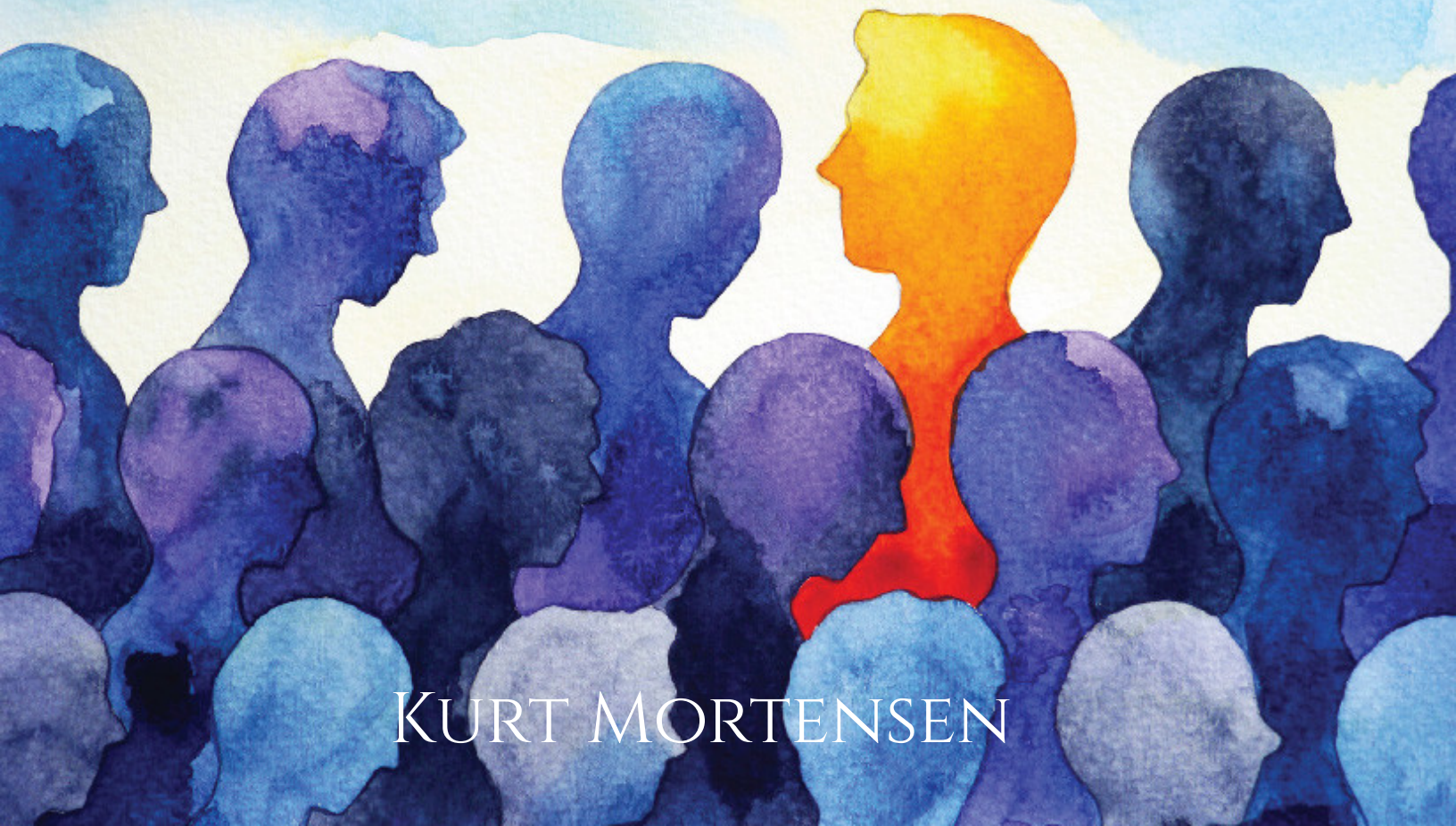


DO YOU REPEL PEOPLE?

