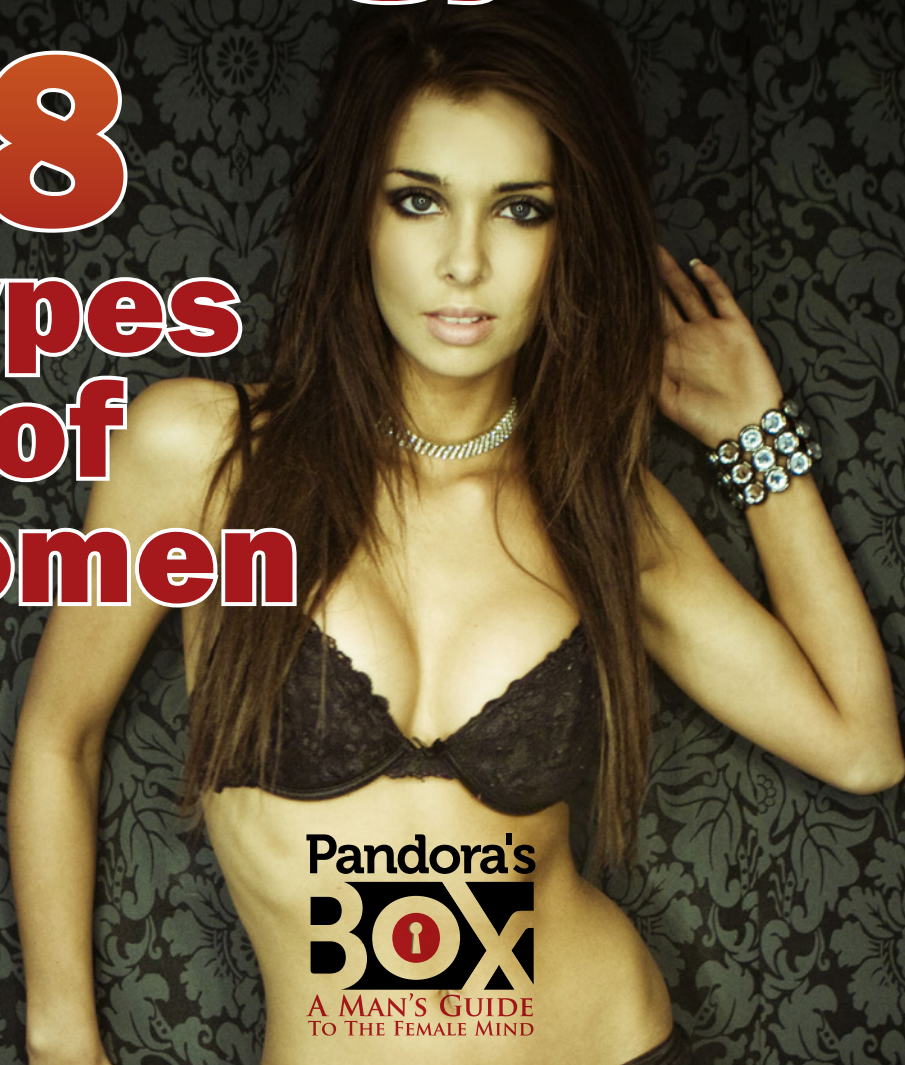


# The Ultimate Strategy Guide

For The **8**  
Types  
of  
Women



Pandora's  
**Box**  
A MAN'S GUIDE  
TO THE FEMALE MIND

**Written by**

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# The Playette (Tester – Denier – Idealist)

## Personality Profile

### Overview

The Playette is a combination of Tester, Denier, and Idealist. She is like an iceberg. There is so much beneath the surface, and it's worth exploring! The Playette is not always easy to recognize. That's kind of the point with this girl. She doesn't wear her emotions on her sleeve, and she tends to be secretive about her personal life. Typically she is modestly dressed, and looks around a lot, but is on the quiet side. She isn't shy, but is definitely more of an observer than the Social Butterfly (TJI).

The Playette protects herself for good reason. Once you get past her walls, she is sweet, soft, sexy, and exciting. She has wonderful gifts to offer, but it is these very same gifts that make her vulnerable.

Before she lets her guard down, you must walk a fine line to show her that you will not smother or pressure her, while at the same time, conveying the potential for romance and intimacy.

We start with the Playette, because she is one of the most difficult, and most common, types men encounter within the target age range of early-to-mid 20's. The challenge with this type of woman is quickly separating yourself from her many other orbiting male friends, who are in the No Sex Zone.



*Note: We don't use the common term, "friend zone," because as you will see, truly being friends with a woman is actually a catalyst for sex. The Friend Zone really means the No Sex Zone, or the "I don't want to have anything to do with you" Zone!*

This means you must get sexual fast, without putting pressure on her... but at the same time you must create the perception of potential romance. This is something bad boys do naturally, but it can be learned, and perfected, once you understand the complexities of the Playette.

## **Her Desires**

The Playette's Mr. Right is fantastical, which is why she has a hard time picking one guy to stay with, or even sleep with. But remember, what a woman fantasizes about, and what she responds to in real time, flesh and blood, are two very different things.

This woman responds to a man who does not need her more than she needs him. All the men in her life are chasing her – they are one of her options. You have the most leverage with her if she perceives herself to be **one of your options**. So she must want you more than you want her, and you must convey that you are dating other women. But how do you make her interested in the first place, when she has so many other "suitors"?

The answer lies in her ideal relationship. She wants a man to literally sweep her off her feet. Now, we have all heard that saying before, and it means different things to different women. But in the Playette's case, you must play the classic archetype of the dominant, romantic ladies man who saves her from her endless string of failed dating experiments.



She wants a man who will arouse her, seduce her, take her, tame her, and leave her wanting more.

In response she surrender into deep, naked submission. She will relax in body and mind, and allow herself to be ravished beyond her control, at your whim. This is why it is so tempting and exciting to pursue a Playette, and also why it is so challenging. The wall is hard to scale because the treasure is so enticing – men's biggest downfall with the Playette is their own impatience and anxiety.

### **How She Gets What She Wants**

The Playette is like her male version, the Player. A Player has several women on his sexual roster, and he gets something different from all of them. Likewise, a Playette has many men filling many roles. However, these roles can be simplified into two categories: Lover and Provider.

All women have two sexual mating goals. The first is to be impregnated by a man with good genes – her best genetic option. Her second goal, which manifests itself as an unconscious, primal drive – an instinct similar to a man being drawn to a woman with large breasts or wide hips – is to pair-bond with a man who has high social status and access, or control over, valuable resources.

The Playette achieves these goals using different men. While an iNvestor-type will satisfy these drives with one great catch, a Tester fills her survival needs with more than one man.



In the case of the Playette, there is an emotional boundary preventing almost all men she meets from reaching her heart. She is a Denier, meaning she puts up heavy resistance to sex because it carries a lot of emotional meaning for her. As a Tester, she “keeps it moving” so to speak, so it may be hard to develop enough rapport to the point where she feels safe letting go of her precious sexual side.

In addition, she’ll often put up soft boundaries, or tests, in order to slow down the progress of a sexual relationship, so that she can maintain her power. For example, she may accuse the man of being a player to put him on the defensive. Most guys respond by becoming docile and losing their power, thus losing their power and falling into the No-Sex Zone, or “Friend Zone,” as it’s commonly called.

In a sense she has gotten what she wanted, superficially. But she has not been sexually satisfied, just egotistically placated.

As an Idealist, The Playette has it in the back of her mind that she will one day meet her Prince Charming. In a sense, she is always looking for her Prince by being passive and leaving a social vacuum for men to take the lead. The irony is, her apparent coolness makes most men uneasy and lacking confidence. She won’t tell you what to do – she just sits back and observes what kind of man you are.



## Applied Technique (using 3-Function Analysis)

### Conversation

#### Ignition

Two things happen when you approach a Playette the wrong way. She'll either ignore you completely, or let you talk with a blank expression, until you are blue in the face and run out of things to say. First of all, she's a Tester. So she doesn't like an intense, direct approach. Use something situational – comment on the environment or something she is doing. Do this with a friendly, almost platonic energy. The thing with a Playette – she is a Denier *and* a TESTER, but is constantly in her head fantasizing about what *could be*.

The most effective way to get the Playette interested in you is to tease her. Avoid compliments unless she has earned them. Be playful, don't take her too seriously, and tease a lot. If she makes an attempt to make herself look cool or high-status, tell her she's cute.

*Note: the formula for teasing is to lightly poke fun at something she's doing, in a very warm way. This is where most guys screw up teasing. They are too harsh. On the flip side, guys who don't tease at all are seen as too nice (i.e. boring).*

#### Momentum

Playettes are used to men trying to smooth-talk them. They've heard it all before (as have most women, attractive or not). Some women like a





little sexuality and aggression. The Playette sees this type of approach as predictable and quickly classifiable – in other words, unattractive simply because it's more of the same.

To build momentum and get her really interested in you, you must appear unpredictable, and also, uninterested in her sexually.

