

# **Interpersonal Resonance**

*Easy and Elegant Influence*

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## **Introduction**

Congratulations on purchasing this book. Many people would like to improve themselves in some way or another, but very few take action. Simply because you are reading this now you are among the few who follow through on their desires.

Everybody has desires. Everybody wants more money, a better relationship, more career options, better health, but very few do anything other than wish.

This book contains everything you need to become a masterful communicator able to magnetically persuade others, male or female, for business or pleasure, in a natural and comfortable way.

This will improve your communication with your friends, your relationship partners, business associates, and strangers you meet anywhere and everywhere.

How can I make such a claim?

First, this book is not magic. This will require your participation. This will require you to do the exercises listed herein. Not just once. Continuously.

You wouldn't expect to be a virtuoso violinist without practice. You wouldn't expect to become a world class chef without practice. You cannot become a master and elegant communicator without practice.

But by doing the exercises in this book, by taking the time to

understand the principles herein, you will learn things, and learn how to do things that most people are completely unaware of.

Most people treat communication as a natural human phenomenon. Something we do automatically. A behavior in which some are naturally skilled, while others simply aren't.

To an extent, this is true. All of us come into the world with pure desires. As we grow older, we learn to put words to those desires. We spit out these words, in certain order, and often times, they work.

We speak our desires, and our desires are fulfilled. Sometimes this means asking an attractive person for their phone number. Sometimes this means convincing a hiring manager to give us a chance. Sometimes it means convincing our spouse or partner to cook dinner while we continue to watch TV.

Most people simply assume that the way we communicate is the way we communicate. Like the way we walk, or how we like our food cooked.

However, communication is at the same time very simple, and incredibly complex. It is something that is wholly unconscious and automatic, but can also be taken apart, piece by piece, learned, improved upon, and put back together again.

You are a mind-body system. Filled with desires, ideas and thoughts made up of incomprehensible electrical signals. You have the ability to turn those electrical signals inside your brain into measurable sound waves, which enter into

the brains of others, and can motivate others to action. Action that will create your desires, or not create your desires.

The ability with which you can turn your thoughts into words, and how effectively those words turn back into thoughts inside the minds of others will determine how effective you can get your needs met. Get your desires fulfilled. Make your dreams come true.

That ability is NOT set in stone. That ability can be improved. That ability can be broken down into its core components, understood, refined, enhanced, and put back together again into a fine tuned instrument.

And once you learn how your *communication machine* works, its components, and how it functions, you'll be able to keep improving. Keep making it better. Keep increasing your effectiveness.

What will that get you?

Well, what do you want? Every single thing you can hope to achieve requires the participation of other people. To the extent you can convince those other people to help you get whatever you want, you will get it. The better you get at elegantly communicating your wants, needs, and desires to others, in a language they can understand, accept, and appreciate, they will help you get whatever you want.

Anything.

That is what this course is all about. That is why taking your time to go through this course, and doing the exercises

herein will turn you into an elegant and magnetic communicator.

Words alone have allowed individuals to create massive fortunes and lead entire countries to both greatness and madness.

Words alone have seduced princes and princesses. Words alone have freed entire nations from the shackles of bondage.

Words alone can help you achieve anything.

If you are willing to learn how to use them, this guide will show you the way.

## **What to Expect**

The first part of this guide will give you the entire picture of human communication. This will give you a bird's eye view of the entire process. What it is and what it isn't. You'll learn all the components, and why most everybody ignores most of them, to their peril.

Simply understanding the process, and all it entails will give you an advantage over most anybody you meet.

Then we'll get into the nitty-gritty of how to improve each particular component. You'll learn specific exercises to do, and how to do them.

You'll learn how to measure your progress, so you'll know if you're on the right path. You'll learn how to run a "self-check" on your own communications system to understand what needs work, and what is running just fine.

You'll learn daily drills, exercises and interpersonal practices that will set on the course to greatness.

You will need to participate. While you will gain a great deal of confidence simply understanding the nuts and bolts of humans and human communication, you will need to practice if you want to really see some powerful growth.

This practice is time-consuming. It is not instantaneous. Some of these practice drills may seem a little strange, and may seem a little uncomfortable.

But make no mistake. By committing to these drills and



exercises, you will gain a skill few people know about, and fewer still put into practice.

If you were determined to become a black belt in martial arts, how much time would you devote per day? How long do you imagine it would take?

If you are honest, you would devote at least an hour, at least a couple days a week. And you would also realize that once you started down the path of martial arts mastery, you would never stop. You would never stop practicing, or drilling or sparring.

This course is no different. Once you realize that your potential for growth is unlimited, you will never WANT to stop.

