.

The Hollywood image of the handsome seductive vampire figure who hypnotizes with a mere glance exaggerates the truth. Given the right target and the right conditions, though, instant hypnotization is in fact possible.

Count Dracula (played by Bela Lugosi) (1931) (29)

In the Hollywood version, mysterious occult forces are at work. The powerful charismatic Svengali employs invisible influences. Like prey before predator, the defenseless deer faces a hungry lion. The victim seems to have no say in the matter. They are chosen by destiny to be overwhelmed and consumed.
The reality of the process is quite different. There are steps involved. Ultimately, none of it is all that mysterious, as the power of persuasion is based on the science of the brain and the way that it codes sensory inputs.

**The Three-Layered Cake of Deception: Stated, Hidden, and Secret**

The human mind is inclined to expect a little deception, but it tends to be blind to highly organized, deep, deliberate deception. The continued success of con artists points to the fact, heartening in a way, that we continue to trust strangers. We are still willing to give them the benefit of the doubt.

Love is a very good thing. We all should work on opening and healing our hearts. But we live in a golden age of mind control expansion that is fueled by a global information explosion and electronics revolution. In short, we live in a perfect storm of rapidly evolving mind control systems. The brave world of mind control, prophesied in science fiction novels, is already here.

Mind control expert Dantalion Jones articulates three different levels of deception: stated, hidden, and secret. He argues that techniques become effective only in the context of an expert strategy, a strategy based in large part upon a multilayered manipulation. In some circles, this is known in its many variations as "the confusion strategy." (32) (33)

The top layer of our three-layer confusion strategy cake is our stated intention. It is what we convey to our target from the very beginning. For example, we have a way for the target to double his money in six months.
The middle layer is our hidden intention. Our hidden intention is what is uncovered later on as the supposed "real" reason for our strategic behavior. It will seem like a great revelation to our target. It is not our real motivation.

This hidden intention that we disclose on purpose as part of our plan to manipulate our target towards our desired outcome was designed by us well in advance. Its purpose is to confuse the target and move him/her far away from our real motivation, our secret intention.

He/She will believe that the second layer of our confusion cake is our "real" intention. In reality, it is another sequence in our sophisticated deception.

In the example of the "double your money" scheme, we come back after the stated time as promised. We sheepishly announce, "I'm sorry, I have failed miserably. I did not make any money for you."

The target becomes upset or angry. He assumes that he has been betrayed and that his money is lost. To his surprise and delight, we hand back to him the exact amount that he had loaned us.

"I am so very sorry," we say. "I did not double your money as promised. So even though I've fallen on hard times and I really could have used it, since I did not double your money as promised, here is your money back."

At this point, we give him back all of his money in cash. The appearance that we have fabricated is that our stated intention was to double his money, and that our hidden intention, now revealed, is to be completely honest about this and to return his money to him in total should we fail.

In reality, all of this was just an elaborate set-up for our third layer.

The bottom layer of our confusion cake is our secret intention. Unless things really fall apart, the target will never know that this was our real goal all along. This is the heart of our deception, armored by the two other layers.

Our "double your money" con concludes with the spontaneous action of the target. Grateful, relieved, and impressed by our apparent honesty, one of two events is likely.

He may give the money back to us and ask us to try again. If our intention was simply to steal the money, at this time, we would simply walk and pocket the money, never to be seen again.

Considerably more elegant is the "sympathy tip" ploy. If this is our angle, we play up our failure. Even if they offer to give us a second chance with their money stake, we refuse. "I'm sorry, I cannot in good faith take your money. To be honest, I could really use it, but that would be completely unethical."
What happens next is a trade secret of the seasoned con artist, master manipulator, or brainwashing expert: put the target on an extreme emotional seesaw in order to overcome his/her rational, logical, conscious mind.

The target has seesawed between intense negative emotions like fear or anger and powerful positive emotions like relief and gratitude. He may feel bad for not trusting us. He may be overcome by guilt or shame. Whatever the specifics, his critical faculty is briefly overwhelmed by strong emotions.

If things go our way, we are rewarded by what was our secret goal all along: to get a spontaneous "tip" based on a percentage of the loaned amount. If the amount was $50,000, for example, we might get as much as ten percent, or $5,000, from the relieved target. It is well documented that the extraordinary con artist Count Victor Lustig was able to extract $5,000 from the famous mobster Al Capone in exactly this way! (34) (35)

To review, we design our plan in reverse. Our first decision is our deep or secret intention. What do we really want the target to do for us?

Count Victor Lustig's secret intention was to get $5,000 from Capone.

Our second decision is our surface or stated intention. Count Victor Lustig told Capone that he would double his money in two months. (36)

Our third decision is perhaps the most challenging. We need to come up with a clever deception that will throw up a smoke cloud so that the target doesn't suspect that he's been cleverly manipulated.

Lustig's middle or hidden intention that he revealed at just the right time was to appear honest while exposing the fact that he needed money.

The three-layer deception has a benign version. A man tells his live-in girlfriend that he has a big surprise for her. When he comes home, he is carrying a new flat screen TV. Naturally, she thinks this is his big surprise. If what she really wants from him is a proposal, though, she is disappointed.

That night over dinner, he complains that the spaghetti is as hard as a rock. She is probably offended. He leans over, complaining of tooth pain. He grabs a beautiful engagement ring from his pocket and palms it.

He grins from ear to ear. "It's okay, honey. The spaghetti is fine." He opens his hand. "It was only this."

He shows her the sparkling diamond ring. She has ridden a gyrating seesaw of emotions to get to this point.

She is overwhelmed. She screams with delight. She cries tears of joy.
The good-hearted suitor skillfully deployed the three-layered confusion cake strategy. It was a huge success!

In this instance, the outcome is happiness and love. The bottom line is our intention, our motivation. Deception was involved in the suitor's marriage proposal, but the outcome was positive and mutually beneficial for both.

Knowledge Is Power: Covert NLP Information Gathering

The NLP-trained manipulator does not want access to our bank or credit card numbers. He will not be performing any actions that are illegal as defined by contemporary law. Instead, he seeks access to our individual brain codes.

The modern hypnotic persuader does not swing a watch on a chain back and forth in front of our eyes. He doesn't need to do anything so obvious.

Maybe all the persuader wants is to make a sale and to convert us into customers. Maybe he really cares about making sure that the product is a good fit for us and meets our real needs.

Here is the Golden Rule of Persuasion. Please commit this to memory. It's that important.

He who asks the questions, rules.

So, if a well-meaning salesman is asking questions to elicit our criteria or values (the criteria that most deeply motivate us), turn the tables on him/her. Be the one who asks the questions. Take charge and reclaim the power. (37)

In the hands of a real expert, it can be difficult to recognize when we are being "NLPed." Usually, though, they are subtly in the role of top dog and we are in the role of bottom dog. They are dominant. We are submissive.

Here's why the person asking the questions is the person with the power.

The one who is answering the questions is in a passive, subjective state. He/She is "internalized." He/She is going inside his/her head to find these answers for his/her interrogator. While he/she is in this internalized state accessing his/her criteria or values for the querent, he/she is in a pliable trance.

