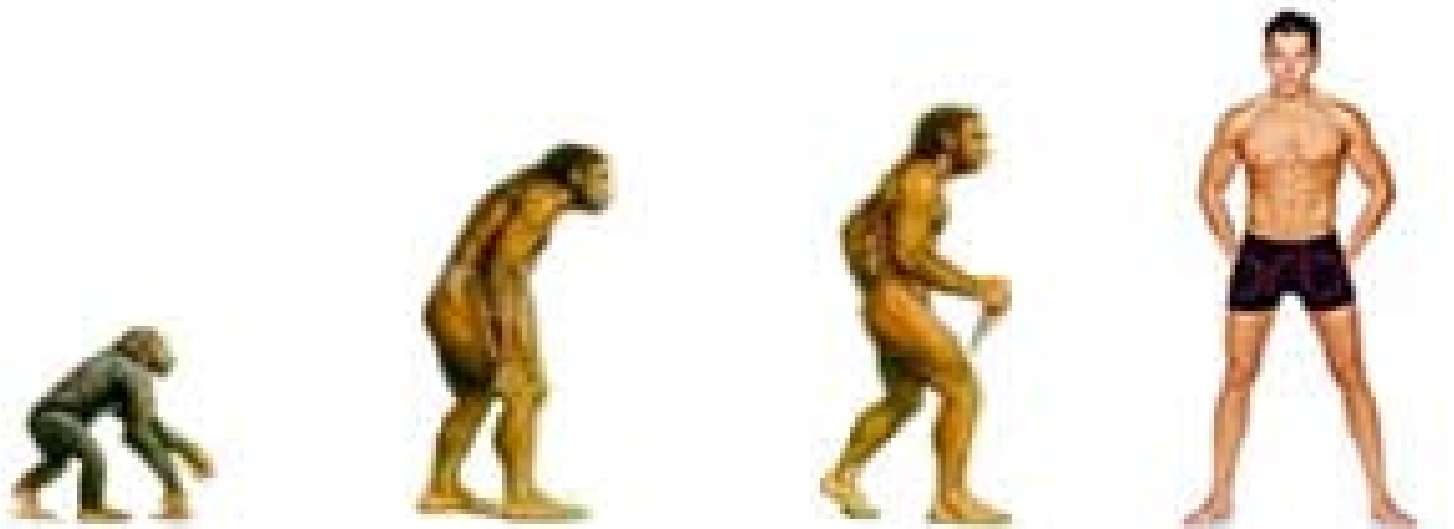


LIFESKILLS

pre-delivery inspection



What You Need to Know BEFORE You Leave
the House to Transform Yourself Into
the Man that Women Desire

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THE LIFESKILLS PHILOSOPHY

Every problem you have ever faced in your life was only a problem because you didn't have the skills to resolve it.

At LIFESKILLS Network, we believe in empowering our clients by teaching them the necessary skills to overcome obstacles, reclaim control over their lives and get what they truly want out of life.

Relationships are life's most important challenge. They can be the most fulfilling part of your life if you are in a healthy and fulfilling relationship. Or they can be the most painful and frustrating part of your life if you are not able to find the kind of relationship you want.

Finding the right partner and building a fulfilling relationship starts with being your best so you can attract the best. That's what this book is all about. Looking at yourself in the mirror and take an honest inventory of yourself, physically and mentally. That is the Pre-Delivery Inspection. Most people will ruin their chances at meeting the right person before they even step out of the house: poor self-image, bad first impression, not understanding how the opposite sex really thinks. This book focuses on all of the things you need to do BEFORE you even meet someone in order to maximize the chance that you will attract quality people into your life and experience the kind of lifestyle and relationships you have always longed for.

DR. AMIR GEORGES SABONGUI,
LIFESKILLS FOUNDER

WHAT IS A PDI?

Guys seem to be more knowledgeable and more effective about their choice of cars than their choice of mates. For this reason, we have chosen to present this book in a language that most guys understand very well - the language of cars - and apply it to an area that most guys don't understand well - the language of women and dating. The same basic elements that go into choosing a car can also help you understand how women choose men, and how you can better equip yourself before you meet a woman, to be attractive in her eyes.

Get your mechanic's "thumbs-up"

A Pre-Delivery Inspection (PDI) is an inspection of a car before it is put into service. Before choosing a car, smart guys usually get their mechanic's thumbs-up by: doing a tour around the exterior of the car, inspecting the interior detailing, and looking under the hood. Especially finicky guys will also sneak a peek into the trunk. It is a quick assessment of the car; and it instills a certain initial sense of confidence. Of course, the better a guy's general knowledge about cars, the better his assessment of a particular car is likely to be.

