

MENTALIST MARTIAL ARTS
Conflict Resolution through Misdirection

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RYAN BLUMENTHAL

ATHENA PRESS
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~ Contents ~



Introduction	9
Background History of MMA	11
Mindset	14
The Art and Science of Silence	27
Perspective	31
The Infectiousness of Moods	36
DOMSWAT	40
Hooking them Emotionally	47
Triple Negatives	50
Swear Words	52
Appealing to the Moral High Ground	53
MMA and the Boardroom Meeting	55
Pattern Recognition	58

Distracting Others in their Own Minds	64
Closing Statement	69
Bibliography	70

- Introduction -



Mentalist Martial Arts (MMA):

- * Goes beyond verbal judo
- * Goes beyond psychology
- * Goes beyond neurolinguistic programming (NLP).



1. Imagine this scenario: You walk into a room and someone is about to jump out of the window. You realise you have stumbled across a potential suicide situation. What would you say to this person?
2. Imagine you wake up in the middle of the night and someone is holding a gun to your head. What would you say? What would you do?
3. Imagine a road-rage situation. The other driver gets out of his car and comes rushing at you with a baseball bat. What would you do to calm him down? How would you react?

4. Imagine being able to build people up or break people down with words alone.



You are about to learn one of the most powerful underground communication techniques in the world. You are about to learn how to use your words as offensive and defensive weapons. You are about to learn how to resolve conflict through misdirection. You are about to learn Mentalist Martial Arts.

- Background History of MMA -



I am a forensic pathologist by profession. I see the worst that mankind has to offer on a day-to-day basis; I have spoken with families, with investigating officers, with detectives, with paramedics and with general practitioners. In all my forensic cases, I try to identify all possible and probable avoidable factors. What I now present to you represents my approach and my insight after years of watching and studying human behaviour. I have seen so many unnecessary suicides and homicides in my career. I believe that an understanding of the principles of MMA could possibly – in the acute situation – prevent a potential suicide or homicide or even a rape!

My hobby is sleight-of-hand magic. I have practised sleight-of-hand magic and mentalism (the art of mind-reading) for many years now. I have performed commercially for many different types of people – from presidents, to supermodels, to street children, to tribespeople.

I believe I have sufficient background knowledge and experience to teach you what to do in a potentially life-threatening situation. Please grant me a chance and at

least hear what I have to say, rather than finding yourself exposed to one of these dangerous situations without knowing what to do.

I have built upon the shoulders of giants and my work has been inspired by the work of others (please refer to the Bibliography section). I have advised women – based on my MMA principles – on what to do if they were to be involved in a potentially life-threatening situation such as a rape attack, and they have told me that it was the best advice they had ever heard!

I will try to teach you what to say, how to say it and how to behave should you be faced with a potentially fatal or violent situation.

The living close the eyes of the dead. The dead open the eyes of the living.

Unknown

If I can help prevent one death or one rape by what I have to teach, then I think I will have been successful in the writing of this book.

If you have knowledge, let others light their candles at it.

Margaret Fuller

This book is written in simple, uncomplicated English and it should take approximately three hours of your time. Once you have finished it, pass it on to the next person to read. I wrote this book to share my insight into humanity with you...

Be ashamed to die until you have won some victory for humanity.

Horace Mann

Please note, at the outset, that MMA should work in almost every conceivable life-threatening situation except one: that situation involves an attacker who is under the influence of what is known as Giannou's cocktail.* This is an attacker who can't be reasoned with. He could be an angry ex-child soldier (with no social conscience), high on alcohol, drugs, adrenaline, testosterone and be in possession of a gun, etc. MMA is unlikely to work on an attacker such as this.

Ryan Blumenthal

* Inspired by Dr Chris Giannou, senior surgeon, International Committee of the Red Cross (ICRC).

- Mindset -



*They copied all they could follow, but they couldn't copy
my mind, and I left them sweating and stealing, a year
and a half behind.*

Rudyard Kipling

Let me begin by saying that MMA is taught *now* for *then*. This technique is best studied *now* and applied later in a dangerous situation. It is *not* devised and thought out in the moment. It is not made up 'on the cuff' or 'off the wing', so to speak.

Beware of no man more than thy self.

Thomas Fuller

Job Interview

In a job interview, you can *predict* certain questions (there are only a certain number of questions that an interviewer can ask!), so you can plan and predict the

questions and then you can plan and predict the best possible answers to those questions, and the rest is presentation and acting.

You shouldn't wait and see what gets asked in the interview and then answer without any previous preparation. That is how one ends up in *trouble!* What happens if you are having a bad day and cannot think on your feet?

However, if you have the best possible answers for the predicted questions, then you don't have to think – you can run through the script which you prepared previously and you can give the best possible answers. We are humans – we have the ability and capacity for foresight. That is what separates us from the other animals – we can mentally rehearse situations in our mind's eye.

Dangerous Situations

Anger is a wind which blows out the candle of your mind.

Ancient Chinese proverb

If you are thinking on your feet, you will be emotionally drawn into the current moment, mindset and situation. This means that if you are in a dangerous situation, you won't be able to think straight! You will be compromised in an already compromising situation. Let me give you an example based on my MMA technique:

QUESTION: What should a woman do if she is about to get raped? Should she fight or lie there?

I have asked this question to many thousands of women. Many say fight; many say lie there; many say that they will assess and make a decision depending on the circumstances.

According to my MMA technique, these answers are all *wrong!* If the woman fights, she will get injured or, in the worst-case scenario, killed; if she lies there, she will not prevent the rape and she may get infected with a sexually transmitted disease or worse.

According to my MMA technique, you need to think this situation through beforehand when you are safe and quiet and thinking clearly and unemotionally. For instance, you could brainstorm this scenario with some friends in a coffee shop while sipping a cappuccino. Imagine that, with all the time in the world, you have thought this scenario through; imagine that, in a relaxed and peaceful atmosphere, you have predicted the scenario. What would you do?

Misdirection Skills

Misdirection is a tool used by magicians. Misdirection works! It has been proven to be psychologically sound by conjurers for countless generations. 'What is misdirection?' you ask. Misdirection is a secret technique which arouses the interest, piques the curiosity, causes the thoughts to be preoccupied and/or emotionally hooks a spectator during those precise moments in which a sleight or subterfuge is made – thus making possible its undetected execution!

Misdirection *directs* the senses of the spectator away from the moment, thereby distracting him or her. If the misdirection is strong enough, the magician or conjuror may accomplish truly unbelievable and astonishing feats. He may cause objects to appear or disappear or even change places! Learning the art of misdirection requires a

lifetime of learning. Understanding misdirection requires a deep understanding of human behaviour. The practitioner must truly understand what makes a person tick! In order to understand how to distract someone, one must understand what attracts someone.

