

Triple Q&A of Power



To my magnificent readers! As requested, a condensed version of the Triple Question & Answer Session by [IlimitableMan](#), [Illacertus](#) and [Modern Machiavelli](#) including a pdf to download. You can download the pdf by clicking here!

Feel free to share the pdf, the whole article or parts of it, as long as you refrain from editing it. You also are required to [link to the following article to avoid confusion](#): <http://modernmachiavelli.com/q-a-power-machiavellianism/>

Workplace

Question: *What is the best & fastest way to get ahead and promoted at work?*

Answer (MM): You won't like this answer but "it depends". Since you didn't give us much to work with, here are the basics:

Get accustomed to the specific workspace politics, know what is looked upon with favour or disfavour. Find out who the important people are and learn about their character, strengths, needs and weaknesses.

As soon as you have a basic overview, you want to web a net of allies. Especially but not limited to the bosses. Adhere the [law 1](#) of [never outshining your master](#). It is

important to stroke the ego of your boss and present him in a good light. Yes, he is sometimes going to steal your credit, but this must not concern you. You must also make sure that your co-workers are on your side and not actively working against you behind your back. Don't put too much trust into them though, and try to keep your private and professional life separated. Don't believe that you are all loyal friends when you are going out, getting drunk and acting out of order.

This especially applies to company parties. Never get too drunk and make a clown out of yourself. Unfortunately many people break this rule.

You need to make sure that your reputation stays untainted from such mistakes. [Guard your reputation with your life.](#)

When shooting for the promotion, it is a wise move to [conceal your intentions](#) to not arouse envy in your co-workers who might sabotage you. Unless you are certain that they are allies on your side and most likely going to help you. Again keep in mind that [it is good to trust people, but not doing so is better.](#)

[Lear to keep people depend on you](#), yes, but do not become the person who does his job so great that he cannot be promoted without a significant hit to the department's productivity.

A thing I pay attention to is to [court attention at all costs](#). Try to get a desk as near to your boss as possible. Make your name brand itself into the conscious mind and be associated with positive traits.

Creativity

Question: *How do you put yourself in a good mindset in order to boost your creativity when there is social pressure against it?*

Answer (MM): Creativity is snake oil and does not exist.

Creativity is a function of knowledge, experience, intelligence, mindset and your current mood.

How do you get comfortable? Stoicism & Confidence

Politics

Question: *What is the best way to get started in Politics and to gain power, maintain power and survive in this environment?*

Answer (IM): Learn Machiavellianism and become likeable, or someone people love to hate due to reprehensible behaviour but find absolutely charming. Charm does a lot to mitigate the adverse effects of dubiousness, and will allow you to get away with murder should you be sufficiently charming. Charm makes you likeable regardless of your ethics, remember this and incorporate it into your persona, it will do much for your personal power.

There are no “wikihow” style bullet points you can rote memorise to get power, if it were that easy, everybody would have power. Power is a cut throat game where only the most cunning thrive. Deciding to study power is taking the first step from pawn to player, but the rest is ultimately up to you. Study, learn charm, fuck up, and learn from your failures. Fuck up some more, then tell everybody about your fucks up one day so your enemies can’t use them against you. Do it with charm, and those who feel betrayed won’t be able to stay mad for long – many will forgive you. “It is easier to ask for forgiveness than permission.” The game is a dirty yet beautiful thing, the shades of grey within it surpass more than a mere fifty.

Most of the senior politicians have read Machiavelli, you should too.

Answer (MM): Starting in politics is unbelievably easy. I didn’t start getting (seriously) involved with politics until my mid-twenties and am constantly moving up in the food scale, with the highlight of recently having been promoted to the speaker for something.

You need to be aware of the skillset required to become successful as a politician. Without the following most important skill to possess as a politician, you are lost. No reason to even try. It is:

Be able to drink at least 2 bottles of wine without getting drunk.