Keep it simple. Be the one who asks the questions. Stay in charge!
The Battle for Your Mind: Covert NLP "Magic Questions"

We have identified the "meta-strategy" that underlies strategic persuasion. Persuaders are not telepathic. They first need to extract information from us. In order to accomplish this essential first step, they ask questions.

In NLP, these criteria elicitation (values gathering) questions are sometimes called "magic questions." They are "magic" because (a) most people have no idea how powerful these little questions are and (b) the subject just handed the persuader powerful ammunition that he will use to dominate the subject and fulfill the persuader's secret agenda.

Since many people are starved for attention, they actually enjoy briefly basking in the spotlight of somebody asking them questions and appearing to be very interested in them for a change. Of course, these questions are being asked with the ulterior motive of data gathering. An appeal to the ego, to the subject's pride or vanity, can be most effective at this juncture.

The "big picture" here is that the subject, be he customer, mass consumer, seduction target, or potential cult victim, is in fact fighting a battle in a war that he doesn't know about. This battle is for his mind. (38)

The mistake many people make is to think that mind control exists only in extreme cases of "brainwashing." A weird cult is involved or the subject is captured in a time of war and subjected to bizarre tortures.

The real mind control war is being waged every day. The persuader wants something from us — our money, our sexual favors, our personal identity information — and he knows he can't just come out and ask for it. He knows he must resort to subterfuge. He builds rapport, gains our trust, and then elicits our values with clever, highly targeted questions.

The professional persuader does not want to "own" our mind. He just wants to "borrow" it for a while. When he's done with it, after he's implanted his commands into our subconscious, he gives our mind back to us, and we are none the wiser. In the hands of an expert, mere seconds are enough. (39)

Top 5 NLP "Trick Questions"

Here is a short list of covert NLP data-seeking "magic questions." They are some of the most effective that we know about. For the persuader, they are "magic." If the subject knew their true power and purpose, he would probably call them "trick questions."

It is urgent that the reader be prepared. People can use these innocent-
sounding stealth questions in just about any conversational context. The reader must know these covert intelligence-gathering questions!

We cannot cover every possible question that an expert persuader might use for covert criteria elicitation or stealth information gathering. Fortunately, we do not need to know exactly how the persuader will execute the strategy. If we can recognize his lead question as data harvesting, we can cut him off at the pass and stop him cold.

**Trick Question #1: "What's important to you about X?"

This question may also be phrased as, "What's important to you in X?"

The more elaborate version is, "When you have X fully and completely, what does that give you that's even more important?"

The skilled persuader will repeat this question several times. Each time he gets an answer, he uses it to burrow deeper into the mind of the subject. Eventually, he arrives at the deeper driver for the person's behavior. (40)

As the elicitation process unfolds, the skilled persuader may ask questions that are specifically designed to find "counterexamples." This technique clarifies the extremely specific need(s) of the subject and also establishes the "hierarchy of criteria" for that subject, i.e. what really matters the most to him/her versus what matters the least to him/her. (41)

What is something that you could do, but do not do? Why?

e.g., "I would not go into a toilet that has been marked for the opposite sex, because it is against the rules." Criterion = 'Follow the Rules.'

What could make you do it anyway? (Counterexample)

e.g., "I would go into a toilet marked for the opposite sex if there were no other choices, and I really had to go badly." Higher Criterion = 'Expediency in a Crisis.'

As the example illustrates, the identification of counterexamples can help to uncover 'higher-level' criteria, which override others. (42)

The expert persuader will be observing the reader closely in order to note his reactions to these questions. He is applying the core NLP "sensory acuity" skills described earlier. (43)

**Trick Question #2: "What’s something that’s no longer true, but used to be?"

This question is the lead into the "Values Destroyer." This is one of the nastiest and most emotionally devastating patterns known to mankind. (44)

If somebody asks this question, run, do not walk. Get the hell away from him/her! And make a mental note to avoid him/her. If this is not possible, then
reevaluate all dealings with him/her. He/She is very, very dangerous.

There are only three good reasons to ask this question, and they are all bad.

The first is to prepare to do great harm by doing the required intelligence gathering. The second is to execute the pattern based upon this private personal information. The third is to gloat over his/her success as he/she celebrates his/her act of ruthless revenge, hatred, or sociopathic cruelty.

What he/she is going to do after this weird question — it stops the mind, by the way, giving him/her a chance to do his/her dirty work — is extract core values with more questions. Then he/she uses NLP anchors (associated stimuli such as a look, a raised finger, a voice tonality) to place the person's crucial personal values in the "something that's no longer true, but used to be" category.

It is even possible to create psychological harm without the next step of asking questions to get at core values. Since most people value love, happiness, success, and so on, the unethical persuader can just talk about those personal values while he/she triggers the new "something that's no longer true, but used to be" anchors that he/she has installed in his/her victim. (45) (46)

In sum, it all starts with the strange but seemingly harmless question, "What’s something that’s no longer true, but used to be?"

Even if the reader doesn't learn another thing about NLP, this question is a sure sign that somebody is up to no good and the reader is next on his list of victims. Avoid this person like the lethal psychological poison that he/she is.

**Trick Question #3: "What would it be like if...?"**

This NLP trick question is a real wolf in sheep's clothing. It can function both as a question and as a command. Here it is as a normal-sounding question. (47)

"What would it be like if you solved your problem and were free of it?"

"What would it be like if you had what you really want right now?"

"What would it be like to fall in love and live happily ever after?"

The sneaky "magic" hiding in this question is how it functions as a direct order to your brain to start imagining the requested content. The subject goes off in his brain somewhere and accesses critical information about what he values, what makes him happy, how he stores his memories, and so on.

When this question acts as a hidden command, the question comes first and the command is tacked on right after it.
"What would it be like if you were to feel incredibly excited... now?"

The strategy here is two-fold. First, ask a question that directs the subject to access a peak experience. Then, associate that peak experience with being with the persuader here and now. This is a rapport and trust builder.

Once the persuader knows something about the subject, he can fine-tune his strategy. If the subject mentions a wonderful vacation in Hawaii that was "incredibly blissful," the persuader can work that in and increase the effect.

"What would it be like if you were back in Hawaii feeling incredibly blissful?"

Trick Question #4: "If you were to...?"

The "if" here is deceptive in how it effectively deflects resistance. The question as a whole is just one more way to get the subject to internalize, start talking about himself/herself and spill his/her private content. (48)

If a man on a first date said to the woman, "I want you to like me now," chances are that she would not react in the way he desires. She might show resistance, laugh at him, or think he's weird. None of these are the outcomes he wanted.

He could say to her instead, "If you were to feel that you liked me, do you think you might feel compelled to act on it?" (49)

This says the same thing, but the "if" gives his date an "out." If she really is not interested in him, she can reply, "No, I don't think so."

However, this tricky little question is loaded on the back end. In this second version, there is a hidden command: "Feel compelled to act on it."