*Note: If this sounds like every single woman you've met in nightclubs, guess what – when women get dressed up, drink a little alcohol, and go into a dance setting, they almost all turn into TDI-Playettes. The good news is, you can now approach almost any woman in a nightclub with not only confidence, but competence.*

So let's grab her attention. The key here is a concept we teach at DiCarlo Inc., called "Intrigue." All Intrigue means is that you have an opinion or observation about a woman that will excite her emotions negatively or positively.

For example, let's say she is wearing a dress almost identical to what another girl is wearing. Imply that you notice something that will probably piss her off, but don't tell her what it is. "Uh oh. You're gonna be pissed if I tell you what I just saw...but don't worry, you are the winner."

Another example: let's say you notice that she is skinny but is drinking beer and you don't know how she could keep that figure drinking Corona all night. You could simply say "I don't know about you. You must know something these other girls don't."



It doesn't have to be fancy- just get her to:

- a) focus on you because you are talking about her, and
- b) get her riled up by not telling whether your opinion/observation is flattering or otherwise.

### Connection

It's actually really easy to connect with Playettes, simply because other guys suck at it. The main mindset here is don't try to sweet talk her or get sexual. On the flip side, don't be that boring guy talking about career and goals in life. Keep it light and fun. Talk about music, fun hobbies, random adventures you've had recently.

Better yet, get her talking. She's the quiet one, which means once she's relaxed, she won't shut up. That's good news, because as I said before, her Idealist nature will take over, and her fantasies about you will seduce her. So the more you shut up, the better you look!

This means you must ask good questions. If she's talking about work, ask her *why* she likes her job, or what she would like to ideally. The core questions are "why did you do/think/say that?" and "what was that like for you?"



## Physicality

### Body Language

Testers don't like it when a man gets in their face. Keep your position hip-to-hip. Try doing physical things like playing pool, walking side by side, looking at other points of interest together, or dancing without much eye contact.

Keep this in mind when on a date with a Playette. No romantic dinners by candle light. Instead go to a sports bar, play pool, and watch the game. Better yet, have her friends come and join your friends at a social event (this could also be as simple as watching the game at a sports bar). Testers like external stimuli and have a low tolerance for romantic attention. They perceive it as pressure. Freedom and fun are what gets a Playette excited. This is what most guys like as well, so don't try to impress her with the sentimental route. Include her in your life and keep it casual.

### Touch

As a Denier, she doesn't respond well to aggressive physical advances in public. But when alone, you would do well to be persistent. You don't lose points by trying to move forward – she respects that in a man. This is important because it's crucial that you sleep with her relatively early, before you fall into the category of orbiters, shared by all the other guys in her life.

As you get to know the Playette, keep touch chivalrous, old-fashioned, and subtle. Hand-holding, gently guiding her with a light push on the



lower back, and light brushes against her arms and back excite her plenty. If she gets too excited, guess what? The DENIER WALL goes up.

The dead giveaway of a Denier ironically occurs well into the interaction. I'm talking about the first kiss. Here's the giveaway. You move in toward her lips, and she turns away slightly. She doesn't run, slap you, or push you away. She just turns her head. This doesn't mean "give up." It means, "try again, I need you to persist because I'm scared."

*Note: A justifier won't turn her head. If a justifier doesn't want to kiss you, she'll laugh, push you away, or pull back and look at you like you are crazy. If she wants to kiss you, she will; she may even initiate it.*

Once you kiss a Denier, the flood gates will open *if you are a good kisser*. If not, she will put up heavy resistance, whereas a Justifier may just go with it and try other things.

You may get all kinds of verbal resistance with the Playette, but pay attention to her body. She will show you, with her hips, her sighs, and her overall energy, that she wants more. Be attentive, patient, and treat her body as if it's sacred.

## Sex

The first few sexual encounters with a Playette are crucial for getting past her emotional walls. Don't be rough or kinky until later (it's crucial that you push her limits as the relationship progresses). At the start, go slow, and check with her to make sure she is comfortable, and that whatever you are doing to her feels good.

After a couple bouts of sex, take note of her comfort level. When you see that she has accommodated to sex with you *emotionally*, take things a step further on the “kink scale.” There are three reasons for this. First, it’s fun! Second, the more open and adventurous she is with you sexually, the more connected she will feel, as sex and emotion are intertwined with a denier. Third, it’s likely that she wants to have wilder sex, but is too timid to initiate it herself.

From our experience, it is the Deniers that have the most extreme fantasies. They protect themselves from men partially because they are protecting themselves from something (someone) that will make them lose control.



## The Social Butterfly (Tester – Justifier – Idealist)

### Personality Profile

#### Overview

We all know about “the party girl.” She’s the pretty, energetic girl that talks to everyone, including you, and then leaves you wanting more. Was she flirting with you, or is she just like that with everyone? Guess what – every other guy in the room is thinking the same thing.

Guess what else...she knows it.

The Social Butterfly is a combination of Tester, Justifier, and Idealist. Her behavior likens her to her namesake. She is like a butterfly – beautiful, enticing, and hard to catch – unless you know what you are doing.

As with all Testers, if you must separate yourself from the countless other guys chasing her. But the Social Butterfly is different from the Playette in her Justifier mindset. She embraces an aggressive approach, as long as she doesn’t get the feeling that sex with *her* is a trophy for *you*.

If you can keep a casual, fun, pressure-free interaction going, sex is an almost certain outcome once you are alone with the Butterfly. But if she senses that she is a conquest, and that you have any sexual neediness in your attitude, she will flutter away.



## Her Desires

The biggest challenge men face with a Butterfly is that she likes to be the chaser. She wants to be the one who chooses, and chases, the man. The irony is that she ends up chasing the guy that either, a) doesn't want her, or b) wasn't the "strong silent type" but was actually an insecure, immature guy that simply didn't know what to say.

A Butterfly has such a strong need to attain the unattainable guy that she often tricks herself into thinking that a guy is much more interesting than he turns out to be. We can't control this irrational pattern, but we can become aware of it and leverage it. More on that later. Suffice to say, the butterfly is most attracted to what she can't have.

When in a sexual relationship with a man, a Social Butterfly is a horny devil. She wants it everywhere, all the time. It's not so much that she's always horny – it's the thrill of novelty that *gets her horny*. She heats up fast, and cools fast. Her attention span is short because she loves to be excited, and nothing's more exciting than novelty and risk. Take advantage of her impulsive nature, or be left in the dust.

When a Social Butterfly finds a guy she likes, it doesn't last long. Or she gets married. This woman is impulsive. But nonetheless, she is a woman, and has feminine drives to contribute and nurture. As long as you have a strong Vision (a concept we discuss in-depth in the Attraction Code and Dominant Sexual Power), and you are Self-Controlled (i.e. dominant and not looking for permission or guidance on even the subtlest level from those around you), she will always be drawn to you.

Sometimes letting something beautiful go is the best way to make sure it comes back to you.



## How She Gets What She Wants

The Social Butterfly is more likely to sleep with a guy just because he's hot. However, "hot" can mean many different things: well-dressed, confident, nice smile, in charge of other men, nice abs, etc. This girl gets different things from different men, and loves the newness of the stimuli. She likes to try different men for their kissing styles, cock sizes, fashion and music styles, you name it.

The one thing she does not like is pressure and over-emphasis on sentiment. She loves romance, but doesn't like navel-gazing and "deep conversations." In a sense, she's more down to earth, as she realizes that you won't uncover life's secrets with a near-stranger on your first date.

Be a guy she chases and feels is *almost out of her reach*. We'll show you how in the next section.

As a Justifier, the Butterfly is sexually experienced. Fucking is nothing new to her. But a new position, or adding an element of psychological dominance via roleplaying are probably as-yet unrealized in her sex life. Even if she has done kinkier stuff than what you do with her, you at least won't fall into the boring category. It's likely that she might initiate you to something new. If that's the case, go with it, or, again, get left in the dust.

A true Butterfly is likely in college or relatively young, and not ready for a career or marriage. That's good news for you. But if she commits to a guy, he better keep her interest. Otherwise, she will cheat, and dump the guy soon after. This is a woman that men end up chasing, and in doing so, push her further away. Clearly you can see that separating yourself from all the other needy, submissive, boring guys is crucial to catching a Butterfly.



## Applied Technique (using 3-Function Analysis)

### Conversation

#### Ignition

You can approach a Butterfly in any way you choose. It's all fun to her. Just don't be timid. The key with her is, without any better way to describe it in writing, **100 percent commitment and exposure**. For example, if you are in a bar you can say a toast and clink her glass. Or you can compliment her hair. BUT, do not try to be smooth or sexual at first. Be happy, energetic, and do it (whatever it is) *all the way*. This is the most powerful way to convey dominance - essentially a lack of timidity - and is fundamental to attracting a Social Butterfly.

Here are some tips for grabbing a Butterfly's attention when approaching:

- Be loud
- Stand tall, and position yourself in same proximity as if you already know her
- Smile and look her in the eye when YOU are talking
- Use fun, dominant touch - when you hug her, lift her up slightly.



