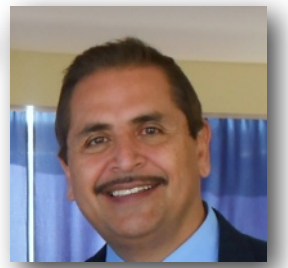


THOUGHT PROCESS:

- Step 1: Question
- Step 2: Answer

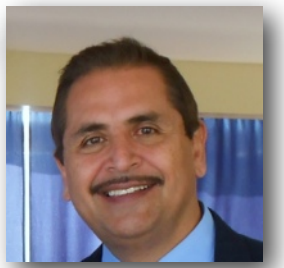


RULE:

“First thought is the truth.”

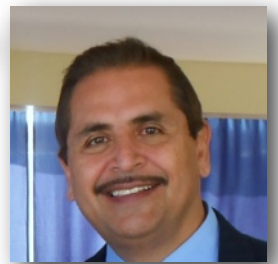
“Then we start to edit the first thought.”

**“Then we think
of how we want to respond.”**



RULE:

“The answer you get
to a question is not necessarily
the first thought or first response
to a question asked to the person.”



QUESTION CONTROL

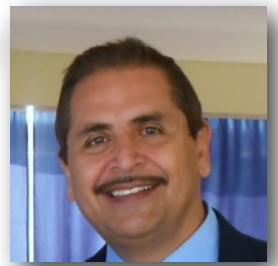
Remote file permissions [X]

Owner	Group	Other
☒ Read	☒ Read	☒ Read
☒ Write	☐ Write	☐ Write
☒ Execute	☒ Execute	☒ Execute

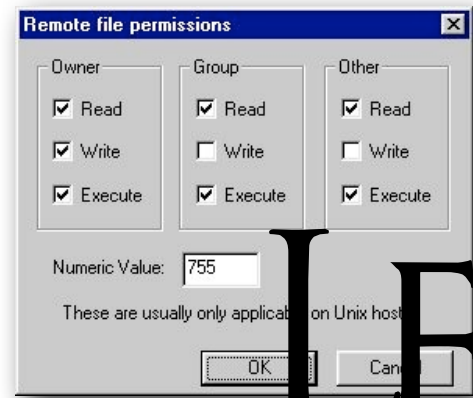
Numeric Value:

These are usually only applicable on Unix hosts.

LEAD



QUESTIONCONTROL



LEAD

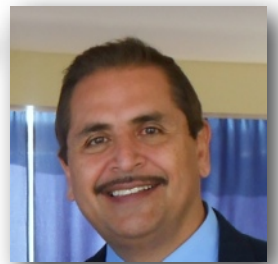
MY / MY META PROGRAM

My/My: My Rules For Me / My Rules For You

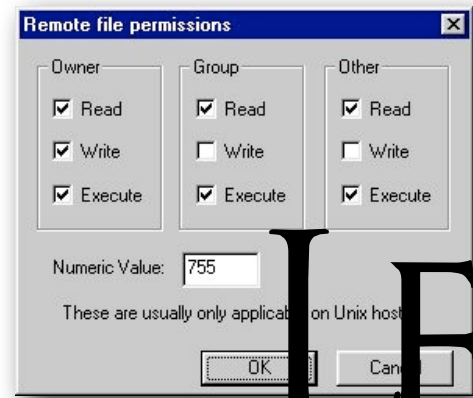
My/.: My Rules For Me / I Don't Care

No/My: No Rules or Don't Know Rules For Me /
My Rules For You

My/Your: My Rules For Me / Your Rules For You



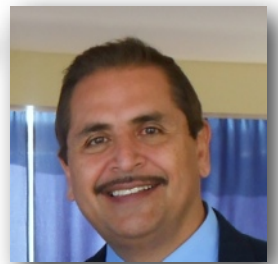
QUESTIONCONTROL



LEAD

MY / MY META PROGRAM

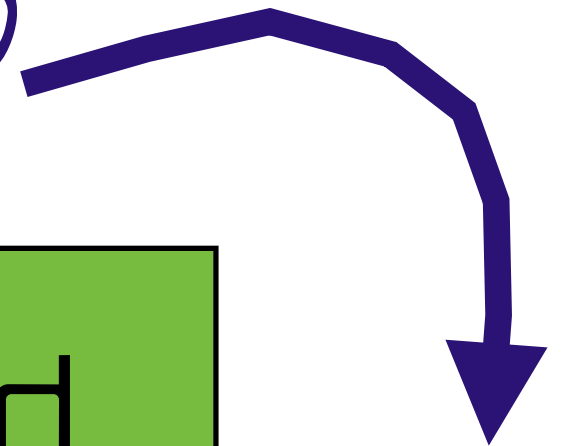
1. WHAT IS A GOOD WAY FOR YOU TO INCREASE YOUR SUCCESS (at work)?
2. WHAT IS A GOOD WAY FOR SOMEONE ELSE TO INCREASE THEIR SUCCESS (atwork)?