You will probably believe that this is a joke. Well, 50/50. I want to stress the importance of networking.

There is not a single skill more important for rising the ranks. Study **Social Interactions**, know what types of **Charisma** exist and which one is best suited for

you. Learn to speak well. With authority, demanding respect. Confidence & Narcissism are beneficial and you should try to look your best.

I can not stress the importance of networking enough. Find out what activities your party has planned and do everything. Hand out flyers, sit in the voting booth, attend speeches, help prepare events, etc.

This brings me to another topic. Clothing style. I am in a “worker” party where the grunts dress casually. How do the ministers, parliament members & chancellor dress? They wear suits. Even if I wouldn’t trade in my own mother for Zegna suits, I would still make sure to dress like a king, to be treated like a king.

Of the utmost importance is a proper knowledge of the human psyche. 90% of everyone is out to prison rape you, given the chance. Maybe not at first, but the higher you move up, the more political schemes are involved. Master the art of strategic thinking and again, [trust nobody](#).

In every party there are recruitment sections. My party for example has 5 different ones and they are all eagerly looking for fresh blood. Do some research about which party currently is in power and about the expected trends and choose your party based upon it. Or go with your “principles” or whatever that is and choose a bad party that aligns with your interests. Cognitive dissonance is overrated and it is a good exercise defending a point of view that goes against everything you stand for. Write them, phone them or show up at a meeting and introduce yourself to everyone. Remember their names, be likeable, connect with them on facebook and especially important, a mistake that many newcomers make: **open your mouth**. Too many newbies are too scared to voice their opinions and therefore never stand out. Of course, I know, at first it might be intimidating if some people who have been in the party their whole life speak without points and commas, but you need to give your input and if someone tries to interrupt you, don’t let them.

Cooperation

Question: *How can you convince socially unprotected workers, in the care for the elderly, to cooperate for their own good and work together to fight getting exploited. They are suspicious of each other and their reaction is to defend themselves aggregating according to nationality, family, religion, bit many are isolated and there is an entire culture of acceptance of a miserable life which nourishes sentiments of despair, hatred, depression, self-abuse, victim-like mentality, sometimes delinquent.*

Note: there is no money to pay them for it, no promise of power over them, no immediate reward.

Answer (MM + IL): Sounds like you don't need manipulation, but leadership skills. Obviously, you want them to work together as a team, but they're unmotivated. Have you tried explaining to them how and why it's in their own best interest to work together? In other words, do they fully grasp the mission at hand and what lies in it for them? I'm afraid we do need more insight to give more precise answers.

How do you convince people to work together?

Either you create an outside enemy. Tell them that they must work against a common enemy and for a shared goal.

Or you find out what they want and let it dangle in front of them like the carrot on a stick.

You win some; you lose some. People with such a fatalistic attitude are difficult to motivate. Team forming groups is an obvious reaction since this is human behaviour 101.

I would try to create the vision of a beautiful goal in their heads and tell them that to achieve said goal, they will need to work together. Or do the same with negative disaster scenarios. Fear is an excellent motivator.

Then your leadership and mediation come into play. Organize events where you make sure that they come in contact and realise that they share a lot in common.

Over emphasise the commonalities and ignore the differences.

Maybe thinking about what motivates people will lead you to achieve your goal. The biggest factors are:

- The possibility of benefits & recognition
- The fear of loss & pain

Cult of Personality

Question: *How would one go into building a cult of personality?*

Answer (IL): Study Apple (the cult) & Steve Jobs (the personality).

Also read;

- [Tribes](#) by Seth Godin
- [Primal Branding](#) by Patrick Hanlon

You're better off building a "cult-like" following instead of a cult. One is building a personal brand with an audience – the other is creating a new religion. Basically, learn how to build a business.

It's about entrepreneurship & your best bet is creating something valuable that will add to people's lives. Be a great leader and people will follow you based on your actions.

