

FLIRT WITH CONFIDENCE



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My Weird Confession About Flirting

I have a confession...

It's about one of my "turn-ons". Mine is slightly unconventional, but I can't deny it's true.

I am turned-on by the process of gaining trust.

I'm infatuated with watching the walls of defense crumble as a woman gradually becomes comfortable in my presence.

It thrills me to know a woman who would have been startled had I walked up to her too quickly minutes ago is now comfortable alone with me in a dark, secluded location.

I want her to trust me without any reservations, as quickly as possible.

Feeling trusted unleashes the sexy beast within me...

So, how the heck is my turn-on relevant to your dating life?

Well, the answer may be more obvious than you think.

Flirting is the process of slowly revealing your interest through playful teasing, compliments and innuendo.

Men and women are more alike than different. From my experience, both genders have similar desires for their romantic relationships.

We might want to play different roles in building attraction (men tend to be the aggressors), but we all want real connections.

As men, we often judge ourselves based on what we can access. Most of our self-esteem comes from what we have done or could do if we choose.

When you think about what is available to you, the ideal answer is EVERYTHING!

A fundamental criterion for defining a man's success in life is whether he has a woman who makes every part of her completely accessible to him.

A woman wants a man she can open up to and who makes her feel alive. She wants to feel secure in his presence.

Each person has a different vision for their dating life, but ultimately we all want to have complete control over living out our vision.

We want to be approached by attractive people.

We want to know both people feel the chemistry.

We want great dates with people who are eager to see us again.

I don't have to convince you how important this is. I know you feel it.

My turn-on led me to develop an important skill...

I've learned to build attraction, chemistry, connection and trust in a matter of minutes.

I do it in a very specific way (which I'll explain soon).

Seriously, I've had conversations about the meaning of life three minutes after meeting a woman.

There may be a playful, flirtatious undertone during our chat, but our conversation **magnifies the fact that we have real chemistry.**

When you know how to create chemistry at will, you can lead your relationships wherever you want.

If creating attraction, chemistry, connection and trust during conversation is appealing to you, stay tuned...

I'm going to challenge what you believe about communication.

We spend a lot of time in life searching for the best way to present ourselves to others.

Depending on who you listen to, you may come across different approaches.

What is universal is the belief that your ability to form connections with others is an essential component of securing success and happiness in life.

I may not have spoken to you individually, but I'll bet we've received some of the same messages about forming connections with others.

Whenever I do a presentation, the audience can complete the following phrases in sync:

- "It's not what you know, it's..." – (audience) "who you know."
- "It's not what you say, it's..." – (audience) "how you say it."
- "You have to learn to separate business from..." – (audience) "personal."

Well, on the last phrase, some people say "separate business from pleasure."

If you are having trouble separating business from pleasure, that is an entirely different conversation we don't need to get into right now.

Nevertheless, do you generally agree those phrases are true?

In my opinion, each one is at least partially true. However, I say partially for a reason.

In fact, I am going to challenge each one of them. I'm going to rephrase them a bit to change the emphasis.

Instead of "It's not **WHAT** you know, it's **WHO** you know," I would say "It's what you know **ABOUT** who you know." Just knowing them isn't enough.

There is specific information you need to uncover to **truly make an impression in their mind.**

Instead of "It's not **WHAT** you say, it's **HOW** you say it," I would say "It's what you say **AND** how you say it."

Have you ever heard the statistic that 93% of communication is non-verbal? Google the study. It is very oversimplified.

Your words matter much more than 7% and your intentions behind your words matter even more.

Instead of "Separating business from personal," I am going to challenge you to adopt the attitude that "**EVERYTHING is personal.**"

Don't invest any of your time and energy in something that is not personal to you.

When people use the phrase, “separate business from the personal,” they mean you need to maintain your class in your interactions with others despite your personal feelings.

You don't have a professional self that is completely separate from your family self and your social self.

Regardless of what environment you are in, you are only one person. You are one person, made up of many thoughts, feelings and experiences that all come together at the same time.

You are a person with a story, a story that has personal importance to you.

You can meet dating prospects in a professional setting or a social setting.

