

How the FBI uses NLP on YOU



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How the FBI uses NLP on YOU!

Please Do Not Distribute

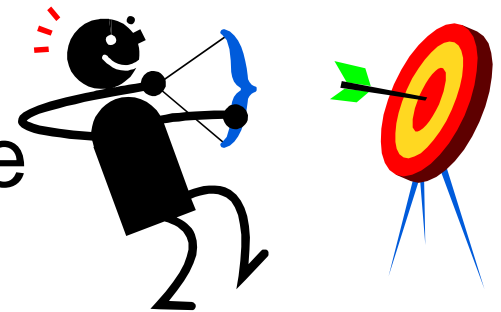
- Seldom taught to outsiders
- Used by
 - Law Enforcement
 - Psychologist, Social Workers
 - Medical Professionals
 - TV Host



How the FBI uses NLP on YOU!

What You Will Learn

1. Basis of Social Engineering and Neuro-Linguistic Programming
2. Basic NLP Practice session
3. Concepts of Interrogation
4. “Cops Stop” Group Practice



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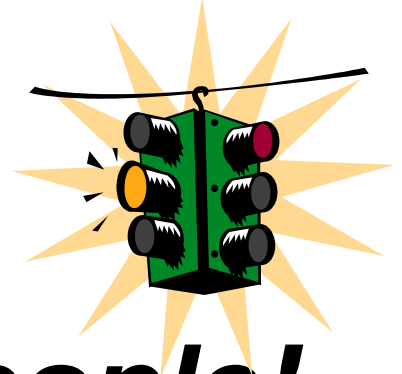
What You Won't Learn

- How to talk with Angels
- How to fix your liver
- How to Hypnotize (no self or others)
- Milton Model, Super Model
- Anchoring
- How to pick-up Vegas Show Girls



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Caution



- ***Don't use to trick people!***
 - Will almost always backfire
 - Not for Emergency Situations
 - Use strategies for sanctioned ethical gain only!



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FBI Law Enforcement Bulletin



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I See What You Hear

“Simply conforming your nonverbal behavior to the client, using language from the client’s **preferred representational system** and **matching speech volume, tone and rate of speech** often overcomes client reluctance to communicate”

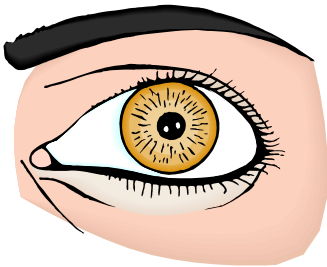
“Subtle Skills for Building Rapport” FBI Bulletin



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Re-presenting the Senses

- Senses bring data to CPU for instruction
- Strongest sense shows in conversation
- Listen to What is said *not* What is said!
- “Client’s preferred representational system”



The Human Eye



The Ear



The Palm



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History of NLP

- Richard Bandler / John Grinder (1970's)
- Studied successful therapists
- Packaged so anyone can learn
- Rarely taught outside medical, or law enforcement fields
- Disagreement on teaching to others

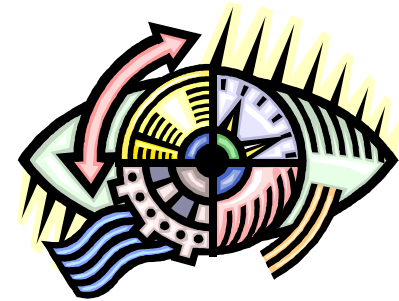
www.SeductionScience.com



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Visual Phrases:

- I see what you mean
- We see eye to eye
- That looks good to me
- I get the picture



EXERCISE: Speak in Visual Phrases



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Auditory Phrases

- Loud and clear
- Something tells me...
- That rings a bell...
- That sounds OK to me



EXERCISE: Speak in Auditory Phrases



Kinesthetic Phrases

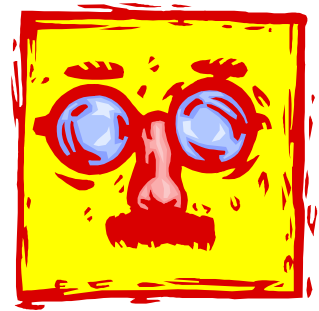
- I can grasp that idea
- I got the hang of it
- How does that grab you
- You don't have to get so pushy
- I'll get in touch with you