When you get to that tipping point, where you actually look forward to doing these drills, then you know you've arrived.

Until you get there, take some time to ask yourself some questions, regarding different areas of your life (health, income, romance, relationships, spirituality, material possessions, living situation). Don't be shy. Forget about being politically correct. Really dig deep into your desires.

What do you want?

How will you know when you have it?

What will you see, feel, hear, and touch?

What will others say to you about this?

What do your friends say or do?

What do your loved ones say or do?

How will having this help you in your life?

What do you do every day with regards to this?

Fully imagine you have this now. How does life feel? How is life?

How does the future look, knowing that you now have this?

Imagine doing daily things, like waiting in line at the supermarket, or reading a book at a coffee shop. How does that feel, doing those things, knowing that you have this?

Imagine doing unpleasant things that you HAVE to do (e.g. paying taxes, fixing your toilet, having emotionally difficult conversations, etc.). How does doing those feel, knowing that you have this?

Imagine falling asleep at night, knowing that you have this. What is that like?

Imagine waking up in the morning, knowing that you have this? What is that like?

Fully take some time to go through each of the above questions, regarding different areas of your life. Don't confine yourself to only one thing for each area. Dream big.

## **Exercise One:**

*Take at least ten minutes each and every day reviewing these questions and fully imagining your ideal future. Refer to these questions throughout the day. All of the exercises are included in the Appendix.*

The more you motivate yourself with your deepest desires, the more motivated you'll become to learn and drill in the behaviors you'll need to get them.

## **What This Course Is**

This course is a comprehensive communication course. You will learn the basics of all human communication. You will learn the four quadrant model of communication. You will understand the reason for every single time one person initiates communication with another person.

But beyond theory, which in and of itself will give you a deep insight that most people will never know exists; you will also learn the skills and mindsets that will make you an ultra-communicator.

One that people enjoy speaking with. One that will leave people feeling better after they've communicated with you.

You'll learn what is commonly referred to as "inner game" what it is and how having strong inner game is essential for communication. You'll learn specific exercises and techniques to strengthen your inner game to rock solid levels of self-confidence and positive beliefs about yourself.

You'll learn what is commonly referred to as "outer game" and what it is composed of. You'll learn specific language patterns to significantly enhance your outer game to levels few people are capable of, let alone experience.

You'll further understand that the core of Interpersonal Resonance is understanding the unique needs and desires of others. Their own unique shortcomings and weaknesses, both in their inner game and outer game.

You'll learn a specific communication strategy that will allow

you to open up even the shyest and least confident person and in a very short time get them comfortable enough with you to share their inner most desires, dreams and even fantasies.

This is a very powerful skill, one that should be used with utmost caution. This can easily be abused. This technique should only be used if you are either certain that you can provide them their desires, or at least help them get them fulfilled elsewhere.

If you are in sales, you can use this simple set of techniques to make quite a lot of money. If you are interested in creating a romantic relationship, you can use these techniques to greatly accelerate the process.

If you are using these techniques within a relationship, you can create deep emotional bonds that will last a lifetime.

This is not a book to read quickly, and master overnight. This book is filled with ideas and exercises that you should practice and enhance for the rest of your life.

## **How to Use This Book**

This is not a step by step, paint by numbers book like baking a cake or building a birdhouse.

This book has three parts. Theory, inner game practice, and outer game practice. Everybody is different, and everybody has different needs.

For example, ten people will sign up for an exercise gym. And each of those ten people will choose different routines, different machines or exercises, and different schedules. All based on their own desires, strengths, and weaknesses. If one person wants to lose weight, they would spend time on the cardiovascular machines. If another person wants to bulk up, they would spend time with free weights. If yet another person wants general overall health, they'll spend one day on the treadmill, and another working on the weight machines.

To begin, read through this book once. This will give you an overview understanding of all the components. Read it lightly, without worrying about remembering any of the details.

Then read through it again, paying close attention to those elements you find most useful. Take notes if you like.

As far as the exercises, choose at least one or two inner game drills to do each day. Think of your inner game strength like you would a muscle. If you were to increase your chest muscles by doing pushups, would you only do pushups once? Or would you get into the habit of doing them every

single morning?

If you wanted to increase your endurance, would you only go jogging a few times, or would you make it a lifelong daily habit?

Please treat these exercises the same way. Go through all of them, and try them each out at least once. Then choose one or two to do on a daily basis, and change them as you need to.

The outer game drills should be treated the same. At first, you'll want to practice by writing out some of speaking patterns. This will create new neural pathways in your mind. You'll be laying the groundwork so you can later use them conversationally without thinking. Automatically. Naturally.