Answer (MM):

Step 1) **Unde Venis?**

Where do you come from? Analyse your strengths and weaknesses. Do an [SW Analysis](#)

Step 2) **Analyse the Terrain**

Do an [TO Analysis](#). Carefully evaluate the threats and opportunities, both on the micro- as also in the macro- environment

Step 3) **Quo Vadis?**

Where are you going? Decide exactly how you wish to be perceived.

Men in general judge more by the sense of sight than by the sense of touch, because everyone can see, but only a few can test by feeling. Everyone sees what you seem to be, few know what you really are.

Perception is reality

Step 4) **Craft your Backstory**

It has to be appealing to the public and give them a reason to like you. Terrific examples of background stories (you can combine them) are:

- Reluctant Hero (*Actually you do not want to be famous or have responsibility, but it was forced upon you nevertheless. You reluctantly agreed to accept the call of duty*)
- The Underdog (*Everyone hates you, nobody gave you a chance*)
- Us vs. Them Dynamic (*You have a mutual enemy and only you can save them*)

Step 5) **Spread your Message**

Start the engine of the propaganda machine and spread your message via Marketing & PR channels and techniques.

Step 6) **Evoke Emotions**

- Social Proof – *Show that other people love you. Especially influential people*
- Trust – *Bond and connect with others*
- Credibility & Expertise – *If you don't have it, borrow it from others*
- Repetition – *Repeat that you are the greatest and soon both you and others will believe it. Repeat it often enough and you will be the double greatest*

Evoke Fear

Question: *One of the important points of Law 24 (Play the perfect courtier) is to make others fear your power. How do you make others fear your power while maintaining a friendly vibe with others?*

Answer (MM): Always be nice, until it is time to stop being nice. I am certain that you are aware of the old saying “an eye for an eye, a tooth for a tooth” and I guess you agree with it?

I don't. If someone takes my eye, it take both of his. Always be friendly and easy going, praise, approach people in a sycophant way, be suave, be the perfect gentleman and courtier but hone the reputation of being a fear-inducing enemy.

Be aggressive, even if you fake it. Studies have shown that even if you fake being angry & aggressive and people are aware that you fake it, they will still get scared.

If someone cuts you off, cut his tongue off. Never allow yourself to be interrupted by equals and inferiors (please don't use these techniques with your superiors, unless they are lying on the ground).

If someone starts an ad hominem attack against you, stare into his eyes. Open your eyes as wide as possible, don't blink and never for one second look away. Here is an example of a [perfect stare](#) and keep in mind... the Duce is happy in this picture. Imagine the soul draining stare he gave his enemies. Also make sure that you are facing him in a straight line and not from an angle.

Also, use sugar bread and whip. Reward and punishment. Condition people like Pavlov conditioned his dog. Related Law: <http://modernmachiavelli.com/law-12-use-selective-honesty-and-generosity-to-disarm-your-victim/>

Question: *What if you want to take both the eyes of your enemy but your enemy is not trying to take yours?*

Answer (MM): Convince yourself and the public that he is secretly planning to take your eye. -> Take his eyes.

Reading People

Question: *If you're just starting out. What training system for learning to read people, channel emotion, become more mindful and present. Do you recommend?*

Answer (IL): Study people in real life like you would observing a lab rat. Micromovements in the face, body posture and tone give away everything. I believe most of it is in the eyes, no matter what circumstance a person is in. You could read *What everyBODY is saying*, but there's plenty of other good books on the subject. Tbh, I haven't learnt any of this through books, rather through silent observation.

For full control of your emotions & for mindfulness read & practice stoic philosophy. For presence meditate & read Eckhart Tolle. I'd apologize for a short answer, but I do think it's that simple.

Still, let me add to your question on emotions. Emotions can be so powerful that we just can't suppress them at times. You can use this to your advantage and add it to the list of things that make people easily readable. At the same time, you want to practice your poker face. When you play a prank on someone and can't keep yourself from laughing you're fairly bad at it. The victim of the prank will sense that

something's up since you're acting weird. It does not matter what you're feeling on the inside, a good poker face handles all emotions.