And here are some examples of what to say to break the ice:

- You spot her tatoo: “Whoa – nice ink. What’s the story with that?”
- She’s wearing a senior Frog T-Shirt: “Hold on – I was in Cancun last year too. Why didn’t I see you?”
- Playing cornhole in front of her apartment: “Nice hole. My squad could take you guys – loser buys shots at McGees Pub tonight.”

### Momentum

It’s not hard to get a Butterfly’s attention. It’s keeping it that’s the challenge. Your best bet is to find out what her interests are. It may sound obvious, but most guys screw this up by asking interview-style questions. Pay attention to her – she wears her life on her sleeve. She likely will wear, talk about, or do, something that is interesting to her. Comment on it and relate to it.

She’s a tester, so tease her immediately. Even more than the Playette, the Social Butterfly responds very powerfully to being teased. Just make sure you can take what you dish out because this woman loves to banter. Stay on your toes, and stay focused on lightly pointing out her silly quirks and mistakes. And, as always, back it up with warmth – that’s what makes teasing work. Otherwise you’ll just come off as mean and socially incompetent.

She may float away to talk to other people, but that’s her nature. Don’t take it as a rejection. She will remember you. Bump into her again and continue where you left off – but don’t just start talking or asking her



questions. Try something random, light, and fun – give her a high five or say, “Oh jeez – you again. What’s up lady?” with a big smile on your face.

### Connection

It may seem counter-intuitive, but with a Tester, especially a Tester-Justifier, finding one deep topic and exploring it can have a profound effect. But keep this as a contrast, an exemption to the rule: keep the conversation light, positive, and rhythmic (no awkward silences).

Testers usually have one or two passionate interests that they keep to themselves. If you can uncover it, you have separated yourself from the other guys orbiting her vagina. And that’s what it really comes down to with Testers – be the guy she chases, not the guy chasing her.

*Note: with an iNvestor, it’s the opposite – discussing a wide variety of topics is effective because of the meaning behind the nature of that conversation: “we are so connected that we can talk about anything and not worry about sticking to superficial commonalities”).*

So how to use her interests to make her chase you? It’s not a matter of her clinging to your pant leg. The real manifestation of her chasing you is, for example, her telling you things she normally doesn’t reveal, and you, in-turn, offering her more attention and time. You MUST convey that your sexual interest is a reward.

The strongest power-play with this girl is to connect deeply on one or two topics, while Threading (a skill we teach in our Bootcamps), be bold physically and sleep with her as soon as logistics allow. If you are alone with her, use that as a window to get physical. If you miss this



window, she'll quickly move on. After sex, don't cuddle or make long-term plans. Don't try to be her new boyfriend – that's what every other guy does and it's boring. Keep it casual on you end, and she will be wondering why the hell you don't want her!

## **Physicality**

### Body Language

Testers don't like sensual touching right away, nor do they like a lot of strong eye contact or close proximity, unless it's for an external purpose (e.g. playing darts or window shopping).

They do like smiles, however. An upbeat, playful energy keeps things fun and exciting. Don't get serious and cerebral with a Social Butterfly. Instead, try to stay in the moment, focus on your environment, and comment on the funny or unexpected in your surroundings.

She won't mind if you get close as long as there is a reason, and you don't try to lock eyes in a flirty way. She will initiate that. When she does, don't shy away.

### Touch

Manhandle this woman. You can get away with so much as long as you are in a good mood and have a playful energy. If you are dancing, guide her body, spin her, etc. If you're standing in a crowded area, throw her over your shoulder with one arm and walk to a less crowded spot. Set



her down gently and continue the conversation as normal.

Don't try to seduce her by touching her hair, neck, or face. Generally, focus on moving her entire body via hand on her back, legs, or by taking her arm in yours. Hand-holding is too romantic and intimate at first.

Fun, big movements are exciting to her. Pick her up, guide her body around, and definitely dance with her if you have the opportunity. This girl loves to dance so she can get out of her head, and move around. A good dancer scores huge points for this party girl.

### Sex

The key sexually is to push the limits. Do NOT be another one of her conquests. Be very dominant – pull her hair, choke her a little (simply putting your hands around her neck is enough to create the right effect), spank her, etc. Combine gentle, rhythmic thrusting, with hard, deep pounding, and be sure to talk dirty. Tell her how sexy she is, how you love how naughty she is for you...tell her she's a bad girl while spanking her, etc.

If you push her limits sexually, and create a dynamic of sexual dominance, to her submission, she will see you as a valuable, an intriguing man to chase and win over. You are a challenge to her.

Your challenge is to keep it that way. New stimuli, positive energy, and sexual dominance are the keys to keeping a Social Butterfly interested.



# The Hopeful Romantic (iNvestor – Denier – Idealist)

## Personality Profile

### Overview

The Hopeful Romantic is somewhat old-fashioned. She daydreams about the perfect man coming into her life, romantic escapades, and has long-term hopes with the men she gets involved with.

For the Hopeful Romantic, the potential of a long-term relationship is the foundation upon which everything else lays. It's not that she needs a boyfriend or husband – those are simply socially construed titles. You must go deeper and hit her at her core to satisfy her emotional and sexual needs.

Men often run into trouble with a Romantic by coming off as insincere or “player-ish.” It's OK to be seeing other women when you meet a Hopeful Romantic, but if you try to lie or cover it up, she will lose all hope of a future with you, because to her, relationships – whether platonic, romantic, or somewhere in between – are founded in honesty.

However, it may seem daunting to tell such a sentimental and feminine woman that you are a free bird and intend to stay that way. This will take some tact...



## Her Desires

The Hopeful Romantic *thinks* she wants a man who will be patient, gentle, and sweet, and indeed she may respond to that. But more often than not, you will find this type of woman with a bad boy – a biker, thug, or a generally tough dude rough around the edges. The reason for this is that she needs emotional strength above all else.

Her extreme sentimentality and emotional sensitivity requires a counterbalance – a man who doesn't get upset easily, keeps his cool, and takes the offensive in confrontation. But, any man that expects to keep her around must keep at least a small sense of empathy – enough to understand her moods so that he can comfort and reassure her. He knows that the kind of reassurance she needs is not in sweet words, but in physical actions.

The Hopeful Romantic wants a man to save. She is attracted to the mysterious, unattainable, unreachable, angry, depressed, artistic and out of bounds. She wants to bring a hard man in from the cold. She wants to warm his heart with his love. But remember – it's the challenge itself that is attractive. As your horniness doesn't go away, nor does her hunger for a man to conquer. Once you have been subdued and domesticated, she will search for a new challenge.

If you can stay a challenge, just a bit out of reach, a bit outside of her feminine influence, she will be an extremely docile, warm haven of sexual embrace and emotional support.



## How She Gets What She Wants

The Hopeful Romantic woman is an iNvestor, so she looks for sexual gratification and emotional fulfillment from one man, not several. When she meets a guy who catches her interest, she immediately begins to size him up as a long-term partner.

If she gets the indication that he doesn't have the capacity to bond with her, she will move on. But here's where it gets tricky. A man who is moody, or wild, or living on the edge actually indicates the potential for rapport because he is emotional, AND he is not trying to pursue her to get sex.

*Note: When a woman feels a man is pursuing her simply for sex, she immediately perceives all he does as dishonest and manipulative (even if he's being genuine).*

When it comes to sex itself, a Romantic will play a passive role. But when she is aroused and is taken, she responds powerfully. To her, she has drawn the man to her, and won his desire with her warmth and love.

Her challenge is coping with her very domestic, familial nature – her need to nurture and tend to her children and loved ones – and the pressures of society to achieve status and achieve material luxury. Think about the combination of a Denier with an Idealist. The Denier will only let her guard down once she thinks she is with a man who will take care of her, and love her (if not now, eventually).

But as always, once you get needy and appear submissive and weak, she will lose attraction and motivation to even give any of those long-term hopes a chance.





## Applied Technique (using 3-Function Analysis)

### Conversation

#### Ignition

As always, with iNvestors, it pays to be direct. Here's why: she either has a man, or wants one. If it's the former, there's a good chance he's not satisfying her sexually or emotionally. If it's the latter, well – there you go. So if you can pick out an iNvestor (a skill I've acquired in the past couple years), you know what to do to get a 75% positive reaction rate. Unless you somehow screw it up or catch her at the wrong time of the month.

“Direct” doesn't always mean telling her explicitly that you are attracted to her. It can be conveyed through the eyes and body. Eye contact is best taught in live training programs. It creates sexual tension without the need for any specific wordplay, but takes a lot of calibration. A good rule of thumb is to act like her eyes and your eyes are magnets – hold eye contact a beat longer than normal, but don't try to stare her down.

It is your focused interest that will capture her focused interest. With an iNvestor, success and failure depend on you. She is ready – but will shut down if you shut down first. By shutting down I mean getting acting through a persona (a social mask you hide behind when nervous, e.g. being overly macho, or pretending to be super laid back to the point of “not caring,” etc), or getting negative as a crutch for a lack of things to say.



## Momentum

Create a dynamic of “you and her vs. the world” as soon as possible. This is easier than it sounds – find common ground, and then make a joke about the rest of the world/people being different (and having implicitly lower social status).