If you are going to make an impact on each other, you must explore those important thoughts, feelings and experiences to make the interaction personal.

I'm going to help you flirt by learning to make your conversations PERSONAL!

Flirty Conversation Flow

I look for milestones in a conversation to progress flirting.

These came from noticing patterns as I approached women. Yours may be different, but it's helpful to have a flow in mind.

At each step, there is an opportunity to flirt.

Here is the conversation flow I try to lead a woman through.

Reminder, we are trying to build emotional investment while also creating a flirty attraction.

Flirty Conversation Flow

- 1) Direct or Indirect Opener
- 2) Playful Small Talk
- 3) Question of Substance
- 4) Moment of Impact
- 5) Share Your Confident Mindset
- 6) Invitation

Let's break down each milestone with examples.

Indirect Opener – I would look at whatever has her attention or an object nearby to make a comment.

For example, “That must be a good book, you look really into it” in a bookstore or “What looks good on the menu” in a restaurant.

Direct Opener – Since it is a bold approach, you are more direct and insert more flirting.

For example, “You’re cute. I came over here flirt with you” or “I want to meet you. You’re gorgeous.”

Playful Small Talk – After her initial response, I would look for an opportunity to tease her or playfully challenge her opinions.

For a menu suggestion, I might say: “Cream of mushroom soup!? I can’t believe you eat that. I’ve lost confidence in your taste now.”

My tone is playful, but my intention is to give her a hard time and get her to debate with me or defend herself.

Later, I’ll give her a chance to win back my trust or approval.

I may also give her **a compliment and tease her at the same time.**

For example, “You’ve got a fun personality. It makes up for your awful taste in soup.”

I make sure to only tease about trivial things like her opinion of soup. I wouldn’t make fun of her opinion of a topic she takes seriously.

Question of Substance – I state an assumption about her personality or interests to open the door for a deeper question.

For example, stating she looks like the type who is really into wellness, fitness or yoga.

If she confirms my assumption is correct, I try to determine if she is passionate about it.

If my assumption is wrong about her interest, I ask what she feels truly passionate about.

When I learn a passion she puts a lot of energy into (or an attitude she prides herself on), eventually I will ask **what makes it important to her.**

Knowing WHAT she likes scores curiosity points. Understanding WHY she loves it creates a deeper bond.

Moment of Impact – In every great first conversation, there is a Moment of Impact that solidifies a bond and mutual interest in speaking again.

The Moment of Impact is the point in conversation when one or both of you realize qualities, perspective, values, beliefs or attitudes that you admire in the other person.

Usually, at least one person will verbalize their appreciation.

When you notice a personal quality you are impressed by, bring it to their attention verbally.

This establishes WHY they made an impact on you, which communicates your continued interest in them is based on their personal qualities rather than superficial reasons.

Complimenting them on internal qualities is **crucial to flirting!**

Stating the Moment of Impact is the MOST IMPORTANT step in the conversation flow. You absolutely need to verbalize what impresses you before you ask to keep in touch.

When a woman decides to give you her number, she has to be comfortable with several risks:

- You could be a stalker or psychopath
- You can contact her no matter where she is in the world
- You can send unlimited messages to her, even against her will
- She could be in the uncomfortable position of discovering there is no chemistry after you already have a way to contact her
- She may have had negative experiences with dating and you could be another one
- She may not be emotionally ready to date yet

- She has to give up hobbies or family time to go on a date with you, which may not be worth it

When you ask for her number, unconsciously she is considering why she should say yes. **The reward needs to outweigh the risk.**

If she thinks the only reason you are interested in her is because she has a pretty face or a nice ass, she might decide to decline.

If she doesn't know what you want from her and is questioning your intentions, she might decide to decline.

However, your chances increase exponentially if she feels like:

- He was confident, genuine and charming so he is probably not a serial killer
- I felt like the conversation was easy and I don't feel that way often
- He asked deep questions (which nobody ever does) and seemed to actually listen sincerely
- We connected intellectually and I felt very stimulated
- Talking to him was different than other guys so maybe this will turn out better
- I'd much rather see where this goes than go out with my girlfriends this weekend
- He supported me in my passion and made me feel encouraged to keep doing it
- This could be the beginning of what's been missing in my life

When you support her most important goals, you become attached to her goals mentally.

