

21 Powerful Ways To Persuade People

Find the perfect way to win people over



21 Powerful

Ways to Persuade People to Do What You Want

By Adam Cox

[How To Be An Expert Persuader in 20 Days?](#)

DISCLAIMER AND TERMS OF USE AGREEMENT

The author and publisher have used their best efforts in preparing this report. The author and publisher make no representation or warranties with respect to the accuracy, applicability, fitness, or completeness of the contents of this report. The information contained in this report is strictly for educational purposes. Therefore, if you wish to apply ideas contained in this report, you are taking full responsibility for your actions.

EVERY EFFORT HAS BEEN MADE TO ACCURATELY REPRESENT THIS PRODUCT AND IT'S POTENTIAL. HOWEVER, THERE IS NO GUARANTEE THAT YOU WILL IMPROVE IN ANY WAY USING THE TECHNIQUES AND IDEAS IN THESE MATERIALS. EXAMPLES IN THESE MATERIALS ARE NOT TO BE INTERPRETED AS A PROMISE OR GUARANTEE OF ANYTHING. SELF-HELP AND IMPROVEMENT POTENTIAL IS ENTIRELY DEPENDENT ON THE PERSON USING OUR PRODUCT, IDEAS AND TECHNIQUES.

YOUR LEVEL OF IMPROVEMENT IN ATTAINING THE RESULTS CLAIMED IN OUR MATERIALS DEPENDS ON THE TIME YOU DEVOTE TO THE PROGRAM, IDEAS AND TECHNIQUES MENTIONED, KNOWLEDGE AND VARIOUS SKILLS. SINCE THESE FACTORS DIFFER ACCORDING TO INDIVIDUALS, WE CANNOT GUARANTEE YOUR SUCCESS OR IMPROVEMENT LEVEL. NOR ARE WE RESPONSIBLE FOR ANY OF YOUR ACTIONS.

MANY FACTORS WILL BE IMPORTANT IN DETERMINING YOUR ACTUAL RESULTS AND NO GUARANTEES ARE MADE THAT YOU WILL ACHIEVE RESULTS SIMILAR TO OURS OR ANYBODY ELSE'S, IN FACT NO GUARANTEES ARE MADE THAT YOU WILL ACHIEVE ANY RESULTS FROM OUR IDEAS AND TECHNIQUES IN OUR MATERIAL.

The author and publisher disclaim any warranties (express or implied), merchantability, or fitness for any particular purpose. The author and publisher shall in no event be held liable to any party for any direct, indirect, punitive, special, incidental or other consequential damages arising directly or indirectly from any use of this material, which is provided "as is", and without warranties. As always, the advice of a competent professional should be sought. The author and publisher do not warrant the performance, effectiveness or applicability of any sites listed or linked to in this report. All links are for information purposes only and are not warranted for content, accuracy or any other implied or explicit purpose.

Table of Contents

How to Persuade Anyone by Asking for More?.....	5
How to Use Persuasion to Sell Anything?.....	7
The Magic Button to Influence People and Yourself?.....	10
How to Use Hot Trends and Passions to Persuade People?.....	13
Covert Persuasion Techniques Using the Law of Expectation?.....	16
Persuasion and Influence - The Remarkable Law of Expectation?.....	18
Covert Persuasion Techniques - 5 Sales-Boosting Persuasion Tips?.....	20
Power Persuasion Technique - Using the Persuasion?.....	22
Principle of Association?.....	24
Persuasion and Influence - The Powerful Law of Association?.....	26
Covert Persuasion Technique - The Storytelling Persuasion Tactic?.....	28
Effective Persuasion Techniques for Salespeople?.....	30
Persuasion Methods for Bigger Profits?.....	32
Methods of Persuasion You Can Easily Apply?.....	34
Elements of Persuasion - Keys to Influential Success?.....	36
Persuasion Techniques to Handle Difficult Customers?.....	38
Persuasive Public Speaking - How to Persuade Your Audience Through Public Speaking?.....	40
How to Be a Persuasive Salesperson?.....	42
Subliminal Persuasion Techniques?.....	43
How to Build Solid Relationships Using the Power of Words?.....	45
How to Speak Fluent Body Language?.....	47
How to Deal with Annoying People?.....	49

How to Persuade Anyone by Asking for More?

Are there any proven persuasion techniques to get someone to do what you want, even if you have that feeling that you're asking too much? Fortunately, there is.

Asking for more

It's called "asking for more." Ironic as it may sound, this is one of the most potent persuasion tactics you may use.

Here's how it works

Let's say you want your friend to donate \$10 to a charitable cause you're involved with. For him, \$10 might already be a big amount. Instead of asking for less, you asked him for \$25 because you imply that's what most people are giving. If he doesn't want to give you the \$25, tell him, "In that case, we'll just have to be contented with \$10." He'll feel so relieved to save \$15 and will gladly give the \$10 to you.