Keep your energy mellow and dominant, meaning you don’t get too excited or annoyed – your emotions are stable and you are unaffected as a whole. It also pays to call her out on something dorky she is doing or wearing, but make sure your energy is super warm and positive – that’s the only way to make such risky behavior work consistently.

Roleplaying and talking about doing things together in the future is the best way to motivate her to get to know you. She is an iNvestor, so she thinks long term. She is an Idealist, so her worldview is based on romance and fantasy. And as a Denier, she sees sex as a big commitment – not casual fun. So convey that you are interested in getting to know her, and that you are a guy who will be around for her.

*Note: never say this explicitly. She won’t believe you. Always imply this by using the Us-frame – whatever the topic is, talk about it in terms of you and her, **together**, experiencing things now or in the future.*

## Connection

The way to create a connection with a hopeful romantic is to indicate that you have the romantic capacity in you, and that you have had your heart broken by a GIRL (not a woman) who didn’t appreciate or recognize you. And now you are a wounded heart that needs to be healed.



This approach can easily stray into games and manipulation, which we don't advocate. However, it wouldn't be right to not mention how ridiculously easy it is to elicit strong feelings in this type of woman by simply letting go of all attempts to impress or influence others.

Don't be afraid to pause and simply relax together, even in a crowded bar. Comfortable silences are probably the best way to create a spark with the Hopeful Romantic.

## **Physicality**

### Body Language

You initial body language makes a big difference in how an iNvestor-type sizes you up. Don't come off like a party-boy. Don't be the drunk, loud club guy. Sincerity and authenticity trump excitement and social dominance with iNvestors.

Having said that, I should clarify the difference between sincerity and pressure. No woman likes a man to get in her face and be too intense at first. Relax your body and face, respect her personal space, and use eye contact to show her you are focused on her. This will intrigue her. More than other types, this woman will look past any fashion mistakes you commit because she is looking hard at your personality and energy – she is trying to figure out what you will be like in the long-run.



## Touch

Let's look at a Hopeful Romantic's 3 Personality Factors: she is more interested in connection and authenticity rather than excitement and novelty (N). She places a high value on sex and doesn't like to rush into intimacy (D). She has romantic ideals and wants to be swept away in courtship.

This combination can create a tricky dynamic. In order to sweep her off her feet, you must incorporate a good amount of touch – you must protect and lead her. However, don't go too far and come off “touchy-feely” as this will signal to her that you just want to get laid. And, as will all deniers, you have the most leverage if you can sleep with her quickly, so touching is crucial.

Use a lot of protective touching – move her out of the way, pick lint off her shirt, brush her hair from her face, and hold her hand when crossing the street. Keep it light, short, but attentive. Being attentive to her body and conveying that you care about her safety conveys that you aren't just there to “hit and run.” You are a guy that will last and be a part of her life, because you truly care.

## Sex

The key factor to keep in mind with a Hopeful Romantic is she is a Denier. Leading up to sex, go slow, be patient, and don't try to pressure her. Sex will come and when it does it will be really passionate and sensual. The first few times you make love with a Denier, do just that – make love.



Include long bouts of kissing, caressing, and holding her. Draw out the foreplay, and definitely cuddle afterwards. No rough stuff at first. Missionary or her on top is best – this way you can look into each other's eyes, kiss, and she'll feel close to you. That's what she needs when it comes to sex.



# The Cinderella (iNvestor – Justifier – Idealist)

## Personality Profile

### Overview

What's interesting about the Cinderella type is that she is likely exceptionally beautiful and dresses in a way that is sexy, revealing, but always classy and mature. She is a head-turner, and she knows what she is doing. She wants to be as attractive as possible so she can snag a great catch of a man.

If she does not have a man, she is looking for one. The irony is that often the Cinderella is single. Adding another layer of irony is that most guys assume she has a boyfriend because of her good looks, sexual-yet-classy style, and extreme feminine energy.

But the Cinderella is often the victim of repeated heartbreak. She wears her heart on her sleeve and lives in a world of hopes and ideals. She doesn't put up any walls to sleeping with a man if she likes him. To her, it makes perfect sense to sleep with a man if she is secure that he's not going to run off. She is very passionate and heats up fast. Often this passion gets her into trouble, because she is prone to sweet talk and will let her emotions cloud her need to sort and pick the best man for the long run.

If you can demonstrate that you have long-term potential, and you know how to arouse a woman sexually, you will do well with Cinderella. If you are timid sexually, or you appear dishonest about liking her as a person first, she will cut her losses fast.



The Cinderella needs passion and hope for the future.

### **Her Desires**

The Cinderella is looking for a combination of strength and sensitivity in a man. She is less concerned with an exciting lifestyle or social dominance. She responds powerfully to the strong silent type. She won't take it for granted when you reveal your hopes, fears, dreams and insecurities. Just don't get more emotional or insecure than she is. She needs to feel a deeper strength underneath your vulnerabilities.

As an iNvestor, she is looking for something long-term. This doesn't mean she can't be a casual sex-buddy. In fact, if you can perpetually create the perception that your friendship could bud into something more serious, she will have no problem sleeping with you without getting clingy.

She is a great girlfriend because she loves to have sex. She is extremely sexual and will almost always be up for it. Your biggest challenge is in conveying that you aren't with her *just for sex*. That will be a major reason for why you like her so much, but you must must must convey that your primary reason for being with her is how feminine she is, and how connected you feel to her.



## **How She Gets What She Wants**

Her strategy for finding a guy changes depending on the time of the month, and what she's going through in her life at that time. She is either sitting at home on Saturday night, or she is that girl in the club that every guy is looking at but is scared to talk to.

When she is in a proactive mood, she will dress sexy and attract as many bees to her honeypot as she can. She will then weed through and try to find the guy that has the most boyfriend-potential. She is looking for chemistry and a genuine interest in who she is as a person.

To the Cinderella, sex is like the conversation that keeps the relationship going. It's not a big deal – it's natural, fun, and feels good. But it has to be with the right guy – not someone who's going to treat her like a conquest and move on to the next woman. She can only let go with a guy she feels will stick around.

The Cinderella has an old-fashioned perspective on gender roles. She expects the man to pay for dates, at least at first, and she imagines herself being a homemaker when she finds the right man to settle down with. She is less concerned with status and achievement. She is a nurturer, and contributes to her loved ones through emotional support and love.





## **Applied Technique (using 3-Function Analysis)**

### **Conversation**

#### Ignition

The best way to approach the Cinderella type is to be direct, honest, even self-effacing. I have a personal bias for this type, and I have great success simply telling her that she is so cute I can't even think straight when I look at her. Any variation on this – where you are being honest and direct, but not cocky or aggressive – is just the right mix to capture her attention.

A genuine compliment works great, but a generic “you look hot” is too generic. Don't come off “player-ish.” Make her think you picked her specifically out of the crowd.

#### Momentum

Immediately after breaking the ice, ask her questions about her life, and relate with your own experiences. Keep a nice balance of give and take, and keep your focus on how she thinks and feels about the topic. Don't get caught in logical facts – her Idealist side gets bored with that. Focus on what makes her tick, and show her what makes you tick. This appeals to her iNvestor strategy of finding a guy that wants to get to know her over the long-term.



### Connection

This woman gets turned on by talking about sex, and loves a man who can match her in passion. She embraces a guy who knows how to turn her on mentally, before she gets physical. To really engage this woman, you must incorporate an element of sexuality in your conversation. Obviously it's good to do this within a couple minutes.

Use innuendo to create sexual tension. Ask her to tell you one of her secret spots where she likes to be kissed. Ask her if she likes to have her hair grabbed. Tell her you like how smooth her skin is and how you like touching her. When you ask her about her hobbies and interests, phrase it this way: "so what *excites you*? What are you *passionate about*?"

## **Physicality**

### Body Language

Strong eye contact is important, but don't invade her personal space initially. When you get the sense that she is interested, close the space and create a bubble around the two of you with your focus.

A great way to do excite her is by tracing her neckline with your eyes – look at all the little spots you want to kiss her along her shoulders and neck. Do this as she talks, and then always return to her eyes.



## Touch

Light touching on her arm or lower back is a good move at the beginning. Let her know you are sexual, sensual, and know how to touch a woman. This is very attractive and arousing.

As the interaction progresses, be really sensual. Trace your fingertips on the insides of arm. Stroke her hair. Hold her hands gently while you stand face to face and look into her eyes.

If you are dancing, move slow – at half-speed. Make her feel like you and she are in a different world than everyone else.

## Sex

Sexually, it's good to get a little wild at first. She is sexually experienced, so you must separate yourself and not be boring. Get a little kinky, especially with foreplay. Give her great oral, and explore every detail of her body.

Start with missionary, but then switch to doggystyle. Pull her hair and spank her, lightly at first. Don't get too crazy with the dirty talk. Tell her she's sexy and she drives you crazy. Tell her you can't get enough of her.

Keep the sex passionate – full of lust, variety, and make her feel submissive. You must take control and show her how much she turns you on. As long as there is an underlying appreciation for her, you can get really wild and kinky.

