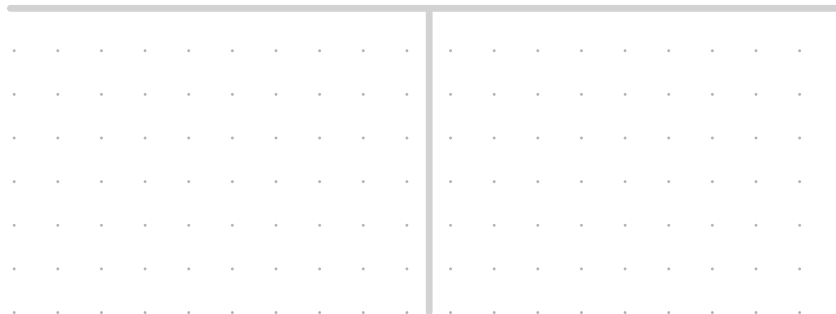
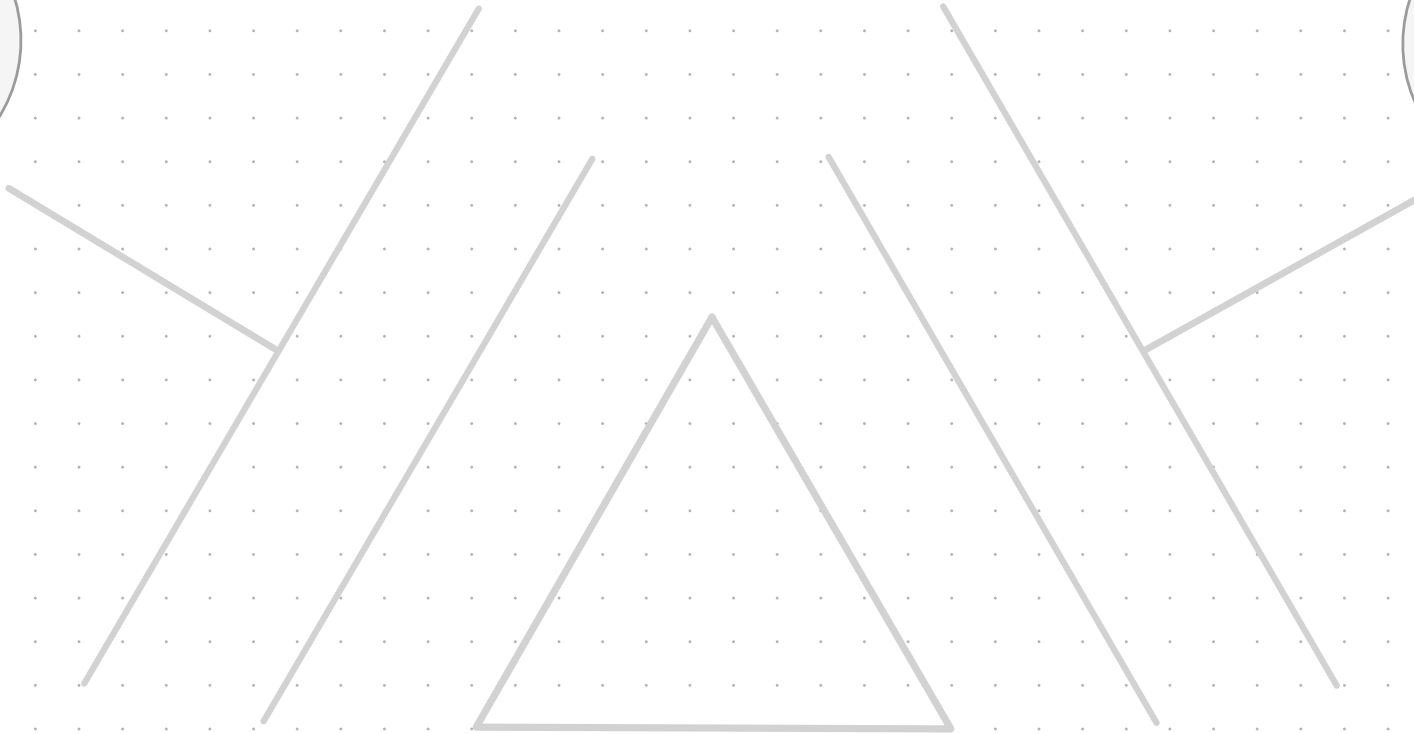
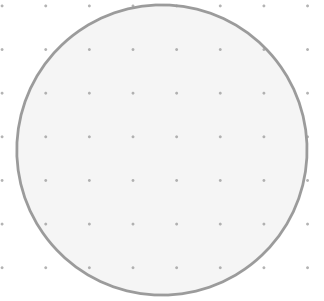
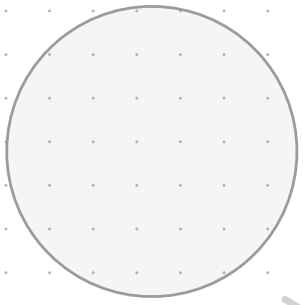
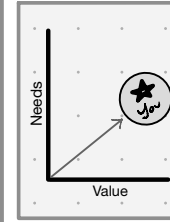




