

097: Learn NLP From the World's Greatest Hypnotist and Human Lie Detector

9 Point Checklist

Mike Mandel

Want to gain as much knowledge as possible out of Get Yourself Optimized? Read on below for a **9 point checklist** that gives the next, real steps you can take for introducing these insights and optimizing your life.

Get **YOURSELF OPTIMIZED**

HOSTED BY **STEPHAN SPENCER**

"To influence other people, it is not the specific words but the principle behind them."

MIKE MANDEL

9 STEPS YOU CAN TAKE TODAY

**Want to take charge of your health, wellness, and success?
Here are 9 steps that can move you closer to your goals – today.**

- Notice people's eye movement patterns when you ask them a question. When a right handed person shifts their eye movement to the upper right corner of their eye, it means they are accessing new information. This could be an indication of "creating" information or lying.
- To determine if the person I am talking to is stating facts, act as if I completely believe their story, but afterwards run it backwards by asking them "what happened before that?" again and again. If they are telling the truth, they can answer that question right away.
- Pause when someone is telling me a story, if they supply too much information or extra facts that are too detailed, that is a good indicator that they have developed a script prior to talking to me and may be lying.
- Handwriting can tell a lot about a person's nature. I should learn more about the "Felon's Claw" and how a big space before a word can indicate thinking up a lie and larger letters can signify importance.
- Add strength and power to my personality by underlining my name with a single left to right underscore each time I sign my name.
- Practice making my small letter t's crossed with a bar that goes from left to right to silence a critical inner voice. Make them higher up, longer, heavier, and slightly pointed up to create enthusiasm, perseverance of will, high goals, and optimism.
- Use language that will create a positive perception. Use "I get to" instead of "I have to" and change "try" to a yes or no, because "try" has a built-in fail aspect.
- Avoid words that create stress such as "don't" and "can't" because they can contribute to taking my critical faculties offline. Instead use words and actions that create calm to maintain my critical thinking.
- Influence other people by offering a "double bind" because when humans are offered only two choices they tend to choose one. I will plan two alternatives in.

To view the transcript, resource links and listen to the podcast, visit:

<https://www.getyourselfoptimized.com/learn-nlp-from-the-worlds-greatest-hypnotist-and-human-lie-detector-mike-mandel/>