When she pushes her limits and tries new things with you, she feels closer to you, because it is an adventure you are going through together.



## The Private Dancer (Tester – Denier – Realist)

### Personality Profile

#### Overview

Just like the other Tester-Denier type, the Private Dancer has two sides to her personality. There's the mysterious-yet-innocent exterior. And there's the passionate and sensitive woman inside. Only a select few get to see this hidden part of her.

She keeps herself protected because she is a giver. When a man is special to her, she gives him her all to contribute to his life and keep him happy. She needs to play this role to feel fulfilled in a relationship. And this is why she has to be very selective with who she gets intimate with. She doesn't want to give her gifts to a guy who doesn't deserve them.

Now it may seem that this woman is more of an iNvestor, given the above description. In fact, she is such an extreme iNvestor that she has to be a Tester to protect herself. Some Testers are so, because they are running from their own emotions. In this case, the Private Dancer is, consciously or subconsciously, scared of her tendency to get extremely attached to a man once she lets her guard down. So for now, she's testing the waters, dabbling in different men.

If you become intimate with a Dancer, you will find that she is extremely giving sexually. It's her nature to help and contribute. If your relationship hasn't become serious yet, she will still need to give. She will also jump at the chance to cook for you, help you pick out clothes, or whatever she can do to help out. This is her Realist nature – to nurture in concrete ways.



This also means that she is practical-minded, and keeps a lid on her emotions most of the time. She is not overly sentimental. She also expects you to reciprocate that care she gives to you, so don't take her for granted. She may seem cool and aloof, and this can frustrate a guy who falls for her and wants something more serious and long-term. But if not, she's a great casual lover and friend.

### **Her Desires**

As a Tester, this woman is uncomfortable with too intensity and romance at first. She would prefer to keep the conversation on situational topics rather than getting too personal. She also needs a guy who is persistent but not too sexual or aggressive. Sexual tension makes her uneasy as she represses that side of herself throughout the day. Again this is a self-protective mechanism – there's definitely a wild side to this woman.

She is extremely horny, but doesn't show it. Often this is due to a lack of sexual confidence. It's not that she doesn't know what she's doing – it's that she doesn't see herself as a sexual person. If you can be the guy to build her confidence and sexual identity, she will be an extremely *skilled* lover. She will learn how to do that special thing with her hips, or the crazy tongue move, that drives you over the edge.

As a Denier, her ability to please you with such skill makes her feel closer to you – only she knows what you like – hence the name “Private Dancer.”

Outside of the bedroom (or wherever you happen to be having sex), she will play a very nurturing role. She may seem cool and lacking in passion but that's not the case. She thinks in practical terms. If you try to push up behind her while she is cooking, she might shoo you away so she can finish making dinner. You see, if she let herself get carried away, dinner



would be ruined and then you would starve! So let her cook, and take care of you, and then after dinner she'll show you a new trick she learned to make you hard as a rock.

### **How She Gets What She Wants**

The Private Dancer usually has a lot of guy friends, because she can relate to the masculine way of thinking. She hates drama and thinks most women are catty. Because of this, she meets a lot of men, and has a lot of guys chasing her. There is something about her mysterious personality that draws men in. And the fact that she can watch football and not ask stupid questions makes her a great friend. If she's hot, men see her as having the best of both worlds.

Although not a prude, she doesn't get too excited about sexual talk, and may even get turned off if you try to make sexual innuendos or ask her about her sex life. This is the part she keeps bottled up until the right guy can push through her walls and open her up. This requires that you keep an even keel, don't come off as sexually pushy, and show her that the two of you can do things together outside of the bedroom.

She is independent and career-oriented, at least until she is ready to start a family (usually in her mid-to-late 30's). She has her own life and hobbies. But she loves to do contribute to yours, as long as she feels appreciated. Never take this woman for granted, because she likely has many other options. If she is pretty, she has many other guys vying for her attention. The only problem is they are all trying to suck up to her, take her out to dinner, spoil her. She doesn't want this. That's her job – to spoil her man. If a man doesn't let her do this, she will be unsatisfied. If you can wrap your mind around that, you will be successful with the Private Dancer.



## Applied Technique (using 3-Function Analysis)

### Conversation

#### Ignition

The best way to approach a Tester, as mentioned earlier, is to make a comment on something in the environment. If you give her a compliment, make sure it's something unrelated to her body. Whereas you can tell an iNvestor you love how her dress fits around her curves, a Tester would be very uncomfortable hearing this. Especially a TDR – she doesn't see herself as a sexual person *in-general* – only with that one special guy.

Non-sexual compliments are fine, however. If she has a cool shirt, for example, just tell her “I like your style” and give her a high-five.

In contrast to Idealists, she doesn't not need to be teased to feel interested in you. The Dancer is not about chasing as much as succeeding together. If you can do something together as a team, this will separate you from the other guys chasing her around. Try inviting her to play pool on the same team (versus another couple), or having her grab the bartenders attention, and in exchange you buy a round for the both of you (make sure she buys the next round – don't be that guy buying her drinks – remember that's not what she wants).

#### Momentum

The Private Dancer is cool with talking about anything. She is like one of your guy friends – any random topic is valid. Just don't get too



psychological. Some women love to explore the way people think. To a realist, concrete subjects are more interesting – travel, work, school, sports, her dog, etc.

The main way to build momentum with the Dancer is to NOT say or do anything sexual. This helps her feel at ease. Most guys screw this up. She'll actually respect you more if you can treat her like a person first – a teammate and partner.

So to summarize – interact, keep things upbeat and in-motion, do something physical if possible, and *cut out all sexual intent*.

### Connection

The Private Dancer responds powerfully to the Us-frame. Create the dynamic where you and she are a team, and whatever you are doing, be successful at it. Roleplaying isn't as effect because it's fantasy. Actually DOING something where you and she are working together is much more powerful – remember, she's a Realist.

Also, having a couple “episodes” will give her the sense that you and she have been through a lot. Whereas an iNvestor wants depth, a Tester wants breadth. Another way to think about this: an iNvestor would love to sit on a quiet couch, sip her apple-tini, while the two of you share your deepest passions.

A tester wants to get up and do something concrete and physical WITH you. And she probably drinks beer.





## Physicality

### Body Language

You can probably see a trend with the Private Dancer: physical, non-sexual teamwork.

This means you must carry yourself assertively. But this can be counter-intuitive. A good leader knows when to delegate. Often times the best way to lead and be dominant with a Private Dancer is to give her a job to do. Asking for compliance right away is a great way to open.

But this requires you do so in a congruent, confident way. Be loud, stand up straight, and talk like you expect people to listen. When you ask her to do something, look her in the eyes. Don't be bossy – act like you are making the call for the sake of the “team.”

### Touch

As with all Deniers, aggressive, sexual touching is not advised. But, as a Tester, she does need an element of physicality to keep stimulated (you do not want a Tester to get bored!)

High fives are great. Very light touches on her back to guide her around, or any sort of protective touching, are great. For example a group of people are walking past her, gently pull her close so she doesn't get bumped.

Dancing is good too, as long as you don't push your boner into her back. Keep a little space and spin her around. This makes her feel beautiful and boost her sexual confidence in a seemingly non-sexual way.



## Sex

It's important that you sleep with this woman relatively fast. In contrast to an iNvestor, the more time you spend NOT fucking this woman, the more likely you will be to fall into the Dead Zone (i.e. the No-Sex Zone). (Remember that with an iNvestor, the more time you spend with her, the more sexual she will be with you because she isn't investing in other guys at that time.)

The challenge here is to proceed without being aggressive or overtly sexual. The absolute best way to navigate this is by having her escalate on you.

Ask her to scratch an itch on your back. Have her show you how hard she can punch you in the shoulder. Challenge her to thumb wars. If she has nails, have her scratch your back. When you are relaxing alone together, transition that scratching to your chest. Stretch out and rest your head in her lap so she can run her hands through your hair.

The first time you go in for the kiss, she will probably turn away slightly. Be patient, but don't give up. Keep your face close and follow to where her lips are. Go slow and convey that you won't give up. At that point she will let her guard down. Keep coaching her to touch you. Remember, it's absolutely crucial that you build her confidence as a sexual pleasure-giver. Start easy, and escalate. A good way to take things to the next level is to have her stroke your dick – first over your jeans, then skin to skin.

Always reassure her, and let her know that she is doing a good job. Then it is your turn. Kiss her neck and back to find her spots. But remember – don't be the aggressor. Keep it 50-50, and instead of trying to move forward on her, coach her to do so on *you*.



## The Seductress (Tester – Justifier – Realist)

### Personality Profile

#### Overview

The Seductress is a Tester, Justifier, Realist. This combination makes her a very confident, sexual, independent woman. She is a Diva – not in the dramatic sense (she is very level-headed) – but in the sense that she is strong, sexy, and has a presence that intimidates a lot of men. That's good news for any guy reading this, as you can move forward confidently. Simply understanding her and knowing how to handle her is massively attractive, as she sees most men as weak and insecure. This is very frustrating to her, as she is very horny, but also very career-focused. She doesn't have time to coddle egos. In sense, her attitude screens out the weak.