Misdirection may be *physical* or *mental*. Most people who have witnessed a sleight-of-hand magician would have experienced the art of *physical misdirection*. However, few people have ever witnessed *mental misdirection*. Mental misdirection is a technique used primarily by mentalists (mind magicians) who employ tactics and techniques which confuse the spectator's logical mind, thereby creating diversions through the use of speech and language. These tactics and techniques may result in the spectator making incorrect inferences. In other words, the mentalist may redirect the thoughts of the spectator.

What you are about to learn here includes possibly some of the most subtle, devious and persuasive psychological misdirection techniques in the world. The techniques will seem very superficial to you at first – you may even brush them off – but trust me, once you understand the concepts and apply the methods you will realise that you are sitting on some very powerful weapons indeed...

No thoroughly occupied man was ever yet very miserable.

Letitia E Landon

The Elephant Technique

BACKGROUND

According to the teachings of Neurolinguistic Programming (NLP), there are three types of people in the world: auditorys, visuals and kinaesthetics. A fourth type also exists – so-called 'digitals'. These are people who

function best behind a computer! Auditories have to *hear* or *read* something to believe it. Visuals have to *see* something to believe it and kinaesthetics have to *feel* or *experience* something to believe it. So in order to persuade someone to believe something you must know what his/her sensory preference is.

A SELF-TEST

What are you? Auditory, visual or kinaesthetic? Take this simple test:

1. You went to a concert last night. You are now describing the event to someone else. Do you say:
 - a) 'You should have *seen* the concert last night – it was amazing!'
 - b) 'You should have *heard* the concert last night – it was amazing!' or
 - c) 'You would not have believed *the vibe* of the concert last night – it was amazing!'
2. If only three rooms are left at a beach resort, you will choose the room that offers:
 - a) An ocean view but lots of noise
 - b) Sounds of the ocean but no view
 - c) Comfort but lots of noise and no view
3. When you have a problem:
 - a) You look for alternatives
 - b) You talk about the problem
 - c) You rearrange the details
4. When riding in a car, you want the inside to:
 - a) Look good
 - b) Sound quiet or powerful
 - c) Feel comfortable or secure

5. In your spare time, you most enjoy:
 - a) Watching TV or going to the movies
 - b) Reading or listening to music
 - c) Doing something physical (crafts/gardening/sports)
6. The one thing you think everyone should experience in their lifetime is:
 - a) Sight
 - b) Sound
 - c) Feeling
7. When someone wants to convince you of something:
 - a) You want to see evidence or proof
 - b) You talk yourself through it
 - c) You trust your intuition
8. You normally breathe from
 - a) High in your chest
 - b) Low in your chest
 - c) Your belly
9. When you choose a restaurant, your main concern is that:
 - a) It looks impressive
 - b) You can hear yourself talk
 - c) You will feel comfortable
10. You make decisions, speak and think:
 - a) Quickly
 - b) Moderately
 - c) Slowly

Tally:

a = _____

b = _____

c = _____

Mostly a = visual; b = auditory; c = kinaesthetic

So, in order to summarise, these are the three types of *psychological profiles*:

Visuals:

Visual people care a lot about how things look. They need to see proof or evidence before they take anything seriously. Being visualisers, they think in pictures and wave their hands, sometimes touching pictures when talking. Pictures come quickly into their mind's eye, so they think clearly; this makes them the fast talkers among us. Sometimes they have monotonous voices. Visuals frequently look up to the left and right when they speak. When it comes to their wardrobe, they tend to be snappy, impeccable dressers who put a lot of work into looking good and surrounding themselves with good-looking stuff. Physically, because they are concerned with appearances, they aim to be trim and tidy. When they stand or sit, their body and head will usually be upright. You will find visuals working where confident, fast decisions are needed or where specific procedures are to be followed. They want to have control because they probably have a vision of how things should be. Many – but definitely not all – visual artists fall into this category.

Auditories:

Auditory people respond emotionally to the quality of sound. They enjoy the spoken word and love conversation – but things must sound right for them to tune in and give their attention. They have fluid, melodic, sensitive, persuasive, expressive voices. 'Audis' move their eyes

from side to side when they talk. They gesture somewhat less than visuals, but when they do it's from side to side, like their eye movements. When it comes to clothes, they *think* they are snappy dressers. They like to make a statement with their clothes – and sometimes they don't quite make it. Physically, they are somewhere in-between the trim visuals and the comfortable kinaesthetics. Audis work where words and sounds are the currency. Many broadcasters, teachers, lawyers, counsellors and writers are auditory.

Kinaesthetics:

For our sensitive 'kinos', things have to be solid, well constructed and feel right in order for them to be happy. They have low, easy-going voices and gestures. Some kinaesthetics have been known to speak unbelievably slowly and add all sorts of unnecessary detail that can drive visuals and auditories to the point of wanting to scream, 'Please, for heaven's sake, get to the point!' That's just the way many of them are. The fact of the matter is that it takes longer for them to put feelings into words. When kinos speak, they look down, towards their feelings. They enjoy the way things feel. They like textured clothing and quiet tones. Any man with permanent facial hair may very well be kinaesthetic. You will find kinos in hands-on jobs: plumbers, electricians, carpenters, salespeople and workers in the arts, medicine and the food business. Physically, there are two types of kinos: in the one group are the athletes, dancers, emergency services and tradespeople, the super-fit types for whom the physicality of touch is paramount; in the other group are the sensitive, laid-back, down-to-earth, big-hearted types who may have a higher proportion of heavier bodies among their number.

This is the reason that some people 'click' with one another. Visuals click with one another, auditories click with one another and kinos click with one another. The reason for this is that *they sense the world in the same way...*

Right, now you have the background, I would like to explain my psychological misdirection technique, which I call 'the elephant technique'.

If I do not want you to think about money, I do not say to you 'Do not think about money' because then you will definitely think about it! Instead, I would say to you: 'Think about elephants'. Then you will probably not think about money... However, there is still a 5% chance that you will think about money. So, in order to make this technique 100% foolproof, you throw in an *emotional hook* (based on the individual's sensory preference) and you say 'Look!/Listen!/Fair enough! I do not want you to think about elephants!' Then you will definitely not think about money.

APPLICATION

When a doctor draws blood from your arm, what does one usually hear? 'You will not feel a thing', 'You will feel no pain', 'A little bee sting'... All of the aforementioned *speak of pain*, which is tantamount to saying 'Do not think of money!' – you will definitely think of pain!

So what can a doctor do? He can use the elephant technique. He can psychologically misdirect his/her patient according to his/her sensory preference, as discussed above.

For a visual:

'Look, I would like to you vasodilate your vein right now so that I can draw some blood... See, like this...'

For an auditory:

'Listen (while tapping the vein), I would like you to vasodilate this vein right here...'

For a kino:

Grab the whole arm and position it. 'You won't believe how good you are going to *feel* once this is all over...'

I am not going to give you any more examples. The applications are as vast as your imagination. The aforementioned is basically the formula to psychologically misdirect someone.