QUESTION CONTROL

LEAD:

May I ask you a question?

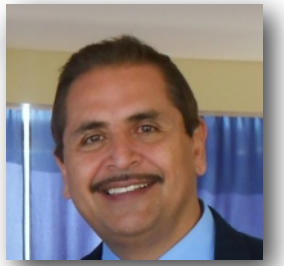


Pace	Pace	Pace	Lead
Pace	Pace	Lead	Lead
Pace	Lead	Lead	Lead

LEAD

NLP Video Training
QUESTION CONTROL

By Dale T. Diaz NLP MP
DaleDiaz.com



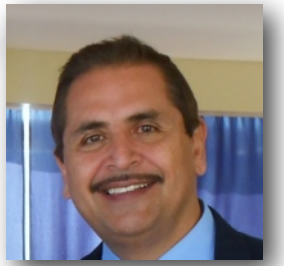
RULE:

“He who initiates takes the lead.”

LEAD

NLP Video Training
QUESTIONCONTROL

By Dale T. Diaz NLP MP
DaleDiaz.com

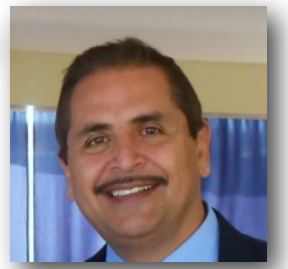


Closed Ended / Open Ended

Information Gathering / Leading

Rhetorical

LEAD



Closed Ended + Information Gathering

Open Ended + Information Gathering

Open Ended + Leading

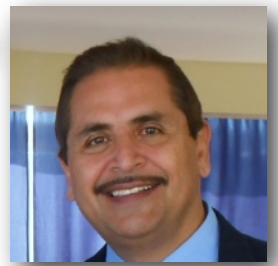
Closed Ended + Leading

LEAD

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QUESTION CONTROL

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BACK TRACKING

Repeat (match) last few words they say.

Confirm.

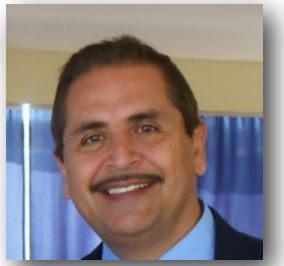
Question them.

LEAD

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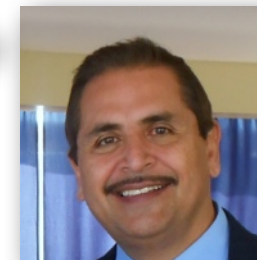
BACK TRACKING

Repeat (match) last few words they say.

Confirm.

(Optional) Answer their question (if they asked one).

Question them.



tie down questions

A statement tied down by asking for agreement.

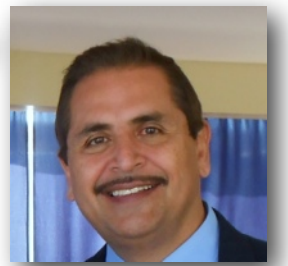
Isn't that true?

Wouldn't you agree?

Can't argue with that now can you?

That is what we all want... isn't it?

...don't we?



tie down questions

A statement tied down by asking for agreement.

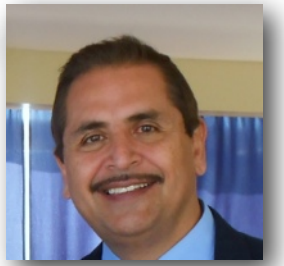


LEAD

NLP Video Training

QUESTION CONTROL

By Dale T. Diaz NLP MP
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tie down questions

A statement tied down by asking for agreement.

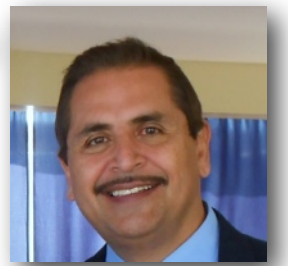
“I don’t know of anything that works better than to list with an agent to sell your house for top dollar. Do you?”

LEAD

NLP Video Training

QUESTION CONTROL

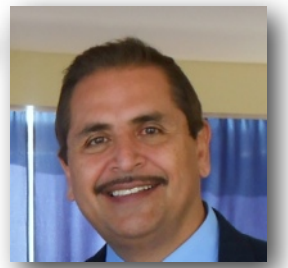
By Dale T. Diaz NLP MP
DaleDiaz.com



tie down questions

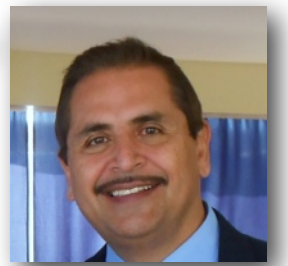
A statement tied down by asking for agreement.

“I don’t know of anything that works
as well as listing with an agent to
sell your house for top dollar. Do you?”



