

杂译集

(英汉对照)

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翻译 晚熟青年

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译者序

众多把妹达人中，我感觉，还是杂耍人（Juggler）对我的影响最大，也最见成效。

杂耍人，过去大家都管他叫Juggler，因为他早年的职业还真是个玩杂耍的街头艺人。现在，在国外大家都称呼他Wayne，那是他的真名Wayne Elise。但在国内把妹界，似乎人们还是乐意叫他杂耍人。我也一样，我喜欢这个名字。

我看过外国街头杂耍小丑的表演，他们的谋生手段使得他们个个都是跟陌生人即时互动的高手。他们能够吸引别人的眼球，成为众人的焦点，能让匆匆过客驻足。他们时而自我嘲弄，时而逗闹观众。他们不但身怀技艺之绝，又语露口舌之利。他们了解观众的好奇心，知道什么时候该卖卖关子，什么时候该大显身手，怎样去说服不情愿的观众参与进来，又怎样去调动观众的情绪……他们所作的所有这些，其唯一目的就是要让广场上所有的过往游客都喜欢上他，要让他们制造的魅力来赢得陌生人的价值付出。

我喜欢杂耍人的把妹风格：优雅却不刻板，自信却不狂妄，风趣却不故作，机智却不乏性感。他洞悉人与人互动之道，深谙女人的心理和需求。他主张通过在互动中展露好玩而且真实的人性魅力来吸引女人，而不是拄着惯例的拐杖、戴着表演的面具来把妹。虽然他崇尚真实和自然的即兴互动，但也不乏充满智慧的技巧使用，那是他对社交动力学的长期实践、思考、总结和提炼的成果。与此同时，他并不盲从于他所信奉的把妹理论和技巧，因为把妹的成功不光靠理性和技术，还需要有在关键时刻敢于冒险的勇气。他把他的这一套把妹和社交的方法称作“超凡魅力的艺术”（Charisma Arts）。

同时，而且很幸运的是，杂耍人不但是个了不起的把妹和交际达人，也是一个优秀的导师，还写得一手出色的文章。杂耍人的好友、《把妹达人》的作者Neil Strauss就曾肯定过他的写作水平。我想我之所以能把杂耍人的文章坚持翻译下去，其主要动力之一就是因为他的文章读起来是那么的妙趣横生和赏心悦目。

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1. 如何讲故事（一个简短的入门教程）

How to tell a story (a short, easy primer)

2010年

原文地址: <http://charismaarts.com/wp-content/uploads/2010/10/storytelling.pdf>

Find a pen and paper or grab your laptop and let's get started.

找一支笔和一张纸，或拿起你的笔记本电脑，让我们开始吧。

In the way that Wayne Elise teaches storytelling which is focused on connect-ability to the listener, complex plots are not important. For now stay away from thinking about where your story is going or surprise endings or is not A story does not need a major plot¹.

Wayne Elise在教讲故事时，重点放在跟听众建立连接的能力，在这样的方法中，复杂的情节是不重要的。从现在起，不要再考虑你的故事该怎么发展下去，也不要考虑有没有出人意料的结局。一个故事并不需要有个主要情节。

Above all, the purpose of storytelling, especially in social settings, is to involve people keeping them active and not passive. This is best done with short, punchy stories.

最重要的是，讲故事的目的（尤其是在社交场合）是让人们参与进来，使他们保持积极的状态，而不是被动的状态。要做到这一点，最好的方式就是使用简短有力的故事。

¹译者注：此处英文原文似有笔误。

A good rule of thumb for storytelling is to keep it simple. Complex stories are harder to follow and become involved with for your audience. Simple stories with one over-riding emotional element are easy to understand, imagine and remember.

对于讲故事，有一个很好的经验法则，那就是保持故事的简单性。故事一旦复杂，听众很难跟得上，也很难参与进来。如果故事简单，而且包含一个最主要的情绪要素，那么听众就容易理解、想象和记住。

A story has five major elements: *Headline, Setting, Character, Action and Feeling*. That's all.

一个故事具有五大要素：牵引句、背景、人物、动作和感受。这就是全部的东西了。

Step one: Chose a headline.

第一步：选择一个牵引句

In one sentence tell us what is in your story for your audience. What will they take away from it? Why should they listen to it?

用一句话来告诉我们，你要对听众讲的故事里有什么。你的听众会从中带走什么？他们为什么要听这个故事？

Examples:

范例：

“Maybe you can relate to this.” —Great for spontaneous stories in social situations.

“也许这个故事你们也曾碰到过。”——很适合在社交场合以自然流方式讲出的故事。

“I want to tell you something that might change your life.” —A formal presentation headline.

“我想要讲的东西可能会改变你的人生。”——这是正式讲座的牵引句。

“I’m thinking about telling you about the most embarrassing moment of my life.” —The one I use for my hot tub story.

“我准备告诉你我活这么大遇到的最糗的一件事。”——这是我在热浴缸里讲故事时所用的。

Don’t sound too determined to tell your story. Leave open the possibility that you might hold it back. Tease your audience. Make them pursue you a bit. A headline should create curiosity and build anticipation.

牵引句不要听上去好像你太决意要讲你的故事了。要卖一些关子，让人觉得你可能就不讲了。逗一逗你的听众，让他们稍微追求你一下。一个牵引句应该制造出好奇感和期待感。

Step two: Find a character.

第二步：找一个人物

Ninety percent of the time this character will be you. That lends itself to certain advantages and abilities such as making your ‘act outs’ stronger. (don’t worry about that now though).

在百分之九十的情况下，这个人物都会是你。这样就适合于发挥出某些优势和能力，比如能让你的“表演”更加有力（但现在你不用担心该怎么做）。

Using yourself as a character is not hard. It only requires that you use the ‘I’ word. However it can be easy to get lost and begin to use other euphemisms such as the word ‘you’ when you should be talking about yourself. For example compare these two dialogues and decide which one is more interesting.

把你自己作为人物，这并不难，你只需要使用“我”这个字眼就行了。但你可能很容易就迷失了，而开始使用其它委婉说法，比如说当你应当谈论的是你自己时，却使用了“你”这个代词。例如，比较下面的两个对话，想一想哪一个更有意思。

“I love riding my bike. When you pedal up through West Village you can see all the leaves turning color this time of year and make stops at some cute coffee shops. You can then meet interesting people.”

“我很喜欢骑自行车。当你脚踏着自行车穿越（纽约）西村区的时候，你可以看到所有的树叶在每年的这个时候开始变色，你可以在一些可爱的咖啡店前面停下来，然后你就可以结识一些有趣的人。”

Versus this...

与此对比：

“I love riding my bike. I pedal through West Village and the leaves turning colors make me feel happy. I stop at the coffee shops I think are cute and meet interesting people there.”

“我很喜欢骑自行车。我脚踏着自行车穿越（纽约）西村区，树叶开始变色，我感到很快快乐。我在咖啡店前面停下来，我觉得这些咖啡店很可爱，在那里我去结识一些有趣的人。”

The second example is clearer and easier to relate to than the first example. That’s because it has a consistent character throughout. It slips easier into the imagination of the reader.

第二个例子比第一个例子要更清楚、更容易地讲述出来，因为它有一个一致的人物贯穿始终，它更容易进入听众的想象。

Use one character throughout and for now, if you are attending the Charisma Arts Storytelling Academy use yourself as the character.

自始至终都要使用同一个人物，而且从现在起，如果你正在参加超凡魅力艺术的讲故事学院，那就用你自己作为人物。

Step three: Describe the setting.

第三步：描述背景

Keep these words to a bare minimum.

将这里的用词保持到最低限度。

“I was in a taxi cab.” That’s plenty of information. We get it. We don’t need to know that you were in a taxi cab on the lower east side of Manhattan on a Tuesday. That would be too much irrelevant information that gunks up the story. Keep the setting information to the bare minimum to give ‘walls’ to your story — thin walls.

“我坐在一辆出租车里。”这包含了大量的信息。我们知道了。我们不需要知道你是于某个星期二在曼哈顿下东区坐在出租车里。那样说的话就会包含太多不相关的信息，这会把故事弄得像一团浆糊。要把背景信息保持到最低限度，以给你的故事砌上“墙壁”——薄薄的墙壁。

Use a setting that is familiar to you. Hopefully this will take little effort since you will be using a story that actually happened to you so you don’t have to ‘create’ a location.

使用你熟悉的背景。这样你就可望不用费力了，因为你将要采用的故事是真实发生在你身上的，于是你就不必“创造”出一个场地了。

Storytelling is not about creation. It’s about performance.

讲故事不是关于如何去创造，而是关于如何去表演。

Step Four. Describe the action.

第四步：描述动作

Use action words.

使用*描述动作*的词语。

I WALKED.

我*走着*。

I THOUGHT about the morning ahead.

我提前*想着*明天。

I PICKED a flower and STUCK it in my lapel.

我*捡起了*一枝花，把它*别在*我衣服的翻领上。

STEP Five: Put together a few actions to create a scene.

第五步：把一些动作串在一起，创造一个场面

The girl hailed a taxi and pushed me inside. I found her lips with mine and kissed her. But she slapped me. (end of scene)

那个女孩叫来一辆出租车，把我推到车里。我用我的嘴唇摸索到她的嘴唇，然后吻了她，但她却扇了我一个耳光。（场面结束）

Step Six: Describe to your main character's reaction to each scene.

第六步：描述你的主要人物对每个场面的反应

The girl hailed a taxi and pushed me inside. I found her lips with mine and kissed her. But she slapped me. I felt SURPRISED and BETRAYED.

那个女孩叫来一辆出租车，把我推到车里。我用我的嘴唇摸索到她的嘴唇，然后吻了她，但她却扇了我一个耳光。我感到*很意外*，而且有*被背叛*的感觉。

It's the emotional reaction your character has that makes your audience relate to him and feel they are on his or her side.

正是你的人物的情绪反应才让你的听众将故事联想到他自己，才会站在他或她的立场上去感受。

Understand that a singular scene is a complete story and longer stories are simply scenes played out one after the other until you find your end where there is a turn of emotions or revelation. (something we talk about at the Academy but not alas, not here)

要明白，一个单一的场面本身就是一个完整的故事，而较长的故事都只不过是在放完一个场面之后接着放下一个场面，直到你找到你该结束的地方为止，这个结束的地方应该有一个情绪的转变或真相的揭露。（这些是我们在讲故事学院里讨论的，但这里就不多说了）

Of course there's more to storytelling and you will learn those details at the Storytelling Academy along with performing technique but I hope this short PDF has given you a start on creating your stories and learning the craft of the Charisma Arts way of storytelling.

当然，还有更多关于讲故事的东西，那些细节你会在讲故事学院里学到，你还能同时学到表演技术，但我希望这个简短的PDF给了你一个良好的开端，去创作你的故事，学习用超凡魅力艺术的方式来讲故事的技艺。

Hope to see you soon,
Wayne Elise

希望很快再见到你们，
Wayne Elise

2. 连接会反过来找到你

The Connections Can Find You

2007年11月3日

原文地址: <http://charismaarts.com/the-connections-can-find-you>

I believe in the Nostradamus theory of attraction.

我相信诺查丹玛斯的吸引理论。

Nostradamus was a 16th century seer. His present-day followers believe that he predicted big world events such as the Great Fire of London, Napoleon, World War II, and even the 911 terrorist attacks. Indeed when I read some of his words I can sort of see where those followers are coming from — just got to read into the imagery a bit. Maybe I can find next week's lottery numbers.

诺查丹玛斯是十六世纪的预言家，今日他的追随者们相信他曾预言了世界大事，比如伦敦大火、拿破仑、二战、甚至911恐怖袭击。确实，在我读到他的一些话时，我能明白他的追随者们的依据了——只要稍微带着联想去读就行了。或许我能发现下周的彩票号码。

However what I have also learned about Nostradamus was that he babbled non-stop and people wrote down everything he said. With countless manuscripts full of his lucid visions, it's easy to find something that sounds like a modern-day event.

不过，我从诺查丹玛斯身上还学到了一样东西，那就是他言无不尽的喋喋不休，人们把他说的所有东西都写下来了。浩如烟海的手稿里充斥着他那昭然的幻想，这样就很容易找到某样东西听起来就像是现代的事件。

Nostradamus was a ladies man, I figure. I want you to be Nostradamus. I want you to understand that if you reveal enough about yourself a woman will find something to connect with.

诺查丹玛斯是个女人迷，我认为是。我想要你去做诺查丹玛斯，我想要你明白，如果你把关于你自己的事情展示得足够多，那么女人就总能找到某样东西去连接。

Most guys ask questions, make 'God' statements and try to force a connection with a woman:

大多数男人问着问题，做着以“神”为视角的陈述，以及试图强拗着跟女人连接：

Him: “Do you work out?”

他：“你健身吗？”

Her: “Yeah, I run.”

她：“是的，我跑步。”

Him: “Running is great.”

他：“跑步蛮好。”

Her: “I hate traffic.”

她：“我恨死了堵车。”

Him: “Yeah, traffic sucks.”

他：“是啊，堵车真讨厌。”

Her: “Where are all the confident men?”

她：“自信的男人都去哪儿了？”

Him: “You’re right. Confident men are more attractive.”

他：“你说得对，自信的男人更有魅力。”

These are examples of ways that guys attempt to connect with a woman. To my ear they sound fake. Why? Because there is nothing unique or personal about the guy’s words. They’re just pleasant-sounding mush. It’s not believable that he agrees with her. When a guy approaches a woman and tries to relate, she becomes suspicious. It just doesn’t ring true.

上述都是男人在试着去连接，在我听来，它们很假。为什么？因为那些男人的话里面一点也没有独特或私人的成分，而只是听起来令人愉悦的软话，很难让人相信他是同意她的观点的。当一个男人搭讪女人并试图去关联时，她就会产生怀疑，因为这听起来就是很假。

It’s much better if you allow connection to find you. Nostradamus was great at this. He blubbered on so much that connections with real-life, future-events actually found him.

如果你允许连接来找你，那就会好得多。诺查丹玛斯就擅长此道。他喋喋不休，于是对现实生活 and 未来事件的连接就真的找到了他。

Think about everything that you know, think and feel. Think about the sum of your individual experiences. Now pick out any woman you find attractive. May as well take the girl on the cover of Vogue magazine. She looks perfect. Now consider this. If you and this girl took ten minutes to write down twenty likes, dislikes and vulnerabilities I bet I could take both lists and find at least five commonalities. Maybe you are both rabid Tennis fans. Maybe you share the same favorite novel. Maybe you both need an occasional rainy day. Maybe she is attracted to Katherine Heigl, just like you. Those commonalities would be authentic, unforced and...cool.

想一想你所知道的一切，去思考，去体会。想一想你的个人经历的林林总总。现在挑出你

认为吸引你的任何一个女人，或许也可以是《时尚》杂志的封面女郎，她完美无缺。现在考虑一下这个：如果你和这个女孩花十分钟写下二十个各自所喜欢的东西、不喜欢的东西、以及弱点，我敢打赌我能在两人开列的清单中找到至少五条共同点。可能你们俩都是铁杆网球迷，可能你们喜欢同一部小说，可能你们俩都希望某天能下一次雨，可能她很迷凯瑟琳·海格尔¹，正跟你一样。这些共同点将会是真实而非强拗的，而且……很酷的。

So WWND? What exactly would Nostradamus do? Better yet, what will you do?

那么诺且何为？诺查丹玛斯真正会怎么样去做呢？说得更好一些，你会怎么样去做呢？

I think you should persistently talk in the 'I' perspective. I have faith that if you express yourself often enough, in a personal manner, you will never have to try to connect with a woman, the connection will find you.

我想你应该坚持以“我”为视角去谈话。我的信仰是，如果你经常把自己表达得足够多，而且是以私人的方式，那么你就永远不会试图去连接女人，而是连接会反过来找到你。

-Wayne

-Wayne

¹译者注：美国好莱坞著名女星

3. 运用你的想象力来把妹

Use your imagination to get the hotties

2008年4月25日

原文地址: <http://charismaarts.com/use-your-imagination-to-get-the-hotties>

I admit it. I played Dungeons and Dragons and read fantasy novels in my youth. I'm an imaginative person at heart. Maybe you're like me. Maybe in your formative years you went into your imagination and not outside into the social world.

我得承认, 年轻的时候我爱玩《龙与地下城》桌面游戏, 爱看魔幻小说, 我本质上就是个爱幻想的人。也许你和我一样。也许在你成长的那些年里, 你也身陷想象中而不能自拔, 无法走出去进入社交世界。

Personally I'm glad that happened to me. Being able to leverage a strong imagination is more important to socializing in adulthood than almost anything else I've discovered. I'd like to thank my old neighborhood bully Mike. I could not have done it without you. I'm sorry I thought ill of you. You did the right thing sitting on my head in front of all those girls. I just didn't realize your foresightful wisdom until years later.

我个人很高兴看到我曾经是那样。在成人世界里进行社交, 有能力去驾驭想象力比几乎所有其它方式更重要。我要感谢我过去的邻居痞子迈克, 要是没有你就不可能有今天的成就。我很抱歉我过去对你看法很糟。你当着所有女生的面骑在我的脖子上, 你其实做得很对。直到多年以后, 我才意识到你的远见卓识。

Seriously, when I'm taking a client out into the 'field' they are always surprised by how

much 'fantasy' I use in my conversations with people. Very rarely do I talk about reality. I just don't want to be tied down by it. Reality sucks. And that's coming from a guy who's done a reality show, so I know. Fantasy is better.

说真的，当我带学员出去，进入“现场”，他们总是惊异于我在跟别人交谈中所运用的想象。我极少谈论现实，我只是不想被它束缚。现实糟透了，此言出自一个做过真人秀的家伙，所以我才知道。幻想则好得多。

As an example, I often enter a clothing store when I'm teaching and flirt with the staff. By the way, that is the first thing you should do when meeting people in a store. Seduce the staff and then you can seduce the customers. Or just seduce the staff. That's actually the way I met my wife.

举个例子说，在我教学的时候，我经常走进一家服装店，跟那里的店员调情。顺便提一下，当你在商店里认识女人的话，这是你应该做的第一件事。引诱店员，然后你才能引诱顾客，或者就只引诱店员，这实际上就是我遇到我太太的方法。

Me: "Hi there."

我：“嗨，您了。”

Greeter girl: "Hi, just so you know our sweaters are all 25% off."

店员女孩：“嗨，那么你知道，我们所有的毛衣都打七五折。”

Me: "Great. Thanks. When I want a sweater I'm coming back here for sure. You have so got my sweater business. So what's it like to be the greeter?"

我：“很好，谢谢。当我需要一件毛衣的时候，我一定会来这儿的。你做定我这笔买卖了。那么当一个店员是什么样的感觉呢？”

Greeter girl: "It's good. I like it."

店员女孩：“感觉挺好的，我喜欢。”

Me: “I think I would like it. But I imagine it would be tough for me to stand in one spot for so long. I don’t know how you do it. I might get some sort of stool.”