If you can keep your cool, not get emotionally needy, and take care of her needs sexually, she will be a wild woman – one of the all-time greats in your little black book.

BUT, if you get upset when she is too busy to see you, or you appear nervous when talking with her, she will move on. She is not the kind of woman you can win back. Once she spots weakness, she is gone, and will never see you the same way again.

This doesn't mean she is cold-hearted. She just needs a man. You don't have to be super confident, or a stud in bed. You just have to keep your cool, and be giving in bed. If you are inexperienced, this woman would love to teach you how to please her.



When we talk about strength, we don't mean acting macho or acting like you have no flaws. That behavior stems from insecurity and she can spot it a mile away. It actually conveys more strength – self-assuredness, really – to admit your flaws, and be comfortable with them. It's sexier to approach her as a new experience – don't bring your list of moves to the bedroom. Explore her and find out what specifically drives her crazy.

## **Her Desires**

Notice that most of this relationship is about sex. That's because she doesn't have time for much else. She probably isn't looking for anything serious and thinks dating is silly. She wants a man who is her friend, her homeboy, respects her time, admires her intelligence and talent, and fucks her when she needs it. Not a bad job description...

Ironically, this is the best way to end up in a serious relationship with her. And the relationship terms will be optimal if you are a guy who is on his own path and has career and life goals. She won't demand a lot of your time. Mutual respect for each other's goals is the foundation for a long-term relationship.

She wants the ongoing experience of seducing you. She feels powerful when she can use her beauty, energy, and skill to turn you on. She likes to perpetually chase, but not in a schoolgirl way. Seducing a man is how she gets her power fix. Throughout the week, she will need an ego boost, and will need to feel sexy. She gets high knowing that a man is hungry for her, not because he is just horny, but because of something *she did to excite him*. WE have some some great techniques to get her in that state.



## How She Gets What She Wants

The Seductress is surrounded by horny guys. She is sexy and confident, and men are handing their balls over left and right (pun intended). This is boring. She enjoys the attention to a degree – it's better to be wanted than unwanted. But she is looking for a guy that is a challenge.

The degree of chasing here is different from the Playette and the Social Butterfly. You don't have to tease her. You don't have to play any games. By staying calm and talking to her like a normal person (no lines, smooth talk, or buying drinks), you look like a challenge simply by contrast (to all the other clowns chasing her). Typically she will show interest in you at this point. She has no problem taking the lead when she wants something (you).

The Seductress has no problem with sex. Her confidence in her ability to seduce and satisfy a man eliminates any fear of appearing easy or slutty. She's not a slut, she's a *Seductress*. A slut sleeps with men for attention. She sleeps with men because she enjoys it. A slut gets used. A *Seductress* uses men! As Charlie Sheen would say, that's hot.

The Seductress may at some point want a family, but she knows that in this day and age, a woman can't rely on men to support them. She believes in being independent and paying her own bills. She is likely not going to be satisfied staying home until after she's had kids. However, as with all women, she has the need to nurture her man in order to strengthen the bond. She does this by helping in practical ways (Realist). She can help you make professional connections to get your business off the ground. She likely knows a lot of people and has a good amount of influence in her field.

Let her help you, challenge her to seduce you, never lose your cool, and respect her.



## Applied Technique (using 3-Function Analysis)

### Conversation

#### Ignition

An aggressive approach won't work. But a confident approach will. Remember what I said about confidence. She has seen it all, and she knows the difference between a macho act and real emotional stability. She knows the difference between cockiness and self-assuredness.

This means you should be very down to earth and casual in your approach. She'll wonder why you aren't fawning over her like every other guy. My favorite way to approach this type of women is to give her a genuine compliment, but in a way that says I'm used to beauty and it's not a big deal.

For example, try locking eyes and telling her in a non-chalant tone, "you look nice tonight." Hold eye contact for one more beat, and look away.

*Nice? NICE? I'm just NICE? Who is this guy?*

#### Momentum

Like I said, it's easy to garner the interest of the Seductress for two reasons. First, she loves to chase, to seduce – it's how she gets her power fix. Second, every other guy is groveling to get in her pants. So it's simply a matter of not doing that. She will naturally want to conquer you.



She interprets a man's dominance by how comfortable he is making fun of himself (and her, but to lesser degree). Talk openly about your goals, failures, interests, and silly childhood memories, and your most recent embarrassing moment. And ask about hers as well. Keep the topic on passions, goals, and the mistakes that make us human.

One other thing – and this takes some experience to cultivate – pull your attention away at key moments. Get the sense of when the average guy (the old you) would try to make a move or try to say something smooth and seductive, and instead, look away and relax your body. More on this later.

### Connection

The absolute best topic to talk about with the Seductress is sex. And this is where you show your true colors. Where the average guy will get overly excited about discussing sex with such a, well, sexy woman, you keep your cool. She is always, ahem, sizing you up. There are some things she's looking for.

She wants to make sure you're packing a good tool for the job. You don't have to be a pornstar, average, or even less-than average is fine, as long as you know how to use it. She interprets boasting and cockiness as overcompensation. But if you can laugh at yourself, it means you are secure...which implies that you are confident about what you can offer her sexually.

She needs to know that you have stamina. So don't blow your load, conversationally. Don't convey that you are super interested in her. Don't get giggly and overly excited about sex. Talk about fucking women

as if you are talking about the weather – no, scratch that – your favorite sports team. Here’s why.

She wants a man who is passionate. It’s no fun to give pleasure to someone who is unresponsive. And it’s no fun to think your lover is just going through the motions. She needs to know that once she turns you on, you will be an animal. Convey this by discussing sex, goals, and everything else, with enthusiasm.

Notice the difference between being horny and passionate. If you are telling her about how much you love to watch a woman’s ass bounce when you fuck her from behind, talk about it with feeling and excitement. But give no indication that you plan on doing this to her. She will WANT to be on the receiving end of your passion, and will want to MAKE you want to give it to her (and she’s wonderfully frustrated as to why you don’t already).

The last thing she is looking for is a giver. Men are selfish – she knows because she’s had a lot of them. She doesn’t need you to be an expert on cunnilingus, but she needs to know that you will ravish her body, because she is sexy, and she deserves it, dammit!

## **Physicality**

### Body Language

One word: *mysterious*. When you make eye contact, hold it for one extra beat than would be “platonic” or polite. Then look away. It’s kind of like you are saying, with in that one brief moment, “You want me.”

Keep a calm, slightly mischievous look on your face, as if you know





something no one else does, and you are holding back a secret smile. You aren't fooled by her swagger. You know she's a sex kitten and just dying to sink her claws into you.

Find that distance between up close and personal, and distant and uninterested. Stay there. She is highly charged, and very aware of your body and proximity. That mid-zone is in between the +/- so that's where the electricity happens.

Don't get caught looking at her ass or tits. *Boring*, she thinks. She knows that good foreplay starts everywhere else. Let her catch you glancing at her neckline, her lips, her wavy and wild mane of black hair. Think about how much fun it'd be to grab a handful. She can see it in your eyes.

*Why isn't he making a move? I know he wants me..doesn't he? I will have to work for this one!*

### Touch

Keep your touch light and subtle. She is a very physical woman and would certainly let you manhandle her. But that would kill the tension. A man who understands sexual tension, and can handle the electricity in the air is sooo sexy to the Seductress. She's dying to seduce you and find out what you are like in bed.

Treat your touch like a tease. Every once in a while, graze her hand with yours. If you are standing close to her (e.g. in a crowded bar or club), let your crotch press against her hip or butt for a brief moment. If you speak into her ear, make sure she feels your breath against her neck. Any incidental brushing against her breasts or ass is extremely exciting,

as long as you don't linger, because then you've given yourself away.

Subtle smell her, but don't say anything. She can feel it.

### Sex

Once alone, and you can't take it anymore, grab her – slow, strong, even a little rough – and kiss her. Try taking both her arms in your hands, and pushing her against a wall. Or take her head in your hands, look into her eyes, and lips, for a couple moments – time is frozen. Then embrace her lips with yours.

Start out slow and sensual. Explore her body. Don't let her touch you. This will drive her crazy. Hold her hands above her head by her wrists. Hold a fistful of her hair, tilt her head, and lick her jugular vein up and down like an animal. Like you're preparing her neck before you devour it.

Kiss, lick, grab, nibble, her everywhere. She will be dying to get a hold of your manhood. Make her wait. Before you put it all the way inside of her, tease her with the tip. Make her beg for it.

Mix it up. Slow, deep, shallow, hard and fast. But don't turn it into a performance. Stay focused on her and adapt to her responses. If her body starts to spasm, her hips begin moving powerfully, her breathing speeds up, or she moans, keep on doing what you are doing!

The sex will be awesome. And when you explode, she is happy – she has won.



Rest up. Soon you'll have to start the whole thing over. Remember, she must feel like she's seducing you. She'll want to when you get her aroused. You get her aroused by teasing with sparse, sensual touch, passionate conversation (talk about sex, but not about having sex with *her*), and a mysterious aloofness – you know she wants you.