I used to get angry a lot at my old job, sometimes to the point where I could feel my temperature going up to fever-like symptoms, where I feared my head would look pepper-red on the outside. I also learnt to avoid making fists & have my hands open instead. I could've blown up and it would've felt good at that moment, but you remind yourself that the temporary satisfaction you get from releasing that tension would have consequences. If someone fucks you over, calm yourself down with the thought of taking revenge or sort things out in the future on your own terms. Same thing with emails. Never write them in anger or at least save them as a draft in order to review them at a later date. Most often you will find that you were too emotional and thankful you didn't click *send*.

I once reached a moment where I was ready to quit my job right then and there. I decided to give my decision another three days & things turned around. My problem was solved for me and I had nothing to do with it.

Answer (MM): I highly recommend you to read this [book](#). It gives you an excellent overview of the body language signals and non-verbal communication. While humorously written it is a science based, no bullshit approach to the topic, backed by many examples and pictures to properly understand the dynamics behind body movements. We learn how to detect our own body language missteps and also why Hitler liked to cover his crown jewels with his hat, as well as cultural differences.

The Full Facts of Cold Reading is another great book, unfortunately I don't have it listed in the [books Machiavelli would read](#), so I can't provide you with a link.

Charme

Question: *What is charm, and how can you develop it? Any good resources?*

Answer (MM): Charme and Charisma are closely tied together but there still are a few differences, though so minor that we are going to ignore them for the sake of this post.

Charme is important to charm your opposite, be it male or female, into agreeing with you. One could say that charme makes people say yes. Even if you didn't ask a question.

There are a few things that play together:

- Your attractiveness level, including grooming, odor, clothing.
- Your power & status, but also knowledge and expertise fall under this category.
- Authority & calmness
- Your body language & confidence.
- Your humour.
- Empathy & your presence in the here and now. Ergo listening without becoming distracted.
- Your agreeability and likableness.

There is no denying that a powerful person always has more charme than his inferiors. There have been studies where actors assumed the same body language and were equally attractive, were paired up against a powerful person. The effects of charme and humour were measured and it turned out that the powerful person scored much better.

Now how can you learn to be more charming? My book recommendations that cover every important aspect would be:

- [The Art of Seduction](#)
- [How to Win Friends & Influence People](#)
- [The Definite Book of Body Language](#)
- [The Charisma Myth](#)

This covers everything except for humour but I fear I can not help you with that. In my opinion, you either have humour, or you don't but many people claim that humour is a learnable skill. Anyway, it was never of interest to me but I am sure that you will find some sources teaching the art of humour.

Question: *What is a good resource for learning the different types of charisma?*

Answer (MM): They are all explained in [The Charisma Myth](#). I didn't get a lot out of reading it and in my opinion, it is a little hyped, but still makes for a good read since there are few reliable sources (not talking about 7 step self-help hippie bullshit gurus) about Charisma.

Books about Manipulation

Question: *What books about Power & Manipulation can you recommend?*

Answer (IM): The Craft of Power, The Prince & 33 Strategies of War are great texts for this purpose. Also, check out my [reading list](#) and [Illimitable's](#) to find an abundance of suggestions.

Answer (IL): I'd add to IllimitableMan's great picks;

- [The Art of Seduction](#) by Robert Greene
- [The Art of Manipulation](#) by R.B. Sparkman
- [The Art of Worldly Wisdom](#) by Baltasar Gracian
- [The Book of the Courtier](#) by Baldesar Castiglione

Game Theory

Question: *How do you decide when your attempts at attacking/ defending someone should stop?*

Answer (MM): Base your calculations on experience and possible outcomes. Assess the risk and decide.

