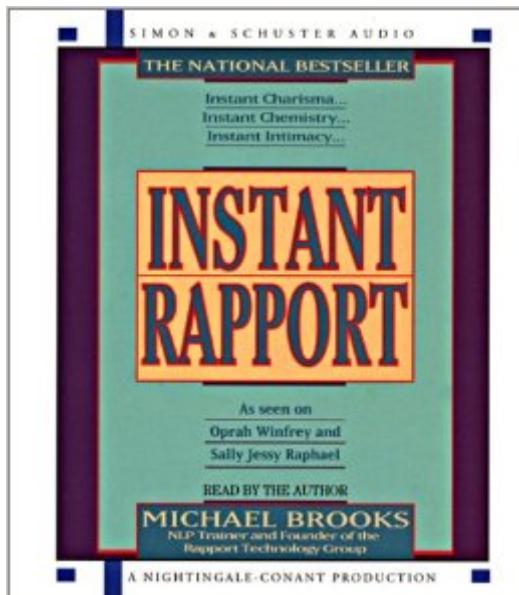


The book was found

Instant Rapport



Synopsis

SUCCESS CAN BE YOURS WITH MICHAEL BROOKS' INSTANT RAPPORT POSSESS THE POWER OF RAPPORT Instant Rapport allows you to forge an immediate bond with anyone, anywhere. It will literally reform the way the world sees you. Author Michael Brooks -- nationally acclaimed communications expert -- shares the same Neurolinguistic Programming (NLP) techniques he has taught to fortune 500 executives in his renowned seminars. These remarkable secrets -- also used by the U.S. Olympic Team and the U.S. Army -- will help you take charge of your personal and business life. Improve social relationships, win new clients as you learn how to : Express yourself with dynamic clarity Control the way people see you Overcome others' resistance in a way you never have before Achieve fulfilling relationships Create new levels of personal power using Instant Rapport.

Book Information

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Customer Reviews

Believe it or not : the first half of the book deals with "representational systems" alone. The next half elaborates on "strategies". In every chapter the author promises you heaven and ultimately dishes out a picture of it! The author just seemed to read Tony Robbins' "Unlimited Power" and copied its contents. I would rather recommend "Unlimited Power". Atleast Tony appears sincere! Defintely not for anyone with atleast some knowledge of NLP. For beginners : Go through some of the articles online about NLP (Those by Robert Dilts', for example. You will get much better information that way.

Just like the reader from San Diego, I thought this book could have been written in a 20 page pamphlet. And unlike the reader from San Diego, this is not my first NLP book. I have read severals and found this book to be a simple rehash of the deeper stuff on NLP. It seem like Mr. Brooks was trying to stretch representational systems into a book. Nothing too insightful for those who already know NLP, but not a bad starter to get your feet wet.

I was very disappointed with this tape. This tape should contain the same information as the "Instant Rapport" book. It doesn't. Instead, the tape only covers one aspect of the book's information and is incomplete. While I remain impressed with the information contained in the book, don't waste a penny on the tape!

Without rapport, you will find it very difficult to effectively leverage other NLP techniques. Establishing a strong rapport with a person is essential for effective communication to take place. This book provides very elementary and very **EFFECTIVE** ways to establish and maintain rapport. If you are interested in NLP, read this book first. And as you read it, realize that the context of rapport is the foundation upon which the rest of NLP (and persuasion, sales, seduction, politics) have been built upon. As a previous reviewer said, this book could have been condensed down into a pamphlet. For some people, a dry, item by item technical dissection of a subject is what they crave. Yet others find the real life examples of how effective techniques are applied, to be very useful. Especially to those who have not quite yet grasped the subtly powerful way that rapport, or the lack of it, pre-frames their communications.

Many years ago, as I observed charismatic people, from a distance, I thought that they were being phony. And, in the 80's, as I made a commitment to endlessly grow beyond my wildest dreams, I told myself that I envy the very people who I once thought were phony -- They had something that I wanted, and definitely needed. And I am happy to say that with "Instant Rapport," I made the commitment to learn how to be charming, fully in the moment, my highest self, and wise. I had many opportunities to see how I have evolved, as a result of reading "Instant Rapport." One example was when I happened upon someone who was once my "arch rival," at the office. With the help of reading this book, I walked up to this person, in the grocery store, not having seen her in many years, and sincerely chatted with her - there was gratitude in her entire demeanor. And I felt at peace, because I was emotionally, and psychologically free to be fully in the moment, focused upon the best in my interlocutor. The lessons in this book are a strong part of my everyday

experiences. And a more recent experience is that through reading this book, I have given myself the label, "The Barter Queen," which leads me to be in strong rapport with local businesses, to get things that I want, in exchange for my connections as a journalist. Read this book, because the lessons in this book guide you to belong - which is our basic human need.

I have to agree with the other reviewer. Forget the audio tape unless you want to be frustrated. I guess I had to learn for myself... The tape takes about 35-45 minutes to explain what a visual, auditory, etc person is like, and is presented in such obvious detail it must have been designed for the second grade level. After a while I found myself wondering if the entire tape was only going to cover the same point, but in the last 5-10 minutes does hit on another point. This is just one aspect of NLP & rapport. Tape doesn't cover some of the other info in the book.

How to read people by a combination of learning to read body language and using NLP techniques. Knowing what people are really thinking is important. You want to be able to figure out how to connect with others. It doesn't matter if they are a potential future dating partner or somebody you think might be a useful business contact. This little book will help you. Some of the reviewers didn't like it but for the little bit you can buy it for I don't think you would go wrong buying it. Add the knowledge to your personal data base and improve your personal life.

What I like about this book is the extensive background at the get-go; i.e., what are the 3 primary communication 'technologies' and how you assess who is what. Early on there's a "test" to see what mode you prefer and I was surprised at my test results - they were not fuzzy or close; the results were wildly away from what I thought, but in looking hard, they are dead on right. Wow. I am not done with it, but I sure am enjoying it and recommend it.

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