She thinks she is responding to the question at the front end about "if she liked him." It is unlikely that she will pick up on the embedded direct command. If she does, "might" acts as a softener to disarm her resistance.

If the man is done wining and dining her, and it is late in the date, he may feel that he has to make his move. It's now or never. He becomes more bold, but uses the "if" in the question format to dilute the aggression.

"If you were to feel like building on this bliss with me and keep it going and rising higher into sweet places we've never been together... yet... so that we just can't keep our hands off of each other wondering how beautiful it will be... do you think you might feel compelled to act on it... now?" (50)

Trick Question #5: "How surprised would you be to...?"

This is a really good one! This trick question utilizes what is called in NLP a
"presupposition." That is, it presupposes or assumes the desired outcome with the target within the sentence structure itself. (51)

The implication here is that the outcome described is bound to happen. The only real question that is up for discussion is "how surprised" they will be.

"How surprised would you be to find that you have lost ten ugly pounds after using Dr. Tim M. Slim's Super Joy Jungle Juice for just 30 amazing days?"

"How surprised would you be to find that you are quickly and effortlessly building strong muscles in ten different ways?"

"How surprised would you be to find that you are becoming irresistibly attracted to me... now?" (52)

As with the other questions in this group, the subject is being directed to internalize and do a prolonged search deep inside his brain to find the answer. This instantly puts him into an altered state!

During that trance gap of a few or perhaps many seconds, we are not "all here." We are subjective, distracted, absent. The persuader takes advantage of our lack of objectivity to quickly implement the next step in his strategy.

He's not trying to buy our brain. He just wants to rent it long enough to persuade us to his outcome. Then he will let us have our brain back!

**Top 10 NLP "Weasel Phrases"**

Now that the reader is familiar with the NLP game, the following NLP "weasel phrases," though a bit odd, should make good sense. NLP is just plain sneaky. After all, its goal is to gain an unfair advantage for its user.

These are called “weasel phrases” because each sentence is set up with a deceptively harmless front end that is cleverly designed to deflect resistance and demand extreme processing by the brain for a few critical seconds. This front end is typically a simple negation pattern that undermines defenses.
It is followed by an embedded command in the back end that slams in while the subject's brain is still processing the intentionally confusing front end. As we have said, the expert persuader does not need to put us into a deep trance for an hour. A few seconds at the right time will do just fine. (54)

In the therapeutic context of hypnotherapist Milton Erickson, the ethical purpose of these powerful persuasion structures was healing, as requested by the client. The goal of Internet marketing is to make as many "ethical" sales as possible. Only the persuader himself knows for certain what "ethical" means for him.

**Weasel Phrase #1: "When you..."**

"When you" presupposes that the person is going to do the thing or experience the state you describe so it's no longer open to debate or doubt. (55)

**Weasel Phrase #2: "A person can..."**

By talking about a "person," it deflects any resistance on the part of the person, since you really aren't talking about him or her. (56)
Weasel Phrase #3: "As you..."

This phrase assumes that the person will do the behavior or will undergo the condition you describe. (57)

Weasel Phrase #4: "You don't have to..."

By saying "you don't have to," you eliminate resistance, since you're saying that they don't really have to do it (even though they will!). (58)

Weasel Phrase #5: "You really shouldn't..."

Since you're saying they "shouldn't," it's not like you're trying to get them to do anything, aren't you? (59)

Weasel Phrase #6: "You might find..."

Useful as the start of an intensifying chain of phrases. It implies that they are going to experience what you describe as something that just happens, so it's not like you're commanding them to do it! (60)

Weasel Phrase #7: "To the point where..."

This phrase connects one thing your listener is experiencing with the next thing you want her to experience, so it's useful both as a connector and as an amplifier. (61)

Weasel Phrase #8: "Invite you to notice..."

This has the same effect as "you might find" because it implies that what you describe is going to happen. Plus, "invite" has pleasant connotations of it being voluntary and polite! (62)

Weasel Phrase #9: "It's ok not to..."

By saying its ok NOT TO, it eliminates any resistance, since you’re saying that they don’t really have to do it (even though they will!). “It’s ok not to feel it deep inside as you listen and carefully reflect on how good it feels and how incredibly relaxed and open you’re beginning to feel.” (63)

Weasel Phrase #10: "Has it ever occurred to you that..."

Whatever follows this phrase may or may not have occurred to the listener: one thing is for sure; it is going to occur to him/her now. The suggestion that follows the phrase will have to be processed by the listener in order to make sense out of it. In other words, whatever is said, if it is said in terms of a certain physical sense or modality, will lead the listener into that modality whether he/she likes it or not. (64)

Here is a list of other NLP weasel phrases. For self-defense purposes, it is recommended that you go over the list and become familiar with them.

More Slippery NLP Weasel Phrases
Notice how none of these phrases feels pushy or aggressive. Like a mind virus, they slip into the brain and then work from within. (65) (66)

I don’t know if you’re going to feel just good or incredibly excited... (67)

And the more you (X)... the more you (Y)... Are you curious about... Are you aware that... Have you noticed that... Have you ever wondered... Have you ever... How would you feel if... How do you know that... I wonder if... I don’t know how soon... I wonder could you... I’m wondering... (68)

Some Clever NLP Weasel Phrases In Action

Here are some NLP weasel phrases with the sentence completed. We suggest reading them silently, then out loud. Make an effort to feel the impact of each sentence. The effect may be surprising, even intense.

When you... become loving.
If you were to... think about seeing things my way.
How does it feel when you... get a change of mind.
What’s it like when you... remember a time of mental change.
A person can... experience a deep intense feeling.
As you... have a change of heart.
It’s not necessary to... forget that you may be right.
You really shouldn’t... fall away from your beliefs.
You don’t have to... know that I am right. (69)

NLP expert Nick Kemp was hired to teach 17 science teachers how to use NLP — in this case, weasel phrases — to facilitate communication with students and improve their attentiveness and participation in class. The head of science at the school stated that the experiment was a resounding success. Here is an example of the kind of introduction Kemp taught the science teachers to give at the start of a class. (70)

"I don’t know how interested you are going to be in what we will be doing today, but I know that the more you pay attention to what we will cover, the more interesting you will find this subject." (71)

The above quote shows the two weasel phrases in italics. They are "I don't know how..." and "The more you X... the more you Y."

Do not underestimate the power of this technique. If these phrases work on unruly, inattentive science students, they will work on us too.
PART THREE: THE SEVEN RUTHLESS FORBIDDEN NLP PATTERNS (PLUS THE "GOT YOU AT HELLO" TECHNIQUE)

It is possible that the reader has been impressed by the degree of stealth and subterfuge routinely employed in clever NLP patterns and techniques.

The reader "ain't seen nothing yet!"

We are putting this caution up front right here. We are serious about this.

We recommend that you read these forbidden NLP patterns **silently**. We recommend against reading these patterns out loud. We strongly recommend against taping these patterns to listen to them. We very strongly recommend against reading these patterns to another person. We very strongly recommend against listening to another person read them to you!

