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Many people ask me how I got into the whole field of personal development. One of the ways that I learned about it was by first reading about how to become more desirable to women.

There's actually a community out there that deals with everything it takes to attract women. This is called the 'pick up' community. While some of the members talk about gimmicks, pick up lines, and silly carnival tricks, the real masters talk about getting in shape, taking care of yourself, and developing a depth of character that would be so interesting that you'll be naturally irresistible to women.

While I currently have a girlfriend, I noticed that there's little difference between casual dating, and dating in a serious relationship. By that I mean that if you're in a good long term relationship, you should still have the fun, teasing, and spontaneity that's present in a new relationship when you're just learning about a person.

The best advice in dating also happens to be the worst. That advice is to just be yourself. What if who you really are is this amazing, intelligent, and kind person? Great. What if who you are is just too shy





to let all the inner-beauty shine? Bad. What if you've developed some horrible habits, such as anger, and haven't taken the time to correct them? Also bad.

Being yourself is great advice if you're a person that has their life very well balanced. If that isn't the case, then you need to be a person that is seeking constant and never ending improvement in both their character traits, as well as the quality of their life.

When you're on the road of personal development, you are able to maintain the essence of who you are, while improving your life balance and social skills in order to become one lean, mean, dating machine.

The end goal here is to become the best you that you can be, and then go out and find someone that you're going to be very compatible with. The two main requirements, before you go any further, is to look for a person that is both kind, and has life goals which are aligned with yours.





We'll leave the kindness to your best judgment, but as far as life goals are concerned, I suggest we first do some...

Preliminary Introspection

In this section, we're going to tackle ourselves. I think it's absolutely crucial to make some distinctions as to what we're looking for, because without these definitions, we're going to end up with the wrong type of person in our life.

First, let's define our reason for wanting to be in a relationship.

1. Looking for love?





- 2. Looking for a friendly companion?
- 3. Looking for sexual satisfaction?
- 4. Looking to take care of someone that needs you?
- 5. Looking for someone to take care of you?
- 6. Looking to devote your life to and give everything you have towards someone as well as build a passionate friendship together?

My personal philosophy is that I'm dating to marry. Although I don't plan to marry for at least another 5 years, it makes sense for me to date for keeps now, instead of wasting my time on someone I can't see myself being with.

People get feelings, they get attached, and each breakup with a person that means a lot to you is somewhat traumatic. You have to get over it, and that means sucking up your feelings and pushing them to the side. I believe that if you do that enough times you're liable to become a colder, more closed off person, which is the opposite of what you want to be.





This is why it's important to get yourself into the right frame of mind before you start to date. I would go ahead and ask someone what their intentions are right there on the first date. A lot of my friends think I'm nuts when I tell them to ask all the important questions on a first date, but when their relationships don't pan out as planned, they're wishing that they covered the basics before their feelings got trashed.

The basics are something I call non-negotiables. I learned about this concept from my friend Kimber Sherman awhile back. This means you clear the air by asking all the big and important questions about how this person plans to spend the rest of their life. In truth most people haven't thought that far, but you'll get a strong sense of a person based on how they feel about the following topics:

1. **Children.** Do you want them? How many? What kind of lifestyle do we need to have, and how are we willing to adjust in order to give the kids enough love and attention? Who will raise the children? Will they be raised with a religious affiliation?





2. **Demographics.** Where do you plan to live? Where do you plan to work? How do you feel about relocating?

3. **Finances.** Who will be the bread winner? What will the money be spent on? What kind of lifestyle are you expecting to have? Who will control the finances?

- 4. **Sexuality.** How do you feel about and view sex? Are you open to experimenting?
- 5. **Communication.** How do you deal with arguments? Will you argue in public and in front of your children (if you have any)?





How often do you need to talk to feel reassured? Is there anything you need to tell me, in order for me to understand you better? Do you need a cooling off period, space, to talk things out?

6. **Parenting.** Where will the kids go to school? How will conflict be handled in front of the kids? How will they be disciplined? What would you like to provide for them? School, private education, cars, extra-curricular activities?

