

Optimum Persuasion

NLP Training – Language of Sales Series
Training # 15 – Optimum Persuasion
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NLP Training – Language of Sales

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Part 1 – Introduction

Do you want to learn persuasion; how to be influential and charismatic?

Do you want to have natural rapport, good communication skills, respect, and, admiration?

Optimum Persuasion is going to give you a lot more than that.

What Is Optimum Persuasion Training?

This training is not just about memorized scripts and language patterns per se; we're talking about a state of mind. And what you learn with this course provides you with a great deal of personal satisfaction including internal satisfaction with life.

You will want to meet the challenges that come up in life especially if you're in a high-impact sales position or influencing job where you're being challenged constantly in your ability to persuade and influence others.

In other words, you're now going to have the type of inherent attitude that makes you naturally persuasive and charismatic.

No, this is not exactly one-pill-cures-all philosophy, but it almost is. It's that good.

Helplessness vs. Empowerment

The Optimum Persuasion training that you're learning here helps you to feel empowered, not helpless.

Empowerment helps you in your ability to communicate well and to persuade and meet challenges with a real can-do attitude.

When you feel in this way, you naturally want to go for it. This demeanor shows in your attitude and your tone of voice. It shows in just about everything. You are more likely to put yourself in vulnerable positions where you naturally want to persuade, influence, and lead others that can benefit from your guidance and direction.

Control and Prediction

One of the reasons why this happens is because if you believe you can control your environment, at least to some degree, you're more likely to be able to have control over yourself. Conversely, in the cases where you can't control your environment, when you can at least predict what's going to happen in your environment, well then again, you feel in control of yourself.

If you can't predict, if you just don't know what's going to happen, then you're going to feel out of control which is a state of helplessness.

When this happens, you are in a state of dysthymia. Dysthymia is a kind of baby depression that is chronic. When this is happening, we just don't feel like going for it in life. We feel like, "what's the use," and it's all because we have a non-optimum mindset. We may not realize it, but we will be using an impotent and limiting way of thinking.

Optimum Thinking Style – NLP Meta Program

What we want instead is an optimum thinking style because when we do, then we're going to have optimum persuasion abilities.

Optimum thinking is a metaprogram in Neuro Linguistic programming, NLP. This is what you are going to get with the help of this training.

You want this metaprogram running for yourself unconsciously. An NLP metaprogram is a mentality or type of mindset that is a program in your mind or in your neurology that's running in the background. When you have this mental program running, it makes sure that you are persuasive because you are in an optimum state of mind as you're persuading.

Additionally, with the understanding you receive with this training you can identify when somebody else is using this mental program. When you know how someone else is thinking you can match it, work with it, and be very persuasive with them.

Also, when they're not using this type of thinking, which is probably most people, they are just not using an optimum thinking style very often out there. For the most part, people are not optimistic. In those cases, it's important to know how to communicate with them to bolster their confidence in you and the direction you give them.

Quiz – Part 1, Introduction

See How Much You Learned from this Lesson

1. Optimistic Thinking Style, is a cure-all solution for persuasion and influence.
 - A. True
 - B. False
2. What is an Optimum Thinking Style?
 - A. A state of empowerment.
 - B. A feeling of control.
 - C. A sense you can predict the future.
 - D. Only answer's A and B.
 - E. Answer's A through C.
3. What is dysthymia?
 - A. A kind of baby depression that is chronic.
 - B. When a person doesn't feel like going for it in life.
 - C. When a person feels, "what's the use?"
 - D. Use of an impotent and limiting way of thinking.
 - E. Helplessness.
 - F. All the above.
4. This training is about...
 - A. An NLP Meta Program.
 - B. An unconscious mindset.
 - C. How to program your mind for optimistic thinking patterns.
 - D. How to communicate effectively with people of either optimistic or pessimistic mind sets.
 - E. All the above.
5. This training can do the following:
 - A. Put you in an optimum state of mind for persuading.
 - B. Helps you identify when somebody else is using this mental program so that you can match it, work with it, and be very persuasive with them.
 - C. Help you to communicate with others to bolster their confidence in you and the direction you give them.
 - D. All the above.

Answers:

1. B. To say it is a "cure-all," may be an exaggeration, but state-of-mind is everything. With an optimistic thinking style, you're now going to have the type of inherent attitude that makes you naturally persuasive and charismatic, and it provides a great deal of personal satisfaction.
2. E. The Optimum Thinking Style makes you feel empowered instead of helpless. When you feel in this way, you are more likely to put yourself in vulnerable positions where you naturally want to persuade, influence, and lead others. You believe you can control your environment to some degree and at least predict what's going to happen in your environment so that you feel in control of yourself.
3. F. Dysthymia is a modern word to describe a form of pessimism that is like a kind of baby depression and that is chronic. Recently, the term, "Persistent Depressive Disorder," has been commonly used. This state of mind causes a person to feel listless and hesitant to go for it in life because they believe, "what's the use?" It is an impotent and limiting way of thinking that is based in a state of helplessness and hopelessness. Optimum Persuasion training intends to reverse this state.
4. E. Optimum thinking is a meta-program in Neuro Linguistic programming, NLP. It is a mentality or type of mindset that is a program in your neurology that's running in the background, behind conscious awareness of all people. The aim of this training is to help you to program your unconscious mind to automatically run this effective way of thinking.
5. D. When you have this mental program running, you are in an optimum state of mind as you're persuading. Additionally, with the understanding, you receive with this training you can identify how others are thinking so that you can match them and work with their thought strategy which causes you to be persuasive. When people are not optimistic, you know how to communicate with them effectively.