We know that words of caution like this are often displayed prominently in order to sell a product. We are not selling anything. We are NOT kidding!

At least one persuasion expert reports that people who attended a seminar where patterns like these were delivered and were read out loud sustained painful psychological events. In our experience, this is nothing unusual.

Top persuasion experts have held seminars on 'dark' persuasion tactics - for $2000... But beware! Rumor has it that many people left the seminars with headaches, depression, and other ailments. (72)

As we see it, many people expose themselves to negative verbal patterns every day and don't know it. Professionally written dark story patterns are delivered nightly for free on TV during the evening network television news.

**Introduction to the Seven "Dark" NLP Patterns**

Without further ado, here are the "dark" NLP patterns that we promised. They are ruthless because they are designed to damage and cause massive lasting psychological harm. They are forbidden because their impact is so strong that in many cases, even a rank amateur at NLP can deploy a pattern and wreak havoc in the lives of others in a matter of days or weeks.
We acknowledge that, "A little knowledge is a dangerous thing." Well, we are offering here a little knowledge. We have done our best to set the stage, but it was never our intention to train anybody in how to deliver these forbidden NLP patterns for devastating effect. (73)

Our primary intention has been to provide protection. By becoming familiar with these patterns via this report, the reader will know what to look for when somebody starts running a ruthless NLP pattern that is designed for emotional destruction.

The seven dark NLP patterns we will be revealing here are the Void Pattern, the Migraine Pattern, the Paranoia Pattern, the Suicide Pattern, the Hospital Pattern, the Door Pattern, and the Values Destroyer Pattern.

Some of these patterns have alternate names. These patterns are "classics." Other dark patterns tend to follow a similar format. In essence, the person is deceived and guided into a deep and very dark negative internalization.

The obvious solution is to not let anybody ever talk to us in this way. Some patterns are designed to "hook" us into listening, but then they deliver devastating blows once our attention is captured. Our best advice is to avoid negative people in general, especially anybody who uses dark NLP patterns to hurt others. They are a "toxic" person, a deadly human rattlesnake.

**Forbidden NLP Pattern #1: the Void**

We start with the Void Pattern. It is a seduction pattern used by NLP pick-up artists. It can be employed with harmful intent, but in its standard format, it is designed to make the target feel good about the persuader and quickly condition her into attaching herself emotionally to him. The desired outcome is for the target to engage in consensual adult sex acts.

If the reader believes his wife, girlfriend, sister, or mother could be a potential target, then it would be a good idea to show these patterns to them. To the unsophisticated target, these potentially harmful NLP inductions may seem like harmless word games or playful fantasy games.

The Void Pattern uses weasel phrases, embedded commands, embedded quotations and homonyms (words that sound alike but have different meanings) in a storytelling context that is fortified by strong timely anchoring.

This knowledge is out there now. Who knows who is using it, and for what?

The Void Pattern
"Doesn't it sometimes make you stop and think how some people, despite having everything, just feel lonely and empty and severely lacking? Well, I was reading about the life and times of John Belushi... he had it all... the fame, the fortune, the houses... the women... but it appears that he was just so lonely. So was Marilyn Monroe... on top of the world, with millions of men swooning over her...she just felt so alone and left out.

I think it's really a common thing. Like, lots of people (point to her) just go on living from one day to the next like a robot... perhaps getting amused, perhaps feeling some sort of achievement, but deep inside, there's this hole inside of them (point to her chest)... empty... hollow. It's like, you ask yourself, "Is this it? Is this what I've been living for? This is it?"

I think that people, Jenny, are looking for that elusive "IT"... to fill the deep void and emptiness inside of them... whatever that is, it's the one thing that will just make you feel a sense of wholeness, of completeness... of peace... ha-

And when you have it, when it's right in front of you (you're in front of course), only then can you begin to feel that wholeness and peace... or perhaps... that ecstatic, filling delight... filling you up completely... making every pore of your body ooze with delicious, ecstatic pleasure... that's when you know that you've found that part of you that was missing all along (point to self). You are happy and complete.

But whatever that ha-penis (point to self) is, it's elusive... you'll have to GO FOR IT (point to self) once you find the slightest chance... the slightest window of opportunity... you'll have to GRAB IT. Or... it could slip away and you might just find it gone... and you'll be left only with the thoughts of what could have been... the stuff that regrets are made of.

So...when you find your ha-penis right in front of you... Grab it! Right away!" (74)

There is a theory held by some persuasion experts that everybody feels a deep black hole inside of themselves. Normally, they are not aware of this hole. They live on the surface of it. They have little or no knowledge of it.

According to this theory, just about anybody's life can be made to disintegrate if the secret key to his/her black hole is uncovered. In this pattern, this black hole in the heart, this painful empty void in the feeling center, is exploited for the sake of a quickie sex connection. But in the hands of a merciless master of manipulation, much worse is possible.

**Forbidden NLP Pattern #2: the Migraine Pattern**

Short and not very sweet, the Migraine Pattern is a wasp's nest of nasty embedded commands. The pattern gets its name from the hidden intent of the pattern: to give the listener a headache, or worse.

**The Migraine Pattern**

"Hello (name)... this is (your name). I just want you to know that even though we had plans and you didn't show up... there's no hard feelings... firing at the ends of every synapse... what would that feel it now... because it goes against my grain to suggest anything that would be a huge pain in the neck... it's the kind of thing that could cause a person to throw up their hands in agony and just want to lie down and die, and the more you try to make it go away, the more it keeps coming back stronger and stronger than ever.
We recommend going through this clever pattern to identify the embedded commands. It may help to print it out and circle or underline them.

As mentioned, we recommend against reading the Migraine Pattern out loud or dwelling on it. Sprinkled with negations and misdirections throughout, it is not surprising that the "loaded" commands get past the conscious mind critic of the average person. Chances are, the uninitiated subject will not even realize he has been subjected to some hard-core hidden programming.

Forbidden NLP Pattern #3: the Paranoia Pattern

There is a saying: "Just because you're paranoid, that doesn't mean they're not out to get you!"

This ugly pattern plays upon that suspicion. We may enjoy watching a movie and entering into the mind of a mentally disturbed person from a safe distance for a short while. It is quite another thing to be that person.

Prolonged persecution, whether real or imagined, is a terrifying prospect. The imagination can make things so vivid that no matter how sane or balanced we are, we can still have moments of severe self-doubt.

The Paranoia Pattern

"Did you ever WONDER what people do behind your back? I mean, you never know what people think of you, do you? You can guess, but they can hide it by trying to shield you from the painful truth or maybe just by not wanting to reveal their intentions right now, waiting for the right time to ATTACK YOU, DESTROY YOU."

(pause, wait for effect)

"But maybe not, maybe everybody likes you and no one plans to hurt you. Maybe you're safe."

(negation, meant to confuse)

"And then again, maybe not. While you breathe, HERE, NOW, you REALIZE the real truth. You can TRUST NO ONE, cause they WILL betray you. It's just a matter of time. You can TRUST NO ONE.