COMPARISON QUESTIONS

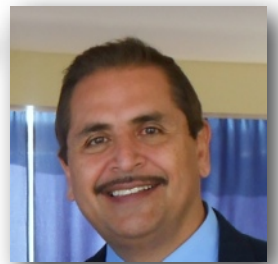
“Do you know of anything that works
as well as listing with an agent to
sell your house for top dollar?”



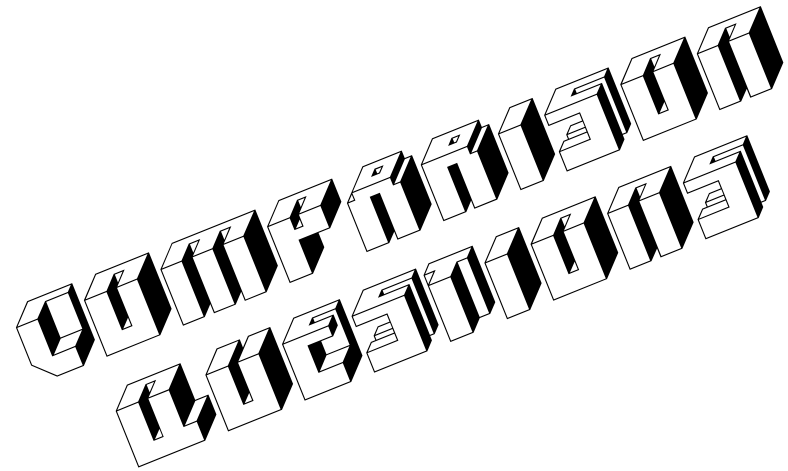
QUESTION CONTROL

QUESTION CONTROL

“Do you know of anything that works
better than to list with an agent to
sell your house for top dollar?”

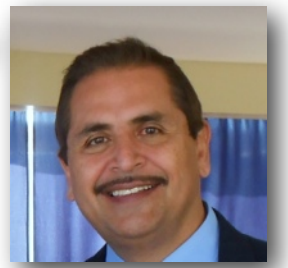


QUESTION CONTROL



“Do you know
of any better way
to find real qualified buyers
than the Realtors MLS?”

Either way wins in conveying the belief
that the MLS is **A** way to find qualified buyers.

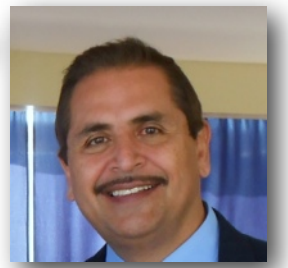


QUESTION CONTROL

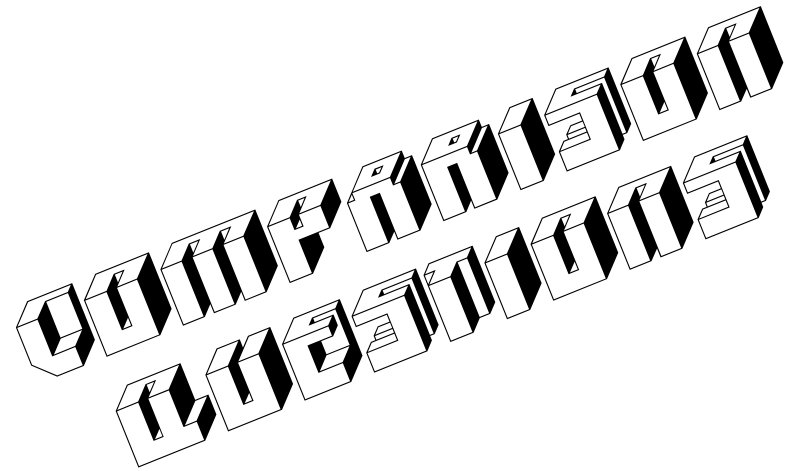
QUESTION
CONTROL

“Do you know
of any better way
to lose weight than exercise?”

Either way wins in conveying the belief
that exercise is **A** way to lose weight.

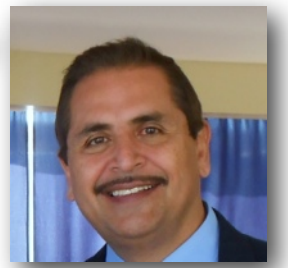


QUESTION CONTROL

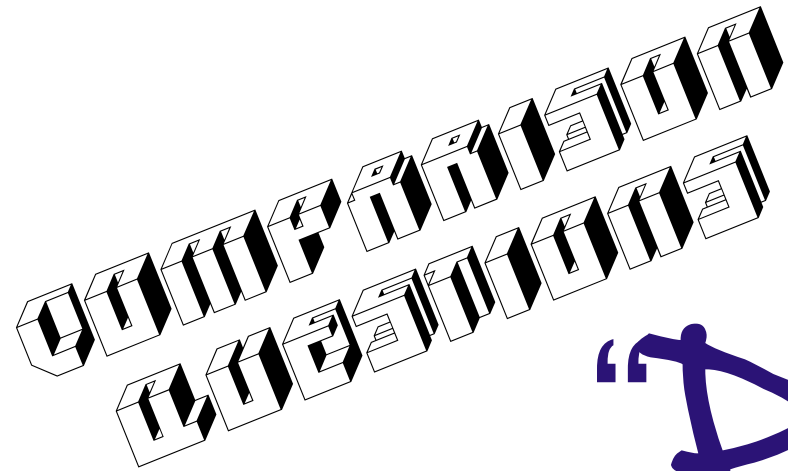


“Do you know of
any quicker way to sell a house
than listing with a a Realtor?”