我: “我想我会喜欢的, 但我觉得在一个地方站那么久对我来说有些苦。我不知道你是怎么做到的, 我可能要弄个凳子什么的。”

Greeter girl: “I wish I could do that, but they want us to stand.”

店员女孩: “我希望我能那样, 但他们要我们必须站着。”

Me: “In that case I would be the greeter’s assistant who gets to sit down sometime.”

我: “要是那样的话, 我会做店员助理, 这样偶尔就能坐着了。”

Greeter girl: ha ha

店员女孩: 哈哈

Me: “Can I give it a try?”

我: “我来试试, 可以吗?”

Greeter girl: “Sure.”

店员女孩: “当然可以。”

Me: (to incoming shoppers) “We have sweaters 25% off.”

我: (对过来的顾客说) “我们的毛衣打七五折。”

Shoppers: “Okay thanks.”

顾客: “哦, 谢谢。”

Me: “And our socks are two for one.

我: “我们的袜子买二送一。”

Shoppers smile.

顾客笑笑。

Me: “And our underwear is free.”

我: “我们的内裤是白送的。”

Greeter girl laughs.

店员女孩大笑。

Me: “Am I going to get you in trouble?”

我: “我会给你带来麻烦吗?”

Greeter girl: “No, don’t worry about it. I get so bored just standing here.”

店员女孩: “哪里话, 我站在这里也忒无聊了。”

Me: “Oh, I see. So I’m just a tad above boring.”

我: “哦, 我懂, 好吧我是个乏味的家伙。”

Greeter girl: "I didn't mean it that way."

店员女孩: "我说的不是这个意思。"

Me: "No, it's okay. I can take it. Sniff sniff. Oh wait, here we got some more."

我: "当然不是, 没什么, 我能承受, 呜呜。噢等一下, 又来了一拨人。"

Me: (to shoppers) "Our sweaters are half off and the left side of the store is off limits to people wearing red."

我: (对顾客们说) "我们这里毛衣半价, 本店的左边禁止穿红色衣服的人进入。"

Customer: "Really?"

顾客: "真的假的?"

Me: "Of course. I'm the greeter's assistant after all."

我: "当然是真的。我怎么说也是店员助理啊。"

Greeter girl laughs.

店员女孩大笑。

Me: "I like your smile. It's kinda cute to me."

我: "我喜欢你的笑容, 对我来说透着某种可爱。"

Greeter girl: "What do you mean kinda?"

店员女孩: “什么叫某种?”

Me: “I don't know. I got to get to know you better before I can answer that type of question. Where's your boyfriend?”

我: “我不知道。我必须跟你熟起来才能回答这种问题。你的男朋友在哪儿?”

Greeter girl: “I don't really have one.”

店员女孩: “我真的没有男朋友。”

Me: “In that case I'll flirt with you mercilessly. Or better yet, let's pretend we are already going out.”

我: “要是这样的话, 我会毫不留情地跟你调情的。或者更好, 让我们假装我们已经要出去约会了。”

Greeter girl: “Okay. When are you picking me up later?”

店员女孩: “好吧。你什么时候来接我?”

Me: “After I drop off those sniveling kids of ours to your mothers.”

我: “要等到我把我们的小屁孩们送到你妈妈那里之后。”

And so it goes.

于是一切顺水推舟。

Life is just so normal and safe these days. It used to be, when there weren't safety railings and government oversight, the world was an undiscovered, dangerous and more involved place. People used to sing on the bus, create their own games and make out with random

strangers. But that spontaneity has been regulated out of existence, “Just take your 40 channels of pre-programmed entertainment and behave. Don’t try to think or act different.”

现如今，生活是如此的寻常和安定。而在过去，没有安全护栅，没有政府监督，整个社会就是个未知的，危险的和更复杂的世界。人们以往在巴士上唱歌，创造他们自己的游戏，跟随机的陌生人亲热。但现在原生态已经不复存在了：“你只要拿出预先设定好的40个娱乐项目然后开玩就行了，而不要去试着想一些或做一些不同的东西。”

People these days are cattle just yearning for something magical and unexpected to unlock their power of imagination. If you can be the person to deliver that to them they will love you. I will love you. You could rule the world.

如今人们犹如牢内之牛，太渴望具有魔力和出乎意料的东西来解开束缚在他们的想象力上的枷锁了。如果你是能带来那些东西的人，那么他们会爱死你的。我会爱死你。你能统治世界。

Tips to incorporate more fantasy into your conversations:

下面是一些小技巧，能让你在交谈中加入更多的幻想：

* Don’t worry about being right. So many of us, especially men, are concerned with appearing knowledgeable and correct that we are afraid to be wrong. Be okay with being wrong. Fantasy is built on untruths. Loosen up and enjoy an interesting lie.

* 不要顾虑正确性。我们中有很多人，尤其是男士，太在乎让自己表现出知识性和正确性的一面了，这样我们害怕说出错误的东西。要对说错心安理得。幻想就是建立在非真实性的基础上的，放松标准，去享受好玩的谎言吧。

* Cut down on the amount of television you watch. The boob tube is an input device that destroys our natural habit of entertaining ourselves with our own self-created stories. I personally have not owned a television for over ten years now and can attest to the benefits to my imagination.

* 减少你看电视的次数。电视机是一个输入设备，它毁掉了我们用自己原创的故事来娱乐

我们自己的自然习惯。我自己已经有十年没有电视机了，我能证明这对于我的想象力的好处。

* Go to public places to people watch and make up stories about the people who you see around you. Try to imagine who they are, where they are going and what they are thinking about.

* 去公共场所，去接近人群，观察你身边的人，并编造有关他们的故事。试着想象他们是谁，他们要去哪里，以及他们正在想什么。

* Don't be afraid to share your fantasy with other people. Just make up an entertaining lie and ask them to play along.

* 不要害怕去跟别人分享你的幻想。编造一个有娱乐性的谎言，然后叫他们跟你一起玩。

4. 怎样交到女朋友

How to get a girlfriend

2008年7月26日

原文地址: <http://charismaarts.com/how-to-get-a-girlfriend>

How to get a girlfriend in three easy steps:

怎样交到女朋友有三个简单步骤:

Step #1

第一步

Wear nice clothes and smell good. A woman may hook up with a guy dressed like Milli Vanilli but she won't want to get in a relationship with him. She knows that a potential boyfriend will have to eventually be presented to her friends and family. She doesn't want to be embarrassed. So dress the part of the man she can be proud of. That doesn't mean you have to become a Rocker if you're a Mod but it does mean that your clothes should be cleaned, pressed and tailored to fit your body.

穿着优良, 体味怡人。女人也许会跟穿得像米力瓦利合唱团¹的男人搞上, 但她不会愿意跟他发展恋人关系。她知道她迟早要把她潜在的男朋友带到朋友和家人面前, 她不想感到尴尬。因此, 要穿出她能引以为豪的男人的一面。这并不是说如果你是一个摩斯族²就必须成为摇滚乐手, 而是说你的衣服应当是干净的、压平的、并裁剪得当, 是为你量身打造的。

¹译者注: 以假唱闻名的美声二人组, “主唱”是上镜且能跳舞的男模, 唱片公司安排他们对嘴型, 曾骗得1989年的格莱美颁奖。

²译者注: 兴起于英国60年代的一种时髦青年的次文化, 催生了其后许多次文化, 比如朋克和光头党等。

Step #2

第二步

Be fun. Too often guys who are looking for relationships end up acting too serious. This is no truer than on blind, speed or internet dates. Guys try to show their long-term value as if they are bad-tasting but ‘good for you’ medicine. Unfortunately women (as is all people) are not that long-term thinking. They emphasize their long-term qualities and bore women into turning tail and running. Think of yourself as an instantly-addicting, recreational drug. Be like cocaine. Most people end up in a relationship with the less than ideal ‘paper’ match cause they simply had fun with the other person. Don’t worry about being perfect. In many instances it can be helpful to admit to flaws because it takes pressure off everyone to be perfect and allows you to focus on having fun in the moment. Hint: Use a sense of fantasy. ([see this post on tips for using fantasy](#))

要有趣。很多时候，寻求恋人关系的男人们最后都过于严肃地去表现了，这对于首次见面的约会、速配约会或网上联系的约会是再常见不过了。男人们努力去展示他们的长期价值，就好像他们是味道很糟但“对你有好处”的药。不幸的是，女人们（正如所有人）并没有那种面向长期的考虑。他们强调着他们的长期品质，于是就让女人感到无聊透顶继而逃之夭夭。把你自己想象成一种迅速上瘾，让人愉悦的毒品。要像可卡因那样。大多数人在结束一段恋人关系时要比理想的“文书”配对更依依不舍，因为他们就是简单地曾跟另外一个人尽兴同乐而已。不要为不完美而担心。在许多情况下，承认小缺点可以是有益的，因为这样就能解除所有人必须完美的负担，从而能够让你们尽情享受瞬间的乐趣。提示：要使用幻想感。（关于运用幻想，参见这篇帖子³）

Step #3

第三步

This is the most important step to get a girlfriend. Don’t want a girlfriend. Be careful of telegraphing that you want a girlfriend. That can land you in ‘needy-guy’ territory and ruin a budding relationship. Relationships are like trains. They require fun and being in the moment with the other person to fuel the engine which pulls the train. When you spend

³译者注：即前文4. 运用你的想象力来把妹

Use your imagination to get the hotties.

your time figuring out where the relationship is headed instead of shoveling the coal into engine, the whole thing grinds to a halt and that is not fun for anyone.

这是交上女朋友的最重要的一步。不要去想要一个女朋友。要小心，不要传达出你想要一个女朋友的意思，这会将你置于“有需求感的男人”的境地，从而将恋人关系扼杀在萌芽状态。恋人关系好比火车，它们需要乐趣和与人共享瞬间之乐作为引擎的燃料，以此来拉动火车。如果你把时间花在琢磨出这段关系奔往何方，而不是向引擎中铲煤，那么整个东西就会慢慢停下来，而这对于任何一方都不是有趣的。

As a guy, it is your job to be the one who brings fun and spontaneity to the moment. Forget where the relationship is headed or if you are even in one. The best long-term-relationships just happen without anyone worrying about the formal tag of 'now we're boyfriend and girlfriend'. You just one day realize you and her have been inseparable for the past three months and you say with a laugh, "Hey, I guess we're in a long-term-relationship, duh."

作为男人，你的工作就是成为把欢乐情趣和即兴自然带到当下的那个人。要忘掉关系的发展方向以及你是否甚至处在一段关系中。最好的长期恋人关系是就这么发生了，而不需要任何一方在担心“现在我们是男女朋友了”的形式上的标签。你只是在某一天突然意识到你和她三个月以来已经不可分离了，然后你就大笑着说：“嘿，我猜我们已经在发展恋人关系了，靠。”

The best way to not let on that you don't want a girlfriend is to actually not seek a girlfriend but instead be relaxed and focuses on the moment and having the best time you can possibly have with whomever you are with at the moment. Good luck and enjoy yourself.

为了显示出你并不想要一个女朋友，最好的方法就是不去真正寻找女朋友，而是要放松起来，去关注当下的瞬间，要倾尽你的所能，和那个在那一瞬间跟你在一起的随便什么人，去一起拥有美妙时光。祝你好运，并尽情享受。

5. 相信自己能让女孩喜欢上你，这很重要

The importance of Trust in getting chicks to dig you

2008年9月19日

原文地址: <http://charismaarts.com/the-importance-of-trust-in-getting-chicks-to-dig-you>

Have you ever done a trust fall? That is where you cross your arms in front of your chest, straighten you legs and then tip yourself backwards with someone behind you that will be willing and able to catch your fall. In order for you to do this you have to be willing to trust your partner. If they don't make the catch you could break your back or bust your head open and forget who you are, Charlie. There's a scene in my favorite movie of all time, Mean Girls, where the characters utilize a trust fall. It's dorky I know but so I am sometimes, ha.

你玩过信任背摔游戏吗？在该游戏中，你把双臂交叉在胸前，伸直双腿，然后向后倒下，你身后有人愿意并且能够在落下时接住你。为了能做到这一点，你必须要信任你的同伴。要是他们不能接住你，你就可能摔坏背部，或脑浆迸裂，忘了你姓甚名谁，查理。我一直以来最喜欢的电影《贱女孩》中有一部场景，其中的人物利用的就是信任背摔。这听起来有些迂腐的，这我知道，但我有时候就是有些迂腐，哈。

When picking up women, your partner in the trust fall is the woman you are talking with. You must trust her. That is an order from me, Captain Wayne to you, Sergeant Reader-of-this-article. Women can sense when you don't trust them. They understand that a man who doesn't trust is a wannabe dictator. And as with most dictators he's no fun to be around.

在把妹时，你的信任背摔的同伴就是你正在交谈的女人。你必须信任她。这是我——Wayne指挥官——向你——阅读此文的中士——发出的命令。女人会感觉出来你不信任她们。她们懂得，不信任他人的男人是个为所欲为的独裁者，而在大多数独裁者身边是没有什么乐趣可言的。

If any of these are you then give me a call and we will talk about setting you on the right path.

要是下列有一条跟你沾上边，请打电话给我，我们会好好谈谈如何让你步入正轨。

* Not adding pauses into your speech.

* 你在谈话中没有添加停顿。

* Stacking routines.

* 堆砌惯例。

* Being overly positive. Afraid of negativity.

* 过分正面积极。害怕负面消极。

* Not talking in a personal manner.

* 不以私人的方式进行交谈。

* Talking too fast.

* 谈话太快。

* Relying on witty content.

- * 依赖于智巧内容。
- * Forcing numbers.
- * 强行使用老一套的重复语言
- * Asking close-ended or god-forbid, leading questions.
- * 问封闭式的问题，或者，但愿我不是乌鸦嘴，已暗示出答案的问题。
- * Looking for signs that she likes you. IOI-trash
- * 寻找她喜欢你的信号。IOI¹回收站。
- * Other stupid stuff.
- * 其他愚蠢的东西。

These all add up to not getting laid. Wake up and smell the coffee. They are a symptom of YOU not trusting HER. Guys who get laid at pick up (all 50 of them) believe they are secure enough to let women react to them any way they want. They make room for it. Why? Because they trust her to like them. They're not dictators, they're libertarians. They understand that for a woman to value you she must invest in the relationship. Yeah, sometimes she will be mean, sometimes she will be brash, sometimes she will say stupid things or pull your ear hairs out. That doesn't mean she doesn't want to bonk you in the Holiday Inn hot tub.

所有这些累积起来，就使你无法跟女人上床。清醒一下，闻一闻咖啡。它们是*你*不信任*她*的症状。那些在把妹中成功跟女人上床的男人（占50%）相信他们肯定能让女人以他们想要的任何方式来回应他们。他们为此创造了空间。为什么？因为他们信任她会喜欢上他们。他们不是独裁者，他们是自由论者。他们懂得，为了让女人觉得你有价值，就必须要在你们的交往中进行投资。是的，有时她会刻薄，有时她会粗鲁，有时她会说些蠢话或羞辱你。但这些并不表明她不想跟你在假日酒店的热浴缸坐爱。

¹译者注：即兴趣指标（Indicator of Interest）

Ultimately, trusting women means trusting yourself. People are just a mirror for you to bounce yourself off of, you know? You have to trust that you are an interesting, fascinating read. Slow down, learn to better articulate your personality, ask a few open ended questions and have faith that you are being cool despite any concrete evidence.

归根到底，信任女人就是信任你自己。对你而言，众人只不过是面镜子，折射出的却是你自己，你知道吗？你必须信任你是一本有趣而迷人的读物。放慢节奏，学着更好地用言语表达个性，问一些开放式的问题，并怀着一种虽无具体证据但你照样很酷的信仰。

Does that make sense? If not, its my fault. I'm running around the world blabbering on about using the 'I' perspective but I don't know if I've ever really explained what that means. My bad. What the 'I' perspective means is you making a pact to trust yourself to be interesting enough. The rest is just techniques to articulate yourself better and allow her to do the same, oh and escalation theory, gotta have that. Well, I guess I have some more writing to do. See you next time — Wayne Elise

这有意义吗？如果没有，那就是我的过错。我跑遍了整个世界，唠唠叨叨地谈论着使用“自我”视角，但我不知道我可曾真正解释过这是什么意思。这是我的错。“自我”视角的意思就是，你制定一个协定去信任你自己是足够有趣的。剩下的则只是一些技巧，帮你更好地用言语表达自己，以及允许她也照这样做，哦，还有升高理论，应该还有它。好了，我想我有更多的东西要写了。下次再见——Wayne Elise

6. 风险

Risk

2008年10月31日

原文地址: <http://charismaarts.com/risk>

Well, here I sit in my house in Ann Arbor, typing out a post for you crazy Charisma Arts cats. I'm back from a trip across the planet. I talked my talks in Perth, Melbourne, Sydney and Honolulu, along with a few side trips and two Conversation Camps. 7 hotels, 14 flights, 22 bags of chips, a pot of coffee administered intravenously and karaoke with Curtis and the Hawaiian Funky Bunch.

呃，我现在坐在安娜堡¹的家中，敲着键盘，给你们这些疯狂的超凡魅力艺术小子们写帖子。我环球旅行归来了，我在珀斯、墨尔本、悉尼和檀香山做了讲座，还附带做了几次周边的旅行和两次交谈训练营。七家宾馆，十四次航班，二十二包薯片，像静脉注射般摄入的大量咖啡，还有Curtis乐队和夏威夷Funky Bunch乐队的卡拉OK。

Ever wonder what its like to sit through one of my talks? Well, the first question I asked in Australia was, “Which is better, the movie Iron Man or Batman?”

想知道我的讲座是什么样的吗？呃，我在澳大利亚问的第一个问题是：“《钢铁侠》和《蝙蝠侠》，那个电影更好？”

Answer: Iron Man, clearly.

答案：很清楚，《钢铁侠》。

¹译者注：美国密歇根州的一个城市

I had to order the Batman people out of the room. Seriously, if you're trying to seduce the opposite sex be Tony Stark (Iron Man). He's fun, confident and sexy, if I do say so my heterosexual-self. If you invited Bruce Wayne to your party he'd just brood in the corner before leaving out a back window without saying goodbye.

我不得不命令那些选《蝙蝠侠》的人出去。好吧说正经的，你要想诱惑异性，就要做Tony Stark (钢铁侠)。以我异性的目光来看，他有趣，自信和性感。要是你邀请Bruce Wayne²参加你的派对，那么他则会呆在角落里做沉思状，最后从后窗离开，连声招呼也不打。

My wife finally gave me the go ahead to be Tony Stark for halloween. Yes, I do wear the pants in this relationship, just the pants she picks out for me. And I AM STILL A BAD ASS WOMANIZER — just to be clear about that, ahem.