7. **In-laws.** I heard an anecdote not too long ago about the difference between in-laws and outlaws. The difference is between the two is that the outlaws are wanted... (back on topic now) Will the in-laws live with us? Will they help in raising the children? How often will we visit them? How close





will we live to them? To what extent are you willing to take advice from the in-laws?

8. **Leisure time.** What is your ideal way to relax and blow off steam? How many vacations do you want and where? Do you want to travel the world? How do you like to spend your days off?

9. **Spirituality/Religion.** Are you actively observing a religion? Which part of your participation in your religion is a nonnegotiable? Do you need me to convert to your religion? Do you like to take part in yoga or meditation? What religious values will you instill in your children, and will you be willing to raise the children with mixed beliefs?





10. **Expectations.** Income, status, lifestyle, sex, love, pets?

11. **Chores.** How do you want to distribute the chores? How will these ideas be instilled in our children?

- 12. **Morals.** Do you consume alcohol, drugs, tobacco? Are you willing to stop? What do you feel about abortion, euthanasia, medical marijuana? Are you willing to live with someone who may have different views?
- 13. **Affection.** Do you like to be kissed, cuddled, massaged, bathed, spoken to in a particular way, etc?





Before you can ask someone these questions on a first date, you have to have a firm opinion on some or most of these criteria. You don't have to commit to anything, and there's plenty of wiggle room, but it's something you need to think about.

If you don't get these questions out of the way you could fall in love, and then realize you're sacrificing yourself in order to maintain the relationship. It's a lot cheaper, emotionally and otherwise, to fall in love with someone who fits your criteria in the first place.

After you've done some preliminary introspection, it comes time to work on yourself. After all, if you can't come up to a girl, then you'll never get a chance to go on a first date, let alone speak to her in order to ask these questions. For that, my friend, you're going to need to build up your...





Confidence

Which came first, the chicken or the egg? That's very similar to asking, what came first, being in a confident state of mind, or exuding a confident posture and language. No body knows. Actually, having confident mannerisms can inspire confidence, and being in a confident state of mind shows in our body language as well as in the way we speak.

Here are 12 other principles that will work in order to build up your self confidence.

1. **Know What You Want.** If you thought the non-negotiables were too much for a first date, then think again. The fact that you know what you want, and are willing to ask questions that





are important to you will make you look confident. As you ask the questions, she'll understand that she has to fit your criteria and win you over.

2. **Have fun.** No matter what the out come, remember to have fun, regardless of the circumstances. Life really is about the journey because whenever you get somewhere you're always looking for something bigger and better. If you cannot take pleasure in what you have then you aren't living life properly. Even the worst of times can have an element of fun if you choose them to.

3. **Good intentions.** When you have good intentions for another person, such as supporting them with a tough situation or just wanting to entertain them and bring them a good time, you have a totally different mindset as to whether they are judging





you or not. When you don't feel like people are judging you, you are naturally more self-confident.

4. **Positivity.** Our whole universe is created from language - that's right, without language it would not exist. That is why the way you think, feel, and act is also connected to language. By utilizing the most positive language you are effectively changing your frame of mind to be a genuinely positive person.

5. **Gratitude.** Take a break from the constant demands you have upon yourself to just be thankful for everything that you already have. I'm not saying to lose motivation and stop growing as a person. I'm saying that while you're improving, don't think that the level you are currently at is inadequate. There will always be a higher level to strive for, but you have to love yourself right now as well.





6. **Stand Proud.** Besides words, body language has a big role in how you will feel. In order to feel confident, stand tall, shoulders back, chin up, and gut in. This will not only exude confidence to others but literally transform your personal confidence level.

7. **Personal Development.** By improving the areas in your life that you think you need to work on you will naturally be more self-confident. The small and consistent improvement that you create every day gives you something to celebrate and something to look forward to.

8. **Toastmasters International.** Since much of our self-confidence rests in words and language it follows that being





able to speak eloquently will boost our self-confidence. I am personally enrolled in Toastmasters, which is a club available world wide, and from the short time I have been with them I have already become more confident speaking to large groups.

