

THE RADIO TALK

SHOW BONUS

ARTICLES

By

Steve Nakamoto

STEVE NAKAMOTO

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Author's Biography

Steve Nakamoto is a former human relationships/communications instructor for Dale Carnegie & Associates and a Mastery University personal development trainer (7 years) for world-renowned motivational and peak performance expert Anthony Robbins.

His ten years in the travel industry as a professional international tour director has also provided countless opportunities (34 cruises, 30 Club Med Villages, and over 200 motorcoach sightseeing tours) to closely observe social interactions between married and single women and men of various ages, backgrounds, and cultures.

Mr. Nakamoto's thirteen-year experience in the retail florist business (FTD Top 500 Ranked Retail Store) also gives him a unique perspective on how people express their love with flowers, cards, and gifts.

His first book, *Men Are Like Fish: What Every Woman Needs to Know About Catching a Man* received Honorable Mention recognition in the *Writer's Digest 2000 National Self-Published Non-Fiction Book Awards*. That book went on to sell foreign translation rights to Taiwan, Spain, Korea, Japan, Israel, Romania, Russia, Thailand, Estonia, and the Czech Republic.

On September 23, 2004, *Men Are Like Fish* reached bestseller status by climbing to the #43 position on Amazon.com's National Sales Ranks. For the last 3 years, it has been a perennial Top 5 Dating book on Amazon.com's daily ranking system.

Mr. Nakamoto is a lively and entertaining public speaker who has also appeared on over 220 radio and television talk shows including *NBC's* daytime talk show, "*The Other Half*" starring Dick Clark, Mario Lopez, Dorian Gregory, and Danny Bonaduce.

Currently, Steve serves as the dating/relationship expert on *iVillage.com's* popular "Ask Mr. Answer Man" message boards where he advises women of all ages from around the world on everyday love challenges. 2008 marks the 5th consecutive year that *iVillage.com* has had Steve on their advisor staff.

Steve's book titled, *Dating Rocks! The 21 Smartest Moves Women Make For Love*, is the result of new distinctions learned from the many years of service as *iVillage.com's* Mr. Answer Man. This book won a *Writer's Digest* International Book award in 2006 as well as being a *USABookNews.com* Book Award finalist in 2007.

The newest book from Steve is titled, *Talk Like A Winner! 21 Simple Rules For Achieving Everyday Communication Success*. It was released in May of 2008.

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Love relationships are not always easy. Anyone who wishes to succeed must expect to invest a lot of time and effort without any guarantee of success.

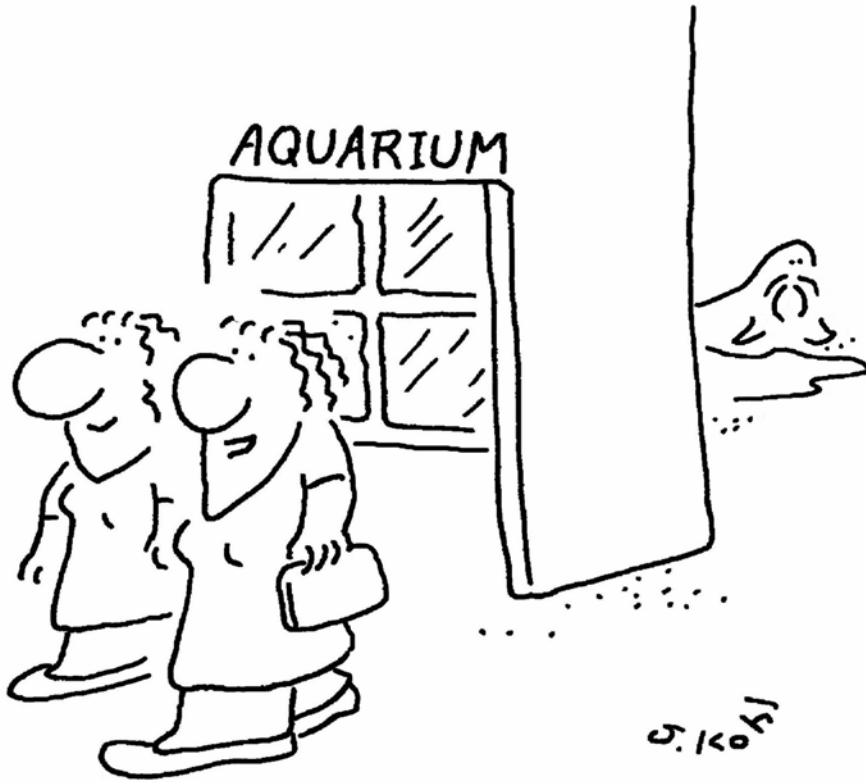
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“ One hardly dares to say that love is the core of the relationship, though love is sought for and created in relationships; love is rather the marvel when it is there, but it is not always there, and to know another --- that is everything.”