我妻子最终同意让我在万圣节上扮Tony Stark。是的，当我跟她还在一起的那个时候，我的确穿着那样的裤子，是她给我挑的裤子。*不过我现在依然是风流于众多女性中的坏蛋*——我得申明这一点，呃哼。

Anyhow, the talks did finally arrive at the topics of seduction, picking up the hotties, connecting and conversation for the enlightened man. I took questions and gave back in kind. I noticed many guys are still looking for the way of sureness. They want a technique whereby they are guaranteed success but required to take no risk. I had to slap a few of them. And these were Australian rugby players so I had to slap and run, slap and run, slap and run.

不管怎么样，讲座最终落到了诱惑的主题上：作为一个文明的男人该怎样把正妹，怎样沟通和交谈。我接过提问，但以同样方式回应。我发现很多男人仍然在寻求一种获得确定性的方法。他们想要有一种技术，既能保证他们的成功，同时又不需要冒任何风险。我恨不得上去抽他们耳光，但这些都是澳大利亚橄榄球员，所以我不得不扇了就跑，扇了就跑，扇了就跑。

Charisma Arts method or Juggler method or whatever you want to call it that this company, website, the instructors and myself are powered by is not a sure-fire method for picking up the hotties that involves no risk. If you believe that success is possible with no downside then I got a Condo in Stockton, California to sell you.

²译者注：即蝙蝠侠

我们的公司、网站、教员和我自己所采用的这个超凡魅力艺术方法，或杂耍人方法，或随你怎么叫，不是一个确保成功而无风险的把妹方法。如果你相信没有任何负面因素的成功是可能的话，那么我就把我在加州斯托克顿的公寓卖给你。

My method...which should be your method IMO, is akin to playing poker at a professional level. To be a good poker player you have to occasionally go all in. You push your chips into the middle, throw down your cards and you either win or you lose. Any professional will tell you that if you're unwilling to take calculated risks then you should stick to shuffle board.

我的方法……，我个人认为也应该成为你的方法，就好比是职业级的扑克牌局。作为一名优秀的扑克玩家，你必须偶尔全押进去。你把你的筹码推到当中，扔下你的牌，这样你要么就赢，要么就输。任何一个职业玩家都会告诉你，如果你不想冒着已经算计在内的风险的话，那么你最好还是去玩沙狐球吧。

In our method, you have to be willing to take a few medium risks (escalations) and at least one largish risk (statement of your intention). Without risk there's no gain. Shakespeare was wrong. All the world is not a stage. It's a poker table.

在我们的方法中，你必须愿意去冒几次中等程度的风险（升高），和至少一次较大的风险（你的意图声明）。没有风险就没有收获。莎士比亚错了，世界不是舞台，而是牌桌。

What now?

下面是什么呢？

Sign up for my [Conversation Camp](#) and I will teach you how to plan, implement and take intelligent risks in order to make your way boldly through this world. Other than that, your assignment is to write some comments to this Blog telling the Charisma Arts family and me what interesting risks you have taken with the opposite sex.

注册参加我的[交谈训练营](#)，我会教你如何去计划，应用和采取聪明的冒险，来让你大胆地行走江湖。除此以外，你的任务是对这篇博文写些评论，告诉超凡魅力艺术家和我，你对异性采取过什么样的冒险。

7. 为什么我喜欢晚餐约会

Why I like dinner dates

2008年11月1日

原文地址: <http://charismaarts.com/why-i-like-dinner-dates>

I consider myself a great observer of people. I fascinate myself endlessly by creating stories for the people I see. That dude over there, sitting and feeding the pigeons, he's a retired Navy officer who just lost a game of Battleship. That woman wearing a black turtle-neck works as an internet executive. Her twelve year old daughter loves soccer but, I'm afraid, is not very good, and that annoys her competitive mother. That middle age couple sitting in the window of the coffee shop just started dating. How do I know? Because only newly-dating couples want to see each other under so much light.

我把自己看成是一个观察别人的看客。我将我看到的人们编成故事，对此我乐此不疲。那边的那个哥们，他坐在那儿喂着鸽子，他是个退役的海军官员，却刚刚输掉了一盘海战棋。那个穿着黑色高领毛衣的女人，是个网络主管，她十二岁的女儿酷爱足球，但我恐怕要说，她踢得不怎么样，而这就让她那有竞争意识的母亲很恼火。坐在咖啡店窗前的中年情侣才刚刚开始约会。我是怎么知道的呢？因为只有新近约会的情侣才会想要在那样充足的光线下看着对方。

Years ago I started to incorporate my imagination into my dating lifestyle. Sitting at dinner I would find some interesting people and point them out to my date. "I wonder what the story is with them. Whadya think?"

数年前，我开始将我的想像融进我的约会生活方式。就坐于晚餐中，我会发现某些有意思的人，并把他们指给我的约会对象看。“我想知道他们有着怎样的故事。你丫是怎么想的呢？”

Together we would come up with our ideas for them. Sometimes we would agree and sometimes not. Sometimes our stories would become outlandish and sometimes ordinary. But here's the kicker. Once we had our ideas, one of us would have to walk over and find out the true story.

我们就会一起冒出各种关于他们的想法。有时我们意见一致，而有时却不。有时我们的故事会变得怪异无常，有时则普通平凡。但下面才是关键：一旦我们有了想法，那么我们中的某个就必须走过去，找出故事的真相。

This always felt dangerous. “Excuse me sir, my date over there and I were just wondering...see you look interesting to us and we were trying to figure out exactly what you and your lovely companion here are all about. Because we have our own ideas, and curiosity being what it is, we had to ask. Don't feel you have to answer. It may be none of our business. But what's your story?”

这总让人感到危险。“打扰了先生，那边是我的对象，她跟我只是想知道……我们觉得你看上去很有趣，我们在琢磨着，你和你的可爱伴侣在这里究竟有着怎样的故事。因为我们有着我们自己的想法，外加几分好奇，所以我们不得不过来问一问。你不必非要回答，可能这并不关我们的事，但你们有着怎样的故事呢？”

Approaching people in a humble but direct way like this almost always works well. I met some fun characters doing this and I have yet to meet a woman who is not impressed by a guy who has the courage to approach strangers at dinner. Its exciting. It's fun. It's kinda sexy.

像上面这样用谦卑但直接的方式去搭讪别人，几乎总能行之有效。我用这样的方式认识了一些有趣的人物，我仍然还没遇到过这样的女人：当她看到一个男人有勇气在晚餐时搭讪陌生人时，却并不感到惊异。这很刺激，很有趣，还带着点儿性感。

Too many guys, in the community and elsewhere, think of dinner dates as antiquated. Somehow they associate them with supplication or 'interview' dates. I think this thinking is mistaken. Think of dinner not as dinner but as dinner-theatre. The table is a stage and you and your date are the principle dancers. Dinner is an opportunity to create a shared experience in a safe environment, and demonstrate your social skills, with the staff and other random...victims, ahem. And let's face it, eating is as close to sex your likely to get

in public. No pickle jokes please. And after dinner comes desert — ice cream floating in Claret at your place.

在社区或其它什么地方，有太多的男人认为晚餐约会已经过时了。不知怎么地，他们将晚餐约会跟恳求或“面试”式的约会联系起来。我认为这样的想法是错误的。不要把晚餐看成是晚餐，而要看成是晚餐剧院。餐桌即是舞台，你和你的对象就是首席舞者。晚餐提供机会在一个安全的环境中去创造一次共同分享的经历，并展示你的社交技能，通过跟员工和其他随机的……受害者互动，呃哼。而且让我们承认这点吧：吃饭是你能在公共场合得到的最接近上床的活动。拜托别讲那些泡菜笑话。晚餐之后就要上甜点了一一在你的住处吃浮在干红葡萄酒上的冰激凌。

Now as to what to talk about at dinner and how to discover your bad-*ss conversationalist that is lurking just under the surface of your skin, ready to break out and devour the hotties, sign up for a Conversation Camp with me, your host, Wayne Elise. We just put up a few new cities: Ann Arbor and San Francisco among them, which coincidentally are great restaurant cities. Bon Appetite!

那么至于在晚餐时谈论些什么，以及如何发掘出那潜伏于你体肤之下的惊人的交谈能力，准备好去爆发，去吞食那些美女，现在就报名交谈训练营吧，跟着我，你的主人，Wayne Elise。我们刚刚增加了一些新城市：其中就有安娜堡和旧金山，它们恰好是有着很棒的餐馆的城市。祝您好胃口！

8. 如何在圣诞礼物退还队伍中搭讪

How to open an attractive stranger in the Xmas gift return line

2008年12月29日

原文地址: <http://charismaarts.com/how-to-open-an-attractive-stranger-in-the-xmas-gift-return-line>

You: Excuse me, I can't help but notice that you are unsatisfied with your fruitcake-pattern hoodie. I have to say that I'm surprised but happy for you.

你: “打扰一下, 我不禁注意到你居然对你的水果蛋糕款式的风帽衣不太满意, 我感到意外, 但也替你高兴。”

Her: “Ha, hah ha.”

她: “哈, 哈啊, 哈”

You: “I'll trade you my Lance Armstrong tire repair kit. Or better yet, I got some Grandma cookies here somewhere.”

你: “我要用我的兰斯·阿姆斯特朗轮胎修理工具箱跟你换, 或者更好, 我有外婆的曲奇饼。”

Her: “Oh, I had too many of those lately.”

她：“哦，最近我吃了太多的曲奇。”

You: “Yeah, I can relate. I like that about you. You and I are the same. Who would have known. So I'm thinking of a New Year's resolution. What's yours going to be?”

你：“是啊，我看得出来。我喜欢你这样。你跟我都一样，这之前谁会知道呢？我正在考虑一个新年志向，你有什么样的打算呢？”

Her: “To finish law school.”

她：“在法律学校结业。”

You: “Oh that's a good one. I can hire you to sue grandma for the bad cookies. Seriously though, that's cool. I think I would like being a lawyer. I'd feel kinda powerful. Like yeah, give me a speeding ticket, see what happens.”

你：“哦，这个蛮好。我可以雇你来起诉外婆做了邪恶的曲奇。不过说真的，这挺酷的。我觉得我想成为一个律师，我感觉那很强大。就像，对，给我一张超速罚单，看看会怎样。”

Her: “Haha, yeah it is good to know law for practical reasons. For instance, my professor says...”

她：“哈哈，对，懂一点法律是很好的，因为这很实用，比如我的教授说……”

You: “Hey, I like you. What are you doing after this?”

你：“嘿，我喜欢你。你稍后准备做什么？”

Her: “I'm meeting a friend for lunch.”

她：“我要跟一个朋友一起吃午饭。”

You: “Oh too bad, I thought it might be fun to sit down at the Starbucks over there and chat a bit more for five minutes. I like talking with you.”

你：“哦，太糟了，我本以为我们可以在那边的星巴克坐下来聊五分钟呢。我喜欢跟你聊天。”

Her: “Are you hitting on me?”

她：“你在泡我吗？”

You: “Maybe I am and maybe I’m not. It all depends on if you like it or not. And judging by your smile now I would say, yes I AM hitting on you. Sure that’s the ticket.”

你：“也许是，也许不是，这完全取决于你喜不喜欢，而现在通过你的笑容，我要说，是的，我正在泡你。”

Her: “Well, just to warn you I have a black belt in flirting defense. But yeah, let’s sit down for five minutes.”

她：“嗯，我得警告你，我可是调情防御黑带呢。不过好的，我们在那儿坐五分钟吧。”

You: “Excellent. What’s your name by the way?”

你：“太好了。顺便问一下，你叫什么？”

Her: “My name is Persimonia”

她：“我叫Persimonia。”

You: “Nice name. I’m impressed. My name is your name here. In the language of the old country it means, he who drinks hot chocolate through a straw.”

你：“好名字，很让人印象深刻。我叫（这里填上你的名字）。在古老的语言中，意思是用

麦管喝热巧克力的人。”

9. 如何认识Mac笔记本女孩

How to meet one of those cool girls with a Mac laptop

2009年1月8日

原文地址: <http://charismaarts.com/how-to-meet-one-of-those-cool-girls-with-a-mac-laptop>

It is my presumption that people who use Macs as opposed to PCs are more interesting. I'm biased for sure, but when I see a girl with a sexy PowerBook on her lap I know she's my type of woman. So in this scenario I'm presuming you feel the same way. Pay attention to her nonverbal feedback during your statements which can make you pursue the topic further or go in a different direction.

据我推测，用Mac的人要比用PC的人有趣。我肯定有失偏颇，可是当我看见有性感的PowerBook¹在膝上的女孩，我就认定她属于我的类型。就此情形，估摸着你也有这样的感觉。在你的陈述过程中，要注意她的非言语回馈，则这样能有助于你将话题继续推进，或引到其他方向。

There she is. Red hair and running shoes. She is sitting at the coffee shop behind a 17 inch aluminum Apple piece of modern art. She taps at the keys with two fingers, periodically wrinkling her forehead and frowning.

她就在那儿。红发，跑鞋。她坐在咖啡店里，在一个17吋铝制苹果现代艺术品后面。两根玉指轻敲键盘，时不时轻皱前额眉。

You walk past her but stop at the last instant.

¹译者注：苹果公司的Mac笔记本电脑的一个系列，于1991年至2006年期间发售。

你在她身边走过，但在最后一刻停下来。

You: “Hey nice computer. I couldn't help noticing that you have a Mac. I'm curious what you think.”

你：“嘿，很好的电脑。我情不自禁地注意到你有一个Mac。我很好奇你是怎么想的。”

Her: “Oh, I like it. Much better than my old computer.”

她：“哦，因为我喜欢，比我原来的电脑要好得多。”

You: “Yeah, no kidding. Mac's rule. They just work. No fuss, no muss. I have to confess though, and I don't know if you feel this way, but I feel a little superior to all those people with other types of computers. Like that guy over there. Poor guy has some sort of Dell.”

你：“对，还真是，Mac是最棒的，运行流畅，没有各种问题。可我得承认，不知道你是否特这样想的，我觉得我比那些用其它型号电脑的人要有一点优越感。比如那边那个男的，那家伙用的是戴尔。”

Her: “Ha ha, yeah I kind of feel that way.”

她：“哈哈，嗯，我也这么觉得。”

You: “Good I like that about you. Well, I should let you get back to your work. I imagine that it's pretty important and all...”

你：“太好了，我喜欢你的这一点。呃，我应该让你继续工作了，我想这是很重要的工作吧……”

She shakes her head. Her: “It's okay, I'm not really being that productive.”

她摇摇头。她：“还好啦，其实我没那么用功。”

You: “Well, in that case, I might as well complete the distraction. So what're you working on, if I may be so nosey as to ask?”

你：“呃，要是这样的话，我可能也要完成我的打扰工作了。那么你在忙什么呢？如果我可以爱管闲事地打听一下。”

Her: “Oh, I have this report for work. It's about inventory control and what we should do to make it better.”

她：“哦，这个是工作上的报告，是关于如何改善存货管理的。”

You: “Fascinating.”

你：“太神奇了。”

Her: “Really?”

她：“真的吗？”

You: “No, not really. Okay, maybe. Depends on what the inventory is I suppose. If its lollipops it could be interesting. How many ten year olds does it take to get to the center of a Tootsie Roll Tootsie Pop? Okay, I see I've lost you there. Let's just move on. So what are you inventory controlling?”

你：“不，其实不是。好了，也许吧。我想这要看是什么样的存活了。如果要是棒棒糖的话，那就有趣了。Tootsie Roll夹心棒棒糖的销售中心能满足多少十岁小孩的需要？好啦，我还是放过你吧。让我们聊聊别的。你管理什么样的存货？”

Her: “We sell fabric. I've got lots of fabric. Different colors and patterns. We have to keep track of all that and right now we do that with tags and sometimes they fall off.”

她：“我们销售纺织品。我有很多纺织品，各种颜色和各种图案的。我们必须跟踪所有这些产品，目前我们使用贴标签的方法，但有时标签会脱落。”

You: “I see. So I’m guessing you went to art school and you have a design background.”

你：“我明白了。那么我猜你念过艺术学校，你有设计背景。”

She nods.

她点点头。

You: (continuing) “I like that. I have often been told I was artistic. Oh no wait, they said I was autistic. My bad.”

你：（继续）“我喜欢这个。人们经常说我有艺术气质（artistic）。哦，等等，他们说我有抑郁气质（autistic）。好吧都怪我不好。”

She laughs.

她笑。

You: “I like your laugh. What’s your name?”

你：“我喜欢你的笑容。你叫什么？”

Her: “Sharon, but my friends call me T-bone.”

她：“莎珑，但朋友都叫我T骨²。”

You: “Nice to meet you Sharon. I like the nickname. I need a nickname. You’re T-bone. I’ll be big bone.”

²译者注：T骨是从牛的上腰部割下的大块牛排肉，一般由脊肉、脊骨和里脊肉等组成。

你：“很高兴认识你，莎珑。我喜欢你的昵称。我想要一个昵称。你叫T骨，那我就叫大骨吧。”

She gives a funny look.

她做了一个有趣的表情。

You: “Oh, I didn't mean it like that. But yeah, I do have a bone for Mac girls.”

你：“哦，我是闹着玩的。不过也是，我真的有一根为Mac女孩预备的骨头。”

Her: “Ha, so what are you doing tonight?”

她：“哈，那么你今晚有事吗？”

You: “That my new-found, sexy-friend, T-bone incorporated, is a good question. I'm going to sit down next to you before I answer that, if that is quite all right with you.”

你：“这是，我刚找到的，性感的朋友，带着T骨头的，一个好问题。在我回答之前，我会在你旁边坐下来，要是你觉得完全可以的话。”

Her: “Sure.”

她：“没问题。”

You: “So, I'm contemplating my place in the universe.”

你：“那么，我要对我在宇宙中的位置做一番沉思。”

Her: “That's a big question.”

她：“这可是一个很大的问题。”

You: “You sound as if you have given it some thought yourself.”

你：“好像你对此有你自己的见解。”

Her: “I have. I think that a person can never truly know because only a god could contemplate the whole of the universe. We as people with small brains can never figure it all out. So I have stopped trying to figure it out and just try to feel my way.”

她：“是的。我认为一个凡人绝不可能真正知道，因为只有上帝才可能对整个宇宙进行沉思。我想我们这样的凡是永远也不会弄明白一切的，所以，我就不再去想明白了，而只是跟着感觉走就好了。”

You: “I like that. Makes sense on a lot of levels. I don't know what your relationship situation is but I'd like to get your number and have sushi with you tomorrow...”

你：“我喜欢这个。在很多层次都很有道理。我不知道你的恋爱关系是怎么样的，但我愿意要你的电话号码，明天跟你一起吃寿司……”

She smiles.

她微笑着。

You: (emboldened) “I know how to pour some mean saki. You see it's all in the wrist. You can't pour your own. That's bad luck.”

你：(大胆地)“我知道怎么倒日本清酒，你看，功夫全在手腕上。你不能给你自己倒酒，因为那样不吉利。”

Her: “You know, let's do that. I think it would be fun.”

她：“好吧，我们就这样说定了。我想会很有意思的。”

You: “I think so but if not then you can tell your friends I was a toothless loser who sucked his miso soup through his nose. Okay, if I can see your cell phone I’ll just input my number under my new nickname, Big Bone.”