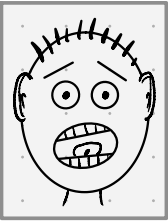
Rapport & Trust

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Motivation & Influence

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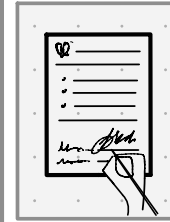
Need & Value

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☐
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Habits & Fears

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Expectations & Perception

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Presenting & Collecting

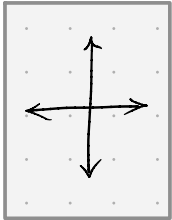
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Rapport & Trust

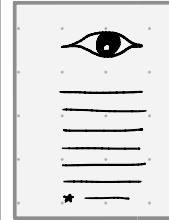


Motivation & Influence





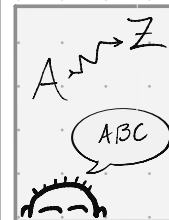
Motivation Strategies



C's 6 + Contrast



The Consequence of Thought



Language of Ethical Influence



Motivation Strategies



Cialdini's 6 + Contrast

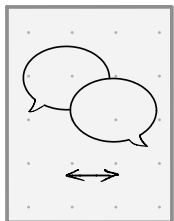


The Consequence of Thought

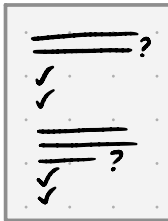


Language of Ethical Influence

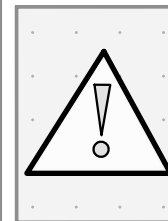




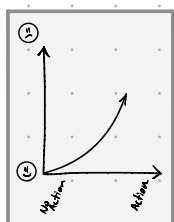
Build Rapport

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Elicit Criteria

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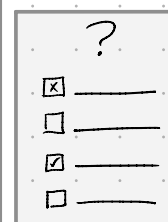
Identify Want/Need

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Intensify Negatives

☐
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Demonstrate Value

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Present Options

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Build Rapport

Elicit Criteria



Identify Want & Need



Intensify Negatives



Demonstrate Value



Present Options

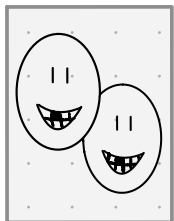


Need & Value



Habits & Fears





Rapport

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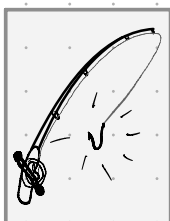

Fit

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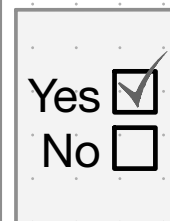

Value

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☐
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Schedule

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Let Go

☐
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Commit & Confirm

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☐

Rapport



Fit



Value



Schedule



Let Go



Commit & Confirm

Expectations & Perception



Presenting & Collecting

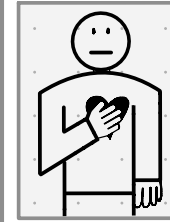




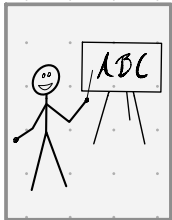
Plant Seeds



Listen



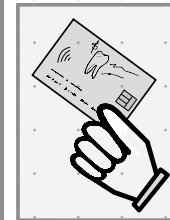
Empathize



Educate



Ask



Collect



Plant Seeds



Listen



Empathize



Educate



Ask



Collect



The Beginning

 [Hypnodontist.com](https://hypnodontist.com)