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Olfactory / Gustatory Phrases

- A sweet person
- Something smells fishy
- That's bitter-sweet
- I smell success



Using NLP in SE

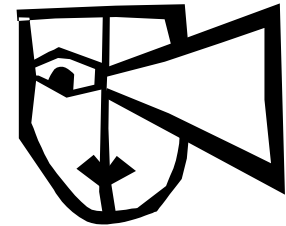
- **Listen** and **Watch** for data about:
 - Speech Patterns
 - Word Patterns
 - Posture Patterns
 - Gesture Patterns
 - Physical Patterns



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Speech / Word Patterns

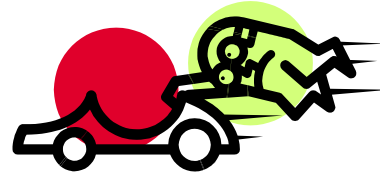
- People are sensory driven
 - Auditory “I hear what you say”
 - Visual “I see what you say”
 - Kinesthetic “I grasp what you say”
- People speak at different speeds
- People speak in different packets size



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Speed

- Easier for victim to understand
- Moderate skill practice
- Speed kills
- Stretch vowel



PRACTICE: Slow Speed

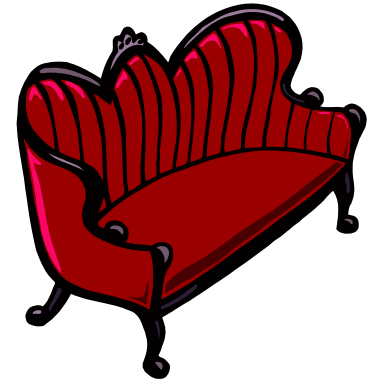
PRACTICE: Fast Speed



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Words

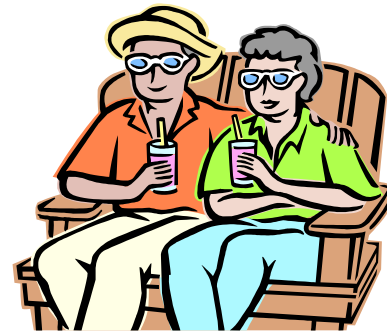
- Easiest to identify
- People use different words for the same thing:
 - Couch, sofa, davenport, divan
- Refer to what they say
- Words with Facial is common
- Regional, cultural based



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Posture

- Easiest to detect as fake
- Lean as they do,
- Sit as they do
- Use for leading
 - Mirror their postures then change your posture to a different posture (hostile to neutral)
 - Change to verify access



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Putting it Altogether

- Be aware first
- Practice combinations
(Fast Visual, Slow Aural)
- Start with words, posture
- Just a few of the Major points



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The Eyes Have It



- People's eyes usually give clues to their representational system
- Watch for difference in eyes VS speaking style
- Ask recall question and watch eyes

Sensory Model	Eyes Look
Auditory	Sideways
Visual	Up, to side
Kinetics	Down, to side