Looking into the eyes of the people you know for a long time, or have just met, you SEE THE REFLECTION of the sun in them, and you REALIZE, you CAN'T TRUST THEM, you can TRUST NO ONE. They WILL betray you. It's just a matter of time, remember?" (76)

Once the target is in the desired state, it will be easy to take him/her into imagined future scenarios in which he/she experiences new and even more prickly variations on this paranoia theme. In NLP lingo, this is called "future pacing." (77)
Forbidden NLP Pattern #4: the Suicide Pattern

This is a particularly nasty pattern that, according to NLP lore, has in fact been responsible for more than one person taking his/her own life. Whether or not this is true, the desired outcome is to put the target into the confused and depressed state of a person who is thinking about taking his/her own life.

In theory, a weak person could take his/her life. The stronger person, if he/she succumbs, will just experience depression, perhaps dark and prolonged.

The Suicide Pattern

"I don't know what's been going on inside your head lately, (Name). Perhaps you need to do some introspection. Perhaps you need to look deep down inside yourself... explore the very essence of who you are... and I don't know if you'll notice... just how empty you are, deep inside yourself... so alone, so lonely. And when you explore that place, you only find memories of your failures, frustrations, and missed dreams... To the point where you ask yourself... this is it? This is what I've been living for? What an empty life!

These things you do to me... your life in general... only amuse you, but they miserably fail to address that deep longing inside of you... that deep, painful emptiness. That's why you need to find someone to hurt. To go against.

Yeah (Name). Take your own life... and examine it. You might find yourself saying... This is it? This is all that I have lived for?

And you walk through life light...because you are walking empty. And likewise, realize just how empty and meaningless your actions have been... Now, I think you should go deep inside yourself and examine your own motives and realize that you are hurting yourself more than you are hurting me. It's sad to see that you enjoy hurting yourself in such a manner, since you obviously got a thrill by cheating on me, but in reality, cheating yourself... out of a life... filled with joy and happiness." (78)

As the text indicates, the popular application of this vengeful pattern has been with cheating husbands, wives, or lovers. The Suicide Pattern uses weasel patterns to deliver embedded commands. There is a clever use of ambiguity in the pattern that in a more lofty context could be called artistic.

This pattern may not seem that powerful, but skillfully delivered at the right time to the right person, it could be quite harmful. Note the exploitation once again of the "emptiness" or "black hole" that is "deep down inside" in parallel with the Void Pattern.

Forbidden NLP Pattern #5: the Hospital Pattern

The Hospital Pattern is the first on our list to fully exploit the power of fractionation. A standard hypnosis term, in NLP circles, particularly in relation
to forbidden patterns, fractionation refers to putting the subject through a roller coaster ride of positive and negative emotions. The ultimate purpose is emotional control over the now submissive subject. The more extreme the emotions at each end, the more dominating the routine. (79)

With each emotional flip-flop, the subject gets more sensitized. Eventually, the persuader is able to take the subject into intense emotional states, painful and/or pleasurable, that would have been impossible at the start of the process. Detailed knowledge of NLP submodalities is optimal.

This is the crucial part, when she's [he's] in such a high bliss, you have to immediately contrast it with something really Painful/Disgusting/Traumatic and all the uppermost amped up negative states that you can bring out... For industrial strength Mindfucking, Tension Loops from Hell is going to do it... Imagine the most intense flaming ball of fire, then in a heartbeat, freezing it until it's a ball of DRY ICE, reigniting it back up into a fireball, and so forth... the contrast has to be that intense and RAPID FIRE, minimize or no fluff talk, if possible... Just practicing this alone is a big mindfuck and does take a toll on you, after a few minutes... Important thing is to learn to desensitize or disassociate in the PAIN stuff, while making them real!

By now, you'd have already noticed the FRACTIONATION, you'd have already noticed that at each pass, YOU ARE BUILDING RESPONSE POTENTIAL on both polarities... Each pass, you fractionate the pain, so it's intensifying, while also intensifying the pleasure back to you. (80)

The NLP term "anchor" refers to providing the target with a consistent stimulus that, once associated with the desired state in the target, actually produces that state when the stimulus or anchor is repeated. The anchor is a simple gesture. It can be a look at the subject's ear, a strange stare, raising the same finger in the same way, making the sound "mmm," and so on.

The key is to be totally consistent. Those who are skilled at anchoring are able to "stack" multiple anchors to increase their overall effectiveness.

The best time to install an anchor (for a Pavlovian response) is just before it reaches maximum intensity. Practice and sensory acuity are required. Once the anchor is installed, the subject will respond without conscious awareness in the way that is desired by the persuader.

In the Door Pattern, a physical door becomes an anchor. The persuader needs only to point to the anchored door, or just mention it in a conversation, and the subject will produce the desired behavioral outcome.

Here is an outline of the Hospital Pattern. It shows how the Pain/Pleasure oscillation is structured. The pattern is delivered in the context of an innocent story with embedded quotations and commands. The pattern shown is for sexual seduction, but it would be effective for imprinting a strong emotional dependency that caters slavishly to a multitude of demands.

a) Did you ever know someone that went into a hospital and never came back?
b) It's amazing how often people just go and never come back.

c) If you like what we have, remember that I could leave you and never come back. (81)

**The Hospital Pattern**

a) "Did you hear about (insert famous person or acquaintance) who went to the hospital for something (anchor here) and never came out?

b) By the way, I had a doggie that I loved, and one day, it just disappeared... (use same anchor here with more intensity) (keep building value of doggie)... She was so good to me, she would wait for me after school, and she would just kiss me and knock me down, ever so gently. We would roll on the floor and play all kinds of games.

c) We would chase each other, she would fetch for me, she even slept in my room... (what could you do with this?) but then, one day, I came looking for her, and she wasn't there. You have no idea what it feels like to lose someone like that... (anchor) For days, you look for her, you post posters, you post rewards. No matter what you do, it's over, gone out of your life... (anchor) The last thing I remember was when I left, she kissed me (anchor), and I never saw her again. I wouldn't wish that (anchor) on anyone.

I sure enjoy you (fire anchor), and I am having a blast getting to know you. I know you'll miss me." (fire anchor)

The anchor will be set, and you can use it any time. The power of the pattern is in creating a solid story — use voice, touch, and any other compound anchors that you can... Clearly, tonality, certainty, and body language will have much to do with your results... If you can use touch or smell, the anchors are that much more powerful. (82)

**Forbidden NLP Pattern #6: the Door Pattern**

We have arrived at the Door Pattern. Having read through the previous patterns, the devious brilliance of the Door Pattern will be evident.

This pattern can be used in any scenario where long-term control over a person is desired. In this instance, the desired outcome is virtually total dominance over a female subject after having sexual relations with her.

However, the same technique can be used to create mind slaves. The exchange of power between dominant and submissive involves the transfer of psychological energy as the currency. The goal is the creation of a "slave." This slave can be male or female. Power has no face. (83)

The Door Pattern is advanced. It assumes that there is a relationship and that various patterns and anchors have been installed. The persuader has determined that he or she wishes to hold on to this subject. Therefore, he/she pulls out all of the stops in order to achieve an approximation of total control.