There are some other drills you can do while observing others in public, but eventually you'll need to practice them conversationally, with friends, or strangers. The more you slowly push out your comfort zone, the more powerful you'll realize these techniques are.

But only push your comfort zone very slowly. Many people, when trying a new set of techniques, will do too much, too fast, only to fail too hard. Then they feel like they need to start over.

Please avoid this. Go slowly. Take your time. These are powerful skills you are building that will serve you for the rest of your life.

To keep yourself motivated, please return to the questions in the first chapter. Think of your biggest desires in life, a year

or two out. The greatest pleasure in life is not in achieving your goals but in pursuing them. The feeling of getting closer and closer with each passing day.

## **Journaling**

Keeping a daily journal is a necessity. At the end of each day, write down anything you did to improve any skills regarding your course, inner game, outer game, or any of the other exercises. Any action that you took, any behavior that was directed to improving your skills.

Then take a few moments and feel appreciation for having taken that action.

Then take some time and write down any small steps you could conceivably take the next day. Small steps you are likely to take that do not require very much will power.

These two things, writing down successes for that day, and writing down small steps to take the next day, is very simple, but incredibly powerful.

Once you prove to your subconscious that you are serious about improving your skills, your natural motivation will soar.

It's critical to understand that in the beginning, even in the first few months, you may be writing down very small successes, and writing down very small assignments for the next day.

For example, on a particular day your success may be that you did a visualization for three minutes. This is perfect. And



for the next day, you may write down the task of going somewhere in public and observing people for five minutes. This is also perfect.

The purpose of this daily journal exercise is to build momentum. Momentum is the most important aspect of any achievement. The small things you do every single day that will add up to a major accomplishment.

One important thing to write down in your journal is anything that didn't go as you had hoped. Any time you could have done something, but didn't. Maybe you wanted to do a quick visualization during a commercial break on TV but chose not to.

Simply accept that you wanted to or could have done something, and accept that. Release any guilt or judgment. Then simply imagine what you could have done. Imagine, for example, that instead of watching that commercial, you muted the TV and did a quick, 30-second visualization. Then simply appreciate that, as if it actually happened.

This will pre-program your subconscious to think ahead, and more naturally be more flexible in the moment.

These three daily journal entries will take no more than ten minutes every night, yet will have an incredibly profound effect on your life.

## **Exercise Two**

*Create a daily journal file on your PC, or get an actual notebook to write in for this purpose. Start by writing down anything you did to improve your communication skills, and anything you can do tomorrow. Then rewrite anything you think you could have done better. Go easy, start small, and take your time.*

As you go through this book, you'll have a more concrete idea. The main point for now is to simply get started.

## **Part One - The Ultimate Communication Guide**

When two people communicate, an incredibly large amount of interdependent variables are in flux. What are interdependent variables? Variables are things that change. Interdependent variables are variables that change based on the value of other variables.

For example, the weather is a system of a few interdependent variables. The temperature affects air pressure, which affects wind, which affects precipitation, which affects temperature. All four of these variables are always in flux. Every time any one of them changes, it changes the others. Every time one of the others changes, it changes all the rest.

Consider a simple weather system. Four variables. All inorganic, meaning they are not alive. They are simply non-living things or measurements (heat, wind, precipitation, and air pressure). Yet with only these variables, the weather is impossible to predict with very much accuracy.

Sure, we know that it rains during certain seasons and is hot during other seasons. But on any given day, experts who've studied weather patterns their entire lives can only give us an estimation of whether or not it will rain, be sunny or be cloudy.

Now consider human communication. Two living things. Two living entities that are always changing, always in flux, always updating wants, needs and desires based on continuous feedback from the environment and the conversation partner.

In order to master this process, we must first unpack and understand as many of the parts as we can, so we can more effectively and naturally get what we want, based on the cooperation from others.

This is the most essential skill you can learn. Why? No matter what it is you'd like in life, you'll need to interact with others. Either in person, on the phone, or over the Internet. The better equipped you are to master the art and science of communication with purpose, the more easily you'll get what you want.

Imagine the scenario of a job interview. Two candidates. One is highly qualified and has years of experience during precisely the same job at another company. Then there's another candidate who doesn't have much experience. All things being equal, the candidate with the most experience will get the job.

But as you likely know, it doesn't always go that way. Often times those that get the job are the ones that project the best personality. The ones that communicate the best. The ones who demonstrate an ability to work well with others. Nobody wants to hire a lone wolf. Nobody wants to hire somebody who can't do well in a team environment.

Especially during a down economy, those that can communicate well will always be in demand. Those who can't, won't. It's not fair. But that's the way it is.

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