你：“我想也是，不过要是没意思的话，你可以告诉你的朋友，说我是个用鼻子喝汤的没牙齿的失败者。好了，要是我看到你的手机，我就会直接输入我的号码，还有我的新昵称，大骨。”

If you have trouble rolling conversation like this consider coming to one of my [Conversation Camps](#). I teach the techniques to build light, fun conversation that also moves the interaction along in positive directions.

如果你很难进行像上述这样的交谈，那么不妨考虑加入我的[交谈训练营](#)。我教给你技术来建立轻松有趣的对话，并且还能把互动向积极的方向推进。

Until next time, keep the faith all you CA social Kung Fu men of glory.

在下次再见之前，要坚守信念，你们这些超凡魅力艺术的社交功夫荣耀男。

10. 如何使用陈述让别人反过来跟你谈话（亦即：懦夫才发问）

How to use statements to get someone talking back. (aka questions are for wimps)

2009年2月19日

原文地址：<http://charismaarts.com/how-to-use-statements-to-get-someone-talking-back-aka-questions-are-for-wimps>

My definition of conversation: a two-way interaction where two or more people freely share ideas and create a verbal synergy that is more than the sum of its parts. i.e., fun.

我对交谈的定义：一种双向互动，其中两个或更多的人自在地分享想法，并制造出一种言语上的协同作用（整体大于部分之和），亦即乐趣。

You can hold up your side of the conversation by providing more statements and asking fewer questions.

你可以通过多陈述少发问来维持你这一边的交谈。

“How do you show interest in people without asking questions?” my friend G-Rod asks me. I punch him in the shoulder and tell him you make statements in a personal way that make people reciprocate. The best way to start a fire is not by rubbing sticks together. It's to stick something in there already on fire.

“你如何做到向人们展示兴趣而不去问问题的呢？”我的朋友G-Rod问我。我在他肩头给了一拳，对他说：“你以一种私人的方式来做陈述，这样好让人们能够交谈回来。”最佳的生火之道并非摩擦木条钻木取火，而是用木条去接已经带火之物。

For example, just today...

举个例子吧，就是今天的……

I'm crunching my abs at the YMCA. Nearby a girl works out. She's Joan of Ark. Impervious to distraction. She stares straight ahead as she lunges, sword and shield in hand. Okay they were dumbbells, but you get the picture. I understand most people, including myself, don't want to be disturbed while they're working out. But I can't help myself. I love a challenge. And I'm comfortable with hypocrisy. So when she pauses between sets, I wiggle my fingers at her and try to look friendly.

我正在YMCA健身房练腹肌，旁边有个女孩在健身。她宛如圣女贞德，目空一切，心如止水。她手里拿着剑和盾牌，当向前刺时她直视前方。好吧，她手里拿着的其实是哑铃，但你脑子里已经有了画面了。我理解大多数人，包括我在内，在健身时不想被打扰。可我无法自制，我酷爱挑战，我不在乎嘴上一套实际又是另一套。于是当她在两组训练之间休息时，我就冲她摆摆手指，试着让自己看起来很友好。

She pops her earbuds out and looks at me as if I'm from outer space.

她拔掉耳塞，打量着我，就好像我是外太空来客。

“Sorry to bother you while you're working out,” I say. “But I'm just wondering something about you.”

“不好意思在你健身时打搅你了，”我说：“但我只是想知道关于你的一件事。”

This is what I call a Preamble. Most strangers don't hear the first words you say to them. They're in shock and awe that you would be talking to them in the first place. You can string together the most articulate, poetic words but all they will hear is, “wawawa.”

They're too busy processing your vibe, checking your hands for rocks and your face for aggression, and taking in your tone of voice. So don't waste your breath saying anything important. Get their full attention and build anticipation first.

这就是我所说的“导言”。大多数陌生人是不会听见你跟他们所说的第一句话的。他们没料到你会跟他们说话，在一开始他们感到突然和畏缩。你就算能够用华丽的词句滔滔不绝，但在他们听来也只是“叽里呱啦”。他们忙着去处理你的气场，检查你手里攥没攥石头，瞧瞧你的脸上有没有侵略的意味，体会着你的声调语气。因此，不要浪费你的气力说重要的东西，而要先抓住他们的全部注意力，并建立期待。

She steps closer. “Yes?”

她走进几步：“是吗？”

“That looks like an interesting exercise to me. I'm curious what sport you're training for.”

“那看上去是很有意思的锻炼项目，我对你训练的运动项目感到很好奇。”

She smiles. “Oh, no sport really. I do a little snowboarding. I'm just keeping in shape.”

她笑笑：“哦，其实不是什么运动项目。我会一点单板滑雪。我现在做的这个只是让我保持身材。”

“Oh, I see. I ski. I wish I was a snowboarder. Your gear is much more hip. I'm jealous.”

“哦，我知道了。我会滑雪。我希望我也会单板滑雪。你的优势就是你的腰臀，我有点嫉妒。”

She smiles. “Oh and I'm a swimsuit model and a Budweiser girl in Cleveland.”

她笑笑：“哦，我是个泳装模特儿，还是克利夫兰的百威女郎。”

That is what she said, I swear. Ladies and gentlemen, I can't make this stuff up.

这可是她自己说的，我发誓。女士们先生们，我不可能意淫出这些料来。

I throw down a few more crunches. “Uh nice, I do a little bikini modeling myself. Okay, that's a lie. I model for Lazy Boy.”

我又做了几个仰卧起坐：“呃，挺好。我自己偶尔做做比基尼模特。好吧，我骗你的。我为《懒惰公子》做模特。”

She laughs, steps closer, stretches her hamstrings.

她大笑，又走进几步，拉伸着玉腿。

“My training is extensive,” I say. “Lot's of taking it easy, eating french fries.” I look around. “I'd actually get in trouble if they found me here.”

“我的训练强度很大，”我说：“要时刻注意心宽体胖，要吃很多的炸薯条。”我环顾一下四周：“要是他们发现我在这里，那我可就麻烦大了。”

“You could say you were about to lay on those mats.”

“你可以说你其实正准备躺在这些垫子上。”

“Yeah, now you're thinking. I like that. What's your name?”

“对。现在你开动脑筋了。我喜欢这个。你叫什么名字？”

“I'm Jenny.”

“我叫Jenny。”

“Nice to meet you Jenny, I’m Wayne. Like that movie Wayne’s World. Do you have a mnemonic to remember your name?”

“很高兴认识你，Jenny。我叫Wayne，就像是电影《Wayne’s World》¹里的那个Wayne。你有没有什么助记法去记我的名字？”

“No.”

“没有。”

“Oh.”

“哦。”

Crickets chirping. Stupid close-ended question.

寂静得连地上掉一根针都能听得见……蠢得要死的封闭式问题。

“So…yeah, I like talking with you.” I throw down a couple more crunches. “I’m so going to drink a smoothie after this.”

“那么……对，我喜欢跟你聊天。”我又做了几下仰卧起坐：“做完这个我一定要去喝思慕雪。”

She ran her hand through her hair. “Yeah, my kids love those things.”

她的玉手游过秀发：“是啊，我的孩子们就喜欢这类东西。”

I lost my balance mid-crunch, stunned. “You mean cats. Your cats love those things. It almost sounded like you said kids. Ha ha. As in small people with runny noses. Ha ha.”

¹译者注：就是《反斗智多星》

我的仰卧起坐失去了平衡，差点晕过去：“你说的是你的猫咪吧。你的猫咪喜欢这类东西。听起来还真好像说的是你的小孩，哈哈。他们都是流着鼻涕的小小人，哈哈。”

“I have a three and a five year old.”

“我的一个小孩三岁，另一个五岁。”

“No way you have babies. You're too, uh...”

“你不可能有小孩的，你太……呃……”

“Small.”

“小巧玲珑。”

“Yeah, moms are supposed to be Vikings.”

“是啊，妈妈们应该是维京人那样的形象。”

She laughs. “Yeah. Most people are surprised.”

她大笑：“是的，大多数人都感到吃惊。”

“I want to have kids one day. I think they'd be fun. Like playmates that can't escape.”

“我也想有一天能有小孩。我觉得他们很有意思，就好像躲你不掉的玩伴。”

We move over to a lat pull down bar where I try to induce my lats muscles to resemble those of Brad Pitt.

我们移到一个背阔肌拉伸器上，我试着像布拉德·皮特那样拉着背阔肌。

“I play basketball with my five year old upstairs all the time.” she says.

“我一直跟我那五岁的孩子在楼上打篮球。”她说。

We talk on and off throughout our workouts. I feel as if I've made a friend.

我们在健身的时候时断时续地聊着，我觉得我似乎已经交上了一个朋友了。

But then Jenny finds me on her way out and thanks me for meeting her. She insists on giving me a high five. I change it to an Obama Rock. But no doubt, there's chemistry.

可之后Jenny在出去的时候又碰到我，说谢谢我去认识她。她坚持要给我来个high five击掌，我则要了一个奥巴马式的碰拳。但毫无疑问，彼此已经有感觉了。

Later, I'm minding my own business, pretending the water I'm sucking from the fountain is a fruit smoothie when the fitness floor manager Rex walks by me smiling.

再后来，我想起了我自己的事，我来了杯水果思慕雪，饮之如甘泉。这时健身房楼管Rex微笑着走来。

“You're my hero,” he says.

“你就是我的偶像，”他说。

I'm out of sorts. “What are you talking about?”

我云里雾中：“你在说什么呐？”

“I've seen lots of guys try to talk to her. I've never seen anyone get as much out of her. What did you ask her?”

“我见到过有很多男人都在设法跟她说话，但我从没见过有谁能让她说那么多。你都问她些什么？”

“Nothing,” I say. “Must have caught her on a good day.”

“什么也没问，”我说：“肯定是她今天心情很好。”

Ahem. Just another feat for Conversation Man. I throw open a window and fly away.

呃哼，聊天哥的又一次壮举。我迅速打开了一扇窗，然后飞走了。

I feel confident that Jenny would not have shared so much of her self if I would have come in with a bunch of questions. I think that would have made her feel interrogated and impinged upon. How it was, I made lots of statements which made her feel she was choosing of her own free-will to talk back to me.

我很自信地觉得，要是我问一大堆问题的话，Jenny是不会那样去分享她的自我的，我想那会让她感到像是在接受审讯和受到侵犯。事实是，我做了大量的陈述，从而让她感到是她按照她自己的自由意志来选择回我的话。

Making more statements will help you:

多做陈述会帮你：

* De-strangerfi yourself. People don't like to open up to those they don't know. So make sure they know you. Questions say very little about you while statements can set you up for personal expression.

* 让你自己变得不再陌生。人们不喜欢对他们不了解的人敞开心怀，因此要确保他们了解你。提问会很少涉及到你自己，而陈述则帮你进行私人的表达。

* Think of more things to say. When you are in the mindset of making statements you are on your mental home turf. When you are simply asking questions it is easy to inquire about what you don't really care about risking a conversational dead-end.

* 有助于想出更多的东西来说。当你处在做陈述的心智状态时，你就是在你精神的主场作战。而当你只是在问问题时，就很容易去问及一些你实际并不在乎的东西，从而面临着交谈终结的风险。

* Allow the other person to feel as if they are making a choice to continue the conversation with you. Questions demand a response. Responding to statements is optional. Therefore when someone does chose to respond it's a more committed response.

* 允许别人感觉就像是他们自己做出了选择来继续跟你交谈。提问是在命令他人给出回复，而回应陈述则是可选择的。因此，当某人是选择来回应时，那么该回应就会是更加投入的。

* Statements lead others to share. People are not interested in opening themselves up to strangers. When you make more statements and ask fewer questions you de-strangerfi yourself. Also, when you

* 陈述引导他人来分享。人们不喜欢对陌生人打开自己。当你多陈述少提问时，你就让自己变得不再陌生了。此外，当你……²

* Just suck it up. If you can't win someone over with statements, a bunch of questions will just delay the inevitable rejection.

* 退一万步说。如果你无法通过陈述来赢得某人，那么大量的提问则也只是延迟了不可避免的拒绝罢了。

²译者注：抱歉，这里杂耍人没有写完这段。我个人猜测，他可能要说：当你多做陈述，用一种可以多被人关联的方式去说话时，别人就会更容易地去关联你，从而更容易地参与交谈。

11.对诱惑力的一些想法

Some thoughts on being Seductive

2009年3月13日

原文地址: <http://charismaarts.com/some-thoughts-on-seduction>

Hello from Barcelona. When traveling abroad I often have limited time. I'm always running to catch a train or a flight, or working with clients, or practicing my art. I tend to fire off quick thoughts in my journal. I would like to share a few with you.

我在巴塞罗那问候大家。在异国旅行，我常常时间不够。总是跑着去赶火车或航班，要么就是训练学员，要么就是练习艺术。我往往在日记里记下灵光闪现的想法，我愿意拿来一些与君共享。

* Since you learn things about people when you make statements you should watch their expressions closely. Are they into what you are saying or drawing away from you? These things let us know where the other person is at. We can learn how they feel and where their heart is at.

* 既然你在了解有关别人的东西，那么在你做陈述的时候就应当靠近观察他们的表情。他们被你所说的东西所吸引，还是在疏远你？这样我们才知道别人身处何处，就能了解他们的感受，以及他们的心在何处。

* Conversation is an art. It is creation. As such you must learn to speak creatively. Find the typical path and avoid it. Tape off that sucker with caution tape. I want you to have conversation that no two people on this Earth could be having at this moment (cred. Johnny). There are many people who may do similar things to you. At this moment people are working and driving and loving. But what makes you special is your unique take and

expression. You must let that out. It is your music. Do that well and you will capture the imagination of those you meet.

* 交谈是门艺术。它是创新。正如此，你必须学会创造性地说话。要发现典型套话，并避免它。要用封条封住那样的烂套路。我要求你们的交谈在此时此刻在这世界上是独一无二的（语自Johnny¹）。许多人都在做着跟你类似的事情，此刻，人们在工作，在开车，在恋爱，但你的独特之处在于你的独一无二的态度和表达。你必须要让这些释放出来，它是你的音乐，如果你做好了，那你就抓住了你所结识的人的想象。

* I have seduced women. I have been lucky that way. But everyone of these women I have fallen a little bit in love with before I was able to seduce them. I believe to create friends and lovers you must fall in love with each one a little bit. That is both the beauty and pain of my life and the art that I'm teaching you. To be loved you must love. Open your heart and say to yourself, "What is special about this person?" Trust and you will be trusted.

* 我诱惑过女人，由此我很幸运。但在我能够去诱惑她们之前，我对于这些女人中的每一个都产生了一点陷入爱情的感觉。我相信，为了交上朋友和情人，你必须对每个人都要有一点陷入爱情的感觉。这就是我人生中既美且痛的东西，也是我正在教给你的艺术。为了被爱，就必须去爱。敞开心怀，对自己说：“这个人有什么特别之处呢？”去信任，而后就会被信任。

* Often we are looking for surety. But life is not supposed to be like that. You are built to discover and appreciate the unexpected.

* 我们常常在寻求肯定性，可生活却本非如此。你生来就是要去发现和欣赏意外的。

* Often we are trying to make things happen. But somethings we must not try to control. They must come to us. Like a competent basketball player. We cannot chase the ball around the court but instead must have the confidence that our teammates will pass it to us and that they will screen and otherwise help us reach our mutual goal. The people we wish to seduce don't want to be passive objects that we 'do something to' but rather active participants. We must let them express themselves freely and we must tell them the path to our heart.

¹译者注：Johnny Saviour，曾是超凡魅力公司的教员，后文11. 性感者说 [What makes sexy people sexy](#)也介绍有他的一些故事，并附有他的照片。

* 我们常常在试着让事情发生，可对于有些东西，我们一定不要去试着去控制它们。它们必须不请自来，就像篮球健将那样。我们不能满场追逐球跑，而必须要自信地认为队友将会把球传给我们，他们会自行筛选，要么就帮助我们达到我们的共同目标。我们想要去诱惑的人不想被当成被动的目标而让我们为她们“去做些什么”，她们宁愿做个积极参与者。我们必须让她们自由地去表达自我，必须告诉她们通过我们心灵之路。

If you like these little thoughts you may also want to follow my life on Twitter:

http://twitter.com/Wayne_Elise

要是你喜欢这些小想法，你也就可能想在我的推特上追踪我的生活步履：

http://twitter.com/Wayne_Elise

All the best,

Wayne

祝一切顺利，

Wayne

12.如何在星巴克认识女孩

How to meet a girl in Starbucks

2009年5月13日

原文地址: <http://charismaarts.com/how-to-meet-a-girl-in-starbucks>

I've been working on simple ways to meet people. Here's one way that I've practiced with success.

我一直试着用简单方法来认识人，下面是我试验成功的一个方法。

But first things first. This will not work if you are not fun and relaxed in your interactions with strangers.

不过，得先说一下首要的事项：如果你在跟陌生人互动时既无乐趣又不放松，那就不会管用的。

So be cool. If you don't know how to be cool then sign up for my [Conversation Camp](#). There's no shame if you need to learn to be better in conversation. Most people try to be the dictator of the conversation. They're so worried about getting something out of her they squeeze to tightly. This is like trying to squeeze sand in your fist. It just pours out.

所以，要酷一点。要是你不知道怎样才能酷一点，那就参加我的[交谈训练营](#)吧。如果你需要学习更好地去交谈，这也没什么可丢脸的。大多数人试图成为交谈中的独裁者，他们太在意去从她身上挖掘出什么东西出来，以至于他们在拼命地挤着。这就好比试图去挤你握在手里的沙子，结果只能是让它白白倾泻出来。

Make sure you talk to the staff there at Starbucks. Make them like you. Tell them that you want to have their job and it must be fun to talk to so many people. Make them feel good. This alone can help you meet an attractive person. If they like you a lot you can ask them to drop a chocolate off at someone's table with your compliments. Then wave and mosey over and tell her you thought she could use a pick me up. I mean chocolate is the sexiest food so this is already in a good spot.

在星巴克，一定要跟那里的员工交谈，要让他们喜欢上你。告诉他们你想干他们那样的工作，跟那么多人谈话是很有意思的。要让他们感觉良好。仅仅做到这一点就能帮助你去认识有魅力的人。要是他们很喜欢你，你就可以叫他们去给某人的桌子上送去一杯巧克力，并捎上你的殷勤之辞。然后挥挥手，走过去，告诉她因为你觉得她可以来一杯能够提神的饮料。我的意思是，巧克力是最性感的食物，所以这已经是个很好的开局了。

Another way to meet girls there at the coffee shop is to sit at a table within conversational distance to those cute, bookworms. Say, "Excuse me, do you know what time this Starbucks closes?"

在咖啡店认识女孩，另一种方法就是坐在那些正在阅读的可爱女孩的邻桌，处在可以进行交谈的距离之内。说：“打扰一下，你知道这家星巴克什么时候关门吗？”

As she fumbles around for the answer. Squint a bit at her and interrupt her and say, "You have the most intelligent looking eyes," or "You, uh, are very attractive," or "You have a sexy voice."