Whereas most seduction patterns are about getting a woman into bed, The Door is aimed at controlling her after you've started sleeping with her. Other patterns that you've used on
her have anchored immense pleasure to you.

The Door creates an anchor for the loss of that pleasure. You've already had intercourse with the girl. The ideal setting for the power of the Door, which is a power and control pattern, is right after you've had intercourse and you're in bed with the girl, and at this time, hopefully, you've set up the fact that you're also the man of her dreams and the person who will fulfill her emotional needs. (84)

Though the Door Pattern is one of the most powerful forbidden patterns, it is also one of the easiest to implement. The key anchor could not be simpler. After making the submissive partner feel really good, tell a story that makes them feel really bad — and then point to the door.

The Door (85) (86)

This is, of course, the now familiar fractionation strategy where extreme positive and negative feelings oscillate. The victim is taken on an emotional roller coaster that dead-ends on the manipulator's preset destination.

Anybody utilizing the Door Pattern on a vulnerable unsuspecting victim is a real jerk. The cynical indifference required to deploy this cruel pattern and then to maintain it in a long-term relationship is enough to leave a good, honest person speechless. Even so, this story is as old as the hills. The only thing new about it is the use of NLP, and some of that is pretty old too.
But the point here, and with this whole report, is, "Hey, we need to open our eyes. There really are people out there doing this stuff." In our world, we need to learn self-defense, not just physical, but verbal and mental too.

The Door Pattern

You're fooling around in bed, you've already had a great time, and you say, "Sweetheart, what's that over there?" and you point towards the door. And she'll say, "Well, you know, that's a door, silly."

And you say, "Yeah, you know... I'm a real positive person, but... I mean, can you imagine... I mean, you don't know what can happen from day to day, when you think about it in your mind. I mean, what would happen if I walked out that door and the door closed and as the door closed, it slammed shut, and no matter what you did, you could not open the door, and you knew that you would never be able to look into my eyes again, and you'd never be able to hear my voice again, and you'd never be able to feel my touch again."

Ok, right here is where she starts going, "I don't like this door business at all." And at this time, you just reassure her... "Ok, alright sweetheart, you're right. You really shouldn't think about the door, and you really don't have to think about the door."

So you go back to playing around with her some more. Have some more fun with her, bring her to another orgasm or whatever and say, "You know, a terrible thing happened the other day. My friend was hit by a truck. I mean, it was awful, by the time they got him to the hospital, he was dead. I can't believe it, you know? It's almost as if, it would be a horrible thing you know when you think about..." (point towards the door) "that no matter even if you were to get that door opened and you were to search, that you could never find me again." Then she starts freaking out. You calibrate more on that part of "You will never be able to see me again, you'll never be able to hear my voice again."

"You'll never be able... all that fun we had together, all those great times we had together, walking along the beach, hand-in-hand in the moonlight, we would never be able to do those things again, and even if you were to open that door, you would search and you could never find." And she's at the point where she's saying, "No, no, I hate this door. Let's stop this door now; are you trying to upset me?" And you say, "Oh, I'm sorry sweetheart; I'm just saying these are just things that are popping into my mind, ok?"

So play around some more. Get her good and nice and hot again, fool around, have a good time with her, joke, and then get back into the door and say, "You know, God, still you know about life's tragedies... I mean, I just keep on thinking how..." At this point, you can already see that this is starting to make her feel uncomfortable.

You want to create that sense in her that you can walk out, and she'll feel terrible for the rest of her life. You want to anchor that response. I'll get up, and she'll say, "Well, what are you doing?" And I'll say, "I'm going to the bathroom." I go up to the bedroom door and slam it. That right there will freak her out. Then I'll open the door and say, "Oh, I'm sorry. You know, I'm sorry; I'm just playing with this door again. You know, you really shouldn't think about this door now and you really don't want to think about this door now." (87)

An expert with this pattern (and perhaps its creator), Alex, describes how the conditioning is utilized once the Door Pattern has been installed. Without passing judgment, the similarities to an abused wife or girlfriend scenario where physical violence is used to create compliance cannot be ignored.

Having anchored that sense of loss and pain to the door, you can trigger it whenever
needed. Whatever negative behavior may come up that you want to stop, the first time you just get up and slam the door. Whether you walk out the door depends on the level of bullshit. On later occasions, you can just indicate the door in some manner.

The example Alex gives: If he's talking on the phone and getting any crap from her, and he knows the relation of where the door is to her desk, he says, "Sweetheart, could you please turn right and take a look at what's over there..." and that is the end of the bullshit." (88)

The main difference here is that the control and dominance are achieved with a sophisticated mind control pattern instead of physical violence. However, an abrasive physical stimulus — the repeated slamming of the door(s) — does play a prominent role in the conditioning.

We should remember that women can play mind control games too. On the surface, their strategies look different. Behind the scenes, the same core methodology of progressive emotional fractionation does its dirty work.

Dumb Blonde Mind Control refers to a specific strategy used mostly by women to control men. The strategy works best when it is a kind of a push-pull. That is to say, the promise (or hint) of easy sexuality (the pull), combined with a calculated helplessness and vulnerability (the push). It is the second half, the perception of vulnerability, that encourages the victims to make allowances when they'd otherwise get angry (or catch onto the scam).

This push-pull is referred to in hypnosis as fractionation, where each time a person returns to a previous mental or emotional state, the intensity of the state or emotion grows. The best 'dumb blondes' are often really approachable and personable -- at first. (89)

Even though most men know that the "Dumb Blonde" routine is just a strategy, they still get mesmerized by it. There's nothing "dumb" about that, at least not on the part of the blonde.

**Forbidden NLP Pattern #7: the Values Destroyer Pattern**

We talked about the Values Destroyer Pattern in the tricky NLP questions section. The sneaky question we discussed is, "What’s something that’s no longer true, but used to be?"

The insider NLP knowledge that makes this seemingly harmless question so treacherous is the fact that we all organize our personal values and history via submodalities. If we understood just how we do that, then we wouldn't fall for this trick question. But most of us don't. Most of us have no idea.

How do we tell a memory of something that really happened from a fantasy?

How exactly do we know which pictures, sounds, and feelings are imagined and not real?

How do we know what is really important to us?
These are serious questions. Yet, we would get rich very quickly if we could collect a dollar from every person who doesn't know the answers.

Submodalities are ways in which we mentally organize our thought. Whether they are as images or as words and phrases, each thought will have its own unique quality. An image of a delicious hamburger can be seen as large, in color, and gently rotating in our mind. If that image is changed to small, distant, and black-and-white, it no longer seems delicious. Likewise, when we change how we represent these thoughts, we change how we feel about them. (90)

We discussed submodalities earlier. The concept sounds abstract, but it's as personal as our fingerprints and as immediate as our heartbeat.

Why does the leading trick question for the Values Destroyer cut like the cold hard steel sword of a vengeful ninja?

Its concealed real purpose is to figure out how we organize experiences that are no longer true so that the manipulator can dump our precious core values there. That spot is, in so many words, our brain's internal trash can.