9. **Landmark Forum.** Despite what anyone will tell you, I'll vouch for this as the most transformational seminar you can take. I laugh at people that say it's a cult, when in reality it's just a company that offers courses on fortifying your views on life. Coming out of the forum you'll get rid of all your fears and baggage, and come to the realization that life is meaningless except for whatever meaning you choose to give it.

10. **Exercise.** Didn't think I'd forget about this one, did you? The mere act of exercising, even if you aren't in shape yet, gives you a huge boost of confidence. This is because you are living into a





future of being healthy and energetic, and your current situation will reflect that future.

11. **Dress well.** In the name of frugality I do not recommend breaking your wallet for an expensive wardrobe - I don't. You can get thrifty clothes that fit your body type at less expensive stores like Marshall's, TJMax, H&M, and my favorite, Express. Make sure you buy something that fits your body type and style, and if you aren't sure what that is, find someone who does and ask them to help you shop.

12. **Be Clean.** Need I even mention this one? Yes, because not everyone follows this to the T. Washing every day, brushing your teeth, using deodorant, cologne, and having a tidy haircut can all go a long way towards your self-confidence and towards the way people react towards you.





Once you're confident in yourself, you'll be ready to do some...

Approaching

I would say that the ideal situation to meet someone is to have them referred to you by a friend. A good friend would know the type of girl you're looking for, and prescreen the situation to know if you two will be a relatively good fit.

Not all dating situations are created equally. Actually, they can be quite a nightmare given the wrong place and the wrong person. One thing that's universal is that you're approaching a girl that you find attractive in some way, shape, or form.





Whether it's her mannerisms, appearance, or the setting in which you meet this lucky girl, you're going to have to approach, create interest, and take things to the next level. For that we'll take a look at some tips, and mentalities for approaching:

1. **Be Interesting.** Pick up lines are generally considered a joke. Even if you do find some funny or captivating openers you will eventually need to be a person of substance and interest in order to have a great conversation.

2. **Don't Be a Jerk.** Nice guys get a bum wrap, and supposedly jerks get all the girls. Perhaps, but in the long run the nice guys get the wife, and the jerks get a one night stand and a fungus on their penis. Being nice works... just don't be too nice!





3. **Individualize.** Do not fall into a pattern - any pattern. The trick is that all people are individuals and have their own unique quirks. When approaching, be ready to uncover that which makes this person special. By seeing past the initial facade you will find the real gem.

4. **Find Them.** In order to approach a girl, you have to find one. Where would the type of girl that you would be interested in hang out? Do not waste your time elsewhere and just go there.

5. **Eye Contact.** I can't stress enough how important eye contact is. Not only does direct eye contact exude confidence, but it leaves an opening for relatedness, rapport, closeness, and intimacy as a possibility. If you look around, at your feet, or anywhere but the person you are speaking to, you are relating a sign of weakness — just like a scared animal!





- 6. **Numbers Game.** The trick is to not only be ready for rejection, but welcome it. Not every fine woman is going to find you attractive, be single and available, and interested in you all at the same time. If they don't dig you it's their loss. Find the next woman that you would like to give the opportunity to get to know you approach more.
- 7. **Change of Scenery.** When approaching it's fun to take the girls on an adventure with you. Suggest leaving the location at which you met and head over somewhere else in the area. This will be your adventure together.

8. **Wing Woman.** Want to not appear as a creepster to girls when you approach? A great tactic, so great it might be considered





9. **Be Genuine.** Whatever it is that you decide to say, I highly recommend that you stay genuine to who you are. Again, this article isn't the purpose of a lay (although whatever you do with this information is up to you), rather it is to support you in finding a delicious relationship. A great relationship will not be built on a foundation of lies.





10. **Be fun.** Seriously, if you aren't planning on being fun, at any point during your approach, then maybe you need to reconsider why you want a relationship. Relationships can be very fun, and just as you would want to be dating someone really fun, they're probably looking for the same thing.

- 11. **Do It Differently.** If you're doing something that is not getting you positive results, you need to switch your tactic. Doing the same thing over and over, expecting different results, is insane.
- 12. **Move In Immediately.** There is a small gap between when you first see a woman, and she notices you back, which you could use to approach. Seriously, if you wait more than 5-10 seconds that window closes and now you are a creepy guy that was staring and now decided to come over.