Either way wins in conveying the belief
that listing with a Realtor is **A** way to sell quickly.

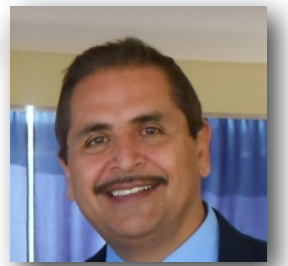


QUESTION CONTROL



“Do you know of an easier
way to find a good relationship
than by going out on a date with someone
you haven't gotten to know yet?”

Either way wins in conveying the belief that
going out on a date is **A** way to find a good relationship.



QUESTION CONTROL

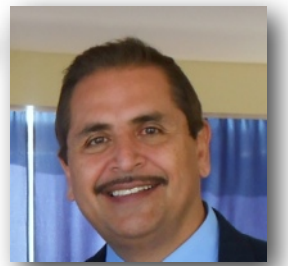
QUESTION
CONTROL

as _____ as,

easier, better, faster,

quicker, simpler, more efficient,

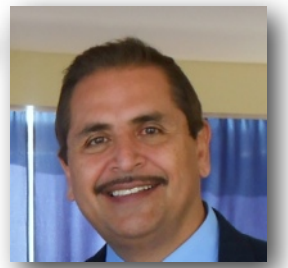
less trouble, doesn't cost as much as



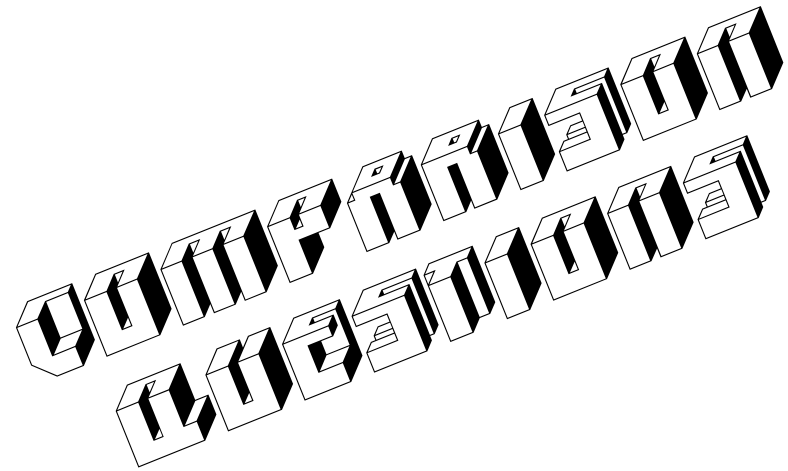
QUESTION CONTROL

QUESTION
CONTROL

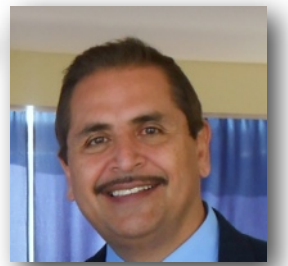
“Do you have any friends
that are any less clingy than me that
would ever ask you a favor like this?”



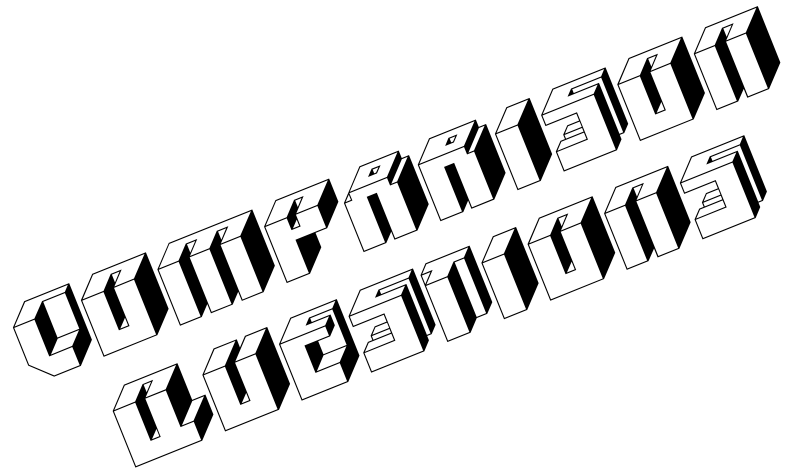
QUESTION CONTROL



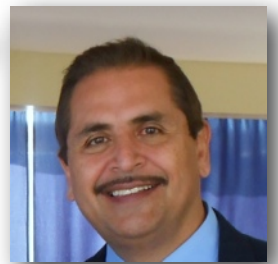
“Do you know of any way that is as fun
as going out on a date with someone
you haven't gotten to know yet when
looking for a good relationship?”