THINK AGAIN...

How You Are Causing Resistance



KURT MORTENSEN

Do You Repel People?

How You Repel People: Stop Creating Resistance

Do you repel people? Most people say no. Although most of us do things that repel people. You have met people that just rubbed you the wrong way. They repelled you, you did not like them and you did not want to be around them. The key is that they never told you what you did wrong or how you made them feel, they just left. When they are repelled by you, you can't influence them. Statistics show that this is happening to you. What mannerism or things are you doing that turn people off and cause them to run and cause your Persuasion IQ to drop? Do you appear nervous, upset, or tense? Influential people help people relax and put them at ease.

You are offending and upsetting people and don't even know it. You may think you're just being friendly or even concerned. Let me remind you, that everything you are doing will attract or repel the person you are communicating with. I am not here to sugar coat this. I get to talk to people after you have tried to connect with them or try to influence them. They don't complain to you, but they complain to me about the things you are doing and don't even know it. They are trying to be nice by not telling you, but by not knowing you are repelling others it will cost you money. Let's get into some of these complaints and things you could be doing that repels the people you are contacting.

Talking too much - Having the gift of gab, or being able to make small talk with anyone you meet can definitely be used to your advantage, but watch yourself. How can you influence if you are always talking? It will be very annoying to your audience if they sense that you like hearing yourself talk more than listening to their wants, needs, or concerns.

Do You Repel People?

Vomiting - Many times, our impatience to impress our audience with our knowledge and wisdom leads to listing the countless reasons why they should do what you want them to do. When you vomit all the features or overpersuade, you give your audience no room to ask questions or make a decision. You come across as forceful, aggressive, and obnoxious.

Getting too friendly too fast - Gone are the days of picking out something in their office and talking about it to get them to like you. People see right through your attempts to befriend them and it usually will backfire on you. Research tells us that the majority of people do not appreciate unsolicited small talk, and many find it offensive. People buy from those who understand their wants and needs.

Getting too comfortable too fast - It can be a simple thing that you want to get to know the person, but what you are doing is repelling them. When you touch things on their desk, move something special to a different spot or even taking their own personal chair, this could cause resentment. Respect their things and they will respect you

Too old school - Are you coming across as an old school persuader that is using techniques that are so lame, so offensive and so outdated that it is repelling them? Are you stuck on using some of those closing skills that should have been banned for cheesiness? Another way to disconnect is constant interruptions and the way you handle their objections. Sure you have heard the objection before, but the way to handle it, causes you to be judged as arrogant and condescending.

Do You Repel People?

Proxemics: Understanding proxemics requires an understanding of spacial territory and how close you can get to someone before they become tense and uneasy. The distance you keep or don't keep when influencing someone communicates a message. You must respect personal space or you will make them feel uncomfortable. When we sit at a table or across from a desk, we each draw invisible lines of our perceived personal space. When these invisible territorial lines are violated, tension is created. We all have regions or areas where we permit others to enter or prevent others from entering.

Take Away

These mistakes are silent persuasion killers. Most people will never say anything to you that will alert you to the fact they are feeling this way. They are more comfortable lying to you—so they don't hurt your feelings. They walk away and simply never deal with you again. The reason this obstacle is such a killer is because we don't even realize we're doing it. The following are other things you could be doing that repels people.

Do You Repel People?

- Exaggerate the details or features
- Unnecessary questions
- Come across as too smooth
- Arguing or proving you are right
- Annoying persistence
- Lack of enthusiasm
- Poor follow-through
- Negative attitude
- One-sided with your facts
- High-pressure tactics
- Exaggeration or hype
- Insincere with your connectivity
- Any sign of deception
- Sense your fear of rejection

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- How to create huge value to eliminate price resistance
- Create instant action through ethical urgency
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- Things you are saying that repel your prospect
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