正当她忙着寻找答案时，半眯起眼睛看着她，打断她说：“你拥有一双最为灵动的眼睛”，或“你，呃，非常迷人”，或“你拥有性感的嗓音”。

Say this as if you have just discovered it. Believe it, over-act it. She must see that she has effected you.

你说话的方式就好象你是刚刚才发现的。要相信你所说的，要夸张地表演出来。她肯定会看出她已经打动了你。

She will blush and say thanks. Just keep going. Don't make it a big thing. There is much power in showing your attraction but not getting hung up on it. Ask her name and

tell her about the story you're writing. Tell her you find the two of them interesting and would love to hear their stories. BE COOL. Talk to both girls if there are two. Don't ask too many questions. Be funny. Be charming.

她会脸红，并说谢谢。然后继续往下交流，不要把这个太当回事了。显示被吸引的同时又不受缚于此，就会威力无穷。问她的名字，告诉她你正在写的故事。告诉她你发现她们两个人都很有趣，你很愿意听听她们的故事。**要酷一点**。要是有两个女孩的话，就要对两个人说话。不要问过多的问题。要有趣，要有魅力。

After a few minutes say, "I should let you get back to your work. It was nice meeting you. I don't know your situation but would love to see you again."

几分钟之后，说：“我应该让你继续忙你的工作了。很高兴认识你。你不知道你是怎么想的，但我很愿意再见到你。”

If she likes you she should share some contact details.

如果她喜欢你，她应该会给你一些联系方式。

13. 奇地偶思

Finding inspiration in an unexpected place

2009年8月18日

原文地址: <http://charismaarts.com/finding-inspiration-in-an-unexpected-place>

Yesterday during my run I ran though the cemetery. I love cemeteries. Looking at the headstones, reading the names and dates. My favorite headstones are the ones with two names chiseled on them, a husband and wife. He's dead but she's still living. Her date of birth is the only date under her name. Sometimes she's outlived him by twenty or thirty years already. Kinda sad, but kinda beautiful too.

昨天去跑步，经过墓地。我爱墓地，看看墓碑，读读名字和日期。我最喜欢的墓碑是那些上面刻着两个名字的，丈夫和妻子，他已死去而她还活着。她的生日是她名字下面唯一的日期。有时她已比他多活了二十或三十年。些许伤感，但也些许凄美。

You're probably wondering what all this has to do with meeting women. Well, it has a lot to do with meeting women, or men or whomever you want to meet.

你很可能奇怪，这些跟认识女人有什么关系呢。呃，这跟认识女人（或男人或任何你想认识的人）有很大的关系。

Let's face it, internet-dating is competitive, and full of unattractive and sketchy people. You could meet someone at work, but unless you tend bar, that number is limited. To meet someone, I recommend just walking up and speaking to attractive strangers. And that, my friends, takes guts. The guts to face possible rejection and humiliating experiences.

我们必须承认，网上约会很有竞争力，但也充斥着毫无魅力和不理想的人。你可以在工作中认识人，但除非你是酒吧酒保，否则数目有限。对于认识别人，我建议你直接走上前去，去跟吸引你的陌生人说话。而这样做，我的朋友，是需要勇气的，一种敢于直面拒绝和正视羞辱的勇气。

And that is where the dead come in. The dead have one single message for you. I hear them say it to me every time I run through a cemetery. They whisper, “See you soon.”

而此处正是死去的人该登场的地方了。死去的人只有一个消息给你，每次当我跑过墓地时，我都听到他们把它说给我听。他们在耳畔低语：“待会儿见。”

The dead know that you and I will one day be history. Our time is limited. The stasis of our life is illusionary. You must take advantage of your opportunities while they exist. You have an opportunity now. Too many people spend their lives wishing to find someone amazing or wondering when they will become an outgoing person who has ‘opportunities’.

死去的人知道你终有一天会成为历史。我们的时日有限，生活的定格只是自欺欺人。每当机遇来临时，你必须抓住。你现在就有一个机遇。太多的人虚掷年华，一直在期待着找到某个不可思议的人，或者幻想何时能变得开朗外向，届时才有“机遇”。

Maybe they’re waiting for the perfect moment to approach that hottie at the coffee shop. Well, cemeteries are full of people who waited their entire lives for ‘that moment’. Most people never go for what they want. I walk thought the sea of headstones. Here’s a guy, Jacob Ralston 1889 —1929. I wonder what his life was like. Did he love? Did he yearn for more? Or did he spend his life in quiet desperation? We were the same age. Except I’m still alive and he’s gone to dust. What will I do with my life? Will I take on challenges? Will I risk rejection for a chance to win the prize? Will I push myself to meet the people I find attractive? Or will I sit back, wait and one day pass from this world with regret? For that matter, what will you do?

也许他们正等着在咖啡店搭讪那个美女的那个完美瞬间。呃，墓地里到处都是曾经用毕生时间去等待“那个瞬间”的人。大多数人从不走过去要他们想要的东西。我穿越墓碑林，这儿有个家伙，Jacob Ralston, 1889—1929。我想知道他妻子是什么样的。他爱她吗？他渴望更多吗？或者还是他的整个一生都是在沉默的绝望中度过？我们的年龄相同，除了我还活着而他已化作尘埃外。我会跟我妻子做什么呢？我会接受挑战吗？我会为了赢得奖

品的机会而甘愿冒着被拒绝的危险吗？我会强迫自己去认识吸引我的人吗？或者还是我会稳稳的坐着，守株待兔，直到有一天带着遗憾离开这个世界？对于这些，你会怎样做呢？

I'm certain if the dead could vote they would tell us to go for it. We all end up dust anyway. I love the dead. They inspire. They lead. They remind me to live every day to the best of my ability. Because one day I will join their ranks in eternal sleep.

我敢肯定，要是死去的人能投票的话，他们一定会告诉我们去采取行动，毕竟我们最终都会化作尘埃。我爱死去的人，他们启迪我们，他们引导我们，他们提醒我每一天都要尽我所能去活得最好，因为有朝一日我会加入他们的队伍而就此长眠。

People must think I'm strange when they spot the smile on my face as I run out from between the gates of cemeteries.

当我从墓地的大门之间跑出来时，人们看到我脸上挂着微笑，他们一定以为我很怪异。

And now the advert: One of the great ways to follow the lesson of the dead and take action in your life is to sign up for one of our [events](#) such as my [Conversation Camp](#) or a [bootcamp](#) with one of our instructors.

现在是广告：要想从死者那里接受教训，在你的人生中采取行动最佳途径之一就是注册参加我们的[活动](#)，比如我的[交谈训练营](#)或我们的教员们所带的[训练营](#)。

All the best,
Wayne Elise

祝一切顺利，
Wayne Elise

14. 疯狂、邪恶和危险

Mad, Bad and Dangerous to Know

2009年9月24日

原文地址: <http://charismaarts.com/mad-bad-and-dangerous-to-know>

Mad, bad and dangerous to know. That's what they said about Byron the poet. He was a hell-raiser who seduced innocent, young women, made enemies, fought duels, slept with his cousin — that sort of thing.

疯狂、邪恶和危险。这就是他们对诗人拜伦的看法。他是一个地狱创造者¹，他诱惑了年轻的良家闺秀们，四处树敌、各种决斗，睡过表妹——诸如此类事迹。

I think we need more of that type of behavior around here. An informal poll of women I know reveals a taste for men who are mad, bad and dangerous to know.

我想在这里我们需要更多那样的行为。我知道一个对女人的非正式调查，结果表明了女人对疯狂、邪恶和危险的男人的品味。

“They're sexy,” says Kelly.

“他们很性感，”凯莉说。

“I like a man who lives by his own rules,” says Kim.

“我喜欢以自己的规则去生活的男人，”金说。

¹译者注：指粗暴、令人讨厌、或是不守规矩的人

“I think it’s hot when a man wears eyeliner,” says Shannon, “Is that what you’re talking about?” Sometimes it is, Shannon, sometimes it is.

“我认为男人画眼线很性感，”香农说，“这就是你们所谈论的东西吗？”有时候是，香农，有时候是。

My friend Mike personifies the modern Mad, Bad and Dangerous to Know Man. (not to be confused with our instructor Mike who works at Charisma Arts, and who’s also pretty MBD)

我的朋友迈克就是现代版的疯狂、邪恶和危险的男人。(不要把他跟在超凡魅力艺术工作的教员迈克相混淆了，他也相当的疯邪危。)

Mike is someone I got to know because one day we realized we rode the same model Vespa — instant connection.

迈克是我肯定得认识的人，因为有一天我们意识到我们骑着同一型号的伟士牌摩托——快速的连接。

Let’s take a look at his qualities.

让我们来看一看他的特质吧。

MAD: Sometimes Mike trims his hair baby-short and wears a dog collar. This makes him look scary. He and his girlfriend are taking part in a clinical trial in which they don’t brush their teeth for three weeks. Today he quietly handed me a note that said he was not speaking today — for fun. That’s just the sort of antisocial behavior that gives him the reputation of being mad. Completely mad. And mad can be sexy.

疯狂：有时迈克剪着婴儿短的发型，戴着狗项圈，这让他看起来挺吓人的。他和女友正参加一项医疗测试，为此他们有三个星期没刷牙了。今天他静静地塞给我一张字条，说他今天不说话——只是为了好玩。正是这样的反社交行为给了他疯狂的名声。彻底的疯狂。而疯狂可能会性感。

BAD: Mike breaks rules. His girlfriend is 26 years younger. He attached the license plate to his Vespa with velcro to avoid parking tickets. He doesn't mind telling someone to f*ck off. He once had sex with a girl on her boss's desk, who was a raging feminist, just for the irony of the act.

邪恶：迈克破坏规则。他女友比他小26岁。他把车牌用维可牢贴在他的伟士牌摩托上，以防停车罚单。他不在乎对某人说滚JB蛋。他有一次跟一个女孩在她老板的办公桌上做爱，而她则是个激烈的女权主义者，我提这个只是为了映照出其行为的讽刺意味。

DANGEROUS TO KNOW: Mike likes adventure and might just drag your ass into one. Goth night at the nightclub? We're going. Talking to the intimidating hot girl? No worries. Comfort zone? Let's bust it. When you least expect it, Mike swears to emphasize his point. He likes pushing your buttons. He has the aura that he might just do something you don't expect at any moment.

危险：迈克喜欢冒险，而且也可能会拖你一起下水。夜总会的哥德之夜？我们去。去跟看起来让人害怕的辣妹聊天？毫不在乎。舒适区？让我们来打破吧。在最出乎你的意料的时候，迈克就会发誓着去强调他的观点。他喜欢按下你身上的电动按钮。他拥有这样的气质：不管在什么时候，对于你并没指望会做的事情，他可能就这么地去做。

Mike's also unafraid to tell you what he thinks. He lives by the motto: Those who mind, don't matter and those who matter, don't mind. It's exhilarating having a friend who doesn't play life safe.

迈克也不害怕告诉你他的想法。他的人生座右铭是：介意我者我不在乎，我在乎者不介意我²。拥有一个不去安全游戏人生的朋友，这是多么的令人高兴啊。

The flip side of being Mad, Bad and Dangerous to know is that Mike is a great friend. He introduced me to a hot, model friend of his (and I teach how to get girls). Most guys would have hit on her themselves. But not Mike. There's always more where she came from for him. He lives a life of abundance. People are drawn to his strength instinctively. They know that only the strong can be generous. He is the opposite of most people who are sniveling bags of selfishness. Mike can be KIND because he is so MAD, BAD and DANGEROUS TO KNOW. And that my friends is...SEXY.

²译者注：这是苏斯博士的名言，意即，介意我的人，我不在乎他们；而我在乎的人，他们是不会介意我的

疯狂、邪恶和危险的另一面就是，迈克是个挺好的朋友。他把我介绍给他的一个惹火的模特朋友（而我是教把妹的）。要是换作大多数男人，他们则会自己就去把她了。但迈克却不。对于他来说，从她那里总能得到其它更多的东西。他的生活丰富多彩。人们本能地就被他的力量所吸引，他们知道只有强者才会是慷慨的。大多数人都是自私的受气包，而他则恰恰相反。迈克可以很*友善*，因为他是如此的*疯狂*、*邪恶*和*危险*，而我的朋友们说就是……*性感*。

If you want to learn how to be more Mad, Bad and Dangerous to know, take one of my [events](#) or sign up for [phone coaching](#) with me.

如果你想学习如何变得更疯狂、邪恶和危险，那就参加我的[活动](#)，或注册我的[电话辅导](#)吧。

All the best,
Wayne

祝一切顺利，
Wayne

15. 聆听

Listening

2009年11月3日

原文地址: <http://charismaarts.com/listening>

Most of us listen so poorly to others because we don't want to hear what they have to say. We want them to be different from who they truly are. We push them to be pawns of our desire so frantically we put words in their mouths:

我们大部分人很少去聆听别人，因为我们不想听他们必须要说的话。我们想要他们不要做他们真正的自己，我们是如此疯狂地把他们强当做我们意愿的工具，以至于我们把话塞到他们的嘴里：

“How you doing, alright?”

“你过得怎么样，还不错吧？”

“Did you have a good time at the circus?”

“你看马戏过得开心吧？”

“Oh, you work as a nurse. That's a noble profession. You're a good person.”

“哦，你是护士。那是神圣的职业，你是一个好人。”

Those lines are bad. They are representative of our biases and our nervous need to push the conversation. We want a conversational partner so badly we can't relax and wait for the truth. That's not sexy. It also causes a disconnect from the other person. When we try to move the relationship forward he or she freaks out. "You don't really know me. Why do you want to spend time with me alone? You are thinking I'm different than what I am. You are trying to force me to be other than what I am. You are intimating that I have led you on — that I am that person. Apparently I have deceived you or you have deceived yourself. I feel trapped but I guess a little more deception can't hurt. I'll just make up a lie to get out of this. I will flake on you. Tell you at the last minute that my cousin is in town and I have to show her around, yeah, that's a good one. Goodbye."

这些话术都不好，它们代表了我们的偏见以及我们的紧张不安，需要去强推对话。我们对聊天伴侣是如此的饥渴，以至于我们无法放松和等待着实情。这很不性感，而且也会断开与他人的连接。当我们试图去把互动关系向前推进时，他或她会受到惊吓的。“其实你并不了解我，为什么你想要花时间跟我独处？你以为我是另外的样子，你在试图强迫我去做另外的一个我。你在暗示着我引导了你，并以为我就是那样的人。显然是我欺骗了你，要么就是你欺骗了你自己。我感到被缠住了，不过我觉得小小的欺骗是无害的。我要说一个小谎来脱离这个麻烦。我会放你鸽子，我会在最后一刻才对你说我的表妹来城里了，我必须带她出去玩一玩，对，这样说挺好。再见。”



Sexy people are never bothered by hearing another person's truth, good, bad or otherwise.

性感的人从不嫌麻烦去聆听其他人的实情，好的，不好的，或者其它。

“How was your night?”

“你昨晚玩得怎么样？”

“Are you wanting to go right now? I don't want to keep you.”

“你这就要走了？我不想留你了。”

“I want to see you but you can say no.”

“我想要见到你，但你可以说不。”

“Does that make sense or am I crazy? I might be crazy. There's no shame in being crazy.”

“是这听起来有道理还是我疯了？也许是我疯了吧，但疯了没什么丢人的。”

Subtly, these example questions and statements leave more options for response. With more options, more freedom, the other person can express themselves more fully and accurately. That means we will know them better and when it comes time for the relationship to move forward they will feel more comfortable knowing we wish to move forward with the real person which is them.

这有些微妙，这些例句问题和陈述给回应留下了更多的选择。选择越多，自由就越多，别人就会更加全力和精确地表达自己，这就意味着我们会更好地了解他们，并且当向前推进互动关系的时机来临时，他们会感到更舒适，因为他们知道我们希望跟真正的这个人（也就是他们）去推进关系。

Want to learn more about this conversational concept and others? I suggest signing up for one of my [Conversation Camps](#). Your conversation skills are the gateway to building a more effective and sexier you.

想要学习更多关于话术理念和其它的东西吗？我建议你注册加入我的[交谈训练营](#)吧。你的

话术技巧是你通往实效和性感之路。

All the best,
Wayne Elise

祝一切顺利,
Wayne Elise

16. 对如何使用《怎样认识和沟通女人》的一些指点

Tips on how to use ‘How to Meet and Connect with Women’

2009年11月23日

原文地址: <http://charismaarts.com/tips-on-how-to-use-how-to-meet-and-connect-with-women>

I introduced my ebook, ‘[How to meet and Connect with Women](#)’ three years ago. Since this time it has seemed to help guys improve their ‘game’ and connect with the women they find attractive. Guys email me pictures of the girls they’ve gone out with, new girlfriends they got and a few times, even babies they’ve made. (Please don’t name any kids after me. Name them after Disney characters. That’s more fun.)

三年前，我写了我的电子书《[如何认识和沟通女人](#)》。从那时起，它似乎能帮助男人们改善他们的“游戏”，并跟他们为之着迷的女人沟通。男人们用电子邮件给我发来照片，如他们约出去的女孩子们，他们新交的女朋友，有时甚至是他们结晶出来的婴儿。（请别用我的名义来给孩子起名字，用迪斯尼的人物来给他们起名字吧，那样更有趣。）

- * You should think of my ebook as a practical guide. That’s why I wrote dialogue in the examples, duh. Ideas or techniques are most useful when understood in context — a fact that is sorely misunderstood in this day and age of over-intellectualized ‘pick up’ advice.

* 你应当把我的电子书看成是一种实战指导。正因为此我才在实例中写下对话，咄。想法或者技术放在上下文环境去理解才会最有用——如今在泛智能化“把妹”建议的时代里，这个事实却遭误解。

Your ‘I got attacked by a horny bee’ anecdote is funny only when condition X and Y are in place. But X and Y are also influenced by factor Z, which in turn is controlled by your use of action Q. It’s like trying to rationalize the nature of the Universe. They have teams of scientists and super-colliders trying to figure that out. Trying to perfect interaction with women through understanding rules alone will make you into that ‘not very fun guy’. You will act too careful. Instead have to develop and trust your instincts, intuition and experience.

你那“我被一只发情的蜜蜂叮了”的趣事，只有在X条件和Y条件恰得其位时才会显得有趣，但X和Y也受到Z因素的影响，而Z又反过来被你采取的Q行动所控制。这就好比试图去理性化宇宙的本质，为了弄清这个，则需要那些科学家团队和超级对撞机。如果试图仅仅通过理解那些规则来达到完美的互动，那就会让你沦为一个“不是很有趣的家伙”，因为你会表现得太过谨慎了。相反，你必须开发 and 信任你的本能，直觉和经验。



If you’re a little rusty or new to approaching and charming women, the examples ‘in context’ are the closest I can come to giving you my instincts, intuition and experience. That is unless you [chat with me on the phone](#) or come to one of my [events](#). If you want to increase your ability to meet, hook up, and maybe even get in a relationship …relationships — yuck! Just kidding, you can be in a relationship if you want.