Florida Scott-Maxwell
Author of *Women, and Sometimes Men* (1957)



"Crabs, sharks, octopi, jellyfish, shrimp...
Reminds me of some of my dates."

12 SMART MOVES FOR ONLINE DATING

“If you attract women, men will follow.”

**Cindy Hennessy
President of Match.com**

The explosive growth of broadband Internet is making it clear that online dating is here to stay. With today's busy lifestyles, many singles are finding that online dating is easier, cheaper, and less time consuming than traditional dating methods.

As an introduction to this new way of dating, here are some smart moves to make in order to make your experience more rewarding and less painful:

1. **TAKE AN ENLIGHTENED APPROACH:** Realize that online dating is nothing more than a different type of introduction. Give it a try for a limited time and make it supplement your overall social plan. Don't make online dating your only connection to the opposite sex, otherwise you'll come across as being lonely or desperate. While meeting eligible love candidates is largely a numbers game (The Law of Averages), realize that it's not how many people don't work out that matters. What does matter is whether there is one who does.
2. **DON'T DO IT ALL ALONE:** Make this a more fun and interesting activity by involving a friend and doing this online dating adventure together. You can learn more quickly by comparing notes and going through the process together at the same time. This will also take pressure off of you, make you appear less desperate to men, and serve as protection against the weirdo's who may be lurking out there looking for fellow loners.
3. **START OFF FRESH AND STAY FRESH:** Don't carry any emotional baggage into this new adventure. That means you should eliminate any tendency to complain, condemn, criticize, or be negative about dating, romance, love, or the opposite sex. Your attitude becomes the invisible way to make a great first impression with a new love prospect. With online dating, you have the unique opportunity to get to know the other person without actually seeing or meeting them first. Make your attitude sparkle just as you'd like your best smile to do in a face-to-face meeting.
4. **SELECT A GOOD PAYING DATING SITE:** Use the more successful pay sites like Match.com, eHarmony, and YahooPersonals. Avoid the free personal ads which are visited by teenagers, married people, and stalkers. The cost of the program is worth it for screening out the freeloaders. You can supplement your efforts by also finding a niche market based on a particular interest you have (athletics) or a unique quality that you possess (ethnic background, large-size).
5. **WRITE AN EFFECTIVE AD COPY WITH A GREAT PHOTO:** Have a talented friend write a good description of you that is short, sweet, and catchy. Don't give out too many details or personal information. Retain an element of mystery, too. Make sure that you have a flatter-

ing photo that is recent, of you alone, and with a spirited smile on your face. Take several sample photos and select the best one. If necessary, include several photos or change them periodically. Don't underestimate the power of a picture. Remember the Chinese proverb that reads: A picture is worth a thousand words.