13. **You're In Charge.** Do not let the fact that you are approaching deter you from the fact that you are in control and basically interviewing people to be a potential partner. Do not sell out for someone that you think is not going to be an awesome partner for you.

Remember the introspection that you did in the beginning of this article. Some approaches might work great with some girls, and be lousy with others. If you're using cheesy pick up lines at bars, you're going to get cheesy girls that like to hang out at bars... duh.

If you want a quality girl there's a good chance you'll have to put in some dignified effort. If she sleeps with you on the first night, and your effort is paying for the cab, I'm not sure if that's girlfriend material. At least not if you're dating to marry.





Approaching really isn't that hard. It might take some guts if you're shy or have some kind of social phobia, but once you do it enough times, it'll get easier and easier.

The important thing is what you do after you've approached. For that you'll need to learn to...

Communicate Powerfully

Now that you're clear about what you want, got your confidence up, and approached your target... I mean your potential girlfriend, it's going to be hard to progress unless you do some talking. That's where clear and powerful communication comes into play.





You want to get to the point where what you want to convey is what is being received. Again, you want people to understand what you're saying, the way you meant it to be understood.

Let's look at some of the communication techniques that I've found most useful.

- **A. Compliment Them.** Don't go overboard here. There are several ways that you can use compliments. One way is manipulative, which we'll stay away from here, and the other one is absolutely genuine. The bonus of these compliments is that they'll...
 - 1. **Switch focus of the conversation.** If you find yourself in a position where you don't want to continue a certain topic, compliment something about them in order to switch focus.





2. **Attract Attention.** The moment you compliment someone's listening skills they become all ears. Tell her she's a great listener if you need her to listen.

3. **Build Rapport.** Rapport is basically the strength of the connection between two people. Telling her that you think it's cool how much you two have in common, or how related you are (not like brother and sister, don't be gross) will inevitably create relatedness.

B. Have Conviction. Speak with conviction and have a strong belief in yourself that you know what you are talking about. Part of being a charismatic leader is being able to draw people's confidence in you. For this you need to believe in yourself. If you end up being wrong, clean it up later, but for now your way is law.





Make sure you speak loudly. No one should ever have to ask you to repeat yourself or speak up.

C. Do Not Apologize. To make this work you need to avoid doing major things that really do deserve an apology. However, do not fall into the typical female trap/test where she complains and you grovel like a puppy. Apologizing does not make you look manly, neither does acting like a canine and jumping through hoops.

Just tell her that you don't think what you did warrants an apology and that you're quite surprised that she overreacts so much. Say, "I thought you were more laid back than this... I don't know if I like this new side of you."

On the other hand, if you did something absolutely horrendous by any standards, it's time to be a gentleman and take ownership of what you did.

D. Ask The Questions. By asking questions you are effectively steering the conversation into the direction of your choice. You can





answer most questions with a question. An old Jewish joke is: "Why do Jews ask so many questions?", "Why not?"

You want to have an air of mystery around you, because it leaves people (yes, this means potential girlfriends) yearning for more. Remember when you were little and your parents were taking you to the store to get ice cream later? The ice cream is the only thing you could think about as you anticipated the explosion of flavor that your tongue would experience. Once you ate the ice cream it was game over - it's game over once she knows what she wants about you.

- **E. Body Language.** Your body actually does most of the talking for you. You can get the girl without even speaking the same language as her, and that's because body language is universal. There are hundreds of body language techniques, but there are a couple of basics that will get you into the game.
 - 1. **Kino.** This is when you gently pat certain areas of the women's body, such as her arm, while making conversation. It makes





them either comfortable with you, or excited, depending on how you do it.

2. **Big smile.** A big smile makes people feel happy and at ease because they can sense that nothing is wrong. It also makes you look more attractive and creates a fun-to-be-around persona.

3. **Head butt.** This works every single time. Come up to the girl you are talking to and give her a nice solid head butt. I'm not talking about bone crushing, but enough for her to notice you're there.:)





4. **Take Up Space.** If you're standing, keep your feet a solid shoulder width apart. If you're sitting spread your legs and arms out. Basically take up as much space as you can. This puts out the message that this is your world, you're confident, and you're going to take up as much space as you damn well please!