You won't believe how often kids apply this technique. They simply want to go to a movie, but they ask their parents to take them to expensive vacation spots. When their parents say that such trips are too expensive, their children would ask, "Could we just go to a movie then?" The kids get what they want, while the parents feel that the pressure has been taken off them.

Why this persuasion method works

The power of this persuasion method comes from the feeling of obligation to reciprocate the concession you initially gave.

People will be more receptive to grant your true (and smaller) request after they declined the first (and bigger) one. They will feel embarrassed to turn down the second favor, especially if it's much easier to comply than the first request.

The second request gives them the freedom of choice. It's like they're given an escape route. They will feel like a special favor has been given to them because they're given room to negotiate and reject the first offer.

Using this powerful persuasion technique, they will feel a sense of contentment and at the same time, a sense of responsibility to fulfill the secondary (and even other future) requests.

Remember that people feel a sense of guilt if they refuse your request. If your second favor is something they can afford to do, then they'll grab the opportunity to make it up to you.

The great thing about this is that they might even give you the larger request.

This is one of the most effective persuasion techniques because you give them the chance to negotiate, and at the same time you make them feel that they got the better end of the deal because you "gave in".

[How To Be An Expert Persuader in 20 Days?](#)

How to Use Persuasion to Sell Anything?

I'm going to reveal proven persuasion techniques that you can use when you feel that the other party might not agree or comply with your request. One of the best uses of these methods is in selling.

Ask questions

An essential advice in selling is to give people what they want or a solution to their problem. How can you determine people's likes or problems? The answer: Watch out for words that reveal them, such as "want", "wish", "like", "need", "help", "hope", "hate", "dislike", "problem", "confused", etc.

Examples:

"I need to manage my time better." (You could recommend a time management book or course on the internet and get commission as an affiliate.) "I want to solve this problem with my wife." (You could find a relationship coach and get a percentage of the profits.)

Now this isn't taking advantage of other people's problems. This is a win-win situation because you get to help them but at the same time make money.

If you still can't find out their problems, passions or wishes, you may ask questions such as:

"What do you want most out of life?"

"What types of situations do you treat as problems?"

"What do you wish to accomplish in the next few months?"

Make sure you're not offending anyone. Since you don't know if a certain subject might offend the other party, it helps to ask questions like "What do you think about...?" or "What's your opinion on...?"

Consistency recall

Now once you know more about their desires or problems, you can use a persuasion technique named "consistency recall" to get them to accept your suggestion.

People want to be consistent with their statements. If they act in a way that is incompatible with what they said, they will feel uneasy and might even feel that they're not worthy to be trusted. Use this powerful method to your advantage.

You can say, "If I remember correctly, you shared with me and the group that you want to resolve a serious problem with your wife. I know someone who can finally solve your problem. Would you like to give it a try?"

It's tough to reject a proposal like this because non-acceptance would mean being inconsistent with their words.

Try to have other people listen along to your conversation with your "prospect." The more people who hears what he says, the more he will strive to be consistent with his words.

If you can, ask your "prospect" to write down what he says. You can do this in a "friendly" or "joking" manner; the result will remain the same.

By writing down and/or being aware that other people have heard their statements, they are more likely to yield to your suggestions.

Use these powerful persuasion tactics and you'll soon realize that there are much more opportunities to sell anything than you previously thought.

[How To Be An Expert Persuader in 20 Days?](#)

The Magic Button to Influence People.

Want to know a powerful covert influence tool that allows you to get anything you want - through your own acts or by subconsciously commanding others to render it to you?

It does not take a magician or hypnotist to do it. Even an ordinary individual has the capacity to achieve this covert influence technique through constant practice.

Imagine the power if you could just do a simple act and you'll instantly be able to change your mood or energy level. Just imagine the power of having others do whatever you want them to do without them being consciously aware of it.

When I mention the word oranges, your mind processes the image, your mouth may begin to water, and you may even remember the times when you and your special someone were enjoying and eating the oranges together.

Here's another example of this covert influence application.

Have you watched a movie that was so touching it made you cry? In one of the movie's most moving scenes, there was sad background music.

Two months later, you're listening to the radio. You heard the same sad song from that movie. You suddenly remembered the scene, the actors, the emotions, even the person seated next to you who was also crying two months ago. You felt the sensation all over again. You recollected the sentimental mood because of that same music. This covert influence tactic is known as anchoring.

Thank You for previewing this eBook

You can read the full version of this eBook in different formats:

- HTML (Free /Available to everyone)
- PDF / TXT (Available to V.I.P. members. Free Standard members can access up to 5 PDF/TXT eBooks per month each month)
- Epub & Mobipocket (Exclusive to V.I.P. members)

To download this full book, simply select the format you desire below