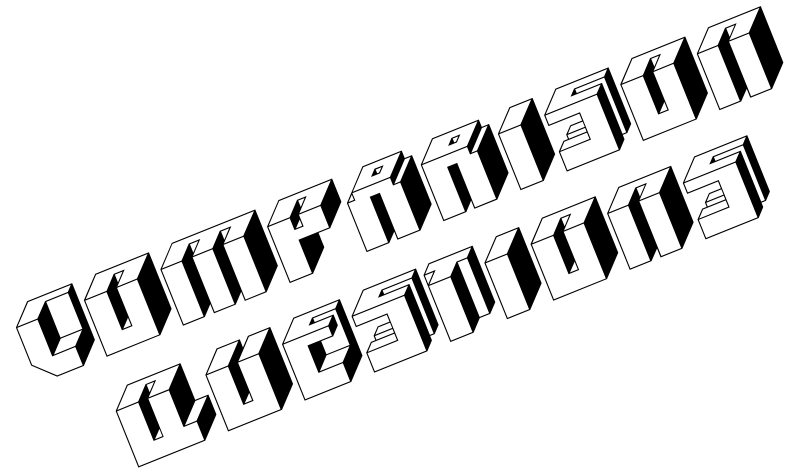
QUESTION CONTROL



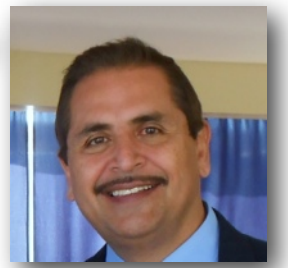
“Top authors in the field of persuasion have never documented anything as effective as using simple NLP presupposition influencing techniques to influence others. Do you know of any quicker way to be a master influencer than learning NLP persuasion language skills?”



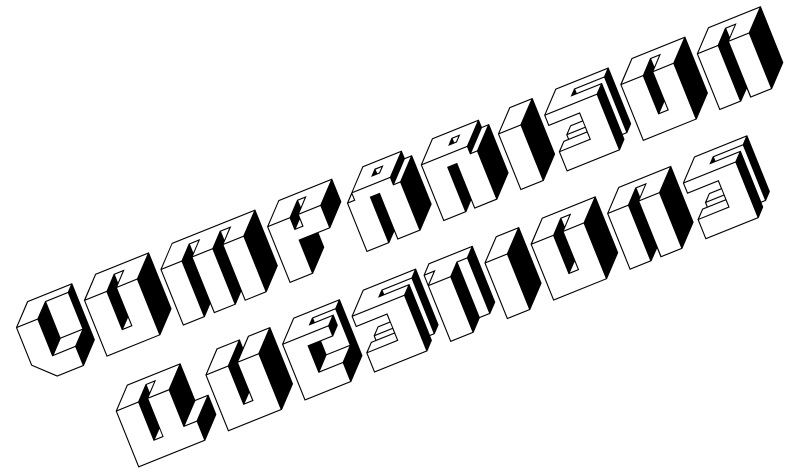
QUESTION CONTROL



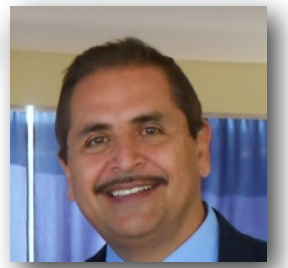
“Apparently, all the girls actually getting dates in high school are proving there’s no easier way to impress boys than by pulling good grades too. Do you know of any thing as impressive to the top-shelf boys in school as being both smart and to look good?”



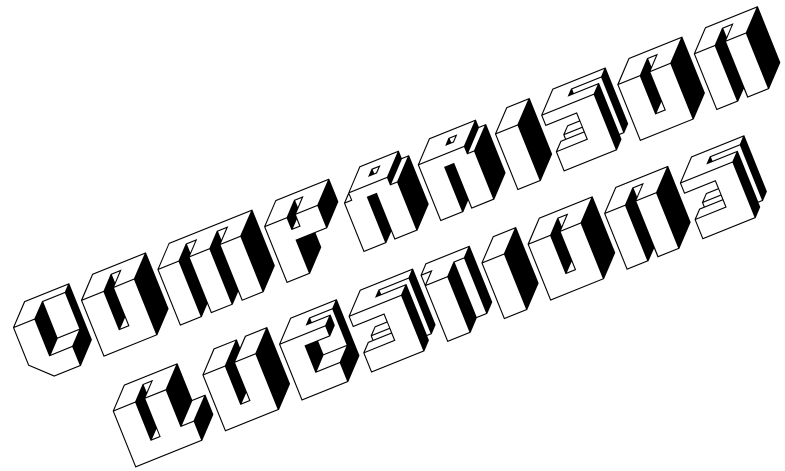
QUESTION CONTROL



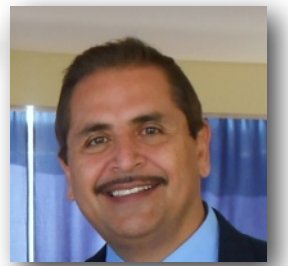
“Apparently, all the top female athletes in high school are proving there’s no easier way to impress the winning coaches than by pulling good grades too. Do you know of any thing as impressive to the best coaches as being athletic and getting good grades on top of it?”