# The Connoisseur (iNvestor – Denier – Realist)

## Personality Profile

### Overview

The Connoisseur, as will other Deniers we've examined, has an interesting contrast. She is extremely picky, and also has a very practical and cautious approach to dating. This may seem like a challenge to most guys. Any difficulty posed by the Connoisseur is outweighed by her susceptibility to see your sex as a reward for her non-sexual effort.

Like the other Denier-Realist, she is a giver. She sees her time with you as a gift that she can't just give away to anyone. You must be special, because as a Denier, sex is special (to a Justifier, sex is fun). But, in contrast to the Private Dancer (TDR), she is inclined to invest in her relationship with you. A Tester will hold back and protect her emotions. An iNvestor will dive in and contribute heavily in the relationship, emotionally and otherwise.

This is great if you want her to be your girlfriend. She will be devoted, caring, and make real contributions to your life. While some woman are great in bed, but prove incompetent at other basic tasks (like following driving directions, cooking a meal, or operating a computer), the Connoisseur is capable, competent, and is a damn fine chef (or at least has the potential to be).

The challenge is that once she lets you get close and she begins sleeping with you, she is likely to get very attached. This is common in both iNvestor-Denier types. The good news is that her Realist side understands



that getting too clingy will likely push you away. She doesn't fool herself when it comes to men – she knows that a man needs freedom, and if she can keep her desire to attach herself to you within reasonable control, you will see her value in short time.

She doesn't like to chase a man. She wants to be pursued and swept off her feet (N+D). Because she is a Denier, this can be done sexually, as sex is sacred and carries emotional weight. So when you sleep with the Connoisseur, she will feel much closer to you.

This brings me to why she is so susceptible to the dynamic of earning sex from you. Sex equates to emotional connection. And that's what she's after. As a Realist and iNvestor, she is inclined to work, to contribute, to invest in very practical, concrete ways. This translates to you never having to work for sex or try to seduce her. She seduces herself.

An example to illustrate:

She cooks you a great meal. You clean your plate, tell her how good the food was, and proceed to kiss her neck. You give her little body a workout, and hold her after, telling her how she treats you so good. Your sex was her reward for being a good woman.

Another example:

You were out of town on business. Before you board the plane to come home, you call her to say that you had a long weekend, and you need her to come over and relax with you because you miss her energy. Notice the phrase “need her.” This is what motivates her. She sits behind you and rubs your back while you watch Sportscenter. You lay back and she begins rubbing your chest. You tell her how good she is at touching you. She gives you a slow, loving blowjob, and you fuck her like you haven't seen her in years. She earned it.



## Her Desires

Her ideal man is one that needs her. She needs a man she can help, nurture, and even save. It's not *for him*, it's for *her*. She needs to do this. This means it's absolutely crucial that she not only feel needed, but also appreciated. You don't have to do a ton of "stuff" for her. Little gestures are nice, but more than anything, she needs to hear the words: "You are so good to me," "I miss you," "You are the most caring woman I've ever met."

It can be easy to take advantage of this woman. She may appear flexible. She probably won't speak up if she is upset about you seeing other women. She will try to tell herself that one day you will choose to only be with her. But don't think for a second that it doesn't hurt her when she spends her evening making you feel good, and then you don't call her the next day.

Don't get me wrong – she loves to take care of you. But this makes her vulnerable to the pain of not having it reciprocated. This does NOT mean she needs you to be her boyfriend or commit exclusively to her. Labels and obligations don't motivate Realists. She just needs to know that you appreciate her, you won't abandon her, and you are thinking about her. Calling her your girlfriend is not a substitute for these things.

As long as she can be the nurturing, helpful woman she wants to be, around you, and you appreciate her for it, she will be OK with keeping things casual and open. Obviously she will be overjoyed to be your only woman if that's what you want.



## How She Gets What She Wants

The Connoisseur looks for long-term potential. Not a boyfriend, per se, but a guy who is interested in her as a person, not just for sex. This ensures that you will be a part of her life after she sleeps with you. As a Denier, it's that "sleeping with you" part that the crux of the situation. She has a Realistic perspective on men, so she knows that if she sleeps with you too fast, she will devalue herself in your eyes. This ruins the possibility of her gaining your devotion.

This is the type of woman most likely to cry after sex, because it is a very emotional ordeal for her. If you frame sex as being something you get from her, she will feel that she has lost her power. If you frame sex as something you give to her because she has earned it, you will side-step her fear of appearing cheap and easy.

Sex itself is an investment, as is all the time she spends with you. She feels vulnerable sexually. You must build her sexual confidence so that she feels like she has some power, not like a helpless victim. If you can get her to initiate sex, and do things to turn you on, she will begin to feel empowered. But don't forget that she sees the relationship through an iNvestor's eyes. Everything she does, even it is to seduce you, is an investment she can't take back.

Counteracting her emotional sensitivity is the fact that she has a career, works hard, and is likely financially independent. She doesn't look to men to support her. She can do that herself. She wants ONE MAN who appreciates her. At the same time, she understands that we are not in the 1950's anymore, and most relationships start out casual and light. She is probably cool with keeping things open, although she may be uncomfortable with this at first. Essentially this woman performs a balancing act between iNvestor-Denier, and Realist.



## **Applied Technique (using 3-Function Analysis)**

### **Conversation**

#### Ignition

A direct, sincere compliment is a great way to approach the Connoisseur. She wants to know that you are focused on her and that you picked her specifically. If you say something too sexual, she will think you are a player, out to get laid (she's a Denier, and most Deniers have a cynical view of men's sexual intentions).

Get as specific as you can – look for something she is wearing, or something she clearly put thought into when she got ready for the night. If you are approaching her on the street or a café, tell her you couldn't take your eyes off her as soon as you noticed her. But then quickly move to less romantic conversation before she gets uncomfortable with the sexual tension.

#### Momentum

This woman has goals, and is proud of the fact that she can support herself, or is going to school for a career she is passionate about. Ask her about this, and share your own passions. Talking about work and school is not boring to a Realist, as long as you focus on how she thinks and share how you think. This is what an iNvestor looks for – she wants to get to know you, and she wants you to get to know her. That way she can decide if there's a future for the two of you. This is pretty straightforward.





## Connection

DO something physical together, where you are on the same team or share a mutual goal. This is a good way to get physical without being too sexual (Denier). It also conveys long-term potential because you make a good team (iNvestor). And, as a Realist, doing actual concrete activities (versus exploring ideas and roleplaying) fits with her worldview of how relationships should be. More on this in the “Touch” subsection.

Another great way to connect with the Connoisseur is by talking about how the two of you can contribute to each other’s lives. For example, if you read a book about sales, and she is involved in marketing, tell her what you learned. If she has an area of expertise you find interesting, have her teach you what she knows.

The interaction may feel a little platonic at times during the first couple conversations, but as long as you were direct about being attracted to her at first, she will perceive as leading towards a romantic outcome. Be patient, but once you get her alone, don’t miss any opportunities to take things to the next level.

## **Physicality**

### Body Language

Strong eye contact is necessary with iNvestors. But don’t be too flirty with Deniers. Look into her eyes when you talk, and when she talks, look into hers. She is probably laid back – not a high-energy party girl. The Connoisseur is often intelligent and creative – an artistic type. She



may feel like she is an outsider, or not quite like everyone else. She will be less inclined to let go and be silly.

Adapt to this by having very relaxed and unassuming body language. You are interested in her, but there is no pressure. As you get to know her she'll feel invested. There's no need to rush. No fancy moves, or overly confident posturing. If she sense you are acting through a persona, she will rule out the possibility of an authentic bond, and thus any further contact with you.

### Touch

Keep the touching light and situational. As always, be protective. But don't linger. Use your touch for practical reasons. Touching her just because you like to touch her is way too sexual in nature.

Brushing a piece of lint off her shirt, taking her coat off for her, pulling her close when people pass by, and holding her hand to move to another area are all fine. But again, DON'T LINGER. The main mistake guys make with this type of woman is LOOKING at their hand when touching her. Do not do this. She will immediately see you as trying to get sneak a touch in.

### Sex

At first, the sex should be slow, tender, and connected. Look into her eyes, hold her body to show her how precious she is to you, and tell her how sexy she is. She needs to have her sexual identity affirmed.



Give her lots of opportunities to please you. She's probably more comfortable giving than receiving. Make sure you are very responsive, and also guide her. This is a huge turn-on for the Connoisseur – to be coached and told how to please you. Don't do anything kinky at first. Get the basics down – find your rhythm. Show her how to please you. Find out how she likes to be fucked – what stroke feels the best.

You'll want to push her limits sexually. She will feel more invested as she lets you insider her (literally and figuratively). The best way to do this is to teach her to do more adventurous things to please you. She's happy to do it. But always be sure to appreciate her, and reciprocate to the degree she'll let you.

The sex gets much better over time, so a key to navigating this type is to make sure you actually like her as a person and want her in your life. If you can't do that, there's really no motivation for her to invest in you, and she'll only end up getting hurt.

This type of woman is a great partner for a man who loves a sensitive, feminine woman that thrives on love and appreciation. I definitely have a soft spot for the Connoisseur.