Lifeskills: your social mechanic

In your dating life, the purpose of the PDI is to give yourself a thorough inspection BEFORE you go out to try to meet women. Why? Because most men will fail with women BEFORE they even leave the house. The PDI gives you a chance to get your social mechanic's thumbs-up in order to put your best foot forward.

Your social PDI will consist of the following:

Taking a careful tour around your exterior by taking stock of the first impression you project. It is essential to become aware of the impact your style and body language has on women's perception of you.

Inspecting the interior detailing of your life by making sure you lead an active and socially attractive lifestyle. And looking under the hood to check your mind-set and attitude.

If you are particularly finicky, you might want to peek into the trunk where seldom used but useful things are stored. There, you will find information on the sources of social programming that have shaped you and the culture around you. Of course, the better your knowledge about the psychology of women and attraction, the better your ability to project the qualities that women are attracted to will be.

A PDI helps to empower guys, to give them a choice in their dating lives: a choice in who they are, and a choice in who they will attract and date. Our ultimate goal is that you never again feel like you have to settle ... in any area of our life.

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FIRST IMPRESSIONS

When you see a beautiful woman, how long does it take you to decide that she is attractive and that you would like to meet her?

Honestly? Probably less than 1 second. Well, women are really no different. In very little time, she has noticed you (or worse, not noticed you). Within a couple of seconds, she has made a decision about whether or not you are attractive and whether or not she would like to get to know you better. By the time you've made up your mind whether or not to approach her, she's already made up her mind about you.

The reality is that most people's opinions of you are created within the first few seconds they meet you. To make

“By the time you've made up your mind whether or not to approach her, she's already made up her mind about you.”

it worse, many people will make up their minds about you before they ever meet you. What do they base their opinions on? Usually, not much; they normally do not have the slightest idea of why they think what they think. They simply consider that it is 'the way they feel'.

The two most important things that you as a man can do to instantly improve your dating life are:

1. Improve your First Impression and your 'Look'.
2. Learn to understand and communicate using body language.

THE PSYCHOLOGY OF FIRST IMPRESSIONS

The reality is that we meet so many people in an average day that we have developed shortcuts to be able to very quickly sort people into different categories: safe, dangerous, possible mate, possibly useful to me, etcetera. An application of these strategies means that women will judge you almost instantly and sort you into a

category: creep, jerk, loser, interesting person, possible friend, possible lover, or even possible husband. And, all of these judgments she has made about you were based on very little (read, almost no information whatsoever). She has made a judgment about you as a person, about your personal qualities, about your potential as a lover or partner, about your future, without even really meeting you. It is not a conscious or intellectual and thought-out judgment; it is a felt judgment - or in biological terms, a judgment of the right hemisphere of the brain.

You need to become aware of a general feature about how we know things in terms of our human brains. The first thing to become aware of is that whatever we know

up your mind to approach her,
up her mind about you. ” ”

about anything or anyone depends on how we use our senses: we know what we see, hear, touch, taste smell, and otherwise sense. Normally, we do experience our sensations

unconsciously. As they point out in Martial Arts, awareness and control over your senses is the beginning of awareness and control over yourself.

You need to know that there are two hemispheres to our brains and that they each process the same information received from the senses, but - they process the information differently.

The information that is processed by the left hemisphere is structured into a logical, ordered, and sequential format. Consequently, the left brain is where we mostly house our languages, reading functions, logical functions, math functions and any other function that has a linear order to it. Importantly, not only is it where we talk, but the data of the left-brain is the data that we know we know. When we say that “We know (whatever)”, we are talking about our left brain function.

On the other side of the head - the information that is processed at the same time by the right hemisphere is structured into a different kind of format, the kind

exemplified by the jigsaw puzzle. You turn over all the pieces of the jigsaw puzzle on the table, and let your eye roam over the faces of the pieces, trusting that you will recognize that a couple of the pieces fit together. The right brain operates that way, by association. The right brain is where we recognize shapes and faces, where our sense of fashion, position in space like sitting in a chair and other such types of awareness is housed. Importantly, we are not aware of what we know in this part of the brain. Moreover, to make ourselves aware of it is dangerous because the awareness easily interferes with our habitual actions. Start thinking about how you walk and you are likely to stumble.

The instant judgments that we make of others is mostly based on the images of the right brain. We do not always know why we make our instant judgments; but we make them nonetheless. We make them by comparing what our senses tell us to an inner template we have built up in our brain mostly by our early life experiences. Such is the human experience that lies behind the problem of first impressions.

Notice that we have listed negative categories first. That is because those are the easiest ones to fall into. Beautiful women are approached by so many men during an average day, that their default category is often a negative one. In a sense, most men fail with women before they even open their mouths because they are being slotted into a negative category.

Once you have been put into a category, it is very difficult (but not impossible) to get out of it. Some psychologists have said that in order to reverse a negative first impression, you will have to create an average of 10 positive impressions. 10 to 1! That is an intimidating statistic! Moreover, if you have started with a positive first impression, you can easily fall into a bad category with just one wrong move. What can you do about it? Put your best foot forward. That is what you can do about it. Make a good First Impression.