Read up on [Game Theory](#) and visit [/r/gametheory/](#) as well as [/r/gamesandtheory](#) and of course master strategy while reading <http://reddit.com/r/the48lawsofpower>

Also follow [/u/ridik_ulass](#) who is an excellent game theorist and strategist as well as a mod for multiple useful subreddits.

The 48 Laws of Power

Question: *What do you think is the motive for law # 1 in Greene's book to be Don't outshine the master?*

When he wrote the book he surely didn't let some random function dictate the order of the laws. They say the first and the last elements of a list are those that are more remembered.

Answer (IL): As you rightfully point out the author starts and ends his book with much thought. Law #1 is the first law almost everyone seems to break. We get into the business world with much euphoria and the attitude that we're going to prove ourselves one of the best employees available on the market. We're going to rise up the ranks fast and have a career our parents can be proud of. We're naive and to a certain extent arrogant.

We don't realize that many authorities rise to their ranks for the thrill of control, which they falsely believe is power. They're managers, they're not leaders. Either way, they have fragile egos, lots of insecurities, failed dreams and here you come - the greenhorn. The young adult who always has a positive attitude, who outworks everyone and learns fast. You're a threat and you will be dealt with. It's our ignorance and belief in the lies we've been fed that makes most of us walk right into outshining our masters, may that be superiors or merely colleagues. You'll face resentment without understanding it. It's pathetic.

Greene finished with Law 48 Assume Formlessness, which basically lets you understand not everything is set in stone and you have to know when to adapt to change and go with the tide, reforming instead of letting your rigidity be your downfall as we've seen with the Spartans. Simply put, you're almost done reading the book and Greene tells you they're different strategic moves on the chessboard. The experienced chess player will know the right move to make at the right time against the right opponent and alter his playstyle when necessary. You develop that ability through mastery.

Difference between Leader & Manager: One difference that will make you fill in the blanks would be that a manager will order a job to be done and the employee will obey, because he has to, out of fear and anxiety, always relying on his next paycheck. The leader inspires his followership to do something, because they want to do it. He does not micromanage, but lets them free under his guidance. They pursue goals based on their own will to do it. One forces you, the other does not decide for you and offers a take it or leave it approach. Leadership in the office is difficult to pull off, because of the structure one is in. You're surrounded by people who don't like their job, but depend on it. It does not matter what way you'd try to frame it. They can tell the difference between honey and salt.

The greatest enemy of knowledge is not ignorance, it is the illusion of knowledge.

If you can pull off to demonstrate to your victim that he in fact is delusional, then that would work. Normally they're so deep into their own reality that one cannot reach

them. Imagine telling Kanye West he's an idiot by showcasing his failures to him. He wouldn't fall out of the clouds, because of that.

Question: *How have you applied these laws to your personal life?*

Answer (IL): I'm careful not to step on anyone's ego, be that a colleague or especially someone with authority, who prides himself with his status/position. I stopped trusting most people. I talk less & let awkward silences sit without feeling the need to fill it with unmeaning words. I'm not as kind anymore. Many see it as a weakness. You basically invite them to believe you're a "nice guy" they can step on. I stopped talking about future plans or things I haven't done yet. It eliminates the possibility of sabotage. Once they notice your actions / accomplishments, e.g. that you've successfully outworked them / gone about improving yourself beyond their skills, they're powerless, no matter how much insecurities you stepped on.

I mingle with others more instead of seeking isolation. You're better off at the front, building and guarding your reputation. I try to avoid attention, but shine in a positive light, when it is forced on me. I avoid parasitical losers. I've tried to help them in the past only to find myself affected negatively by their misery. I avoid gossiping / taking sides at all times. I refuse to take a side and always stay neutral. The effect is that everyone feels like they can come and talk to you, open up and within record time you accumulate so much dirt on everyone around you, you're the most informed and up to date person at your workplace / class / group.