6. **FOLLOW A SAFE INTERNET DATING PATTERN:** Limit yourself to 3 correspondences per person. Meet in a public place for coffee in the midday for about an hour. Have something scheduled afterwards (meet a friend) so that you can't be talked into staying around too long. If you feel uncomfortable, bring along a friend and tell the person you're going to meet that they have a bonus chance to meet two people instead of one. If you get through this introduction, then you can proceed with a normal dating pattern, leaving the Internet part behind and forgotten.
7. **GET CLEAR ON WHAT YOU DON'T WANT:** Weed out the losers or potentially dangerous people. Trust your intuition on the downside and your intelligence on the upside. If the person appears strange in any way, be sure to pass on that chance. You may be wrong with this particular person, but you'll be safer in the long run. Some clues of strange behavior include: too many emails too often, sexually explicit language, controlling comments, excessive anger, elusive tactics, and too many hidden secrets or things that seem contradictory.
8. **KNOW WHAT YOU DO WANT:** Have a clear idea of what you like in a long-term love partner in terms of heart, character, personality, and compatibility. Look for someone with matching relationship goals, harmonious personality, similar core values, and a lifestyle fit. Be cautious at first in order to weed out the bad ones, but be quick to look for the good things that you do want in a love relationship. That will keep you positive and make you attractive to others.
9. **DON'T SPOOK THEM AWAY EARLY:** If you find someone with excellent potential as a love partner avoid scaring them away by asking too many questions, asking the wrong kind of questions, misrepresenting qualities, appearing too needy, having no other social outlets, friends, or potential suitors. Talk freely about your strengths, but there is no need to dwell or focus on your weaknesses. Let information flow at a normal pace as it is naturally revealed through interaction. Don't fall into the trap of asking or revealing too much information too soon.
10. **DON'T MISREPRESENT, BE YOURSELF:** Behind a computer terminal a person can be wonderful, unmarried, successful, rich, and all together wonderful, but their reality could be a lot different. Don't be like others who use old photos of themselves and write exaggerated profiles about themselves. Be honest yourself and then ask your prospects in a tactful way to be honest too. If there isn't any honest, there can't be any trust either. That's no way to start any kind of long-term love relationship.

11. **TAKE A BREAK TO RECHARGE AND REEVALUATE:** Online dating can wear you down if you're not careful. It can also make you less human and more cynical about dating and the opposite sex. That's why I suggest that you only sign up for a 3 month subscription to an online dating service initially. After the 3 months is over, take a break and reevaluate your successes and failures. Maybe you need to change your ad copy or your photo. Like a wise fisherman, maybe you need to change your bait because of what kind of creatures you seem to be attracting. Maybe it's time to try another site in order to see if you attract a different kind of person. But most of all, taking a break will help you regain your perspective so that your next entry into online dating will be optimistic and positive.
12. **HAVE FUN OR DON'T DO IT AT ALL:** Make this activity fun or don't participate at all. As soon as it becomes a hassle, ruins your self-esteem, or feels like an exercise in frustration, stop doing it and focus on something else in your life. Internet dating can be successful for many people but it depends on making smart moves, maintaining a great attitude, having unyielding patience, and being emotionally ready when luck eventually comes your way.

THE BOTTOM LINE

Online dating is nothing more than a new way to make an introduction. Make only smart moves and avoid the dumb ones in order to keep yourself on the path to love. You never know if the next person is the one for you. And in the game of love, it only takes one to become a winner for life. Good luck and enjoy your journey!

“Computer dating is fine, if you're a computer.”

Rita Mae Brown

“It's surely one of the strange phenomena of this decade that the most thoughtful gift you can bring a date is not flowers, chocolates, or ankle-length pearls, but a note from your doctor.”

Linda Sunshine,
Author of *Women Who Date Too Much* (1988)

“If you never want to see a man again, say, ‘I love you, I want to marry you, I want to have children’ --- they leave skid marks.”

Rita Rudner in *The New York Times* (1985)

WHAT SHOULD WOMEN BEWARE OF IN A MAN'S ONLINE AD?