According to the first principle of MMA, you need to change the subject matter and emotionally hook the aggressor in a new subject. This requires advanced misdirection skills (the fundamental basis of mentalism). This is the first principle of MMA:

<p>FIRST PRINCIPLE: YOU NEED TO CHANGE THE SUBJECT MATTER AND EMOTIONALLY HOOK THE AGGRESSOR IN A NEW SUBJECT.</p>
--

Conflict

Conflict may happen at any time. Conflict usually happens when you least expect it. Oftentimes you are tired and weary when conflict occurs. Conflict is tantamount to an *acute emotional storm*. The tactics and techniques in this book will teach you how to successfully weather the acute emotional storm.

From an evolutionary biological viewpoint, conflict happens in nature all the time. Conflict appears to be in the natural order of things. However, when one looks towards nature to see how she resolves conflict, there appear to be several scenarios which emerge: the one

party may submit; the one party may disengage and take flight; there are even reports of one party feigning injury or playing dead! Nature has many tricks up her sleeve to help her resolve conflict in a non-violent manner. Can we, as humans, use the tactics and techniques of nature to resolve conflict in a non-violent manner? MMA addresses some of these issues.

The Kudu Principle

Imagine this scenario: two kudu bulls are fighting (a kudu is a type of antelope). They are totally immersed and focused on one another. Now imagine a lion suddenly runs and attacks the two kudus. What will happen? The kudu bulls will suddenly disengage and focus their attention on the new (bigger) threat. This is the basis of the first principle of MMA. Distract the attention of the aggressor with a bigger distraction. You need to change the subject matter and emotionally hook the aggressor in a new subject.

Advice for a Rape Situation

My advice is the following: When faced with a potential rape situation, *fake an epileptic attack!* Yes. Tell your female friends. I think this is the best possible way out of a potential rape situation. Go into status epilepticus, convulse, vomit, roll your eyes back, soil yourself, go into grand mal fits and spasms. No male – no matter how sexually depraved – will be able to rape a woman if she looks like she is having a *violent* epileptic attack. Please study epileptic attacks – take a look at the details. Watch videos of epileptic attacks on YouTube – the convulsions must look real. That is where acting and presentation come in.

Unfortunately, not many women will be aware of this

technique and also, unfortunately, many women who have read this book will forget what I have said should they be involved in a potential rape situation. This is why you need to practise, practise, practise – play it through in your mind’s eye.

The power of cold reading should not be underestimated. Cold reading works in the real world. Cold reading is a pre-planned script based on character profiles, psychological sketches, character traits and statistically identified trends.



You have got to have courage, I don't care how good a man is, if he is timid, his value is limited.

Theodore Roosevelt

Far better it is to dare mighty things ... than to ... live in the gray twilight that knows not victory nor defeat.

Theodore Roosevelt



The best way to avoid conflict is to change the subject matter. Then, when all is peaceful and quiet and calm, then, and only then, can one rationally and reasonably address the conflict at hand. This is the basis of MMA. MMA teaches tactics and techniques that will help you weather the acute emotional storm. This is the basis of my technique which I have developed over the past thirteen years. This technique, if applied correctly and sensitively, works!

I will give you many more examples as we proceed, which will further explain how to change the subject matter and emotionally hook the aggressor in a new

subject matter. This technique requires effort and it is not convenient. It is hard work. It has to be thought through carefully beforehand, which requires energy.

Our duty as men is to proceed as if limits to our ability did not exist.

Teilhard de Chardin



You, as a human being, can have the best intentions in life. You can go about your daily business trying to avoid conflict. However, conflict is a fundamental fact of life.

YOU NEVER KNOW WHOM YOU ARE GOING TO OFFEND...



Happy the man who can call today his own; who, secure within, can say, tomorrow do thy worst, for I have lived today.

John Dryden

A man is not as big as his belief in himself; he is as big as the number of persons who believe in him.

Woodrow Wilson

Endure and persist; this pain will turn to your good.

Ovid

- The Art and Science of Silence -



Nature gave us one tongue and two ears so we could hear twice as much as we speak.

Epictetus

Types of Silence

I cannot emphasise strongly enough the power of silence. It can have a *huge* impact if applied correctly. There are different types of silence – comfortable silence and uncomfortable silence – so what is the fundamental difference between the two? What makes one silence comfortable and one silence uncomfortable?

The answer is the person behind the silence – their body language, their facial expressions, their posture, their breathing, their eye contact, etc.

*Have more than thou showest,
Speak less than thou knowest.*

William Shakespeare

Silence as a Weapon

When using silence as a weapon, one has to use it for dramatic effect and there should therefore be some thought behind its usage. One uses it as a weapon when the desire is to positively or negatively influence a situation. I realise that this may sound obvious, but please allow me to elaborate. A pause can be more powerful than a heavy metal bullet!

1. Imagine that you have been speaking in a continuous rhythm, with cadence, pace, beat and structure, then suddenly and unexpectedly you stop talking and you pause to create silence.
2. Imagine someone asks you a question and, suddenly, you pause for ten seconds before answering that question.
3. Imagine being faced with a challenge and pausing in silence before reacting – imagine the effect that this would have on your challenger.

I have often regretted my speech, never my silence.

Publius Syrus



SECOND PRINCIPLE:
INFECT THEM WITH SILENCE



The Moses Technique

Here is a technique, based on the second MMA principle, which you can apply when among a group of people. I will try my best to describe how it looks and works. It is a

sure-fire way to take control of a situation, get everyone's attention off themselves and on you. I call this technique the Moses Technique.

Follow these steps to create a powerful effect:

1. In a group situation, become silent and breathe low in your chest, maintaining this posture and pose.
2. Quietly mirror another person in the group by copying their breathing pattern and making eye contact.
3. After a while, suddenly cast your gaze upwards towards the horizon and get a faraway, visionary look in your eyes.
4. Become even more peaceful, look everyone in the eye and increase the rate of your breathing.
5. Begin to use your hands to capture the group's attention, make individual eye contact and pretend to start speaking.
6. Hold this pose, lift your hands, say nothing and breathe out.
7. Next, dismiss the group's attention with your hands, relax your breathing and look up towards the horizon again.
8. Finally, make eye contact again and then begin speaking... You will have the group's full, undivided attention!



You can preach a better sermon with your life than with your lips.

Oliver Goldsmith

Stop a moment, cease your work, look around you.

Leo Tolstoy



The Pause

When used correctly, this stops time and warps space. It represents a wake-up call to whomsoever you want to use it on. Now everyone knows about the *pause*, but very few know how to actually use it. The key is to set yourself up in a pace and rhythm – then, when the audience is just getting into the beat of things, *stop*.

Furthermore, one can draw out the moment by using a subtle hand gesture. I use a very slow, swimming-style, breaststroke movement. I also gaze upwards beyond the crowd, as if peering into time and space. This has an ancient, magical and unsettling effect on all present.