Through my naive, innocent behaviour when first getting into the office I nailed that. You want to have people underestimate you. I'll have my superiors take the credit for my work. They love you for it, become dependant on you & when push comes to shove, you already know exactly how to do certain parts of your boss's job, since there's nothing they love more, than delegate to someone who will deliver good quality work. I try to learn as much as possible from the managers & managers' managers higher up in the hierarchy. Most of them are vain. Appeal to their self-interest, make them feel important. Don't mistake this for arselicking. One is pathetic and will get you enemies among your coworkers, the other is subtle and best done when grabbing lunch together. You ask them, the last thing they'll do is ask a lower employee for lunch without a reason. I control my emotions in public settings.

Can't allow yourself to put your guard down. When people don't appreciate you and you're the one running shit, demonstrate that by taking a vacation leave. It has worked perfectly for me, when I had to deal with a parasitical coworker who tried to

manipulate & cross me. I was very aware of what she was doing. She underestimated me. I dealt with her as subtly as possible. Some people, like her, dig their own graves and all you have to do is wait with a smile on your face, when everybody hates working with them. It's not a rarity. I want people to think I'm the innocent, young, naive, uninformed, little intern. They never suspect you could be a threat & as mentioned earlier, realize you're outdoing them by miles, when it's too late.

Be careful with appearances. People love to pretend they're someone they're not. Most people's word doesn't mean shit. They're thinking something completely different. Also, I don't answer honestly to personal questions like "What's your plan for the future? Are you going to study?" I used to talk openly about my dreams, only to find out, I'd get resentment for not being the average joe who gets wasted every weekend. So, now I'm the average joe & repeat average joe shit to them, because I have to. I might be a bit of a romantic & think long-term relationships are possible, but the word "commitment" ends there. There's no way I'll let myself be trapped & just hand over all of my power to the naturally Machiavellian sex. See, there's plenty of historical events where men used physical strength to fight with swords, but women, out of necessity, practiced the art of persuasion. There's a power imbalance between the genders when it comes to sex. Commit & you've lost.

I always liked the idea of being royal in your own fashion. When I was an intern I gave no weight to my title. You don't need a crown or a "senior" on your business card so people see who's killing it. People choose a leader based on their actions. Your superiors might be managers, but that is not synonymous with leading. They have paid workers, not passionate followers. When something is for "free" I don't want it. Even when you don't pay with money, you will be expected to pay in another way. Most often that turns out to be a bigger struggle than the price you would've paid for it. Work on your connections. The more people like you the better off you are, always. Don't build a fortress & lose sense of what's going on around you. Be adaptable. Something doesn't work out the way I planned, accept it, come to grips with it right then and there, then move on & work it out.

Morals

Question: *Do you have any morals you live by?*

Answer (IL): Indeed, if we weren't we wouldn't be holding this AMA or doing the work that we do, that is beneficial to many. If it were all just about money, I would be doing

something else. I began to educate people on these topics like a Kung Fu master trains his students in the hopes they would use it to protect themselves better. Maybe one of 50 will learn only to bully others, but if that means the other 49 can defend themselves I'm happy. Also, **if someone needs precise instructions in order to be dangerous, they're not a real threat to begin with.**

One thing I know the three of us share is **loyalty**. Quite contradictory to Machiavellian beliefs, but what is a man worth, when he speaks unmeaning words even to his own brethren?

Answer (MM):

Politics have no relations to morals

- Niccolò Machiavelli

Question: *How would you describe how your perspective on life in general differs from what most other people believe?*

Answer (IL): I'm quick to sense when someone's trying to manipulate me, even when it isn't obvious. It's essential to one's success in the office, where the other is always trying to advance and thus sees you as a viable threat, when you're doing a good job. Although I'm able to read people's actions, I'm fully aware of the fact that I can fall victim to manipulation any day.

A narcissist might at some point believe that they're invincible and immune to the deception of others. That very sentiment blinds them & makes them so much easier to manipulate, since they don't believe it could happen to them. We're very fallible & biased. There's this great quote by Shakespeare, who himself practised Machiavellian tactics.