F. Future Outlook. The number one tool to get a girl hooked is to create a future that both of you could live into. You see, when a person has a vision of a great future, the way this person acts right now is very different than if they were awaiting a dark, grim future. There are several ways to create your future together.

1. **Create a bucket list.** A <u>bucket list</u> is a goal list, which you can sit down and create together. You put vacation plans, date plans, movies you want to see, places you want to visit, foods you want to try, etc. onto your bucket list. You'll both look forward to doing this together.





2. **Relationship non-negotiables.** As mentioned in the beginning of this book, it's important to discuss what kind of life you want to lead. Sitting down and having this conversation will create a bond as you both take a look into your future.

3. **Fictitious stories.** A friend of mine used to tell these elaborate stories to girls he just met. He painted a picture of this island, with pink monkeys, and a bunch of abnormal things. He said it would be their island. The first time I heard this I thought my friend had mental problems, but I quickly realized that this is hilarious and most importantly it worked for him. Both on random girls he met, and on the beautiful girlfriend he had acquired.





After you've spoken to the girl, your job will be to figure out if she's good enough for you. If signs point to yes, the next step will be...

Asking Her Out

The ideal situation when asking a girl out for the first time, or asking her to be your girlfriend, is to be happy with whatever the outcome is. This usually means avoiding rejection, and most importantly avoiding awkward moments.

Some of the techniques that I recommend are...





1. **You're My Girlfriend.** When I asked out my girlfriend I gave her a verbal memo that said, "you're my girlfriend." What do you know, it worked. I wasn't nervous, I already knew that we were compatible, I was detached from the outcome, we enjoyed each others company, and both wanted a relationship to come out of our friendship. Maybe that's cheating, but I think it's a very effective technique that you can try.

2. **Detach Yourself From Outcome.** I just mentioned that I was detached from the outcome when handing her the rights to be my girlfriend. If she said no, I would have been absolutely fine with that choice. If I was afraid, or nervous, she would have smelled it on me. Dogs can smell fear too. It's actually a repulsive smell (I think, I don't know, I'm not a dog).





3. **Know Her Answer.** This is why I said I was cheating in #1. I already knew she was going to say "yes!" (well, I didn't ask, I just gave her the memo, but I knew we were on the same page). Do you have reason to believe that she's into you and wants a relationship, and that there is a need to take what you have to a further degree? If you've answered yes, proceed.

4. **Let Her Ask You.** Stereotypes say that a man should ask a woman out. Perhaps this is true, but I often like to crush stereotypes and go for what's practical. Yes, I've had girls ask me out in the past, and you can too. It takes a certain level of teasing, and having them want you so bad, that they can't wait anymore.

5. **Ask.** Sometimes there's no need to do anything else but ask, and wait for a reply. The ball isn't exactly in your court here,





but I have a solution. Ask: "Would you like to be my girlfriend.", and if she says, "no", you simply say "I'm sorry, you thought I was asking you? Haha... no, I was just curious if you wanted to be, I'm personally not interested."

One thing that helped me become great with girls, and with people in general, is not concentrating on girls, but rather concentrating on developing a winning outlook on people. I try to see how I can add value to a person's life, and that melts away a lot of the anxiety that a person could have about talking with someone new.

After you've approached, and asked out the girl that you're interested in, she's not new anymore. She's old news, but that's not exactly what you wanted to hear. The truth is that once you're dating, a relationship has the potential of going stale.

We've looked at how to get a girlfriend, so let's take a quick look at...





Dating Essentials

There are some things that are fundamental to dating. These are the things that will either bring you closer together, or send you on an exciting adventure as a team. Some of the things that have worked for me are...

1. The proactive listening game. When your partner is speaking, listen very attentively, ask questions to clarify, and restate what was said with the intention to understand better. When your partner feels understood, they will also feel appreciated, and satisfied, which will facilitate better communication. This will work out problems while they're the size of peanuts instead of mountains.





2. **Don't be the person that people lie to.** Your reaction to people plays an enormous role in the amount of information that people disclose to you. If you take a level-headed approach, and respond carefully, you will almost certainly avoid being lied to by the people in your life. Honesty can then truly be the best policy.