Here are a few things to be on the lookout for when you're reading a man's online personal ad. These simple guidelines will help you avoid a dangerous or low-percentage love candidate right away.

1. **NO PICTURE**. This could be someone who is either not very attractive or is married and doesn't want their picture posted on the Internet where they could get busted. Most sites allow for several photos, so not having any photos is usually someone who has something to hide.
2. **SEXUAL EMPHASIS IS BLATANT**. Look out for anyone who even remotely insinuates anything about sex in their post. Also be on-guard when a man sends or posts a photo of themselves either bare-chested or with a close up of their private parts (yuk!).
3. **NEGATIVE ATTITUDES**: The guy who writes, "I'm so tired of dating and this is my last option" is not someone who is going to be much fun to be around. Or the guy who writes about past girlfriends and past hurts is someone to avoid.
4. **ODD PICTURES**. If the guy says he's 50 and the picture looks like he's 20 or the opposite is strange, too. The "self-portrait" where you can tell that the guy turned the camera around and took the photo of himself is not very classy either.
5. **OLD GUY WANTS YOUNG WOMAN**. This is common these days. The guy says he's 50 and he's looking for a woman ages 18 to 45. Right! And an old guy is going to use the money and power ploy to get women in search of a sugardaddy. It's usually a creepy situation.
6. **PICKY MEN WHO DON'T BRING MUCH TO THE TABLE**: You'll come across men who describe the "perfect woman" who is some kind of living Barbie Doll. But what's annoying is that the guy isn't someone who has that much to offer in the first place.
7. **LOTS OF SPELLING AND GRAMMATICAL ERRORS**: This is usually a sign of a guy who isn't willing to take the time to use correct language in order to make a good first impression. It sometimes means that he's not serious about finding love or getting involved in a committed relationship.

THE BOTTOM LINE

Internet dating is here to stay. But a smart woman has to be acutely aware of the danger signs that men give out in their online personal ads. Because of the limitations of the Internet medium, a low-percentage or dangerous love candidate can waste your time and ruin your experience with online dating.

CELEBRITY DATING QUOTATIONS

"I believe that sex is one of the most beautiful, natural, wholesome things that money can buy."
Tom Clancy

"You know "that look" women get when they want sex? Me neither."
Steve Martin

"There are a number of mechanical devices which increase sexual arousal, particularly in women. Chief among these is the Mercedes-Benz 500SL."
Lynn Lavner

"Women might be able to fake orgasms. But men can fake whole relationships."
Sharon Stone

"My girlfriend always laughs during sex ~ no matter what she's reading."
Steve Jobs (Founder, Apple Corp.)

"Women need a reason to have sex. Men just need a place."
Billy Crystal

"There's a new medical crisis. Doctors are reporting that many men are having allergic reactions to latex condoms. They say they cause severe swelling. So what's the problem?"
Dustin Hoffman

"There's very little advice in men's magazines, because men think, 'I know what I'm doing. Just show me somebody naked.'"
Jerry Seinfeld

"Instead of getting married again, I'm going to find a woman I don't like and just give her a house."
Rod Stewart

"See, the problem is that God gives men a brain and a penis, and only enough blood to run one at a time."
Robin Williams

HOW TO GET MEN TO RESPOND TO YOUR ONLINE PERSONAL AD

If you're going to try online dating, here are ways that women can get more high-quality matches through this new dating medium.