- Perspective -



We are aware that there are things we know. There are also things which we know we do not know and there are things which are so completely unknown that we are currently unaware they even exist.

- * We know what we believe and we believe what we know;
- * We know because of what we were taught;
- * We know because 'everyone' says so;
- * We know because authorities, books and literature say so;
- * We say we know because to defy the status quo is difficult or dangerous;
- * We say we know because it seems like a good idea; and
- * We say we know because it will be to our advantage.



Post Hoc, Ergo Propter Hoc

The Latin phrase *post hoc, ergo propter hoc* is one of the most commonly employed logical fallacies. It means that whatever follows after an occurrence was caused by the occurrence (sometimes this is true... but not always!).

Post hoc ergo propter hoc, Latin for 'after this, therefore because of this', is a logical fallacy (of the questionable cause variety) which states, 'Since that event followed this one, that event must have been caused by this one.' It is often shortened to simply post hoc and is also sometimes referred to as false cause, coincidental correlation or correlation not causation. It is subtly different from the fallacy cum hoc ergo propter hoc, in which the chronological ordering of a correlation is insignificant.

Post hoc is a particularly tempting error because temporal sequence appears to be integral to causality. The fallacy lies in coming to a conclusion based solely on the order of events, rather than taking into account other factors that might rule out the connection.

Wikipedia

A Matter of Perception

At this point in the book, I need to make you aware of an important fact. This fact is that you perceive the world but, unfortunately, the territory is not the map. You have a 'map of the world' in your head which may (or may not) look like the territory of the real world, however it is not necessarily the real world – it is your *interpretation* of the real world. This is basic NLP (neurolinguistic programming) teaching – the world *is*, it is then perceived by you in your own mind and then it is communicated to

others. The variable here is *you!* The tools within your head interpret the world and then communicate the world to those around you. This is the fundamental basis of NLP.

Reality is that which, when you stop believing in it, doesn't go away.

Philip K Dick

Now, MMA is not NLP (although one needs a basic understanding of NLP to understand MMA). NLP looks at the way you interpret and communicate with the world. Please refer to the Bibliography section for the many excellent books on NLP which provide a basic understanding of the field, should you wish to study it.

MMA, on the other hand, is all about the predictable aspects of people and their behaviour in certain situations. MMA is about misdirection: emotionally hooking people elsewhere and changing the subject matter; MMA is about redirecting and refocusing people's attention; it is about mind-reading, martial arts and using the tools I am going to teach you offensively or defensively. Similar to practising martial arts, you will, with time and practice, come to learn and appreciate these skills and you should become a better person – a healer, if you will.

MMA will hopefully make the world a better place in which to live. By practising it, you will hone your skills of justice, morality, polite courtesy, heroic courage, honour, compassion, sincerity, duty and loyalty. MMA is about humanism, helping your fellow man and providing healing. MMA is also about preventing homicide, preventing suicide, preventing unnecessary death and saving lives.

Moods are infectious. If a doctor walks into a room and he/she is calm, everyone will become calm. If the same

doctor walks into the room and he/she is stressed and unsure, then everyone in the room will become stressed and unsure. This is the infectiousness of moods. The basic premise of MMA is to be in a good, positive, humane, caring, humble and empathetic mood. However, you need to add one other small ingredient – you need to be in a slightly mischievous mood – nothing infects people more than mischievousness!

Do not anticipate trouble or worry about what may never happen. Keep in the sunlight.

Benjamin Franklin

Keep in the Sunlight

This is very important when practising MMA. Your face needs to look as though you are receiving rays of sunlight. Imagine your face is relaxed and receptive – the way it is on a gloriously sunny day. The slightest frown or tension in any of the facial muscles will prevent the MMA techniques from working. For MMA to work, one has to be serene in mind. This is critically important.

Keep your face to the sunlight and you will not see the shadows.

Helen Keller

Never fear shadows. They simply mean there is a light shining somewhere nearby.

Ruth E Renkel

The facial expressions of a person are incredibly complex, as are the subtle signs we give off with our eyes. Body language is so subtle and so complex that it is almost

impossible to communicate with words. It involves pupil dilation, forehead skin tension, the tension of the skin around your lips, the tension in the skin surrounding the eyes, your breathing, your gaze, your eye contact, etc. People can detect when you feel uncomfortable. People are aware enough to observe whether or not you yourself believe what you are saying or whether you are self-conscious about what you are saying.

If you pretend that you are surrounded by rays of sunlight, then this will subconsciously affect your body language in a positive way. Trust me on this. Therefore:

THIRD PRINCIPLE:
KEEP IN THE SUNLIGHT!

The grandest essentials to happiness in this life are something to do, something to love, and something to hope for.

Allan K Chalmers

Don't let your heart depend on things that ornament life in a fleeting way.

Johann Christoph Friedrich von Schiller

~ The Infectiousness of Moods ~



Live each season as it passes; breathe the air, drink the drink, taste the fruit, and resign yourself to the influences of each.

Henry David Thoreau

Moods are like the weather. You cannot fight them. You must just accept them for what they are. You will have stormy days; you will have calm days; you will have uncertain days. Do not fight your moods. Accept them and practise letting go. Do not resist your moods and instead let them flow naturally past you like clouds overhead on a rainy day.



Fear less, hope more; eat less, chew more; whine less, breathe more; talk less, say more.

Swedish Proverb

This is an interesting philosophy and I want to expand upon it. Imagine your favourite glass is already broken; that way, when it breaks, you will not be upset. If you apply this idea to more serious and dangerous events, you will be able to cope with them better if they do occur. Imagine a dangerous situation happening; that way, when it happens, you will be cool, calm and collected. This is difficult and will require you to confront negative thoughts and images. Many people do not like confronting negative thoughts; however, for MMA you have to confront them *now* for *then*. Once you have imagined the dangerous situation, I want you to visibly and deliberately remove fear from the equation. Fear less.

Fear causes hesitation... and hesitation will cause your worst fears to come true.

Patrick Swayze, Point Break

- * Imagine you come across a potential suicide situation
- * Imagine you come across a potential homicide situation.

Be of good courage, all is before you.

Rainer Maria Rilke

When the time comes to apply MMA, you need to be of good courage; you need to stop thinking and go in; you need to be fearless and bold; you need to just do it!

Take time to deliberate, but when the time for action has arrived, stop thinking and go in.

Napoleon Bonaparte

To achieve great things we must live as though we were never going to die.

Marquis de Vauvenargues

You need to have the attitude that the Marquis de Vauvenargues alludes to. You need to go in as if you were never going to die...

Great people are those who make others feel that they, too, can become great.

Mark Twain

You need to make the other person feel great. This is the so-called 'accomplice phenomena' – you need to make yourself an accomplice in the other person's deeds; you need to win their trust and respect.