如果你对于搭讪和吸引女人还略带生疏或是新手一个，那么带“上下文环境”的那些例子就是我能给予你我的本能，直觉和经验的最好方式，除非你[跟我通过电话聊天](#)或者来参加我的[活动](#)。如果你想要提高你的能力来认识，勾搭上，甚至或许发展恋人关系……恋人关系——呸！开个玩笑，你可以拥有恋人关系，只要你想要：)

Now, where was I? Oh that's right. If you want any of those good things to come your way you need to get a feel for the context of an interaction, not just theory and technique. That's what being charming is all about: acting witty, sexy, knowing when to smile and knowing when to give the other person room — all in context. I wrote the book with that in mind. So I would like you to read it with that in mind.

现在，我讲到哪儿了？哦，对了。如果你想要上述任何一种美事都降临在你身上，那么你就需要获得对互动的上下文环境的感受，而不只是理论或技术。这就是对具有魅力的全部诠释：举止睿智，性感，知道何时微笑，也知道何时给予别人空间——一切尽在上下文环境中。我写这本书时是带着这样的考虑的，因此我希望你在读的时候也要带着这样的考虑。

- * A helpful exercise to work along with the ebook is to start an approach journal along with the chapters of the book. Write down as much detail as you can remember. What did you say and do? What did she say and do? Where were you? This type of information gives you the context to later learn from your notes. And if at some point you want to receive [phone coaching](#) from myself or one of the Charisma Arts [instructors](#), this information is invaluable to understand where you are and what you are doing out in the 'field'.

* 随同这本电子书一起做的一个有益练习就是，跟着书中的章节来展开搭讪日志。记下你所能想起的细节，越多越好。你都说了什么和做了什么？她都说了什么和做了什么？你在什么地方？这类信息给你提供了上下文环境，日后你可以从你的笔记中学到东西。要是你在某个时候想要接受[电话辅导](#)有我亲自带的，也有超凡魅力艺术的[教员们](#)带的，这样的信息是无价的，因为你能弄清你所处的水平以及你在“现场”都在做些什么。

- * Also, try to work on one concept at a time. Take for instance 'Disqualification' or DQ as we call it. Use DQ in all your interactions for a few days, with everyone.

* 此外，要试着一次只主攻一个概念。譬如说是“自我失格”，也就是我们所称的DQ

¹。在几天之内，在你跟所有人的所有互动中都使用DQ。

Her: “I can't believe that guy on the street asked me for money again after he asked me not just five minutes before.”

她：“我无法相信街上的那男的又问我要钱了，五分钟前他就问我要过一次。”

You: “Sorry about that. I was just a little out of sorts that day.”

你：“很抱歉，那一天我只是有一点心不在焉。”

Her: LOL

她：囧

After you feel you have a good grasp on DQ, pick something else and concentrate on that. These skills are best when learned one at a time. Many people make the mistake of trying to take on the whole of everything at once. They soon feel overwhelmed, don't do any one thing properly and give up. I don't want that to happen to you. Take an idea and apply it until you have it down to almost muscle memory. Then once you are under-pressure, maybe approaching an extremely attractive group of girls at the coffee shop, you will not have to 'think' about what you're doing. Your technique will be habit and you can free your mind to be creative, fun and sexy.

当你觉得你已经比较好的掌握了DQ之后，再挑一个别的东西，然后去主攻它。这些技巧在一次只学一个时效果最好。很多人都犯了想要同时去掌握全部的错误，他们很快就会感到不知所措，无法正确地做好任何一件事情，于是就放弃了。我不想要你蹈此覆辙。选取一个想法，然后施行它，直到你娴熟得几乎具有肌肉记忆时为止。这样，一旦你处在压力之下，也许是在咖啡店搭讪一群女孩，那么你就不必去“思考着”你在做什么了，你的技术会成为习惯，而你就会把你的头脑解放出来，用来变得具有创造力，有趣和性感。

¹译者注：disqualification的缩写

Good luck and be in touch.

Wayne

http://twitter.com/Wayne_Elise
info@charismaarts.com

祝你好运，保持联系。

Wayne Elise

http://twitter.com/Wayne_Elise
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17. 展示你的价值

Showing Your Value

2010年12月21日

原文地址: <http://charismaarts.com/showing-your-value>

You want to be valued. We all want to be valued. To be valued feels good and we can do stuff with that perception of value. We can exchange it for money, love, sex, power.

你想要被认为是有价值的, 我们都想被认为是有价值的。被认为是有价值的感觉真好, 我们能利用对价值的感知来做些事情, 我们能用它来换得金钱、爱情、性交和权力。

In Charisma Arts methodology we talk about the importance of commitment for generating value: People who interact with you judge your value based on how much effort THEY have put into the interaction with you. The real leader of the group is not necessarily the one that everyone listens to. It is the one that everyone talks to. Ultimate power lies with the audience and not the performer.

在超凡魅力艺术的方法体系中, 我们讨论投入对于创造价值的重要性: 人们跟你互动时, 是根据*他们*在互动中投入了多少努力来衡量你的价值的。一个组合中的真正领导者不一定是每个人都去聆听的那个人, 而是每个人都去对之说话的那个人。终极权力处于听众中, 而非处于表演者中。

That's a hard concept initially for most of our clients to grasp. But an important one. When you're telling a story your intent matters. Have no interest in proving yourself. Confident people don't do that. They may say interesting things, they may entertain you, but in the end their intent is to create the proper conditions where you invest in the interaction with them. Their rap could sound close to the guy's rap who's trying to prove himself.

But observe closely, it all goes down a slightly different slot. Watch the reactions of the people conversing with him. Do they end up talking to him or are they simply his audience? Anyone can laughs and applause. It takes a master to get people to put on their own show.

对于我们大多数学员来说，这个观念在一开始很难掌握，但却是非常重要的一个观念。你在讲故事时，你的意图至关重要。不要旨在证明着自己。自信的人不会这么做的，他们可能说些有趣的东西，他们可能会娱乐你，但最终他们的意图是在创造一个恰当的氛围，好让你投资到跟他们的互动中来。他们的谈话可能会貌似跟某个试图证明自己者的谈话，但如果你靠近观察，就会发现其实此间略有殊异。看看跟他交谈的人们的反应吧。他们是对他说话而告终呢，还是自始至终都作为他的听众呢？每个人都可以开怀畅笑和鼓掌喝彩，而让人们能把他们的自己表演出来，则是大师的功力。

18. 好的对话陈述技巧（上）

What makes a good conversational statement Part 1

2011年1月8日

原文地址: <http://charismaarts.com/what-makes-a-good-conversational-statement-part-1>

Okay, I admit I have a reputation as a demanding pr*ck. Ha. But at least a couple of my demands I think are understandable.

好吧，我承认我有喜欢对别人发号施令的臭名声，哈。但我想至少我有两条号令是可以理解的。



I demand my clients ask fewer questions and instead, make more statements.

我命令我的学员去问较少的问题，而去做更多的陈述。

See, I'm not sooo bad after all.

你看，我还不算坏到家吧。

But what exactly makes a good statement?

可究竟什么才算好的陈述呢？

Well, a good statement has one or more of the following characteristics:

嗯，好的陈述具有下面的一个或多少特性：

* It's personal. Your statement says something about you — who you are, what turns you on, what scares you.

* 它是关于私人的。 你的陈述所说的东西是关于你的——你是谁，什么让你性奋起来、什么让你害怕。

“The yuppies in San Francisco make me sneer. But to tell the truth, I'm afraid of becoming like them, buying a Prius, eating pie, talking about my Iphone app idea all the freaking time.”

“旧金山的雅皮士们让我很不屑。不过说实话，我担心变得跟他们一样，买丰田普锐斯、吃馅饼、谈论iphone应用等等，想想我都觉得怪异。”

* It takes a position: “I'd like to move our company to Bangkok. Labor there is so cheap there it's like legal slavery.”

* 它进行一定的投资: “我想把我们的公司搬到曼谷去，那儿的劳动力太便宜了，简直跟合法蓄奴一样。”

* IT PROVOKES AN EMOTIONAL REACTION: “I think French girls kiss better than American girls. There's a reason the Eiffel Tower is a tower.”

* *它能激发情绪上的反应*: “我认为法国妞的吻技比美国妞好。埃菲尔铁塔之所以是塔，是有原因的。”

* It contains plenty of action. Count the action verbs:

* 它包括大量的动作。数一下下面含有多少动词:

“I want to walk up to that French girl, turn her around, gaze into her eyes and kiss her. Then I want to spank her continental butt with a baguette.”

“我想去走到那个法国妞跟前，把她身子转过来，盯着她的双眼，去吻她。然后用法国三明治面包去拍她那欧洲大陆型的屁股。”

* It involves the characters of you and/or your conversational partner:

* 它以你和/或你的聊天对象作为人物:

“I like pudding.”

“我喜欢吃布丁。”

“I bet you'd be good at eating pudding.”

“我敢打赌你肯定很能吃布丁。”

“I'd like to compete in a pudding eating contest with you — in bed.”

“我很想跟你比赛吃布丁——在床上。”

* It invites conversation:

* 它能邀请交谈:

“I wonder if you ever feel as if you'd like to get away from everything. Lately I've been wanting to just go live in a Buddhist Monastery in Cambodia like Sylvester Stallone in Rambo Three, or was that Four, oh well you know what I'm saying.”

“我很想知道你是否有过看透一切、远离红尘的感觉。我最近一直在想，干脆去柬埔寨的佛寺算了，就像《第一滴血3》里的史泰龙那样，要么可能是第4部，呃，你知道我的意思。”

* It puts you at risk of rejection, not your partner.

* 它将你而不是将你的聊天对象置于可能被拒绝的风险中。

“I would like to spend more time getting to know you. I'm thinking a date. We would walk in the park followed by drinking hot chocolate and if we both feel the sparks a tongue hockey match — to the death.”

“我愿意花更多时间来认识你。我正在盘算着一个约会，我们会在公园里漫步，然后去喝热巧克力。如果我们两个都来电，我们还可以玩一玩舌头曲棍球比赛——玩到天荒地老为止。”

Want to learn more? Conversation Camps this Month:

想学更多吗？来这个月的对话训练营吧：

New York 15-16

纽约，15-16日

All the best,
Wayne Elise

祝一切顺利，

Wayne Elise

19. 我推荐的书目

What Books I Recommend

2011年2月5日

原文地址: <http://charismaarts.com/what-books-i-recommend>

Eric had a request on our [Request an Article](#) form.

Eric在我们的《[文章请求](#)》论坛提出了一个请求。

Title: What Books would you guys recommend?

标题: 你们大家会推荐什么样的书目?

Greetings CHARISMNA ARTS,

你好, 超凡魅力艺术,

I have ALWAYS wanted to IMPROVE my over all Game (as if i HAVE ANY THAT-S EXISTING,..ha ha). What sepcific books , articles should I read? ANy courses that I should take that may help me? Such as NLP, Hypnosis, Salsa, etc.

我*一直以来*总想*提高*我的整个游戏(就好像我真的有游戏似的,……哈哈)。我应该去读什么样的专业书籍和文章? 我应该去报哪些对我有所帮助的课程? 比如NLP¹, 催眠术, 莎莎舞², 等等。

¹译者注: 即神经语言程序学(Neuro-linguistic programming), 属于实用心理学和行动策略的一种, 也在把妹圈中得到广泛的运用。

²译者注: 西班牙语作salsa, 发源于古巴并风靡全球的一种拉丁舞。

Thanks for the request Eric. Those are good questions and here I am writing an article for you. :)

谢谢你提出的要求，Eirc。这些问题很好，在此我为你写了本文。:)

I would stay away from NLP and hypnosis — these, IMO, are more scam than reality. Salsa is great if you enjoy dancing. But don't do it to meet women. There are much more interesting skills to learn if you want to stand out or be a more attractive lizard. Try taking a ballet class. Or a Thai cooking class. Learn to walk on a wire. How about portrait painting class? Learn to French Braid. I saw a guy once who could French Braid. He had a line of girls waiting for his services. And they paid him too. What I'm saying is, think out of the box and learn something more unique than a skill you'd pick up in the typical 'single people' classes.

我会不去碰NLP和催眠术——这些，我个人认为，不太是真实的东西，更像是诡计。莎莎舞很棒，如果你喜爱跳舞的话。但不要把它用来去认识女人。如果你想脱颖而出或成为一个更有魅力的家伙，有很多更有意思的技能可以学。试着去报芭蕾舞班，或泰国菜烹饪班。学习走钢丝。报个肖像画班怎么样？学习编法国辫。我有次见到一个会编法国辫的家伙，女孩子们排着队的等候他的服务，她们也付钱给他。我想说的是，要跳出思维的框架，去学一学更独特的东西，而不是某个你可以在典型的“单身汉”课程里学到的技能。

As far as books and reading, I'll recommend a few self-help/non-fiction titles here but in general I'm more of a proponent of fiction. I love the effect compelling fiction has on the mind. Reading fiction builds our imagination-muscles — which are lacking in most people. I also think a good fiction book can teach subtle things about people and conversation.

关于书籍和阅读，在此我会推荐一些自助/非虚构幻想的标题，但总体上来说，我更倾向于能激发虚构幻想的。我喜欢在头脑中存在着能激发出虚幻的那种效果。阅读虚幻的东西会构建我们的想象力肌肉——很多人缺的正是这个。我也认为一本好的虚幻书籍能教给你有关人们和交谈的那些微妙之处。

Reading a good fiction book is akin to spending time with a good conversationalist or a good storyteller. It can influence the way we communicate.

阅读一本好的虚幻书籍，就好像是在跟一位交谈高手或是讲故事高手共度时光，这可以影响我们交流的方式。

Here are few of my favorite books I recommend to entertain and enhance your personhood:

下面是我推荐的最爱的几本书籍，用以消遣和增强你的个性特质：

* *Women* by Charles Bukowski [Amazon link](#).

* 查尔斯·布可夫斯基的《女人》 [亚马逊书店链接](#)。

You could spend your life studying Bukowski himself but you'll pick up some of his voice by reading this book that's semi-autobiographical and about the women who flow in and out of a man's life. Once, someone told me my writing reads like Bukowski. This person may have been drunk at the time but I took it as a high compliment. Bukowski, had disdain for using adjectives and adverbs. His writing is tight and economical and allows for the reader to fully actualize their imaginations and prejudices.

你可以终你一生去研究布可夫斯基本人，但通过阅读此书你会领会到他的一些声音，因此这本书是半自传性质的，是关于在一个男人生活中进而又出的那些女人的。有一次，某人告诉我，说我的文字读起来有如布可夫斯基。有可能斯人其时已醉，但我却视之为极大的恭维。布可夫斯基不屑于使用形容词和副词，他的写作紧凑而经济，允许读者充分发挥他们的想像和偏见。

* Anything by [Edgar Rice Burroughs](#). I grew up on his series '*John Carter of Mars*'. Sort of a *Lawrence of Arabia on Mars*. He also penned the original *Tarzan* series. Good stuff to read to feel more manly and adventurous.

* [埃德加·赖斯·巴勒斯](#)的所有书。我是看他的《火星上的约翰·卡特》系列长大的，那就是火星上的《阿拉伯的劳伦斯》版本。他也是最开始的《泰山》系列的作者。读一读这些好东西，去更多的感受一下男子气概和冒险精神。

* In my opinion it should be mandatory for every person to read *The Hobbit* by J.R.

R. Tolkien. [Amazon link](#). Some books, many of them excellent, are written with no sense of the Author's presence. And some books are written with an over-bearing Author presence. The real magic of Tolkien was his ability to infuse his presence, his voice in his writing in a pleasant way. You get a sense of a friend talking to you, not an over-bearing 'authority'. This is the book so many over-bearing people should read and absorb and try to sound like. I wish one day to be able to capture in my conversations the magic and light of *The Hobbit*.

* 我个人认为，每一个人都应该被强制性地读一读托尔金的《哈比人历险记》，[亚马逊书店链接](#)。有些书，其中很多都精采绝伦，写得让你觉察不到作者的存在。而还有些书写得让你感到作者蛮横地存在着。托尔金真正的魔力在于他能够以一种愉悦的方式把他的存在，他的声音融合到他的写作当中去。你获得的感觉是，是一个朋友在跟你谈话，而非一个蛮横的“权威”。这是一本很多蛮横自傲的人都应该读的书，而且应该吸收和试着模仿一下。我希望有一天能够在我的交谈中抓住《哈比人历险记》的魔法和闪光。

* Elmore Leonard is a writer of fiction. Because of his expertise with writing interesting dialogue many of his novels have been turned into films. One of my favorites is the movie 'Get Shorty'. But his real gem IMO is his *Ten Rules for Writing Fiction*. You can just take his advice and apply it to conversation.

* 埃尔莫·伦纳德是一位虚幻作家。由于他擅于写出有趣的对话，他的很多小说都被翻拍成了电影，我最喜爱的一部电影是《矮子当道》。但他真正的珍品，我个人认为，是他的《[虚构写作十法则](#)》。你可以直接采取他的建议，并运用到交谈中去。

* I capture the *Castle* by Dodie Smith [Amazon link](#). If you, like me, love skinny, art girls, you'll find that they've all love this book. So why not get into their minds and understand them by reading this one? This is also happens to be a beautifully written book and one of my all time favorites. Dodie Smith, who also wrote *101 dalmations*, carefully crafted this book over years and years. At the end I fell in love with the Casandra character. You may too.

* 道奇·史密斯的《我的秘密城堡》，[亚马逊书店链接](#)。如果你，像我一样，喜爱苗条艺术型女孩的话，你就会发现她们全都喜爱这本书。所以，为什么不通过读这本书来走进她们的头脑中，去理解她们呢？这恰好也是一本写作优美的书，是我的长期最爱之一。道奇·史密斯还写了《101只斑点狗》，他经年累月地精心创作了此书。最后，我爱上了卡珊多拉这个人物。你也许也会的。

* Stephen's King's *On Writing*. [Amazon link](#). A book about advice on being a writer as well as a bit autobiographical. He's not a big 'write from an outline' guy and neither am I. Conversation is like writing in many ways and you can't make interesting conversation from an outline. His ideas are applicable to achieving success in many fields.

* 史蒂芬·金的《写作这回事》，[亚马逊书店链接](#)。这是一本关于成为一名作家的建议的书，同时带有一点自传的意味。他不十分是一个“从概要上写作”的家伙，我也不是。交谈在很多方面都很像写作，你不可能通过概要来让交谈变得有趣。他的点子在很多领域都能切实可行地去获得成功。

* *Effortless Mastery* by Kenny Werner. [Amazon link](#). Know the difference between art and technique? Know how to practice to become a master? A musician ex-girlfriend turned me on to this book and I've been recommending it to people ever since.