Core values are the central values like love, truth, family, work, money, morality, and religion around which we organize our personal lives. If these core values get tossed into the dumpster of old dead ideas that "used to be true but are no longer true," then we are royally screwed.

If we escape just with psychological symptoms like confusion, mental fogginess, and depression, we will be lucky. This ruthless forbidden pattern can break a person in two, snapping him/her like a toothpick. In our opinion, it holds the dubious title of world’s nastiest NLP pattern.

If we have no knowledge of NLP patterns, the very fact that we crashed so hard and so fast is more cause for alarm. We may think it's all our fault, adding fear, doubt, guilt, and/or shame to the crushing self-torture. If the victim is especially unstable, this is the super "suicide pattern."

We naively believe that our precious core values are protected, but the manipulator doesn't need to know what they are. He can trash our values by putting them in the "no longer true" spot of our brain without even eliciting those criteria from us. The key, from the beginning, was to identify where we put our mental trash and extract the submodalities used for that task.

The bottom line?

If somebody asks these kinds of questions, run like your life depends on it.

The Values Destroyer — Version 1

1. Ask the question: "What's something that's no longer true, but used to be?" Anchor his/her state when he/she blanks out thinking of the question.
2. Elicit the person’s values for life – such as love, money, power, knowledge, etc.

3. Name his/her values while firing the anchor.

You can elicit his/her values prior to anchoring the question; either way works.

You can even guess/assume his/her values and name them while firing off the anchor. (91)

**The Values Destroyer — Version 2**

Elicit what is no longer true but used to be and find the submodalities of that belief.

Then elicit something that is absolutely true. The sun will rise tomorrow is a good example. Discover the submodalities of this belief.

Put any objection or disagreement into the “no longer true but used to be” and what you want them to do in the place that's absolutely true.

As an example, you can take the belief that "Everything I say is important and true" and place it in the position of "absolutely true."

The next step is to put the belief of "not agreeing with what I say" into the position of "used to be true." The result is that they will believe everything you tell them.

The best way to do this is very playfully and start by saying, "Can I show you something interesting about how your mind works?"

Once you have done the pattern, it's a good idea to quickly change the subject to something interesting and unrelated. (92)

Believe it or not, this is not the end. There are many other ways to quickly and easily damage another person’s psyche using this darkest of the dark NLP patterns. Here are some other truly malevolent applications of this malicious mind virus. It would appear that the degraded uses of the Values Destroyer Pattern are limited only by our imagination and our lack of ethics.

Put someone’s self-esteem or self-concept in the no longer true position.

Put someone’s relationship in the no longer true but used to be location.

Gesture to the no longer true side when talking about what you want them to let go of.

Ask the person to make an idea of what he/she believes will be a good future for him/her and to see it as a picture. Put that in the no longer true but used to be.

Dealing with a man, suggest that his ability to “perform” and to “rise to the occasion” be put in the no longer true but used to be location and put longing to be able to - but the realization he can’t - into the absolutely true position.

Dealing with a woman, suggest her ability to experience desire and warmth find its way into the no longer true but used to be position.

Remember to use both sides of this – first get rid of the problem, then replace it with what you want them to believe.

Tweak the drivers of the Submodalities to strengthen/weaken the states as needed. (93)
We hope we have served up some good food for thought. In case the reader wants to know more about NLP submodalities, our recommendations for further study are in the Notes. (94) (95)

These NLP tools cut both ways. They can be used to heal people and to reduce suffering too. In the end, it is the fool, not the tool, that makes these forbidden patterns harmful. In their positive variations, they could be used just as easily to help and uplift others.

**Guess What? They Got You at "Hello!"**

The other-than-conscious (OTC) hello is one more amazingly sneaky strategy in NLP's big bag of magic mind tricks. While it can be used innocently enough to establish a friendly tone for a conversation, its potential for covert manipulation and mind control is staggering. (96)

Why is this?

Because the OTC hello speaks to the OTC mind. It is a way of talking straight to "the Other Than Conscious Mind." That is, the OTC hello enables us to communicate directly to the subconscious or unconscious mind. (97)

People don't want to hear that they are unconscious when saying "hello" to others. Nor do the people who know the OTC hello want the general population to know that they have direct access to the unconscious.

So they call it "other than conscious" instead of "unconscious."

Cute, huh?

Unconscious is a loaded word. It kind of sounds like somebody is in a coma.

We first heard about the OTC hello from an NLP expert who claimed that he could get surly waitresses to wait on him hand and foot. We did not believe him at first. It turns out he was using the OTC hello technique. (98)

The technique is surprisingly simple. The real surprise is that almost nobody notices this natural phenomenon. Everybody is doing it every day, yet it sails right past all but a few very astute observers with supersensory acuity.

The late NLP master Dave Dobson is credited with its discovery. He was never that well known, but those who knew him respected him greatly. Top NLP copywriter Harlan Kilstein references him as his main NLP mentor. (99)

Barbara Stepp is the person who Dave Dobson designated as his official
successor. Here, she explains the OTC hello in the greater context of the NLP fundamental of gaining rapport with a subject.

The NLP definition [of rapport] is “matching aspects of another person’s external behavior.” Being the same creates rapport. The ongoing process of matching is referred to as pacing. Rapport is a choice...

Matching behavior is powerful because it is unconscious. The unconscious mind of the other person recognizes a friendly. It should be done elegantly, gracefully, and respectfully. If it is not, it can be interpreted as mimicking, and some may find it insulting or at best humorous.

Matching is not about being agreeable or nice, although it is nice to be nice. Matching is simply the art of being the Same.

Some of the ways we can match are to adjust our bodies to be similar to the other person’s posture and pacing consistent use of body movements like eye blinks, smiles; tonality, volume; gestures; listening to and utilizing repeated phrases; cross-over matching, adjusting the tempo of voice to the person’s rate of breathing, and a very valuable one, matching their breathing. Instead of trying to do them all at the same time, I suggest that you pick one or two and pace them comfortably.

This is what Dave Dobson does with the famous Other-than-conscious-hello. He picks a piece of behavior and acknowledges it respectfully. Since rapport is an ongoing phenomena, if one comes from a place of caring and wanting to get to know someone, it works. You can do it from 30 feet away. It is a powerful tool when done with respect and courtesy. (100)

This all sounds very civilized, refined, and discriminating, but it's a fast and easy left turn off the brightly lit freeway of unsullied goodness into the dazzling darkness of secret power where the rich and mighty masters of midnight NLP live. Let's revisit the waitress demonstration referred to earlier.

By doing the OTC hello, our NLP expert friend really did get the waitress in a busy restaurant to eat out of his hand. Frankly, we were impressed! By the way, he didn't tip big. He didn't dress like he was a VIP or a rock star.

Frankly, he had us stumped. We begged him to tell us his strategy. When we learned his secret, we couldn't believe how simple and easy it was.

So what exactly did he do?

He did the OTC hello with the waitress.