FOURTH PRINCIPLE:
BECOME AN ACCOMPLICE

This is the fourth principle of MMA. I liken this metaphorically to two boats travelling on the sea. Imagine that you are one boat and the other person is the other boat. If you want to influence the course of the other boat you can either slam into it perpendicularly (thereby sinking both boats) or, alternatively, you can sail side by side with the other boat (travelling at its speed) and slowly and methodically veer it off course and into the direction you wish it to sail. This technique has been used by therapists and soldiers in prisoner-of-war camps and it is an excellent way to change someone's thinking and behaviour.

MMA involves first entering the person's reality and then slowly changing their view of reality. In NLP, this is referred to as 'pacing and then leading'. MMA differs from NLP because it also involves misdirection. You do not only change the other person's idea of reality, you change the subject they are thinking about, emotionally hook them into a new subject and thereby resolve the immediate conflict situation.

So what do I mean about becoming an accomplice? Let us think about this now. Say you are in a hijacking situation or a house robbery. The attackers are obviously nervous. They also don't want any trouble. They have their motives and they want to accomplish their deed with the least amount of problems. Hence you have to appear to become an accomplice – you have to play to their fantasies.

Imagine for yourself a character, a model personality, whose example you determine to follow in private as well as in public.

Epictetus

When a man finds no peace within himself, it is useless to seek it elsewhere.

François de la Rochefoucauld



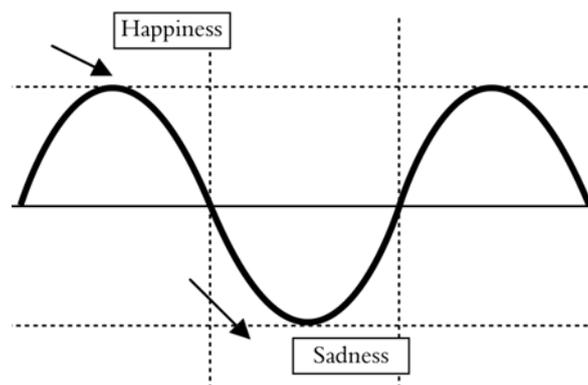
Before we carry on, I would like to introduce you to a new concept. This concept is difficult to prove or disprove scientifically. I have devised this concept from my knowledge of psychology, physiology, psychiatry and my keen observation of human behaviour. I call this theory DOMSWAT...

~ DOMSWAT ~



I would like to introduce you to a new psychological concept called DOMSWAT. DOMSWAT is an acronym for the 'Diametrically Opposite Mood Sine Wave Test' and the theory is based around the fact that: 'If you are capable of one extreme of emotion, you are capable of the other extreme of emotion'.

The Diametrically Opposite Mood Sine Wave Test looks like this:



Therefore, if you are capable of +85% manic excitement, you are capable of -85% depression. If you are capable of +65% manic excitement, you are capable of -65% depression. An example of this is the 'crash' people feel after taking mood-raising drugs.

I have found that if a cup of coffee raises the mood to +60% then, when the coffee wears off, the mood decreases to -60% and you will need another cup of coffee to raise the mood up to 'baseline' or two cups of coffee to raise it back up to +60%.

Here is a list of a few opposite moods and personality traits:

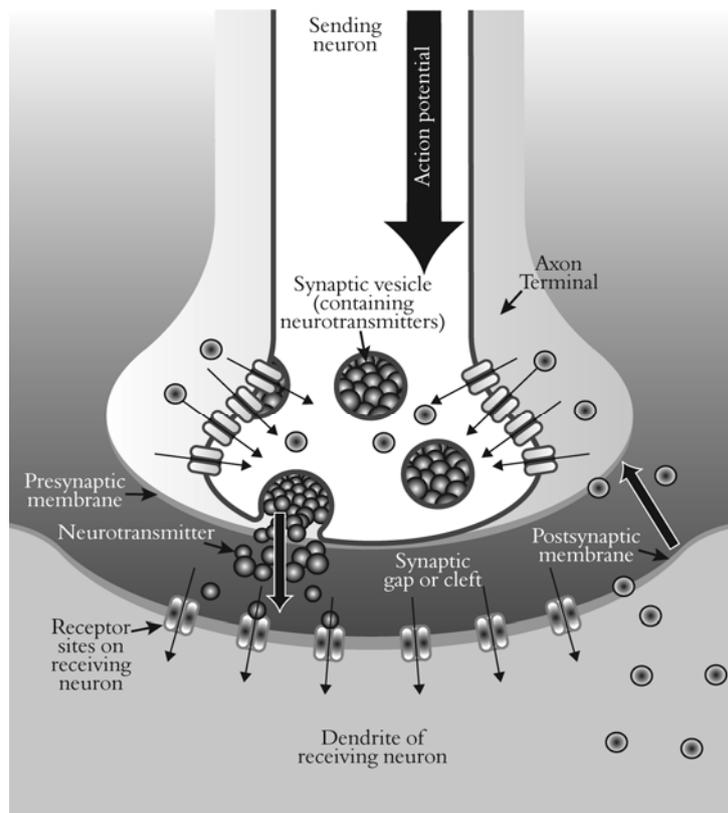
- * Power / Humility
- * Love / Hate
- * Charisma / Ability to induce terror
- * Friendliness / Antisocial behaviour
- * Belief / Non-belief
- * Attention deficit hyperactive disorder / Military focus and concentration

The ancient civilisations touched on this concept in the theories of yin and yang, polar energies, etc. but I would like to propose a more modern scientific reasoning behind this concept.

Physiology of DOMSWOT

When your neurons secrete X-amount of serotonin/dopamine or noradrenaline into the synaptic cleft, the neurochemical substances will have a certain effect on your mood based on the 'quantum' (amount) of neurotransmitter in the synaptic cleft. This theory is well known to science – specifically the discipline of psychiatry.

When the aforementioned quantum in the cleft depletes, the opposite mood effect will be achieved, which is indirectly proportional to the original quantum of neurotransmitter secreted.



Now allow me to show you some applications of this theory in the real world.

CASE STUDY A:

In the field of forensic pathology, we often come across a so-called 'crime of passion' – this is a very violent

crime where someone is stabbed or shot multiple times because the aggressor acted on a sudden emotional impulse. According to the DOMSWOT theory, if the attacker experienced such a vast amount of hatred, he/she must once have experienced at one time the same amount of love! So, one should look for someone with a relationship with the victim rather than someone with no connection. In other words, the killer was probably someone who once loved the victim very much (look for the *in-law* rather than the *outlaw* type of suspect).

CASE STUDY B:

In the field of motivational speakers, the most charismatic of preachers can sometimes be the most terrifying when they swing towards the other end of the sine wave. Take a look at cult leaders such as Reverend Jim Jones and David Koresh – at first they are 95% charismatic, then they become 95% terrifying!

