

Rapport Cheat Sheet

By Keith Livingston – Author of [**The Practical Guide To Rapport And Advanced Rapport**](#)

1. Assume rapport.
2. Get a friendly feeling in your body
3. Match posture, gestures and rate of speech.
4. Whatever you're not paying attention to might be important.
5. Be a natural and set your intention.
6. When to deliberately lose rapport.
7. Dance.

Assume Rapport

Assuming rapport is as simple as making up your mind to have it. When you approach someone you'd like to have rapport with, get it in your mind that you already do!

Exercise: Go out into a situation where you talk to someone you've never met. You can use a checkout clerk at a store, someone on the street or anyone you haven't already met. Pretend they're your best friend. Literally. Take on the tone of voice and attitude that they're someone you're really good friends with but haven't seen for a while. Notice what happens.

Get A Friendly Feeling In Your Body

Do it. Remember what it feels like to feel friendly and step into that.

Match Posture, Gestures And Rate Of Speech

To practice, cycle through, paying attention to each one in turn.

Whatever You're Not Paying Attention To Might Be Important

Pay particular attention to posture, gestures and rate of speech. Is there one of those that you lose track of more often? Practice that one!

Be Natural And Set Your Intention

Once you practiced a bunch, forget about it. When you first see someone you'd like to have rapport with, set your intention to do so and let your skills take over.

When To Deliberately Lose Rapport

Rapport is a bit like trance--it can be fractionated. In other words, it can come back even more strongly if its taken away. Practice falling in and out of rapport.

Also, keep in mind times when you don't necessarily want rapport. People who are ill or have a terrible attitude might not be good choices for direct rapport, depending on your outcome.

Dance

Remember, rapport has an ebb and a flow. It also occurs over time--it's a continuous action, not a thing. Think of it as a dance between people.

Enjoy,

A handwritten signature in blue ink, appearing to read 'KL' or 'Keith Livingston' in a stylized, cursive script.

Keith Livingston
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P.S. [Find out](#) why *The Practical Guide To Rapport And Advanced Rapport* is the **most advanced** product on rapport!

P.P.S. Make sure to listen to **hypnosis-session-for-rapport.mp3** daily for two weeks. Keep in mind that the more you listen to it the more your rapport skills will improve.