Eventually, you want her to associate you with all her important goals. It will stamp you within her emotions permanently.

Tease about superficial things. Compliment her **passion and perspective.**

Now, here's the kicker...

To create flirty chemistry while you give a compliment, you need to add “attraction words.”

The following words **insinuate a romantic attraction**:

- Sexy
- Hot
- Attractive
- Beautiful
- Turn-on
- Desirable
- Gorgeous
- Cute

If I am **highlight the Moment of Impact and flirting at the same time**, I may say:

“I love your ambition. That’s a big turn-on for me” or “It’s sexy when a woman pursues her passion”.

This way, she gets the point, but she is less likely to be offended.

Since I compliment her on internal qualities, it doesn’t seem sleazy.

Share Your Confident Mindset – Whenever possible, find a way to show your best qualities by speaking about what you have to offer.

In a brief conversation, **complimenting yourself isn’t as important as complimenting her**.

You can still make a strong first impression without revealing too much about yourself.

However, if the conversation last 10 minutes or longer, try to share the qualities you believe make you attractive.

For example, “I always speak my mind. It’s one of the qualities that makes me attractive.”

Then, playfully tease they agree.

Invitation – After telling her I really enjoyed talking with her, I would suggest we talk again sometime.

Then, simply ask what the best way is to reach her.

Flirty Attraction Tactics

When you are inquisitive, you build emotional investment.

You must also create attraction during the conversation. You create attraction by flirting and playfully challenging their opinions.

Try these flirty tactics to build attraction.

Seductive Eye Contact

Let the eye contact linger a few seconds too long.

Lick your lips as you look at them. Let them see you scanning their body.

Mentally, repeat a phrase such as, "I like what I see!" to help align your eye contact with a mental message.

Light Touches

Place your hand on their arm or leg briefly when you make a point during conversation.

Lightly tap or bump them with your elbow. Place your hand on their back and guide them through a crowd or point them in the right direction.

Flirty Innuendo

Use phrases they imply attraction without directly stating it. You maintain your mystery as you test their responsiveness.

For example, while chatting about their diet in a grocery store, say, “The fruit isn’t the only thing that looks delicious” or “I’ve been told that food tastes better with good company.”

Conditional Approval

You state a reason you could disqualify them, but instead make an exception based on a positive condition they must meet.

For example, “You might be a little too young for me, but if you keep making me laugh, I’ll keep you around.”

Backhanded Compliments

You playfully tease them while complimenting them at the same time.

For instance, while standing next to them you say, “Thank you! (For what?) I don’t know what it is about you, but you make me feel so tall! I can see right over you.”

Just Be Direct!

Mindset matters.

When all else fails, **be bold!**

Remember this phrase: "With the right intentions, the words will follow."

When you enter into a conversation with altruistic motives, you spend less time trying to find the perfect words to say.

The conversation feels natural because you are sincere and there is no hesitation about whether your intentions would be acceptable to the other person if they were revealed.

Everything is personal. Your intention is to get to know them on a personal level.

Here are your goals during the conversation:

- ~ Flirt
- ~ Get information
- ~ Empower them

If you don't look for opportunities to flirt, you end up in the friend zone. Be playful and keep the mood light. Your energy is contagious. Have fun!

The more information they give you, the more they are invested. When your focus is to ask the right questions versus following the correct script, all of the pressure is off of you.

When you discover their passions, help them believe it's possible. Supporting their passions makes you a part of their passions and increases their perception of your value.

Building a solid connection should be the easy part. All you have to do is adjust your intentions and have enough curiosity to ask compelling questions.

Where most people struggle is figuring out how to start the conversation. I'll be discussing three different approaches to starting conversations throughout this training.

Once you make an observation, you can initiate the conversation with indirect, direct or social intent.

~ Indirect means you make a casual comment without communicating any romantic interest

~ Direct means you communicate your attraction to them

~ Social means you make a very general comment that can be used in almost any situation

Being direct can create **more flirty energy in the long run.**

You want to remove any guessing about whether you are attracted to them.