CASE STUDY C:

I have found that the more intense the love partners have for one another, the more intense the hatred they have for one another when the sine wave swings – and the more extreme the pleasure, the more extreme the pain! This is why divorces often end up so aggressive and violent. When you speak to the parties involved in a messy divorce, they frequently testify to the fact that they both began the relationship very much in love.

CASE STUDY D:

In the field of inner power and true humility, you will find that the more powerful the person is, the more humble they are. The people that are not truly powerful are not truly humble and vice versa!

CASE STUDY E:

Regarding children with attention deficit hyperactivity disorder (ADHD), trust me when I say that you do not want their full and undivided attention! If they are capable of that quantum of chaos, then they are theoretically capable of the same quantum of focused attention span. And this is where the theory of DOMSWAT comes into play, as most children with ADHD have the ability to super-focus and super-concentrate if the task at hand captures their imagination and emotionally hooks them. Most children with ADHD are secretly brilliant at extreme mental concentration.



Waking State Hypnosis

I would like to introduce you now to a very subtle but very powerful technique...

The following are some examples of introductory hypnotic phrases. I like to call these rhythmic conversational persuasion techniques. If you throw these special phrases in as conjunctions in your speech and repeat them, you will find that your audience does not interrupt you, but sits back, relaxes, stops thinking and allows you to do the thinking instead. In other words, you are hypnotising them without an induction or deepening process! This is a very powerful technique (used intuitively by the great orators of the century).

EXAMPLES OF HYPNOTIC PHRASES:

And you can wonder...

And you can be pleased...

I would like you to discover something...

I wonder if you would like to enjoy...

Maybe it will surprise you to notice that...

It's going to be a pleasure to...

Very likely...

In all probability...

And if you wish...

I would like you to appreciate the fact that...

I wonder if you have ever noticed...

Kind of like...

Almost as though...

That's just fine...

That's OK...

And that's really important...

Perhaps sooner than you expect...

And would you be willing to experience...?

I'd like to have you discover...

It's very positive and comforting to know...

You'll be fascinated and feel a strong compulsion to...

...by just noticing...

And, Chris, you better than anyone know...

Give yourself the opportunity (to see if)...

It's so nice to know...

You don't need to be concerned if...

And it appears that already...

Almost as if...
Almost as though...
That's all right...
Notice, if you will, how easily and how naturally...
I wonder if you will be surprised to discover that...
And I wonder if you will be curious about the fact that...
And maybe you'll enjoy noticing...
Now, of course, I don't know what you are experiencing,
but perhaps you're...

I realise you must be scratching your head now, thinking 'What the hell is this man talking about?' The pace, rhythm, repetition and crescendo style mesmerises the audience – you are telling them that you know what they are thinking. After a while, they switch off, stop thinking and the floor is yours.



Now allow me to show you in the next couple of chapters some of the even more *subtle* applications of this DOMSWOT theory in the real world.

Happiness is a perpetual possession of being well-deceived.

Jonathan Swift

- Hooking them Emotionally -



Do not bite at the bait of pleasure till you know that there is no hook beneath it.

Thomas Jefferson

Bait

Let us discuss the topic of bait for a moment. For one to bite at bait, the bait has to be delicious, seductive, sexy, enticing, alluring and wanted... That is the key to good bait. What is more, it has to be presented very well. The best fishermen spend hours on bait presentation.

To practise MMA it is suggested that you spend hours on your bait presentation. Ask yourself *now* what would it take to emotionally hook a suicidal person or a homicidal killer. What can you say to emotionally hook them out of their crazed and deranged state of mind?

Go Carnal

My advice is to go *carnal* on them. Hook them emotionally with the most ancient, atavistic animal needs of the

species – food, drink, safety, sex, adrenaline, adventure – these are what hook people. These topics will hook the average person if presented in a sufficiently well-presented form. Therefore:

FIFTH PRINCIPLE: GO CARNAL ON THEM

Using the Kudu Principle

Please refer to the Kudu Principle on p.24. Imagine two male kudus (a type of African antelope) having a territorial fight. They are totally focused on one another. Now, imagine a lion suddenly comes running at the two kudus. The new situation suddenly gets the full, undivided attention of the kudus and their individual survival now comes to the fore. This carnal drive to survive is what takes over and the kudus suddenly have no interest in one another.

Appeal to Health and Safety

Another example of ‘going carnal’ on an aggressor would be to appeal to their health and safety: ‘Sir, you are at risk of having a heart attack’, ‘Sir, you are at risk of raising your blood pressure and having a stroke’, ‘Sir, you are at risk of getting a peptic ulcer with all that stress’.

Alternatively, you could appeal to a third party’s health and safety (the third party may or may not exist): ‘Sir, you are going to wake the kids with all that noise’, ‘Sir, you are going to upset that old lady over there’, ‘Sir, you are going to get us both physically removed if you go on like that’.

Be wiser than other people if you can; but do not tell them so.

Lord Chesterfield

Mental Redirection

An example of Mentalist Martial Art technique would be the following:

INSTEAD OF SAYING 'NO TO RACISM!',
RATHER SAY 'YES TO EQUALITY!'

Can you see how the mind has been *redirected* in the aforementioned statement? Instead of using the negative word 'no', there is now a positive word, namely 'yes'. Instead of using the word 'racism', which has strong negative connotations, there is now an optimistic word, 'equality', which has strong positive connotations.

Negative connotations have the ability to evoke strong negative carnal reactions; whereas positive connotations have the ability to evoke strong carnal reactions.

This is a classic example of Mentalist Martial Arts in practice.

- Triple Negatives -



At this point I want to talk about triple negatives. When used in speech, these confuse the logical mind and make the other person stop and think about what you are saying, thereby mentally misdirecting them. See below for some exaggerated examples:

- * 'Anything less than your full co-operation will not be accepted right now.'
- * 'I cannot excuse him not having not done that.'
- * 'Unless you don't do that, then nothing will happen that is not good.'
- * 'Never refrain from not doing nothing... Unless, of course, you don't enjoy the negative aspects of doing what you don't enjoy not doing.'

<p>SIXTH PRINCIPLE: USE TRIPLE NEGATIVES TO CONFUSE THE LOGICAL MIND</p>
--

This is the sixth principle of MMA. Triple negatives confuse the logical mind; triple negatives destroy linear thinking patterns; triple negatives are an excellent way of misdirecting someone away from the moment.

~ Swear Words ~



Be civil to all, sociable to many, familiar with few, friend to one, enemy to none.

Benjamin Franklin

SEVENTH PRINCIPLE:
NEVER EVER USE A SWEAR WORD

Speak all the good you know of everybody.

Benjamin Franklin

You will catch more flies with honey. Be nice. Even if it is the most difficult thing in the world, try and be nice. Force yourself and *try* to be sweet. In the acute emotional storm, swear words will not help. Ever.

Judge men not by their opinions, but by what their opinions have made of them.