* 肯尼·维纳的《Effortless Mastery》，[亚马逊书店链接](#)。知道艺术和技术的区别吗？知道如何练习着成为大师吗？我有个音乐家的前女友，她说服我去读了这本书，而从那以后我也一直在把它推荐给别人。

* *Zen and the Art of Stand-Up Comedy* By Jay Sankey

* 杰伊·桑基的《禅和栋笃笑的艺术》

I'm not providing the Amazon link on this one since Amazon listed the book for way more than you can pay somewhere else. Someone can tell me if it's maybe out of print. Written for standup comics, this book will nonetheless make you funnier or at least more Zen about trying and failing to be funny.

我没有提供亚马逊书店的链接，因为亚马逊书店上的这本书卖得比其它地方贵很多。哪位可以告诉我是不是可能供不应求了。尽管此书旨在栋笃笑，但会让你变得更风趣，或至少让你在试着并没能做到风趣之后变得更禅趣。

My Ebook [How to Meet and Connect with Women](#).

我的电子书 [《如何认识和沟通女人》](#)

The principles I outlined five years ago are still true and at the core of what I teach: the value of commitment, how to be charming in the face of adversity, all sorts of yummy and helpful ideas.

我在五年前总结的这些原理如今仍然有效，而是是我的教授内容的核心：投入的重要性，如何在逆境中有魅力，所有这类愉悦和有益的点子。

* Your book. Yep, I think that any decent conversationalist or ladies man in training ought to be writing himself to develop his voice and use of language. It doesn't matter much what genre. Personally I write poetry, fiction and non-fiction and I can tell you that I have relied on the communication skills I have learned from all of them in many other contexts.

* 你的书。是的，我想任何在训练中的体面的交谈高手或女人迷都应该写下他自己，以开放他的声音和语言的驾驭。体裁不是很重要。我个人写的是诗歌，虚幻和非虚幻的东西，而我可以告诉你，我所依赖的就是沟通技巧，就是我从很多其它上下文环境中所学到的那些。

Hope that helps Eric.

希望这些能对你有所帮助，Eric。

All the best,
Wayne

祝一切顺利，
Wayne

BTW, I'd love to hear in the comments any books all of you readers here would recommend reading.

顺便提一下，我很乐意你们这些读者能在评论中推荐什么书。

20. 让你的话术保持激情但又真实的十大句型

Ten Phrases to Keep Your Conversation Exciting But Truthful

2011年3月11日

原文地址: <http://charismaarts.com/ten-phrases-to-keep-your-conversation-exciting-but-truthful>

Let's face it, we want to impress people. I want to impress you right now. And no matter how long I meditate it's hard to get far from my ego-driven Me-machine. "Please, like me!" See. Impossible.

我们必须正视这个：我们想要给别人留下深刻印象。我此刻就想要给你留下深刻印象。无论我再怎么深思熟虑，还是很难摆脱那由自我所驱使的“我”的机器。“请喜欢吧！”看到了吧，不可避免。

But it's okay to want to excite and impress people. This weakness is just part of our human condition. It's why we have Facebook. It's why I stick pictures of my girlfriend on my blog: www.wayneelise.com :) We just can't out-Zen it.

但是，想要去让别人兴奋，给他们留下深刻印象，这没什么不好，这个弱点正是我们人性的一种局限。这就是为什么我们有Facebook，也是为什么我在我的博客上贴我女朋友的靓照：www.wayneelise.com :) 我们就是没法超然于物外啊。

The challenge for us is to be exciting while not overstepping our truth-bond with other people. We want to be known as interesting but also TRUTHFUL.

我们的挑战在于，在对他人充满激情的同时又不要越过真实的底线，我们想要被当作是有趣又不失*真实*。

Many people are frankly, out there, in the field, lying. Not you of course. But people. That's too bad. However, when the lights start flashing and we see that dude with the 70' s collar and gold chains hauling around a ten it's easy for even normally law-abiding people such as you and me to become seduced by the idea of pumping up our reality. I can't tell you how often I've heard otherwise honest guys claim to have seen three strippers in a hair-pulling fight outside a bar when indeed, there were no strippers and no fight.

说实话，许多人都在那儿——在把妹现场——说谎。当然不是在说你，而是其他人。这很不好。可是，当灯光闪烁，我们看到那个穿着70年代衣领，戴着金项链的家伙在一个10分美女身边拉拉扯扯的，甚至对于你我这等安分守己的良民也会被超现实的东西所诱惑的。我简直无法告诉你，我有见过多少次诚实的男人声称他在酒吧外面看到三个脱衣舞女郎在扯着头发打架，而事实上根本就没有什么脱衣舞女郎，也没有什么打架。

With this in mind I want to share with you ten phrases that'll allow you to make your conversations more exciting while maintaining your truthfulness.

出于这个考虑，我想要跟你分享下面的十大句型，能让你的对话既保持激情又不失真实。

#1 “*I imagine...*”

#1 “我想象着……”

Sticking this phrase before you make something up keys your listener that you're just exercising your imagination. “When I came in I imagined girls out front fighting. It seems that sort of place. I don't know about you but I have to admit I'd kind of like to see that.”

在你编造什么东西之前，总是先使用这个句型，这样你就让你的听众把你的话定调为你只不过是在练习着你的想象力。“当我走进来的时候，我想象着有一群女孩在外面打架，那里看起来像是个打架的好地方。我不知道你是怎么看的，但我得承认我真的是那样想的。”

#2 “That reminds me…”**#2 “这让我想起……”**

This is a transition phrase that we can fit in to connect topics. It's useful in places where we might be tempted to claim knowledge we don't possess in order to keep the conversation flowing. “I don't know why exactly but that reminds me of my trip to Japan. I found the people like you, open to new ideas in a way that I found inspiring.”

这是个过渡句型，由此我们可以去连接任何话题，它对于这样的场合非常实用：我们可能非常想说一些我们并没有的经历，以让对话进行下去。“我不知道究竟是为什么，但这让我想起我去日本的旅行。我发现那里的人就跟你一样，思想开放，乐于接受新的事物，我觉得这让我备受鼓舞。”

#3 “I don't know anything about that but I'm guessing it's like this…”**#3 “对这个我一点儿也不了解，但我猜它会是……”**

Just because you have no experience or knowledge of a topic doesn't mean you can't talk about it. It's okay to admit your ignorance. Use this phrase to fill in the gap. “I didn't grow up playing rugby, I've never been to a match, but I imagine, from how you talk about it, that there's a great camaraderie among players, that you might be enemies on the pitch but off it you're friends.”

如果仅仅是你对某个话题没有任何经验或知识，却并不意味着你不能谈论它。承认你的无知，这没什么大不了的。使用这个句型来填补不足：“我并不是玩橄榄球长大的，我从没有参加过比赛，但从你对它的谈论中，我能想象，球员之间很有哥们义气，在球场上你可能是敌人，但在场下你们会是很好的哥们。”

#4 “I want to be…”**#4 “我想要……”**

Sometimes we feel left out if we're not wearing the same stripes as others. Maybe y-

ou're a zebra surrounded by a herd of giraffe. Use this phrase to relate. "No, I'm not in a relationship but one day, when I meet and pick up Anne Hathaway, I want to be."

有时候，如果我们不穿着跟其他人一样，我们就会感到有些不合群。也许你是一群长颈鹿中的一匹斑马。使用这个句型来进行关联。“不，我目前没有恋爱关系，但当我遇到安妮·海瑟薇时，我就会想要的。”

#5 “*Let's pretend...*”

#5 “让我们假装……”

People love playing make-believe. Our imaginations IMO are what makes us human. This phrase invites others to join you in leaving reality behind together. "I think we should pull off a caper like in that movie Oceans 11. Let's pretend. I think you can be Julie Roberts character because you'd look stunning in a cocktail dress. I get to be George Clooney because it's my idea."

人们喜爱玩假装游戏。在我看来，正是我们的想象力让我们成为了人类。这个句型邀请其他人来加入你，跟你一起去把现实抛在身后。“我认为我们应该像电影《盗海豪情》里那样的跳舞。让我们装一装吧。我觉得你能演茱莉娅·罗伯茨，因为你穿上小礼服会显得非常迷人的。我来演乔治·克鲁尼，因为这是我的主意。”

#6 “*...just kidding..*”

#6 “……我开玩笑的……”

It's the granddaddy of all take-backs. So long as you stick this phrase in before your listeners vocally react, you can pretty much say anything. "I can't believe you said that. I'm a Mormon and I'm offended. We take these things seriously. Ha. Just kidding. Are there even Mormon people anymore. I thought they left in a giant spaceship."

这是所有圆场话术的祖宗。只要你在你的听众用言语反应之前说出这个句型，你就真的能去说任何东西。“我不敢相信你居然会这样说。我是个脑残，我被羞辱了。这些东西对于我们来说是开不得玩笑的。哈哈，我在开玩笑。这年头还有脑残吗？我以为他们都去火星了。”

(editorial note: just kidding Mormon people. I love you. I knew a Mormon girl in high school. She wouldn't have anything to do with me, but she was hot. I'm a fan.)

(附注：脑残朋友们，我只是在开玩笑。我喜欢你们。我在高中时认识一个脑残女孩，她不愿意跟我一起做任何事情，但她很正。我是她的忠实粉丝。)

#7 “*XYZ ridiculous and funny thing...*”

#7 “*XYZ很荒谬和有趣.....*”

It's not a lie if it's an obviously fabrication. It's not a lie if it's an obvious joke.

如果明显一听就是虚构的，那就不算是谎言。如果明显一听就是笑话，那就不算是谎言。

“What do I do? For a living? I'm a polar explorer. I'm working right now. I'm just obviously not good at my job.”

“我是做什么工作的？我是个极地探险家，我现在正在工作中。很明显，我对我的工作很不在行。”

#8 “*I can't relate to XYZ...*”

#8 “*我无法联想到XYZ.....*”

Sometimes the best way to relate is not to relate but rather restate the other's story to encourage them to express more. “I can't imagine how you felt. To walk in on your boyfriend with another woman and the midget they met that night at the carnival doing horrible things with a cigar box.”

有时候，关联的最佳方法就是不去关联，而是去重复他人的故事，这样就能让他们表达更多。“我无法想象你的感受。你突然撞见你的男友跟其他女人在一起，还有那个他们在狂欢节上遇到的侏儒，他还用雪茄盒做着恶心的事情。”

#9 *“This is normally where I would try to impress you but I’m not.”*

#9 “通常这时我就想给你留下很深的印象，但我不会。”

Believe it or not people like you because they can be themselves around you. It’s exhausting putting on ‘airs’. When you tell your conversational partner that you feel no need to play the game of oneupmanship you’ll find the conversation can be more relaxed and fun. “You seem like a cool, successful person. But I hope you don’t mind if I just be myself. I’m guessing you’ll appreciate it if I’m just normal and not try to impress you or your friends.”

信不信由你，别人会因为他们在你面前能保持自我而喜欢上你。装腔作势会让人厌倦的。当你对你的谈话对象说，你觉得没有必要显得你比别人更胜一筹时，你会发现，对话会变得更加放松了。“你看上去是个很酷的成功人士，但如果我只想做自己的话，希望你别介意。如果我只是个正常人，我不想去给你或你的朋友留下深刻的印象，我猜你应该会看重这个的吧。”

#10 *“I’m here by myself. Do you mind if I join you?”*

#10 “我是一个人来的，你们不介意我加入你们吧？”

This one is also my favorite opener for the bar scene. It’s not a big deal being out alone. Most people wish they had the courage to go out by themselves and meet strangers. You don’t have to pretend you have friends waiting for you. “Hey, you guys look like people who are interesting. I’m out on my own tonight. Mind if I join you for a few minutes?”

这个也是我喜爱的一个酒吧开场白。一个人出去没什么大不了的，大多数人倒希望他们能有单独出去的勇气去认识陌生人。你不必装得好像你在等你的朋友。“嘿，你们看上是一群有意思的人。今晚我是一个人出来的，你们介不介意我跟你们呆一会儿？”

Hope these ideas can assist. If you get a chance to try them out please write me a comment below.

希望这些点子能对你有所帮助。如果你们有机会试用它们，请在下面写下你的评论。

All the best,
Wayne

祝一切顺利，
Wayne

21. 你把陌生人当成潜在的朋友还是潜在的敌人

Do You Look at Strangers As Potential Friends or Enemies?

2011年3月11日

原文地址: <http://charismaarts.com/do-you-look-at-strangers-as-potential-friends-or-enemies>

As you walk around today try asking yourself how you perceive strangers. Do you look upon them and just know they have value? Do you believe there is something cool about them, even though it may be hidden? Do you think, 'He might be rough around the edges but he could be my friend?'

当你今天出去时，问问你自己，你是怎样看待陌生人的。你是在仰视他们，就是知道他们拥有价值吗？你相信他们有酷的一面，只不过是隐藏起来了么？你会这样想：“他可能有不足之处，但他可以成为我的朋友”吗？

I hope so. This is a helpful mindset to have.

我希望如此，这是一种有益的心态。

I don't know about you but when people tell me a situation should be avoided i want to check it out for myself. I once chatted with a [Kurgan](#) in a bar in Sydney after my friends warned me not to approach the guy. After a short period of growling it turned out he was a rower and a nice guy. So nice that he introduced me to his friends as 'my good friend Wayne.' This in turn, by a twist in fate, led to me meeting and dating a non-Kurgan

cute girl, K-Swiss, I met that night. So, you just never know. Better to err on the side of believing people are potential friends. The greater tragedy in life is not to suffer at the hands of our fellow men but rather to miss the opportunities that other people can help us find.

我对你虽不了解，但当人们告诉我应该避免某种情况时，我想要去亲自验证一下。有一次，在悉尼的一家酒吧，我跟一个库尔干¹似的人聊了起来，而此前朋友们警告我别去招惹他。他说话粗声大气的，但很快我就发现他是个赛船手，人也挺好的，好到他把我介绍给他的朋友们，还说“这是我的好朋友Wayne”。而反过来——通过命运的反转——这就让我在那个晚上认识了一个非库尔干型的K-Swiss漂亮女孩，并成为我的约会对象。所以，你永远也无法知道。最好还是相信别人是你的潜在朋友，即使弄错了也值得。生活中最大的悲剧并非受难于同伴之手，而是错失他人本可以提供给我们的机遇。

Circumstances sometimes make people act snappy or unsociable. But try to remember, I think it was Aristotle who said, that all drama stems from misunderstanding and over-reaction. At the core, most people mean well. If you come into an interaction with that belief and a forgiving attitude you will be more carefree and bring out the best in others and make friends.

环境往往使人急躁和不合群。但且记住，我认为亚里士多德曾说，一切戏剧皆来自误解和反应过激。本来嘛，大多数人都是良善的。如果你抱着这样的信念和宽容的态度来进行互动，那么你就会变得更加洒脱，能让别人呈现出最好的表现，并能结为朋友。

Wayne

<http://wayneelise.com>

Wayne

<http://wayneelise.com>

¹译者注：是1986年美国奇幻电影《挑战者》(Highlander)里的虚构人物。

22. 人生有时须豪赌

In life there are moments when you have to 'go all in' and risk everything

2011年7月11日

原文地址: <http://charismaarts.com/in-life-there-are-moments-when-you-have-to-go-all-in-and-risk-everything>

When I'm sitting with a hot girl I feel grateful to be in her presence. I look at her and think to myself, "Man, this girl is out-of-my-league."

并美女而共坐，我因能与她同处而心怀感激。看着她而自忖：“好家伙，此女非吾族类也。”

Those thoughts can make me act safe. Blah! There's a simple, universal formula we should all memorize and apply to our conversations. Safe = boring. Boring = no hook up. And that equates to a 'life of quiet desperation'.

这些想法能让我安全地去表现。然则，啪啦！天地之间有一至简之道，吾辈皆当谨记在心，并运乎对话当中。安全 = 乏味。安全 = 满足现状 = 没有勾引 = 默默的饥渴着的生活。

I realize all of this. So I take that safe part of me, hit him on the head with a lead pipe and stuff his limp body into a closet.

我意识到了这一点。于是我掀起那安全之我，以棒击其头，束其弱体于精神高阁之内。

Bring on 'All-In-Wayne!!! All-In-Wayne is mad, bad and dangerous to know. He gets invited to parties. And he's a guy who puts what he has on the line in order to try to create what he wants.

我开始高呼：“全押进去Wayne!!!”全押进去的Wayne是个疯狂，邪恶和危险的人物¹。危险的Wayne被邀去参加很多派对。他是个在冒险时为了得到其想要的而押上其所有的家伙。他是个“全押进去”的类型。



Me: “I like this.”

我：“我喜欢这个。”

Her: “Like what?”

她：“喜欢什么？”

Me: “This. This being together here at this moment. I don't do this all the time and this may be a crazy idea, but I'd like to sit down at that coffee shop right there and get to know each other better for fifteen minutes. I can try my other two jokes on you.”

我：“这个。这个就是此时此刻的你我共处。我不是经常这样做的，这可能会比较疯狂，但我乐意在那边的咖啡店里呆一刻钟，你我坐下来更进一步了解对方。我可以在你身上试试

¹译者注：这个说法请参见前文22. 疯狂、邪恶和危险

Mad, Bad and Dangerous to Know

我的另外两个笑话。”

Ten minutes later...

十分钟后……

Me: “I want to see you again.”

我：“我想再见到你。”

Her: “I’m around here all the time.” .

她：“我一直在这个地方。”

Me: “I mean like the two of us. Alone, maybe at Malo with wine glasses in our hands.”

我：“我是说，是我们两个。只有我们两个，也许在Malo酒吧，我们在那里对碰红酒。”

Her: “Oh.”

她：“哦。”

Me: “...and if there’s a spark, if you feel it, there might be some making out. I’ll bring my chapstick in case.”

我：“……另外，如果我们彼此出现火花，如果你有那样的感觉的话，也许我们会有一些亲热的。我会带上我的ChapStick润唇膏，以防万一嘛。”

I’m going all in. She has to push her chips into the middle with me.

我在全部押进。她不得不随着我把她的筹码推到中间。

Go big or go home — that's the way gentlemen.

要么就玩大的，要么就回家——就要这么玩，先生们。

Her: "I see. Let me think about it."

她：“我明白了，让我考虑一下。”

Mer: "Take your time."

我：“不着急。”

Her: "Okay, sure."

她：“好吧，没问题。”

A few days later...

几天以后……

Me: "I'm having fun. I want to go for ice cream. Oh wait, I know what I want to do now that would be much better."

我：“我玩得很开心。我想去吃冰淇淋。哦，等一下，我知道我现在想要干什么了，这个主意要好得多。”

Her: "Really? What?"

她：“是吗？是什么？”

Me: “Do you really want to know? Maybe I shouldn't tell you.”

我：“你真想知道？或许我不该跟你说。”

Her: “Tell me.”

她：“告诉我吧。”

Me: “Truthfully, what I want to do at this moment, feeling the vibe between us, I want to take you back to my place and spend the night making love to you.”

我：“老实说，此时此刻我想要做的，根据我感受到的你我之间的感觉，我想要带你去我家，然后跟你通宵做爱。”

Her: “Wow, that's direct...”