For example, explicitly stating you find them physically attractive.

If you approach directly, there's more potential for resistance and it is more important to clarify that the conversation will be brief.

A positive aspect of approaching directly is you clarify whether a person is on the same page and if there is instant chemistry with you.

Approaching directly makes a confident first impression.

Bold = Attractive.

It's hard not to believe someone who is clearly self-assured.

When you can see how confident they are, you don't second guess them. That means you will be more open to their perspective, feedback and invitations.

I spend a fair amount of my time as a coach on helping people craft tactful ways to be bold and direct.

I know the benefits of confidently expressing your attraction and desires without blinking.

I want you to discover the benefits as well.

When you can be direct and self-assured, it makes you very attractive.

Tactically, there is more risk of your potential date not feeling mutual attraction when you approach directly versus indirectly. But, the risk is worth the reward.

For the people who do respond with mutual attraction, your chemistry will accelerate quickly, and you will feel more in control.

We're adults. We should be able to be honest about what we desire, right?

Let's get into a few examples of how you can start a conversation directly.

I recommend starting with a direct comment, then switching to indirect conversation about logistics.

You ask questions that begin with “who, what, when, where, how” to reveal your romantic interest, then relieve the pressure with small talk.

For example, you say:

“Excuse me, I wanted to tell you that you’re cute. Where are you on your way to?”... “Oh, I go there all the time to get their muffins. What’s your favorite thing to get from there?”

Or “Hey, I’m going to talk to you because you’re attractive. You look like you are having fun with your friends. What’s the occasion for celebration tonight?”

This is the most common way to approach directly. An **entire conversation** about their attractiveness can be awkward.

Another method works if you have a sarcastic sense of humor or a sassy personality. You can compliment them and tease them at the same time. It works best if you use it playfully.

Pick out a quality about them you usually wouldn’t go for but tell them they are attractive despite their flaw.

For example, you say, “You’re kinda short, but you’re really cute!” Or “I usually go for brunettes, but you’re really attractive for a blonde.”

A smile and a wink help. If they seem defensive, you can say, “Don’t take me too seriously. I’m just teasing.”

If your personality is cheeky, you can tease them about their defensiveness.

For example, “Oh, you’re sensitive. Lighten up a little. I’m going to be a headache for you if you can’t take a joke.”

When you start approaching prospects directly, an interesting shift happens.

At first, you blush or get nervous at the thought of opening a conversation directly. Once you have approached directly a handful of times, you get comfortable.

When you finally get comfortable, you notice how silly it was that you were ever nervous about approaching directly. AND you realize the people you approach have more jitters than you do.

It's fun to watch them handle your level of confidence. They have to figure out how to respond to you because they aren't used to people being so bold.

As you charm them and get them to relax, you can take the conversation wherever you want it to lead.

Have You MASTERED Conversation Skills?

I want you to be **honest with** me and yourself.

Ask yourself the questions below with a simple “yes” or “no” from your perspective.

- 1) Do you take action on most of the opportunities you see to start a conversation with an attractive person?
- 2) Do you still feel anxiety when you approach someone you're attracted to?
- 3) Is your first sentence always smooth when you start the conversation?
- 4) Are you completely confident in your ability to carry the conversation in an interesting way?
- 5) Do at least half of your first conversations end with you getting a new number?
- 6) When you exchange contact information, does it usually lead to an actual date?
- 7) Do most of the people you go on a first date with ask YOU for a second date?

There is no shame in answering “no” to the questions above. I didn't ask you to embarrass you. I asked you to get an honest assessment of your areas for growth.

Each of the questions is related to a conversation skill you need to master.

Mentally, your wheels should be turning as you ponder the best way for *you* to approach potential dates and keep the conversation going.

In my private coaching, I help people identify the best conversation methods for them personally by selecting from templates of indirect, direct and social conversation openers.

They learn to communicate their most attractive qualities in a matter of minutes during conversation.

Eventually, they are able to say “yes” to each of the questions I asked earlier.

If you didn’t answer “yes” to each question above, there is additional room for you to grow.

Visit www.JAMLifeCoaching/book-jam to apply to speak with me about how I can help you along your journey.