QUESTION CONTROL



“It is so interesting to learn from the busiest of the Title Company escrow officers that the happiest sellers at closings are time and time again those that had a real estate agent. Is there anything that can be as frustrating as trying to sell on your own only to (lose valuable time and) (still not get what you wanted on the sale of your property)? There’s nothing worse! Is there anyone that would argue with that?”



Always be thinking...

“Do I have enough rapport to lead with a question now?”

“How can I insert a question here?”

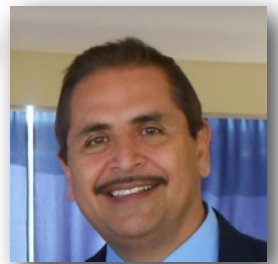
Comparative

Do you know of...

Can you think of...

...in the area of _____?





QUESTION CONTROL

COMPARISON

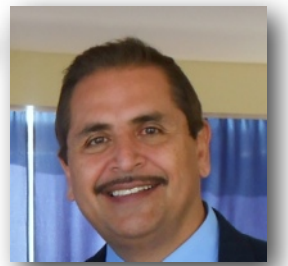
QUESTION

“AS — AS” FORMULA

A) Do you know of...

B) any who or what YOU want them to believe in as comparison as

C) that gives them what THEY want?



SIMPLE QUESTIONS

Do you know...

Are you aware...

Have you ever wondered...

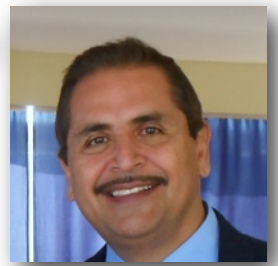
Have you heard...

Have you started to realize...

Have you become aware of...



...how easily you can lose weight with exercise?



Rhetorical Questions

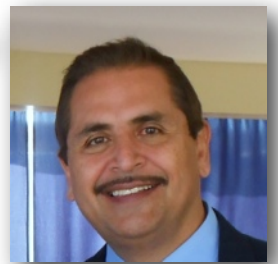
Part 1: Does it matter that...?

Part 2: What's important now is that...

Part 1: Who cares that...?

Part 2: What's important now is that...

Second Statement Always Included: "What's important now is that..."



QUESTIONCONTROL

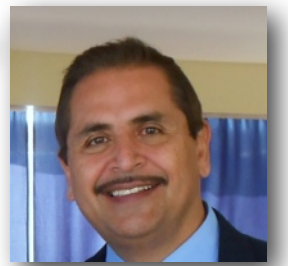
Rhetorical Questions

Part 1:

“Does it matter that almost 85% of the For-Sale-by-Owners in this county actually never do sell their property?”

Part 2:

“What’s important for you now that the best selling time is going to end soon is that you sell your house before school starts in August so that you get top dollar. Isn’t that true?”



QUESTIONCONTROL

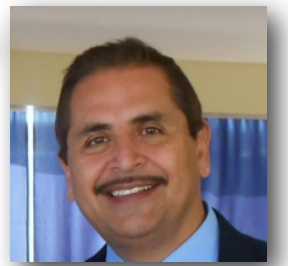
Rhetorical Questions

Part 1:

“Does it matter that there are almost twice as many properties for sale in the summer than any other time of year?”

Part 2:

“What’s important for you now is that you sell your house before school starts in August so that you get top dollar.”



QUESTIONCONTROL

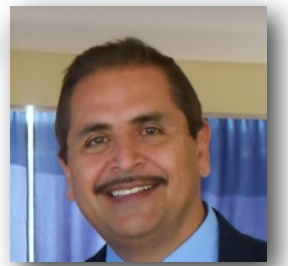
Rhetorical Questions

Part 1:

“Does it matter that there are almost twice as many properties for sale in the summer than any other time of year?”

Part 2:

“What’s important for you now is that you sell your house before school starts in August so that you get top dollar. Are you starting to see the reason to list with a professional as soon as possible John?”



QUESTIONCONTROL

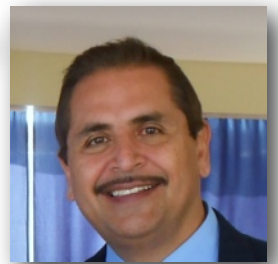
Rhetorical Questions

Part 1:

“Does it matter that there are almost twice as many properties for sale in the summer than any other time of year?”

Part 2:

“What’s important for you now is that you sell your house before school starts in August so that you get top dollar. Surely, you’re starting to see the reason to list with a professional as soon as possible, aren’t you John?”