- **SELECT THE RIGHT SITE FOR YOU.** You may have to try different sites in order to find one that is best suited for you. That has a lot to do with your age, body type, religion, and objective in dating. The more mass-market online sites like Match.com are going to be best for younger, better-looking women. Ask around and experiment until you find one that works well for you.
- **YOUR PICTURES ARE THE BIGGEST FACTOR.** There is an ancient Chinese saying that reads, "A picture is worth a thousand words." This is particularly true when it comes to online dating and appealing to men. Most sites allow you to post several different photos of yourself. So take at least 100 photos of yourself so that you can find the best 4 or 5 to post on the site. You can have one that is more sexy, but tasteful. And your other ones can be catching you looking your best in an activity, professional attire, or just having fun. Even if you don't have the popular "skinny" body type, don't fret. There are men who like different types of female body types and if they are interested they get in touch with you.
- **WRITE A POSITIVE (SHORT AND SWEET) ESSAY.** Write a short and sweet essay about the essence of who you are. It doesn't have to be too literary unless you're trying to appeal to the literary type man. But most of all keep the tone of your message positive, enthusiastic, playful, and fun. Don't dwell on past relationships and don't highlight your negative qualities. Those things will reveal themselves naturally over time.
- **TELL THE TRUTH.** You don't have to say everything about you that is true, but the things that you do mention should/must be accurate. If you want to go into any kind of relationship for the long-term, establishing an honest code of conduct is essential. You can't demand that of the man if you're not being honest yourself.
- **DON'T BE TOO PICKY:** Your profile will usually state essential facts about yourself. Most men will gather what it is that you want. But being subtle doesn't always work with men. Sometimes you have to spell it out like "N-O- D-R-U-G-S" or "N-O S-M-O-K-E-R-S." But whatever you do, don't spend too much time being picky or else men won't bother unless your photos are a real knockout. Besides, you'll have plenty of time to get to the fine points during further contacts over time.
- **ADJUST YOUR AD BASED ON WHAT YOU DO AND DON'T GET.** You should be constantly taking new photos of yourself so that you can put up new ones over time. The tough part about a woman getting honest feedback is that it has to come from the male perspective of an online dater. Many women don't have such a person to turn to for feedback. So the best you can do is adjust your photos and your essay in order to get a different number of responses from a different cross-section of men.
- **CHANGE SITES:** If you aren't getting very many responses after a reasonable period of time (4-6 months), then maybe you need to try a different site. Nowadays there are so many online dating sites to choose from that remaining in one that doesn't work for you makes no sense at all.

THE BOTTOM LINE

Online dating is becoming very mainstream as the Internet mega-trend continues in its growth phase with universal broadband service. For busy women and those who live in less socially-active areas, intelligent online dating is one of the ways to "get out there" in your search for the man you want. Remember, that despite the horror stories that the media likes to highlight, there are regular people who everyday meet someone to marry and go on to have joyful lives together. It only takes one.

WHY DO MEN ASK FOR YOUR NUMBER BUT DON'T CALL?

I get asked this question often on the “Ask Mr. Answer Man” message board. Surprisingly to men, this is something that is not very obvious to a lot of women. While most men will acknowledge that asking for a number and not calling is probably not the right thing to do, there are legitimate reasons for not calling. But most men will say that they never realized that asking for the number would be such a big deal to the women.