3. **Share a bucket list.** Create a running list of things to do, places to experience, and goals to accomplish. I'm talking about things to do together, with you and your partner. They give you something to anticipate with excitement and plan together.

4. **Share each others strong suits.** During dinner, or any quite and intimate time together, take the time to tell your partner





what you admire and adore about them. Extra points if you mention something they didn't know about themselves.

- 5. Get complete, ASAP and on schedule. If you have a grievance with your partner, or suspect that your partner has some issue with you, talk to them and work it out as soon as possible. You'll feel much lighter without the bitterness associated with holding on to negative thoughts. You can also schedule an end of the week/month/year session in which you clear things up and make sure there are no misunderstandings about anything.
- 6. **Drop the rackets, kill the ego.** Rackets are those stories we keep running in our minds, that may or may not be true, but don't bring a positive addition to the outcome. You may be right, but it may not benefit your relationship with your





partner. This is where you decide the relationship is more important than your ego, and get off it.

- 7. **You're together, accept each other.** Here's the thing about criticism. In almost every situation you have no right giving it. If you have an urgent need to express a criticism it needs to be constructive, tactfully presented, with compassion in mind and most importantly with a strategic solution to what can be done about this issue (don't leave them hanging.)
- 8. **Do NOT play the blame game.** This right in line with number 6. It's never about being right or wrong, and the time spent arguing is never worth it and cannot be gotten back. Taking responsibility, and moving on to bigger better things as soon as possible will make life awesome.





- 9. **Learn & have adventures together.** There is a limitless amount of activities you can share together, or things you can learn together. Sharing in experiences, and creating great memories, provides great things to go back to when you're having intimate reflections on life. Better to fill life up with pleasant moments to reflect upon than otherwise.
- 10. **Pet the puppy.** A term I picked up a long time ago, and recently heard again from Susan Rink. To Pet the puppy, all you need to do is acknowledge, and let your partner know you appreciate them, when they do a something nice, or go out of their way for you. You can never appreciate someone too much, so don't hold back.





Now that we've gone through everything in our short dating handbook, it's time to put our ideas into action. The best thing is that you can start right now and there's absolutely no reason to wait. If you aren't feeling ready quite yet, that's okay too. Maybe you need a little bit more time to check out the...

Recommended Resources

I've covered quite a lot in this short book, but there's a world of information out there for you to find. What I can do for you is share the essentials, and the things that I've personally enjoyed.





1. Make Her Chase You. My friend Tynan is a famous pick up artist. Seriously, he's world renowned in the pick up community and sort of an internet celebrity. He has put way more concentration into the subject of getting women quickly and easily than I have. This means that instead of sifting through dozens of books to find the key information, all you need to do is get his book.

2. <u>500 Love Making Secrets</u>. Once you have a girlfriend, you might be spending a lot of time getting to know each other sexually. I'm sure you'll have your favorite handful of positions, which is fine, but it's always fun to experiment to keep things fresh and exciting. If that's what you're looking for, I would check out this book.





3. Female Orgasm Black Book and/or The Female Orgasm Revealed. Both of these books are great, and I really can't pick between the two of them. They both do what they claim. They teach you how to give your woman an orgasm by educating you in the right techniques. Try one or both of them, I think they both come with money back guarantees if she doesn't reach the big O.

Sometimes dating is difficult because of lack of time. While I've personally tried online dating, I've never really met any quality girls that are worth mentioning. On the other hand, I know people who got married after meeting on an online dating website.

By this point there are probably hundreds if not thousands of dating websites out there. I'll recommend five that I think are interesting. They're all free to sign up and browse as far as I know, so if you're in the frisky online mood, go ahead and give them a try.





- 1. Date.com
- 2. Matchmaker.com
- 3. Meet Your Companion
- 4. Exclusive Match
- 5. <u>Serious Singles</u>

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If you've enjoyed my eBook, then I'm sure that you will enjoy my blog. You can visit it at <u>www.alexshalman.com</u> or subscribe to get each new article straight in your <u>e-mail</u>.