# The Modern Woman (iNvestor – Justifier – Realist)

## Personality Profile

### Overview

The Modern Woman is a cool chick. She is independent, probably has a good job or has ambitious goals, and she takes dating with a grain of salt. She is not cynical, and she enjoys men, but she doesn't get too serious unless she feels there's a reason to. Essentially, she has a very healthy, real-world approach to dealing with men.

She hopes to one day meet a guy for a long-term relationship. She may even have a boyfriend at the moment. But she is also comfortable with casual fun. If she's not in a committed relationship, she probably has a couple "friends" she sleeps with regularly. More commonly, she has one "friend" that she's been sleeping with for a while. This is good news for you because she is not exclusive, and therefore is willing to try someone new, at least for a little while.

However, remember that she is an iNvestor, and if she likes a guy, she will want to focus on him and develop the relationship. If she's sexually unsatisfied, she is very open to giving you a chance. If she is satisfied, but is not exclusively committed to the guy, she will be open to dating you to see if there's more chemistry than what she currently has.

She may sound too good to be true – she's level-headed, rational, sexual, and yet not overly promiscuous – but we've found that the Modern Woman is relatively common. More women are thinking like this these days – especially women in their mid-to-late twenties who have some dating experience under their belt. In 2010, almost all women have a little Modern Woman in them.



## Her Desires

The Modern Woman wants a man with goals, a strong sex drive, and likes her for who she is as a person first and foremost. You don't have to be rich, super successful, or smart. You just have to be going somewhere in life, and have your basic affairs in order.

You don't have to be extremely good looking or great in bed. But you should be in decent shape, and dress moderately well. In bed you must focus on making sure she is satisfied as much as she focuses on satisfying you.

Her biggest turn offs are:

1. Selfishness – she has high self-esteem and won't put up with a guy who doesn't value her or treat her with respect.
2. Lack of direction – why would she want to attach herself to a man who is going nowhere?
3. Neediness – if she is attractive, she has men clamoring to get in her pants. If she is cool and confident, she has men also clamoring to be her boyfriend. She has goals, a job/working on her degree, and doesn't have time to babysit other grown-ups.

If you are a solid guy, she has no reason NOT to sleep with you. It's fun, and as long you use protection, why not? Usually, her relationships start out as a casual sexual friendship. If there is sexual chemistry, and your life-paths don't diverge too sharply, this friendship will develop into something more.



## How She Gets What She Wants

If she is single and horny, she will put herself out there. She will dress sexy, go out with the girls, and put herself into a position to be approached. She will try a variety of activities to meet men and socialize, like volunteering and charity events, coed sports clubs, joining a gym, dance classes, etc. Not only is she bettering herself, but she might meet a guy she really likes. And even if he isn't "the one" she might get some good sex out of it!

She has no qualms about sleeping with a man relatively quickly. But she has low tolerance for selfishness. She is not cool with being used. She wants a man to treat her body good. If you can give her a pleasurable experience the first time, she will want to do it again. This doesn't mean you have to give a pornstar performance. To the Modern Woman, good sex is about being attentive to her body and her responses, being giving, and keeping the energy fun and positive. Make her feel sexy, don't be afraid to laugh at yourself.

Ultimately she wants to meet the right guy, if she hasn't already. She may start to worry about this as she nears or passes the age of 30. But she has enough going in her life to feel good about herself, whether she has a serious boyfriend or not.

One thing to remember here – and this is true of all women – dishonesty kills attraction. Not only does it mean she can't trust you, but it is also insulting and makes you look weak. The Modern Woman wants you to be a Modern Man. Be honest about who you are and what you want. Odds are she isn't much different, will be cool with any relationship terms as long as she gets to have her fun too. Most men are dishonest and manipulative with women because they don't understand them. By being honest and authentic in your dealings with women, you will appear bold, confident, and knowledgeable about the opposite sex.



## Applied Technique (using 3-Function Analysis)

### Conversation

#### Ignition

As a Justifier, the Modern Woman is interested in your sexual potential, as well as your level of confidence. The best way to convey both is by being direct and honest in your approach. She likes knowing that you chose her – to an iNvestor, your interest in her is exciting.

A specific compliment works great, or simply tell her you think she is gorgeous (or cute, or breathtaking...just don't say "hot" – it's too generic and high school-ish). A comment or joke, or question all work great too, but be sure to lock eyes with her as you say it.

It's not hard to approach this type of woman because she likes meeting men! You may at times meet one that is in a bad mood or simply not interested for whatever reason. That's ok, there are plenty more out there. Cut your losses and stay positive about the process.

#### Momentum

The combination of iNvestor-Justifier makes this woman fun to talk to. She likes to talk about sex and responds well to flirting. She can probably hold her own with deeper conversation. The best way to engage her attention is to ask her about how she thinks about the topic. For example, if she tells you she is a nurse, ask her why she went into that field.



If she is out with friends, ask what they are celebrating, and find out how they all met. Have a couple interesting questions in your toolbelt. Ask her about something fun she did recently, or something she's looking forward to in the near future. Talk about music – music is a big part of the Modern Woman's life. What does she listen to when she works out? When she's relaxing? What are her new favorites?

### Connection

Connecting with the Modern Woman happens naturally as long as you are curious about her, and you balance her interest in her with showing her who you are. The most attractive element in this interaction is chemistry and this occurs when two people are being real with each other.

It may sound simple and obvious, but the fact is, most guys are NOT like this with attractive women. So, you score huge points simply by contrast. Tell her stories from your life, tell her about your goals, what you like in women, and people in general, and don't hide from sexual topics.





## Physicality

### Body Language

The best way to have great body language is to a) relax your body, and b) look happy. This does not mean slouch or slump. Just loosen up and be comfortable. Looking happy doesn't mean walking around with a cheese-grin. It means smiling, laughing, and generally having a calm, pleasant facial expression.

Again – sounds overly basic, but most men walk around looking nervous and unfriendly when in the presence of attractive women. Notice guys hanging out with attractive women – they look relaxed and happy. Not rocket-science, but extremely effective.

Dressing well and grooming yourself are also important. Look clean, and wear up-to-date styles. Pick colors that look good with your skin, and wear clothes that fit your build. (This is fundamental with all women.)

### Touch

Try to keep your touch as a reward for her personality. This is about timing. If she says something funny or interesting, show that she has impressed you by touching her arm or back. This is crucial with iNvestors. Remember that Testers like to be touched because the situation calls for it. With iNvestors, the reason for you touching her is *her*.

She is a Justifier, which means she is highly sexual already. And to a woman, good sex is about foreplay. And good foreplay is about sensuality and attentiveness. So when you touch the Modern Woman,



have a soft, but appreciative energy. Not too light or timid, but not too aggressive and grabby. She likes to be touched.

You can also get her to touch you. Have her scratch your back, or hold her hand as you guide her to another area. She likes to hold hands, she likes men's bodies, and she likes to be manhandled in moderation. As always, use protection as a reason to touch her.

She is confident and independent, but she still needs to feel safe and cherished in the presence of a man.

### Sex

I've already touched on this, but being a giver in bed is very important to the Modern Woman. She wants to please you, and she wants to be pleased. This type of woman likes to feel submissive in bed. She gets turned on knowing that she can let go of control and let you take the lead. This doesn't mean you have to be experienced or skilled. In fact, a much better approach is to simply be curious and learn how she specifically likes to be treated. This way you will become better than any other lover she's had, because you know what turns her on like you know the back of your hand.

She will also want to learn how to pleasure you. She likely has some moves that may surprise you, but she is even more excited when you guide her. She is a realist, so if you can give her some concrete, physical techniques that turn you on, she will feel much more confident sexually. Just like a man, the more confident she is sexually, the more she will want to have sex – we all like to do things we are good at!



A couple great things to try to get started:

Play the “Spot Game.” Tell her you are going to find at least three spots where she likes to be kissed. Explore her back, legs, and breasts.

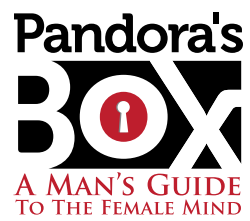
Put your hand on her pussy, and then have her put her hand over your hand. Tell her to guide you to touch her the way she likes.

The first time she gives you a blowjob, give her ONE trick that sends you over the edge. Get a little kinky – have her stuff your dick into her cheek and pop it out of her mouth repeatedly. Tell her how “fucking sexy” she looks. She will definitely do this on her own next time, and then you can add something else to her repertoire.

Treat her with respect outside of the bedroom, but be very dominant once alone. Don’t be bossy, and let her take control occasionally. Tell her to get on top, or tell her to kiss your chest and stomach. Lay back and let her take charge. This is extremely exciting for her as a contrast to being on the receptive end of your attention.

Remember that with a Justifier, she can’t think you are with her just for sex. Make sure she knows how much you value her as a person. As long as she feels that appreciation, she will be a wonderful partner, sexually and emotionally. She will give you your freedom, and she will stay by your side if you tell her you need her. The Modern Woman is a *good woman*.





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