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Eye'll have Another

Visual Construct

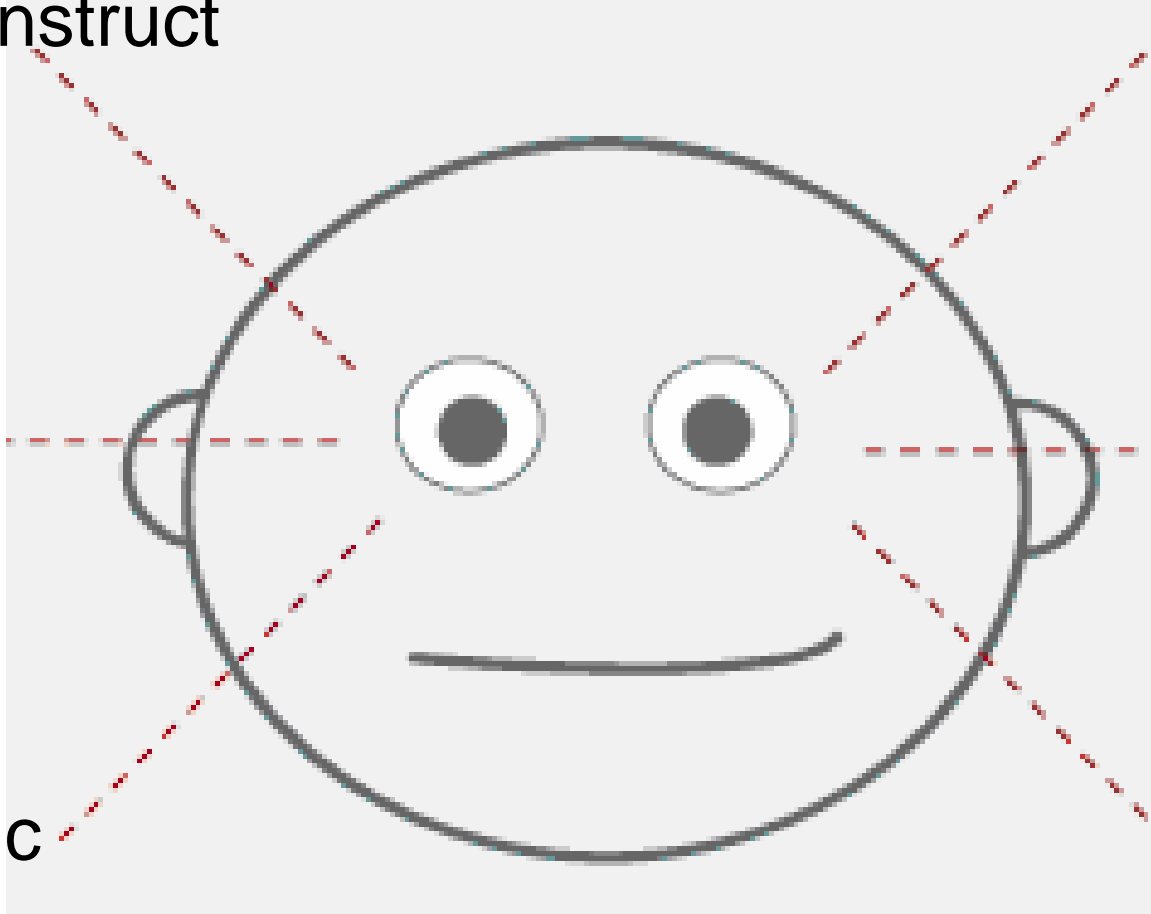
Visual
Recall

Auditory
Construct

Auditory
Recall

Kinesthetic

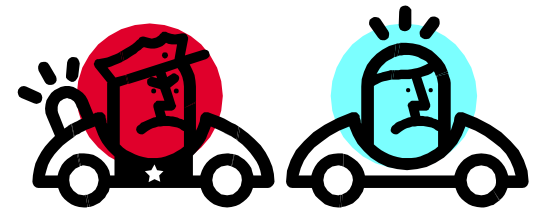
Internal
Dialog



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The Cop Stop (You're the Cop)

- Stop the suspicious car
- WAIT, Watch (are they fumbling under the seat?)
- Ask 3 questions
 - Simple recall
 - More difficult recall
 - What you want to know



PRACTICE: Ask recall - lie and WATCH



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Review

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Online Reference

- www.nlpinfo.com/ -
- www.purenlp.com/
- www.nlp-world.com/ -
- www.rain.org/~da5e/nlpfaq.html
- www.anlp.org/
- Free online tutorials on HYPNOSIS, NLP, Manipulation of Power.
<http://nlp.snowseed.com/>
- www.nlpu.com/whatnlp.htm
- www.saladltd.co.uk/
- <http://weird2.enchantednlp.com/eproducts.php>



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FINAL Exercise

What *preferred*
representational system
are You?

“Perception is Reality”



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Handout Bonus!

How to Pickup Vegas Show People

- Be Ready for Next YEAR
 - Most show people knows their 9-10, old ways out
 - FIRST find representational system
 - NegHit: Negative Compliments “Are those your real nails? Oh they’re acrylic” Turn your back, don’t walk, just divert attention
 - No looks compliments; style/brains compliments
OK

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