"The fool doth thinketh he is wise, but the wise man knows himself to be a fool." I don't think I'm that intelligent. However, when I take a good look around me I believe I'm a genius waiting to be discovered. I think it is a fact we're surrounded by people who couldn't be more incompetent and unqualified to do their jobs, many of them in authoritative positions. Plenty of them mistakenly assess their skill level to be much higher than reality suggests. The Dunning-Kruger effect is at full play. A common mistake I see people making is operating on the assumption that the first-in, last-out the office worker bee always gets their deserved promotion based on merit. It's primarily about popularity.

Answer (MM): Realism.

Take the refugee crisis for example. Of course, I feel like that most of them are poor souls that really require help. But some of them are bringing rape, criminality and terrorism into the heart of my country and this can't happen. If you give me a bowl of smarties and tell me that 5% are poisoned, even if I would love smarties, how many do you think I am going to eat?

There is the common misconception that Machiavellians are worse than Hitler. They are not. Sometimes maybe...

I will share a great quote of my father with you: "Life is not about whether you drink a 2€ wine or a 100€ wine, it is about having the power to change things."

And this is not a statement made by an unsuccessful bum trying to justify his failure in life, pretending that he has achieved the enlightenment because he does good deeds while living in a 1 room toilet-in-the-bathroom flat.

Power is sexy, it feels amazing and, just like the horny college student chases hot college tail, I chase power.

I am always looking out for my friends and family. **Loyalty is my honour.** This doesn't mean that I am not prepared to cut off dead bodies dragging me down.

Some people are to be used as fuel in the furnace of power. That's the way of life and having regrets or second thoughts only holds you back. You need to be realistic and pragmatic, no matter who you are or what your points of view are.

Self-Improvement

Question: *How does one get their mind in shape. Controlling their emotions, becoming mindful, mentally acute and self-disciplined. How do you control your facial expressions, body language and talkativeness.*

Answer (user Seducer4Real):

Here are 3 things I do to achieve the above:

1. Read books everyday. I do about 20-30 minutes daily. Sometimes more on other days. The key here is to keep it consistent. Even if you do 10 minutes a

day, keep it consistent. Don't try to start reading 1 book a day/week. Build it up.

2. Work out. If your body is in shape, your mind will benefit from it as well. I recommend you workout at least 3 times a week. If you're not the type that wants to build muscle, then look into doing other sports such as boxing/martial arts that will also keep you in shape.
3. This is a tip I learned from one of the greatest copywriters and business strategist - Gary Halbert. Essentially, you walk 1 hour a day at least 5 days a week. First few weeks will be hard but once you are used to it you will crave it like a cigarette, and unlike a cigarette, it is healthy for you.

You should get started with the above 3 for now to achieve mental clarity. Once you have those 3 in place, you will come up with your own techniques. Also, don't replace working out with walking or vice versa, you do BOTH. 1 Hour walking per day plus working out 3-5 times a week.

Facial Expressions: Look at yourself in the mirror. Have an imaginary conversation and see what facial expressions you produce. You'll learn a lot this way.

Body language: Don't fidget when talking to someone. When talking use your hands to emphasise what you are saying. This makes you look more attractive and can create more trust between you and the other person. Make eye contact when talking. Try not to touch your neck/face/hair as it makes you look nervous. Don't be reaching to your phone/pockets every few seconds.

Talkativeness: Don't overdo it and don't underdo it. Realise when it is a good time to speak, when to stfu & listen and when to give short replies. Most people are not interested in hearing your voice so you should be asking specific questions to get them talking. In other words, be a good listener and use what they tell you to create conversation. Don't always make them the centre of the conversation, instead relate your own knowledge/stories of that topic to them. If you're with a few people you'll have to judge when it is a good time to interject. Pro Tip: Don't be quiet when you are in a group of people, you'll just look weird/antisocial.