- **HE CHICKENED OUT.** The guy may have worked up the courage to ask for your number, but later he was too afraid of being rejected to pursue any further. It was easier and less painful short-term to just let the opportunity slide. Maybe she didn't encourage him enough to follow-through so he figured that she really wasn't that impressed with him.
- **HE WASN'T REALLY THAT INTERESTED IN HER IN THE FIRST PLACE.** At least he wasn't interested in starting up something that he couldn't follow-through on. His level of attraction wasn't high enough. But at the moment, it seemed like a friendly gesture to make and thought “what the heck.”
- **HE LOST HER NUMBER, GOT BUSY, OR HE LET TOO MUCH TIME PASS.** Sometimes you have to strike while the iron is hot. If he got busy with other things, a lot of time can pass and the opportunity to follow-through fades away. Maybe he figures, that a woman like this probably has other men in her life already.
- **HE WAS MORE INTERESTED IN OR ALREADY INVOLVED WITH SOMEONE ELSE.** The man could already be involved with another woman and just happened to be free at the time you met him. While he may have found you interesting and attractive, he wasn't in a position to date you. He probably shouldn't have asked you for your number in the first place, but at the time he felt like asking anyways.
- **GETTING A PHONE NUMBER WAS A GOAL OR PRIZE IN ITSELF.** Sometimes the man is just practicing was asking technique so that he can be more comfortable with facing other women. He may have been more comfortable with you, but not necessarily that attracted. Some guys will freeze up around women they are highly-attracted to, but be cool, uninhibited, and at ease with women who aren't a challenge to them.
- **MAYBE HE SEES THE SITUATION AND NOT YOU SO MUCH AS BEING A BIG HASSLE.** This happens if you live too far away from him or you've got children from a previous relationship. Maybe either one of you isn't really unattached or your schedules conflict too much. In any cases, just dating each other is not going to be easy and some men won't start up a relationship with someone unless the woman really “knocks his socks off.” But more importantly, it's not so much you but the situation.
- **ASKING FOR YOUR NUMBER WAS ONLY MEANT TO BE A FRIENDLY GESTURE.** Some guys will ask for your number the same way that you would say “let's have lunch sometime.” It's more about being a friendly person and not a true indicator of romantic intentions.

THE BOTTOM LINE

Realize that a certain percentage of men won't call. They find it quicker, easier, and less painful to just do nothing. But those men who are really interested and are in a position to date you, will mostly do their best to give it a good try with you.

QUOTATIONS ON CHOICE

“The key to your universe is that you can choose.”

Carl Frederick

“The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.”

William James

“We cannot freely and wisely choose the right way for ourselves unless we know both good and evil.”

Helen Keller

“Long afterwards, she was to remember that moment when her life changed its direction. It was not predestined; she had a choice. Or it seemed that she had. To accept or refuse. To take one turning down the crossroads to the future or another. But this would be hindsight, and time always mocked truth.”

Evelyn Anthony

“You are searching for the magic key that will unlock the door to the source of power; and yet you have the key in your own hands, and you may make use of it the moment you learn to control your thoughts.”

Napoleon Hill

“We fail to see that we can control our own destiny; make ourselves do whatever is possible; make ourselves become whatever we long to be.”

Orison Swett Marden

“Nature is at work. Character and destiny are her handiwork. She gives us love and hate; jealousy and reverence. All that is ours is the power to choose which impulse we shall follow.”

David Seabury

“I am the master of my fate; I am the captain of my soul.”

William Ernest Henley

“It is always your next move.”

Napoleon Hill

SHOULD A WOMAN EVER ASK A MAN OUT FOR A DATE?

Sometimes a woman will see a man that she's interested in and wants to explore the possibilities of dating him. But the problem is that she's afraid that he won't notice her or ask her out. While she tries her best to make herself available to the man, she still gets the feeling that he's either too shy or not interested enough in dating her. Since she finds him interesting which is half of the love equation, it brings up the decision on her behalf of whether to ask him out instead of waiting around for him to make that first move.

Here are some quick thoughts that may make this decision a little easier.