A psychologist associated with LifeSkills expressed the reason why he had taken a professional interest in this field of applied social psychology:

“My inspiration for sharing my knowledge of dating and seduction came from my clinical experience. One day, a client walked in to my office complaining that he had slept with six women that year. When I joked with him that, considering that the average man will sleep with less than 10 women in his entire lifetime, six women is not so bad, he looked at me and said, ‘No. You don’t understand. I mean I slept with these women. There was NO sex at all even though we would spend the night in the same bed. We would go out, have a good time, get back to my place or hers, and then when things would start to heat up, she would complain about being too tired and saying that she just wanted to cuddle or sleep.’ ”

The psychologists went on to give us his interpretation of this case. He said that this man was in his thirties, was well educated, tall and very athletic, good looking, and financially successful. He had ALL the things that most guys would figure are important. But none of it counted for much with women. This particular patient, although he was quite a catch now, had been a fat, pimply faced, nerdy kid with thick glasses in high school. No matter what everybody else saw in him now, when he looked in the mirror he saw, and more importantly felt, like the same reject he had been in high school.

Now imagine how this affected him with women. He was so sure that he would be rejected that he never had the confidence to make a bold move or to try to move things to the next level. As a result, he kept falling into ‘Just friends’ hell. He came off as needy, desperate, and insecure; to put it a little differently, he would give women all of the power in a relationship.

What if he could have actually seen himself as everyone else saw him? He probably would have been much more confident, played much harder to get, and made bolder moves with women. The fact was that they were spending time with him because they were attracted to him, but he was unable to uphold his end of the relationship.

The psychologist told LifeSkills that he had really wanted to help this client. Consequently, he did a lot of research on attraction and romantic relationships. Being a psychologist, he went to the scientific literature on the subject first. He told LifeSkills that working with this client probably taught him more than he was able to teach the

client. He said that he learned an enormous amount about the reality of attraction and how women actually choose their mates.

Here's another story about the importance of appearances. One day after a recent breakup, I had gone down to California to visit my cousin Mike. He was supposed to cheer me up, but Cousin Mike was a native New Yorker and had the typical New Yorker bad attitude. A couple of years of California living hadn't done much to mellow him out. Cousin Mike is a good guy, successful lawyer, and smart as hell. But as long as I've known him, he's always been a negative person and I've never known him to have a girlfriend.

We were walking along Venice beach, when we came across an old man sitting in an old, beat up, beach chair. He had long dreadlocks, skin dark and wrinkled from way too much sun, and was just sitting there smiling and sipping on a beer. He had a little handwritten sign beside him that read: "Love Doctor, \$5".

So I nudged Cousin Mike and joked that we should both go see the Love Doctor, especially given my recent breakup and Mike's bad luck with women. Cousin Mike pulled out his \$5, and said, "Yo, Love Doctor, I ain't gettin' any". And the Love Doctor looked him up and down and promptly replied, "Of course not, just look at you!" and promptly returned to sipping his beer. Frustrated, Mike said, "This old man is full of baloney," and tried to shrug off what he said.

However, I had a different view. In less than one second, the love doctor had exactly diagnosed Mike's problem and I told him so. "Hold on Mike. This may actually be the best five bucks you've ever spent," I told him. What the love doctor had seen and on which he had made his observation was true. Everything about Mike said "DO NOT APPROACH". His look was terrible: his posture, his clothes, his facial expressions, and most importantly, his attitude, all screamed NEGATIVE and were not attractive.

So I promptly reached into my pocket and pulled out my five bucks and said, "Yo, Love Doctor, I ain't gettin' any either." Well, the Love Doctor looked me up and down and replied, "Son, you got a different problem. Lotsa women be interested in you, but you just can't see it." And it turned out he was right about that too.

When I thought about it, women had been trying to give me tons of hints in order to signal their interest in me, but I hadn't been able to decode their signals and was never sure whether or not a woman was interested. So, I never acted on their subtle invitations and missed plenty of great opportunities to meet women. It turned out that once I learned to read the signals that women were sending me all the time, I dramatically improved my success with women.

The evidence all points to the truth of the observation that women only are interested in who they think you are. Your self-image often conflicts with the image of you that other people see. Women will develop a relationship with the 'you' that they see. This image is created by the qualities, feelings, and the lifestyle that women experience with you. What you as a man have to come to understand is that the entire perception women have regarding your real or imagined qualities can all be within your control.

However, consider the implications of the vignette that you have just read. Physical style of life, such as dress and general behavior are not easy to change. Neither are internal, psychological attitudes towards self-worth easy to change. Nevertheless, it is essential that you recognize that it is possible to change yourself and thus improve your chances for social success.