Georg Christoph Lichtenberg

- Appealing to the
Moral High Ground -



EIGHTH PRINCIPLE:
APPEAL TO THE MORAL HIGH GROUND

What I mean by this is appeal to the greater human situation. In other words, tell the person involved in the dangerous behaviour that the problem is nothing to do with him and nothing to do with you, it has been caused by an external situation. For example, you could tell the other person, 'There has been a lot of stress lately and everyone is suffering as a result - you are not the only one. These are hard and trying times. However, your response is inappropriate for the situation. These are normal daily stresses and your reaction is abnormal. Perhaps you need a holiday? If you feel the same way when you get back from holiday, then you should try something else. But please, sir, I beg you to consider that these are trying times and it is a pressure cooker out

there at the moment. You are not alone; others are feeling the same stress that you are experiencing.'

Never discourage anyone ... who makes progress, no matter how slow.

Plato

- MMA and the Boardroom Meeting -



Have you ever wanted to have your way in a boardroom meeting? Imagine sitting in a room with high-powered individuals, many with strong personalities. Now imagine getting your ideas accepted on a specific topic. This is how to use MMA in a meeting scenario:

1. Let the others speak first and you should only enter the debate late. That way, the other people will be tired, weary and drained and will not have the strength to negotiate with you when you put forth your point of view.
2. Begin your debate with one of the following two powerful opening lines, which will disarm your opponents: 'It is not *who* is right, but *what* is right that is of importance...' Or, 'We all live in different worlds, yet we all live in the same world...' These opening gambits have a way of arresting the mind; they have a way of giving perspective and they have a way of strengthening your viewpoint. Notice that appealing indirectly to the moral high ground has a way of strengthening your opinion.

3. Use indirect compliments. 'You are honest!' – this direct compliment is a suspicious statement and people will distrust it. Rather, compare that person to people in general and make them slightly better: 'Compared to most people, you are slightly more honest than most' – this is a better type of compliment.

NINTH PRINCIPLE:
COMPARE THEM TO OTHERS AND MAKE THEM ONE
BETTER.

In this principle of MMA, it is important to stroke the aggressor's ego in a very subtle manner – a so-called 'ego massage'.



When you cannot get a compliment any other way, pay yourself one.

Mark Twain

Whatever you are by nature, keep to it; never desert your line of talent. Be what nature intended for you and you will succeed.

Sydney Smith

No man was ever great by imitation.

Samuel Johnson

If you really put a small value on yourself, rest assured that the world will not raise your price.

Anonymous

*It has long been an axiom of mine that the little things
are infinitely the most important.*

Arthur Conan Doyle



So what do you do if someone ‘attacks’ you for changing
your mind in a boardroom meeting?

It is a capital mistake to theorise before one has data.

Sir Arthur Conan Doyle

Often in life, one has insufficient information to make an
informed opinion. Take, for example, the simple act of
purchasing a refrigerator. One should first and foremost
gather *all* one’s data and then – and only then – should
one purchase the refrigerator!

Advice if someone ‘attacks’ you for changing your mind
is to offer a new opinion based upon a different database.
Do not change your mind. Offer a new opinion based upon
a different database. Our opinions depend on experience,
cognitive ability and database. When the database
changes, so does the opinion. In that way, one is protected
against challenges to one’s abilities.

This is excellent advice for the boardroom and for life.
Preach this gospel. It works.

~ Pattern Recognition ~



Conflict Situations

What do you do if you are in traffic and, for whatever reason, someone sticks up their middle finger at you? Your natural reaction is to stick up your middle finger back!

MMA realises that this is how conflict starts – it escalates! The aggressor sticks their finger up, then you stick your finger up. Then the aggressor winds down his car window and starts shouting, so you wind down your car window and shout back... so the situation escalates.

The aforementioned is entirely predictable. This is basically how all serious and violent incidents occur. It is usually sparked by something small and then, in a vicious cyclical manner, it escalates into something big and often regrettable!

MMA teaches you to 'nip conflict in the bud'.

<p>TENTH PRINCIPLE: PATTERN RECOGNITION. NIP IT IN THE BUD</p>
--

To stop conflict from escalating, one has to recognise the pattern. Pattern recognition is what MMA is all about.

What Patterns Exist?

For example, if you are a top tennis player, you can recognise a certain type of serve and react to it. No matter how the serve comes to you, chances are you will be able to recognise the pattern of the serve and you can probably respond to it in a predictable manner. However, if that same tennis player tries to play table tennis or badminton or any sport he is not familiar with, chances are that he won't recognise the pattern of his opponent's moves and chances are he will fall short and lose! This is why MMA teaches pattern recognition.

So what does a bad person look like? It is impossible to tell. Some of the world's most notorious serial killers were initially described as the nicest people (DOMSWOT principle)! 'Intent' is what makes a person bad. And how do you know what a person is intending to do?

The answer is you use your instincts. One has to trust one's instincts.



Live all you can; it's a mistake not to.

Henry James



Be Observant

So how does one recognise patterns? One has to be observant. Watch those around you, take an interest in the world and take an interest in those around you. Watch the man slinking around with his hands in his pockets.

Suspicious, you think? You bet! Watch people's eyes. The eyes truly are the window to the soul.

A classic NLP trick is to place yourself in the other person's body and adopt their facial expression – that way you will know exactly what the other person is thinking and feeling and, at a push, you will know what will distract the other person...



If your daily life seems poor, do not blame it; blame yourself, tell yourself that you are not poet enough to call forth its riches.

Rainer Maria Rilke



Do your Research

In pathology, if you are examining histology slides, you have to recognise the patterns. If you don't recognise the patterns – if you haven't read about them, if you haven't seen them before – then you might as well stare at the slides from 7 a.m. till 7 p.m. because nothing will happen, no diagnosis will be made and the patient will not get any better. That is why one has to read voraciously and be taught well and be well experienced. That is what makes an expert!

He that climbs the tall tree has won right to the fruit.

Sir Walter Scott

Rhythm and Momentum

This brings me on to another topic of this chapter – namely rhythm and momentum.

If a plane is crashing, falls from the sky and falls behind a hill, then the eyes of the observer will naturally follow the momentum and movement of the plane behind the hill and the observer will expect the crash, the explosion and the smoke. This is because we are conditioned from a young age to expect (and predict) certain occurrences. You are conditioned to predict the normal rhythm and momentum of things.

Big movements can hide small movements. This works in the psychological realm and is one of the basic principles of MMA.

It is all about pattern recognition. Study and know the pattern and behaviour of things. Magicians and conjurers use big movements to conceal small movements. The only way to pick up subterfuge is to know the normal pattern of things. That way anything different from the normal pattern will be suspicious. Know the *typical patterns* and then you will be able to pick up the *atypical patterns*. This is how casino security experts pick up so-called 'second dealers', because they know exactly what a normal card dealer looks like when he deals cards. And therefore the expert will be able to pick up the slightest nuance in the dealing pattern of a con artist.