- **MOST MEN WILL BE OVERJOYED AND RELIEVED IF MORE WOMEN WOULD ASK OUT MEN:** If a man finds the woman attractive, then he will mostly likely say "yes." Most men will see this as a compliment and an ego stroke as well.
- **GIVE HIM THE FIRST CHANCE:** First, make it easier for the guy to ask the woman out successfully. If this doesn't succeed in getting the result you desire, then think about asking him out instead. Realize that most confident men will usually make the first move, but almost every man will welcome a woman they are interested in to save him the trouble.
- **HE HAS TO SHOW SOME SIGNS OF ROMANTIC INTEREST:** Gauge the romantic interest accurately (what others say who know both of you) and only ask if the odds are favorable that he's interested in you as potential love partner and not so much as a friend-only. As a guy, it is interesting to be in this role-reversal because we get to see what it's like to turn down or accept a date from someone they don't have the "hots" for.
- **MAKE IT A LOW-PRESSURE DATE:** Don't make too big a deal about it and make the date less date-like. It may even be better to do the "hanging out" level of dating the first time. Or maybe just invite him to do a group activity where he can be your friendly escort for the evening. You'll have plenty of time on this "date" to see if he has any real romantic interest in you.
- **ONLY ASK HIM OUT ONCE:** During the "date" create the connection in either a friendly or romantic way. After that it's up to him particularly if you are able to lower his guard and get him comfortable but excited about you.
- **HE MAY NOT ASK YOU OUT BECAUSE HE THINKS YOU'RE ALREADY INVOLVED WITH SOMEONE ELSE.** You can ask a guy out if he's either too shy or thinks that you're already involved with someone else. A guy may have interest in you, but if it's been some time since you've seen each other, he may not be aware of your current dating availability.

THE BOTTOM LINE

Realize that many chances are lost forever because people are afraid of taking the initial chance with someone they are attracted to. With the proper attitude and subtleness, a sensitive woman can be assertive and open up more dating doors for herself.

HOW TO GET SOMEONE TO FALL IN LOVE WITH YOU

**By
Steve Nakamoto**

We've all been in one of those situations where we see someone who catches our eye and causes our hearts to skip a beat with excitement. It could be someone that you see at work, around your neighborhood, at the grocery store, at school, or maybe at your local Starbucks. Regardless of the circumstances, you feel an instant attraction for this person and you're wondering if the other person could possibly feel the same about you given the chance.

Or maybe there is someone you already know who you've started to have more intense feelings for. Perhaps it's someone you socialize with regularly, or even a person you've gone out on a few dates with. The problem is that you're starting to fall in love, but you're afraid of scaring the other person away if they don't feel the same.

What can you do if you find yourself faced with one of these situations? How can you get that special someone to notice and pay attention to you? And if everything checks out favorably, how do you get this person to fall in love with you?

WHAT YOU CAN AND CAN'T DO

Everybody has the ability to get noticed, build rapport, and create a friendly association with another person. With added skill, you can also learn how to hold the attention of any person who is willing and able to respond favorably to you.

But getting another person to fall in love with you requires a few common sense principles. One is that the person you desire must be within reasonable expectations. For example, an average guy who seeks Nicole Kidman's hand in marriage or a non-descript woman who wants Brad Pitt to fall in love with them is not thinking within reasonable expectations.

Another factor is that you aren't likely to change a "no" into a "yes." Once a person makes up their mind that you're not dating material, it is nearly impossible to change their minds. But you do possess the ability to change an undecided "maybe" into a "yes."

9 SMART MOVES FOR GETTING SOMEONE TO FALL FOR YOU

In my book, *Men Are Like Fish: What Every Woman Needs To Know About Catching A Man*, I state the following strategy for getting men emotionally hooked:

Love can strike instantly: A woman hooks a man good when his guard is down and she is at her feminine best. But a woman spooks a man away early when his guard is up and she's at her worst. A smart woman realizes that she must hook him quickly before there is any chance of spooking him away. This clever woman knows that after a man is smitten with love he will put up with almost anything.

In addition to this tactical strategy, here are eight moves that any woman or man can make in order to get someone to fall in love with them:

1. MOVE FORWARD TOWARDS LOVE

Regardless of what has happened to you in the past regarding your love life, you must keep your focus on what's ahead of you and not what's behind. In addition, to moving forward, you must move in the direction of love...true love. Love is about caring, nurturing, giving, understanding, and celebrating. When the love is genuine, then the short-term goals of being noticed, having a boyfriend, making commitments, getting married, and staying happy together are natural by-products. Just remember that the begin of your journey starts with pointing ahead and in the direction of true love.