Here's how it works. Each person has a special way of extending "hello" to another person with his/her body language and facial expressions. As he/she approaches a person, he/she sends out this unique personal signal from a distance of 30 feet or more.

For example, a person might raise one eyebrow. Somebody else cocks his/her head to the left. Another person widens his/her eyes. He smiles with the corners of his lips turned just slightly upwards. She crinkles her nose.
This is a killer application because almost nobody knows that he/she is doing it!

If the person gets the exact same signal back from the other person — from as far as 30 feet away — then he/she decides, without being consciously aware of it, that this person is just like him/her and is a "friendly." It’s sort of like being able to roll out the red carpet for yourself when you meet people.

A great field project would be to go to an airport where people are meeting and greeting each other all over the place, often from far away. Watch out for how people are giving each other OTC hello signals.

Notice how sometimes they keep sending them and sending them, as if the signal never got received. Notice how other people react just as if their signal got received and a big "friendly" response occurs.

Consider the power of this for sales, for success with the opposite sex, for persuading people in general. Waitresses, it turns out, gobble this technique up. Give her the same OTC hello signal that she is broadcasting to you from across the restaurant. She's now your new best friend.

The real challenge is staying neutral with your own hello. As it turns out, it's no big deal to do your own natural OTC hello and then, after you pick up on their OTC hello gesture(s), to just give it back to them anyway. They will still light up and recognize you as "same" and as a long lost "friendly."

Once the OTC hello has been activated, the next step for skilled NLP practitioners is to start installing anchors with a look, facial expression, gesture, sound, or touch (or whatever anchor they want to use). In a sales context, the NLP pro will elicit the “yes” and “no” submodalities, install anchors for each of them and then start firing those anchors when a “yes” or a “no” response is needed to maintain forward momentum and to close the sale.

For more information about the OTC hello and the mastery of pretty much all NLP persuasion skills, we recommend Kenrick Cleveland. We have been consistently impressed by his work and the quality of his trainings. (101)

Welcome to the Fork in the Road

It would have been easy in this report to throw around a bunch of fancy NLP terms. But what we have found is that though there is a ton of NLP information online and in books and courses, there is no substitute for mastering the basics in real life.

The most fundamental mistake most people make with NLP is to accumulate a bunch of knowledge and do nothing with it. Even if a person doesn't want to
use NLP on others, there is great information available on how NLP can help us better use our brains to improve our quality of life. (102)

The knowledge in this report is very, very powerful. Our goal has been to alert you to the dangers of conversational mind control in daily life.

NLP and hypnosis are not the only bodies of knowledge that teach these kinds of techniques. But they are the schools where most modern persuaders develop their skills. So the contents of this report should serve you well.

We trust that we have whetted your appetite for more. In the right hands, these skills can really help people too.

In our modern times, it seems that everything is out in the open. We are not aware of any time in history when this kind of knowledge was so exposed and easy to acquire. In the past, we suspect that people traveled long distances, spent small fortunes, or even killed to acquire just a piece of it.

You Are at the Fork in the Road! (103) (104)

You are at the proverbial fork in the road. If you are going to be tempted into abusing personal power, now is a good time. After all, most of these NLP strategies will go virtually undetected by others.

Therefore, they will never know what you were doing, and if you fail, who cares? You did nothing. What you did doesn't exist.

Our crazy brave new world of interpersonal, cultural, and corporate mind control is on steroids thanks to the acceleration of communication technology. Yet, each of us must still make an effort to make sense of it.

We believe that what goes around comes around.
It's been stated in the major systems of religion and ethical philosophy that a good rule of thumb for living life is, "Don't do stuff to others that you wouldn't want done to yourself or to somebody that you love." (105)

We haven't come up with a better universal rule of thumb, so we're sticking with that one. It's working really well for us. We are positive that it will work really well for you too.
PART ONE: IN THE LAND OF THE BLIND, THE ONE-EYED MAN IS KING


In the land of the blind, the one-eyed man is king.
[In regione caecorum rex est luscus.]

Desiderius Erasmus, Adagia (III, IV, 96), Dutch author, philosopher, & scholar (1466 - 1536).


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From David Madore's web site:

"Important note: I believe the images shown here are in the public domain (because playing cards have been around for so long, even in their present form...), so you're free to copy them and use them to whatever purpose you see fit. At least as far as I'm concerned, you're welcome to. However, do not link to the images directly on this server: rather, make your own copy of the file and upload it where you will. I'm saying this because I'm really annoyed with all of the people linking to these images on this server from their MySpace profile, avatars on various web forums, etc."

(4) Our other OM Report on NLP is called "NLP Copywriting in about an Hour: Just the Stuff that Works in Print — On a Silver Platter!"


Rintu Basu shows how he would use the dark Values Destroyer pattern to eliminate old
negative beliefs and achieve a positive outcome. He goes into detail about how he would install stage anchors (something comedians do).


Description: Straitjacket-rear.jpg

English: A straitjacket as seen from the rear (with permission of the model).

Date: 2005-09-11 (original upload date).

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"NLP eye-accessing cues and the importance of calibrating on the subject. By watching the eye movements and noting the direction of where the subject is looking, it is possible to gain an understanding of what the subject may be remembering or constructing; whether it is a feeling, sound, or picture or if he/she is working something out in his/her mind."


PART TWO: MAGIC NLP QUESTIONS AND SNEAKY NLP WEASEL PHRASES


Regarding the "confusion technique" in hypnotic induction, please see:


Please see the first article in the two-part series listed below where Tad James explains the terminology, coding, and other NLP "esoterica" that he is using.


Creative variation of the weasel phrase in the text with a different front end, but the same back end (embedded command).


Creative variations of the weasel phrase in the text with the same front end, but different back ends.


This is a file from the Wikimedia Commons.
Description: Weasel words.svg

An image to illustrate weasel words on Wikipedia. There aren't any other versions because I created this from scratch by myself. If you'd like to modify the text, I can send you the font that I used (it's my own handwriting).

Date: 21 May 2008 (2008-05-21)

Source: Made by myself in Illustrator

Author: Tkgd2007

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PART THREE: THE SEVEN RUTHLESS FORBIDDEN NLP PATTERNS (PLUS THE "GOT YOU AT HELLO" TECHNIQUE)


Source: http://www.news.navy.mil/view_single.asp?id=2488

010914-N-1350W-005 New York, N.Y. (Sept. 14, 2001) -- A fire fighter emerges from the smoke and debris of the World Trade Center. The twin towers of the center were destroyed in a Sep. 11 terrorist attack. U.S. Navy Photo by Photographer's Mate 2nd Class Jim Watson. (RELEASED)

This image is a work of a U.S. Military or Department of Defense employee, taken or made during the course of an employee's official duties. As a work of the U.S. Federal Government, the image is in the public domain.


(98) Confidential communications in person and via email, 2008.


The 7:29 video by Harlan Kilstein hosted on this page goes into some very useful details about the OTC hello. It is also where he talks about Dave Dobson as his mentor.


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--- THE END ---

To Your Massive Success!
Matt Bacak & Brother Mesmer