In forensic pathology one gets 'typical' hanging cases with classical findings and one gets 'atypical' hanging cases (believe it or not, but people hang themselves in a typical manner – even though they have never seen another person hang themselves in their life!). Could this be a staged hanging case? Could this actually be a homicide case?

This is what I mean about pattern recognition. Know what is normal and you will know what is abnormal.

Primary and Secondary Scenes

This brings me to an important concept: the primary scene versus the secondary scene. This concept has been discussed in numerous self-defence books.

You must decide *now* that you are not going to go with an aggressor if he invites you into his car, because once you are in the car and on the way to the secondary scene you will be severely compromised!

Fail the Interview

ELEVENTH PRINCIPLE:
'FAIL THE INTERVIEW' AT THE PRIMARY SCENE

MMA teaches you to 'fail the interview' and this is the eleventh principle. You can only be included in another person's world if you allow yourself to be interviewed by them.

The following example describes a man approaching a woman at a bus stop:

'Excuse me, madam, what is the time?' the man asks.

'Three o'clock,' replies the woman.

'Strange weather we are having, isn't it?' the man asks.

'Yes,' replies the woman.

'Are you from around here?' the man persists.

'No, I am not from around here. Enjoy your day.'

The woman ends the conversation and she has failed his interview.



Each person's work is always a portrait of himself.

Samuel Butler



Every meeting in life is actually an interview. One person is always reacting slightly more to the other person. Some people are like oak trees, whereas other people are like squirrels running around the oak trees. Even in an equal-appearing conversation between two people, one person is always reacting slightly more to the other person (even if it is 51% to 49% reaction).

In a meeting between two people, there is always an element of 'marketing' going on. One person is either selling an idea or themselves to the other person. A conversation between two people is actually like a low-grade marketing interview. Both are trying to 'sell' an idea or concept or themselves to the other.

Now when one 'fails the interview', one does not allow oneself to enter the reality of the other person. One fails their marketing interview. Most people want a reaction. Most people want to draw you into their world, their idea and their reality.

By failing their interview, you do not allow yourself to be taken in by them.

- Distracting Others
in their Own Minds -



*The way to gain a good reputation is to endeavour to be
what you desire to appear.*

Socrates

The will to do, the soul to dare.

Sir Walter Scott

*Expect everything, and anything seems nothing. Expect
nothing and anything seems everything.*

Samuel Hazo



Distract others in their own minds. This is the twelfth
principle of MMA.

**TWELFTH PRINCIPLE:
WHAT WOULD IT TAKE FOR THIS NOT TO BE A PROBLEM?**

In the critical situation, whatever that dangerous and violent human situation might be – whether it be a potential homicide situation or a potential suicide situation or any other threatening situation – this is the best possible question that can be asked. Allow me to explain the genius behind this question.

Phrasing the Question Correctly

'Why'-type questions hurt people because they are judgemental and people don't know how to respond. For example, 'Why are you wearing that hat?' This question contains an element of opinion and judgement. Furthermore, people don't know how to respond to this question – must they answer intellectually? Must they answer emotionally? Must they answer philosophically? Must they answer sarcastically?

However, if you were to rephrase the question and ask, 'For what specific reason are you wearing that hat?' the answer suddenly becomes concrete and people answer creatively and spontaneously. There is also no emotional judgement taking place and it is a simple question demanding a simple answer.

Philosophers, religious fanatics, children, artists and fundamentalists ask 'why'-type questions. 'Why'-type questions are not recommended in MMA. Nor are 'how'-type questions – for example, 'How do you two know one another?'

The answer to a 'how'-type question will be long-winded and will require a lot of energy and memory work from the teller's side and a lot of concentration and genuine interest from the listener's side. Who, nowadays, has the time and energy for that? 'How'-type questions have a subtle way of irritating people.

'What'-type questions are by far the best questions to ask to practise MMA. By asking someone a 'what'-type question, you are stopping them in their tracks, you are making them think creatively and you are making them come up with a concrete answer to a problem. That is why this MMA technique works so well. It has been designed for the acute hostage situation; it has been designed for the extremely dangerous situation and it should be used carefully and sensitively.

The Mega-what Technique

Only ask 'what' questions:

- * 'What is the problem here?'
- * 'What are the obstacles?'
- * 'What is holding you back?'
- * 'What is your definition of success?'
- * 'What is your definition of excellence?'

The first question of MMA is always 'What would it take for this not to be a problem?'

This is the *best* type of question that can be asked in a life-threatening situation.

- * If someone is going to jump out of a window – ask them this question;
- * If someone is holding a gun to your head – ask them this question;
- * If you are having relationship problems – ask your partner (and yourself!) this question;
- * If you are in any irreconcilable conflict situation – ask this question; and

- * If you have a bad habit which you cannot break (such as smoking, gambling, alcohol, etc.) – ask *yourself* this first question of MMA and answer *yourself* honestly and truthfully.



Imagine two people arguing over a pumpkin (a limited resource). Both parties *want* that particular pumpkin. They follow the twelfth principle of MMA and ask, ‘What would it take for this not to be a problem?’

Only after this question has been asked do they realise that one person wants the inside of the pumpkin to make pumpkin pie and the other person wants the shell of the pumpkin to make a Halloween lantern.



Once you have asked the first question of MMA, you can follow with the thirteenth principle:

THIRTEENTH PRINCIPLE: WHAT DO YOU REALLY WANT?

Imagine you had a magic wand and you could grant someone a wish – any wish in the world. What would they wish for? Once again, notice the usage of the word ‘what’.

People have motives which cause them to act. A positive motive is an incentive and, additionally, people are motivated to avoid negative occurrences – for example, punishment.

Please bear in mind that the average person cannot have what he/she wants! This is why even Hollywood stars with everything they could ever wish for are sometimes so unhappy. They cannot have it all. This is

also why Vodacom (a mobile phone company) had such a successful recent advertising campaign (a male chipmunk embracing female chipmunk with the slogan 'Now you can be with the one you want!' – Vodacom knows very well that people cannot be with the one they want...)

What do you really want? Everyone wants something. Everything is negotiable. Even the most depraved psychopath is driven by something that he/she wants.



FOURTEENTH PRINCIPLE:
WHAT ARE THE SPECIFICS?

This is the fourteenth principle of MMA and it gets down to the nitty-gritty. After having misdirected and avoided the conflict situation, you can now engage and communicate with the person.

MMA teaches us to only engage and communicate once the acute emotional storm is out of the way. In other words, confront the person only once they are thinking rationally and reasonably.

Begin doing what you want to do now. We are not living in eternity. We have only this moment, sparkling like a star in our hand – and melting like a snowflake.

Francis Bacon

- Closing Statement -



I am happy to have shared these thoughts with you. And who knows? Perhaps MMA will save a life. If not someone else's, then perhaps your own...

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