QUESTIONCONTROL

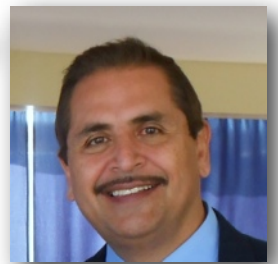
Rhetorical Questions

Part 1:

“Actually, who cares that 8 out of 10 Realtors only sell three houses per year? The average person doesn’t even know that fact, nor do they care about it, do they John?”

Part 2:

“But you, however, what’s important now is that you found me because I sell that many houses every 30 days. Can you think of a better bet in getting a your house sold for top dollar than to hire an agent with one of the best track records in town John?”



NEGATIVE QUESTIONS

Didn't you know...

Aren't you aware...

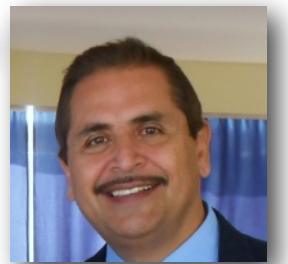
Can't you think of...

Haven't you ever wondered...

Haven't you heard...

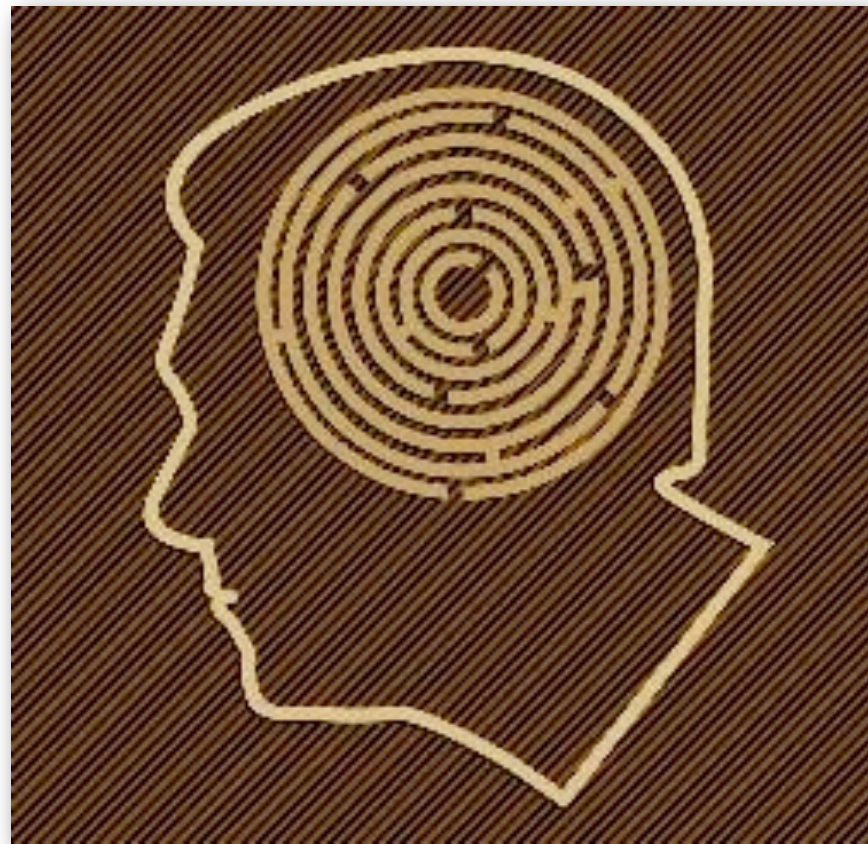
Have you not started to realize...

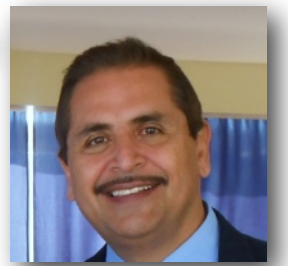
Have you yet not become aware of...



NEGATIVE QUESTIONS

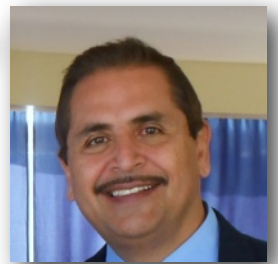
You wouldn't want to have dinner out tonight would you?





NEGATIVE QUESTIONS



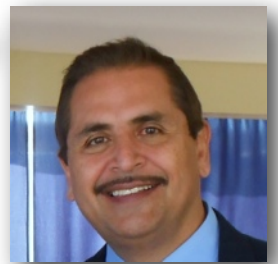


QUESTION CONTROL

NEGATIVE QUESTIONS

“You don’t gain weight in the winter?”





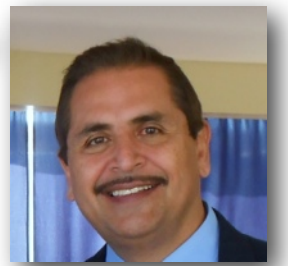
NEGATIVE QUESTIONS

Polarity Responders

“You can’t get your homework done by the time you go to bed.”