2. BECOME MEGA-ATTRACTIVE

Do your best to improve your overall appearance. Be healthy and fit. Make sure that your hair, skin, teeth, and nails are appealing and not repulsive. Practice good hygiene. Ask for professional help in the area of style and dress. Develop self-confidence and raise your self-esteem by raising the self-esteem of others. What ultimately attracts or repels potential mates is your attitude about yourself.

3. FIND AND FIX YOUR BLIND SPOTS

Get accurate feedback or find a good checklist of things that could reveal your hidden weaknesses. These are things that are evident to everyone else except you. Examples of blind spots would include: bad breath, unpleasant body odor, bad language, poor manners, dishonesty, and excessive gossiping. Your job is to seek out your weaknesses and fix them so they don't taint the positive impression that you're trying to make.

4. MASTER YOUR PEOPLE SKILLS

Getting people to like you is the natural by-product of consistently practicing effective people skills. These skills include: 1) Begin in a friendly way, 2) Avoid arguments, 3) Make other people feel important, 4) Never tell the other person they are wrong, 5) Talk in terms of their interests more than yours, 6) Give sincere, heart-centered compliments, 7) Don't dwell on the negative, and 8) Get out of the habit of criticizing or complaining.

5. GET GOOD AT SMALL TALK AND BIG LISTEN

Become a better conversationalist by speaking and listening in the following manner: 1) Be brief, 2) Have something good to say, 3) Say it well, 4) Speak with the appropriate emotion, 5) Know what not to say, 6) Focus more on listening, 7) Give the speaker your full attention, and 8) Give positive non-verbal feedback.

6. GET THEM TO LOWER THEIR GUARD

Take the pressure off of any situation by being down-to-earth and adding tasteful humor. Admit some of your minor mistakes in an effort to make yourself more real in the other person's eyes. Some tasteful teasing may also entice the other person to do the same. By lower the other person's guard, they can take in and appreciate more of your subtle strengths.

7. GIVE THEM A FRESH TASTE OF YOUR BEST

Make a favorable impression on a romantic level by showing the “hottie,” “sweetie,” and “real” sides of your personality. The “hottie” side appeals to the opposite sex in a traditional way. That means that a man should be more masculine and strong, while the woman should aim at being more feminine and alluring. The “sweetie” side is the part of you that is caring, kind, warm, sensitive, and considerate. The “real” side of you isn’t phony or designed to impress, but the true character of an all-around decent human being.

8. WAIT FOR A PEAK EMOTIONAL MOMENT

Timing is important when it comes to impacting another person. When emotions are running high, that’s the time to give them a sample of who you are. It is at these peak moments that memories of all kind get imprinted deeply into our mind, hearts, and souls.

9. ANCHOR YOURSELF INTO THEIR HEART

In order to link the positive emotions of a peak moment with you on another person, you must do or say something unique or even shocking that sets you apart from other stimulus. That way when the other person recalls that memorable moment, they will automatically think of you as being part of the cause for their good feelings. If the attraction is naturally there, then this process called “anchoring” creates the emotional attachment you need to build a strong love connection. Then it’s just a matter of stacking positive anchors so that the feelings of passion, excitement, fun, and joy weigh heavily on your side until they become convinced that you’re the one.

Falling in love still remains a largely misunderstood process. But with some common sense and a good grasp of the key elements mentioned above, a sensitive man or woman has the ability to align themselves with the natural forces that cause people to fall in love.

THE BOTTOM LINE

Your love life can be a frustrating and disappointing experience when you haven’t got a clue as to what causes things to happen. But dating, romance, and love can be wonderful experiences when you learn and grow into a person who naturally deserves and attains the dreams they desire.

“A man falls in love through his eyes, a woman through her imagination,
and then they both speak of it as an affair of ‘the heart.’”

Helen Rowland,
Author of *A Guide to Men* (1922)

“Many of us are done with adolescence before we are done with adolescent love.”

Judith Viorst,
Author of *Necessary Losses* (1986)