What this means is that once you have been branded with a negative label, it is very difficult to change. However, even if you have been branded with a positive label, you can easily fall out of favor. Nature has made this a risky business; it favors the survival of the 'fittest' - of course, it is wise to keep in mind that being the 'fittest' may mean many different things.

THE PSYCHOLOGY OF WOMEN

If you have ever tried to figure women out, you know how frustrating this can be. They seem to be irrational, forever changing their minds, and frustratingly unpredictable. However, there are some basic principles that govern the psychology of woman. Once you understand women's psychology, it will be much easier for you to understand why they do the things they do. Of course, effectively coping with what they

do is another matter.

As you read this section, there are some things that will frustrate and upset you. It is not fair for women to be this way. Nevertheless, they are! The sooner you accept that and learn and accept that this indeed is the way women are, the sooner you will be able to use their psychology to your advantage, rather than being the victim of it.

First of all, never try to understand a woman by asking her to explain her behavior. She often does not understand why she does those things either. That is because a woman, to a greater degree than is a man, is guided by her emotions. The more female the individual person is, the more estrogen a particular body has coursing through it, the more behavior is going to be governed by right brain functioning, and the more the individual will be guided by feelings rather than by realistic thinking. Her decisions are emotionally based and do not seem to make rational sense to a man. But they do make a lot of emotional sense. Once she has acted, she will try to explain her actions by rationalizing her irrational behavior. On a higher level, if you understand how women think, then it all makes perfect sense. To control a woman, you need to be able to control her emotions. There is an adage that says, "Change her mood, not her mind". This is point holds for men too, but it applies to a greater degree and with more frequency to men.

Please note that this is not any kind of put-down on women. The same is true of men. In general, none of us are very much aware of the motives that lie behind our emotionally driven activity. The reasons for that lie in the way we are hard-wired. It is just that women are more sensitive to emotional needs than men are. It is a difference of degree, a matter of contraries, not contradictories.

THE PSYCHOLOGY OF ATTRACTION

Creating attraction is like flipping a series of switches, each switch represented by one of the essential characteristics that a woman seeks out. Each switch is in either the 'on' position, or the 'off' position, depending on whether she has determined that you have this characteristic or not.

A woman will be attracted to you based on these three essential characteristics:

1. Your perceived qualities
2. Your lifestyle
3. The way you make her feel (the emotions you evoke in her)

In the following section, we will discuss each of these essential characteristics in detail in order for you to better understand the psychology of attraction.

Attraction is a mostly unconscious reaction. A woman cannot choose to flip certain switches and not others. Women do not think, “Well, here is man who has good teeth, and a nice posture. I think I will be attracted to him.” Attraction is a powerful emotion and women are hard wired by their genetics and millions of years of evolution to be attracted to certain qualities. When you meet a woman, all the switches are in the off position. In order for you to get a woman attracted to you, you have to start flipping the switches: sometimes one at a time, sometimes all at once.

(It might be worth noting here in passing, that the same is true of men. Their ‘attraction’ switches are hard wired.)

What are these switches and how do you flip them?

These switches are part of her attraction to certain qualities, and as she discovers these qualities in you, the switches will be flipped. Creating attraction then, is nothing more than demonstrating these hard-wired qualities that women are seeking and that flip her switches to ‘on’.

What we, as people influenced by our historical culture, have convictions about men and women and about eroticism and sex. To a large extent our convictions were expressed in the writings of Sigmund Freud about a hundred years ago at the beginning of the twentieth century. At the professional level, Freud’s views have little impact today. However, Freud did for human sexuality, what Linnaeus did for botanical sexuality; he legitimized the discussion of sex by providing the trappings of professionalism. Specifically, within the medical context in 1895 he claimed that early sexual experi-

ences were the root causes of neurosis. His views on sexuality, or at least many of his terms have seeped into popular culture.

On a slightly broader perspective, Freud confessed that he “Did not know what women wanted.” Fortunately, other people were interested in understanding ‘what women want’ .

THE TOP FIVE QUALITIES

WOMEN LOOK FOR IN MEN:

1. Leadership
2. Confidence
3. Lifestyle
4. Fun & Humour
5. Authenticity

Years of psychological research, for example the published findings on the psychology of attraction reported by David M. Buss at the Psychology Department of the University of Texas in Austin, have consistently shown that there are qualities that women universally look for in a man.

No matter what their culture, all women look for these qualities. Women do not choose to be attracted to these qualities and in fact, they may not even be aware that these are the qualities that they are attracted to. They are hard-wired to select their mates based on these qualities and have been choosing mates based on these criteria for millions of years. Only the cultural contexts change and the definitions of the desired qualities are then slightly modified to reflect the culturally available expressions of these qualities.

If, for example, we take financial success as a quality that women seek, the concrete