“You can get your homework done by the time you go to bed?”

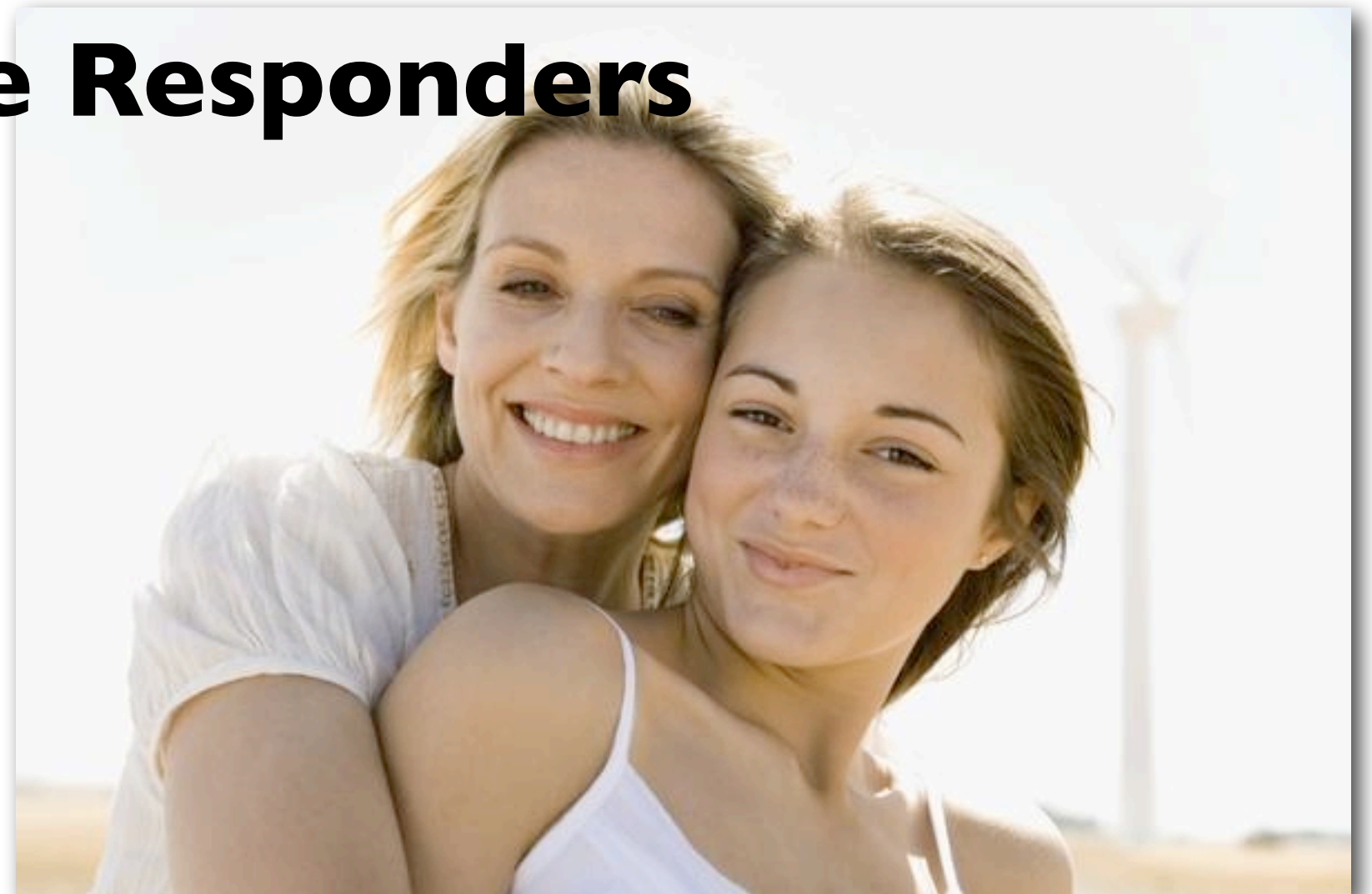


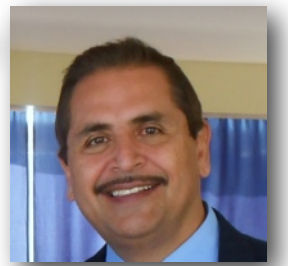


NEGATIVE QUESTIONS

Agreeable Responders

“You’re not going to get your homework done tonight?”





QUESTION CONTROL

tie down questions

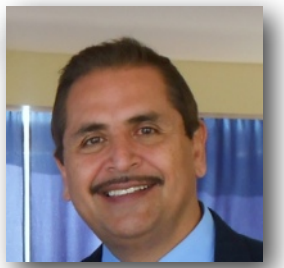
COMPARISON

QUESTIONS

SIMPLE QUESTIONS

Rhetorical Questions

NEGATIVE QUESTIONS



THREE NECESSARY INGREDIENTS TO SUCCESSFUL INFLUENCING

Rapport

Know the Process

Decided On a Destination