她：“哇噢，这太直接了……”

Me: “I want to push you against the wall and move my hips into yours, bite your neck, suck on your tongue. That's where we would start.”

我：“我想把你推在墙上，用我的大腿抵着你的大腿，我要咬你的脖子，吸你的舌头。我们会从那样开始。”

Her: “I don't know if I'm the kind of person who does that on a first date.”

她：“我不知道我是不是在初次约会就那样做的人。”

Me: “I understand. I don't know if I am either but I'd like to spend the whole night making your body feel good. Safe sex of course. That's just how I feel.”

我：“我能理解。我也不知道我是不是那样的人，但我愿意用整个晚上的时间来让你的身体感觉良好。当然了，是安全性爱这就是我的感觉。”

Her: “Okay.”

她：“好吧。”

Me: “Okay, what?”

我：“什么好吧？”

Her: “Okay, let’s go.”

她：“好吧，我们去做。”

The next day…

第二天……

Me: “I would like to go with you out and pick up another girl together.”

我：“我想要跟你一起出去，去泡另一个女孩。”

Her: “For a threesome?”

她：“要搞3P？”

Me: “Yeah, it’s the new black. Everyone is doing it. I think it would be hot.”

我：“对，这是新潮。所有人都这么干。我想这会很火辣的。”

Her: “I’ve never done that before.”

她：“我从来没做过啊。”

Me: “I’ll show you the ropes kid.”

我：“我会教给你怎么做的，小乖乖。”

Her: “Okay, sure. It sounds fun.”

她：“好吧，没问题。听起来蛮有趣的。”

In life, with people. you have to be prepared to risk what you have to gain more. Just how it is.

人生在世，待人接物，当准备好倾你所有去冒险，如是方能收获更多。此乃人间正道。

All the best,
Wayne

祝一切顺利，
Wayne

23. 杂耍人方法荣获最像盗梦空间奖

Juggler Method wins the award for being the most like the movie Inception

2011年8月11日

原文地址: <http://charismaarts.com/juggler-method-wins-the-award-for-being-the-most-like-the-movie-inception>

Last night Erika and I had a new friend visit our apartment. She is twenty years old and full of conversation. She was sitting on our white couch next to Erika telling us about her world. I was lying on our white rug, next to our white table, drinking a glass of red wine — that's how I live dangerously these days.

昨晚Erika¹和我有一个新朋友来我们的公寓做客。她年方二十，十分健谈。她坐在Erika 身边的白沙发上，对我们诉说着她的世界。我躺在我们那白色的地毯上，喝着红酒——这是这些天来我的危险的生活方式。

¹译者注：杂耍人现任妻子，他们的认识过程在后文23. 个人翻新和《帝国之心》*Personal Renewal and Empire State of Mind*里有详细交待。



The girl was talking about how guys try to hit on her in various ways and with various degrees of success.

那女孩谈到男人们是如何试着用各种方式来泡她的，并有着各种程度的成功。

I interrupted her. “When I met you at the coffee shop, was I hitting on you?”

我打断了她：“当我初次在咖啡馆认识你时，我有泡你吗？”

“No.”

“没有。”

“Are you sure I wasn’t hitting on you?”

“你真确定我当时没有在泡你？”

“No. Of course not. You’re married.”

“没有，当然没有。你已经结婚了。”

“Are you absolutely sure?”

“你百分之百的确定？”

I looked at her and remembered that scene in the movie *Inception* when Leonardo DiCaprio's character turns to Ellen Page and says, “So...how did we end up at this restaurant?”

我看着她，想起了电影《盗梦空间》²中的那个场景：莱昂纳多·迪卡普里奥演的那个角色转身对艾伦·佩姬说：“那么……我们最后是怎么来到了这家餐馆的？”

“We came here from...” she starts and then trails off confused.

“我们来到这里之前是在……”她开始回忆，然后就迷失了。

“How did we get here? Where are we?” He presses.

“我们是怎么来到这里的？现在我们在哪儿？”他施加压力。

She tries to recall but can't remember. “Oh my God,” she says, “We're dreaming.”

她试着回忆，但就是想不起来。“哦，天哪，”她说，“我们正在做梦。”

It felt the same way last night. “Think about it. How did you end up here on our couch?”

昨天晚上的感觉就跟这一样。“想一想吧。你最后究竟是怎么来到这里，坐在我们的沙发上的？”

A few years ago I gave a talk in Boston. Afterward, a few of us hit the town. We were standing in a lounge there when an attractive girl walked by. She looked at me. I noticed this, and I smiled, nodded at her. Later we ended up discussing the porn she likes and then making out behind the grand piano. Then we got into a discussion that turned heated.

数年前，我在波士顿做了一次演讲。之后，我们中的几个人去市中心玩。我们在一家娱乐室里站着，这时一个很吸引人的女孩走过。她看了一下我。我觉察出了这个，然后我微笑，

²译者注：电影英文原名 “*Inception*”

冲她点点头。后来，我们最终在一起谈论着她喜欢的A片，然后在大钢琴后面亲热起来。然后，我们又进入到一个能引发干柴烈火的讨论中去。

“I was the one who approached you,” she said.

“是我去搭讪你的，”她说。

I moved her out to arm's reach. “No, you didn't. It just seemed that way. It was an illusion created by the moment.”

我推开她，到手臂能碰到的距离。“不，你不是。只不过看起来好像是那样。这是那一瞬间所制造出的一种幻觉。”

She got that look on her face. The same look you can see on Ellen Page's face in that scene from Inception. I've had thrifty minute chats in bookstores and the woman can't remember how it all started. It just seemed to happen. Or they remember their first words to me but not the fact that I initiated the interaction.

她脸上就带出了那种表情，跟你能在《盗梦空间》那个场景中艾伦·佩姬的脸上看到的表情一模一样。我在书店聊了足足有三十五分钟，而那女人却不记得到底是怎么起头的，一切看起来就是这么发生了。要么他们只记得他们一开始对我说的话，但却不记得是我先引发互动的这个事实。

This all comes out of being reactive to actions. People just can not recall exactly where it started. We teach this sort of reactivity at Charisma Arts.

所有这些都来自于对行动的被动反应。人们就是无法回想起究竟是从何处起头的。我们在超凡魅力艺术中教的就是这种反应性。

I guess the question is whether this fuzzy inception-moment is good or bad. Neither really I think. It just is. Something to be understood and balanced against with your statement of interest. I remember when I first came around Erika where she worked. No one there quite knew if and who I was hitting on. That worked to my advantage at first but began working against me later on. It took several purposeful statements of my interest to make her realize

what I wanted. “I think you’re beautiful in that dress, I think you move gracefully like a ballet dancer, I want to see you — Let’s call it a date…” I almost had to hit her on the head with a rubber mallet.

我猜问题在于，这种模糊不清的起头瞬间究竟是好还是坏。³我想都不是。它就是它。它是某种需要通过你的兴趣声明来被理解和进行平衡的。我记得我第一次来到Erika身边时的情形，那是在她工作的地方。那儿没人真正知道我是否在泡妞、以及泡谁。这一点在一开始对我很有好处，但后来就开始起了负作用。我花了好几个有目的性的兴趣声明才让她意识到我想要什么。“我觉得你穿上那样的衣服很漂亮，我觉得你的动作优雅，就像跳芭蕾舞的，我想再次见到你——让我们就称之为一次约会吧……”我当时差点儿就得用橡皮锤子敲她的头了。

So now we have a pretty girl who has no idea I’ve been hitting on her. We can talk about sex and hook ups and threesomes all day. But she has no idea what I want until I say the words, “I want…” That’s how Juggler Method is different from that movie Inception. In the end we don’t want to be sneaky. We aren’t trying to plant ideas or ambush kiss anyone. We want to speak our desire, turn people on and have them build something together with us.

那么现在，我们这儿有个漂亮小妞，她一点也不知道我曾经在泡她。我们可以一整天地谈论着性爱、勾搭以及3P，但她却一点也不知道我想要什么，直到我说这样的话：“我想要……”这就是杂耍人方法跟电影《盗梦空间》的不同之处。在最后，我们不想鬼鬼祟祟的，我们并不在试着去对某人植入想法或偷袭一个吻。我们想要说出我们的愿望，让人们兴奋起来，并让她们跟我们一起来构建某种东西。

³译者注：电影《盗梦空间》的英文名inception本意就是“起头”、“开端”的意思

24. 把别人钓进交谈中的秘密

The Secret to Hooking People Into Your Conversations

2011年8月31日

原文地址: <http://charismaarts.com/the-secret-to-hooking-people-into-your-conversations>

We have all had the experience of making stilted conversation that just doesn't seem to hook our conversational partner.

我们全都有过这样的经历：我们让交谈变得生硬不自然，以致于它看起来就是无法钓住你的交谈对象。

“I like your belt.”

“我喜欢你的皮带。”

“Thanks.”

“谢谢。”

“Um...where did you get it?”

“呃……你在哪儿买的？”

“I don't remember.”

“我不记得了。”

“You don't huh? Yeah, well...I guess I'll see you later.”

“你不记得了？哦，嗯……我想那我们下次再见。”

“Okay, I guess I'll see you then.”

“好的，我想那就下次见。”

Blah. We want to make conversation that sticks, that gets the other person talking back. INVESTMENT is the word. So how do we do that?

废话。我们想要让交谈具有黏性，能让其他人反过来跟我们谈话。***投资***就是这个字眼。那么我们该怎么去做呢？

There is one secret that I come back to over and over again. It's simple but easily overlooked. It's powerful but takes a re-framing of your mind.

这里有一个秘密，我反反复复地提过了。它很简单，但却容易被忽视。它很有威力，却需要重构你的思维。

It's this: Talk about what the other person is good at talking about.

它就是这个：去谈论别人擅于谈论的东西。

For example Dan and I were in San Francisco last weekend helping a client. The three of us walked into a Starbucks. I saw an attractive girl in line. I walked up to her.

例如，上周末Dan ¹ 和我在旧金山辅导一名客户。我们三个人走进一家星巴克，我看到一

¹译者注：Dan Tena, 超凡魅力艺术公司的教员，后文24. 弄清楚恋爱关系，否则就死路一条 Find out the relationship situation or die里有其照片和其它故事。

个吸引人的女孩在排队，我向她走过去。

“Hi there,” I said. “I noticed you have that bag from the art store. I bet you do… graphic design.”

“嗨，您呐，”我说。“我注意到你的这个包是在那家工艺品商店买的。我敢打赌你是做……平面设计的。”



“Actually I’m studying product design.”

“其实我正在学习产品设计。”

“Ah, very cool. That would be fun I think. Figuring out the way to shape a practical object into something beautiful.”

“啊，很酷。我想这会很有意思。想出一套路子，把一件实际物品塑造成美丽的东西。”

“Oh yeah it is. Have you heard of Jonathan Ive?”

“哦对，就是这样。你听说过Jonathan Ive吗？”

“Sounds familiar.”

“听起来耳熟。”

“He’s one of my influences. He did the designs for the Mac.”

“他是对我产生过影响的人之一。他为Mac机做过设计。”

“Very cool. I want to learn more after my friends and I get our coffees. Actually, I’ll send them over. They need to get more in touch with their inner designer.”

“很酷啊。我想要在我朋友跟我喝完咖啡后来了解更多。其实，我会把他们带过来。他们需要对他们的室内设计了解更多。”

Ten minutes later and they were all together talking (I had to go meet Erika). Here’s a [pic through the window](#) by the way.

十分钟后，他们全都在一起攀谈起来（我则必须去见Erika）。顺便说一下，这是[通过窗户](#)拍的照片。



There's a moment where typically you may reach for something witty to say. Instead choose to find a way to tap into what the other person probably can talk about — a lot.

有这么一个时刻，你一般可以找到某个智巧的东西去说。但恰恰相反，要选择去找到一个方法去接入别人很可能会谈论的东西——会让他们滔滔不绝的东西。

Another example, the girl who works at the cafe where I'm writing this just walked up to me and asked if I was parked on the side street. This is a courtesy that she's doing for the customers since about this time the city begins ticketing the cars on that street. I told her I wasn't parked there but rather on the other street. I pointed to my Vespa with pride. "That's my ride right there."

另外一个例子，我正在一家咖啡馆里写此文，在这里工作的那个女孩走到我跟前，问我有没有把车停在侧街上。这是一个善举，她这样做是为了顾客好，因为城里这个时候就开始在那条街上收停车票了。我告诉她我没有把车停在那儿，而是停在了另一条街。我带着自豪地指了指我的韦士柏摩托：“我的坐骑就在那儿。”

"Okay," she said and began to depart. She doesn't have anything more to say about parking or my Vespa. If I want to keep her around I need to choose a topic that she knows and can talk about.

“好的，”她说着便要离开了。她没有更多的东西来谈论停车或我的韦士柏。如果我想要把她留在这儿，我就需要选择一个她知道而且能够谈论的话题。

I put out my hand. "Hey, before you go I'm curious what it's like to work in a cafe."

我伸出一只手。“嘿，在你离开之前，我很好奇，在一家咖啡馆里工作会是什么样的一种感觉？”

She stopped and thought about that for a moment. "It has its good and bad," she said.

她停了下来，对此想了一会儿。“有好的地方也有不好的地方，”她说。

I nodded. “I bet like any job. But I think I’d like it. You get to meet people and be social. And you never know who’s coming in the door next. It could be Justin Bieber.”

我点点头。“我肯定这像其它任何工作。但我认为我会喜欢这样的工作的。你必须得接触人，并变得合群。而且你永远也不知道下一个进门的人会是谁。有可能会是贾斯汀·比伯。”

She made a face. “I don’t like him.”

她做了一个鬼脸。“我不喜欢他。”

“Ha. Well, it’s just an example. I bet you could run this cafe by yourself.”

“哈。呃，这只不过是举个例子罢了。我肯定你能自己经营这家咖啡馆的。”

Notice how I don’t get sidetracked by Justin Bieber — tempting though it is. I go back to what SHE knows.

请注意我是如何没有因为贾斯汀·比伯而被转移了话题的——尽管这话题很诱人。我回到了*她*所知道的东西上。

She moved closer to my table, sat down. “I think so. But let me tell you how hard it really is…”

她走近了我的桌子，坐了下来。“我认为我可以。但让我告诉你吧，这其实是有多么的难……”

She talked a lot then. Too much even. I couldn’t get her to shut up. But now she loves me. She remembers me. And she will help me when I need her.

然后她就打开了话匣子。甚至说得太多了，我无法让她收住嘴。可现在她爱我了，她记住我了，而且只要我需要她，她就会帮助我的。

You can do the same thing. It only takes being conscientious of your conversational habits and applying your intuition about people. Sometimes you will be wrong about their field of expertise and sometimes you will learn your clichéviews are mistaken. To talk to people's field of expertise is to be a constant neophyte. But you will get people talking back to you and liking you. Sometimes too much.

你也可以做同样的事情。这只需要你认真地对待你的交谈习惯，并运用你对人的直觉。有时你会弄错他们的专业领域里的东西，有时你会了解到你的那些老套的看法是错误的。去谈论别人的专业领域，就是要去做一名永恒的新手。但你会让人们反过来跟你说话，并喜欢上你。有时有过之而无不及。

There are other ins and outs of this conversational idea. Your mileage may vary. And alas, nothing is as simple as reading it on a website. If you want to learn further and take your conversational habits to the next level, consider signing up for my Conversation Camp. You can [see all our camp dates here](#).

关于这个交谈思想，还有其它里里外外的细节。你的里程数会改变。另外哎呀，在网上阅读是最最简单的。如果你想学得更多，想把你的交谈习惯提高一个层次，那就考虑一下报名参加我的交谈训练营吧。你可以在这里看到[我们所有的训练营日期](#)。

All the best and good luck,
Wayne Elise

祝一切顺利及好运，
Wayne Elise

25. 如何避免变成冷搭怪人

How NOT to be a cold approach weirdo

2011年11月9日

原文地址: <http://charismaarts.com/how-not-to-be-a-cold-approach-weirdo>

Please raise your hand. How many guys out there have made a cold approach and had it not go well? Be honest. I've made bad cold approaches. Anyone who's serious about meeting people has.

请举一下手。这里有多少人冷搭讪过但效果却不好? 要实话实说。我就冷搭讪过。所有一心想认识别人的人都冷搭讪过。

It's okay to fail. It's okay to make social peccadilloes sometimes. But it's not okay to be weird. I've seen too many guys be weird. There was the guy who was palm reading girls' hands. "Did you see that girl?" he says to me. "She was under a trance."

失败没什么关系, 偶尔犯一些社交小过失没什么关系, 但表现得怪异则有关系了。我见过无数男人表现得怪异。曾经有个家伙看女孩子的手相。“你看到那个女孩了吗?” 他后来对我说, “她当时好心不在焉啊。”

"Uh, sure," I say, while thinking to myself that the only thing that girl was under was an urgent need to get away from him.

“哦, 确实,” 我说, 但同时心想, 那个女孩唯一的心之所在就是要急切地摆脱他。

First rule of meeting girls — don't be delusional. You're not putting anyone in a trance with your language patterns. Not happ-en-ing.

认识女孩的第一规则——不要心存妄想。使用你的语言模式，你就不会让人心不在焉的。绝-不-会-发-生-的。



Another guy touches girls on the arm he just walked up to on the street. He thinks he's introducing KINO. Wrong. He's making girls uncomfortable.

另一个家伙在街上刚走近女孩就去摸她们的胳膊。他认为他这是在展开进挪。错了。他这是在让女孩感到不舒服。

Another guy teases a girl about her nose. He thinks he's generating attraction. "I was talking to her like she's my little sister," he claims. Uh, no. She doesn't know you. You're not her big brother. Talking to her that way makes you seem strange and uncalibrated.

还有个家伙取笑着一个女孩的鼻子。他认为他这是在制造吸引。“当时我在把她当成我妹妹那样地去谈话，”他申辩说。哦，别。她不认识你，你不是她的大哥哥。用那样的方式去跟她谈话会让你看起来既怪异又缺乏调整。

I told a story once at my [Super Talk](#) about a girl I approached. She was acting, in my opinion, inappropriately mean. So I told her, “You’re pretty smart…for a retarded person.” Ha ha. But a guy who was there went around after for a month opening conversations with girls by calling them ‘retarded’. I eventually heard about this and put a stop to it. “Noooooo, my friend. That’s out of context.”

有一次我在我的《[超级讲座](#)》上讲了一个故事，是关于我搭讪过的一个姑娘的。她当时的表现，据我所见，是不合时宜的刻薄。于是我就告诉她：“你相当的聪明……相对于弱智来说。”哈哈。可听众中有个家伙在一个月后走出去，他开启跟女孩子们对话的方式居然是称呼她们“弱智”。最后当我听说此事时，我连忙叫停。“别这样，我的朋友。这太离谱了。”

I see guys jump in front of girls on the street with their hands out and yelling, “Stop!” This is some sort of pick up technique, I guess. It probably worked for a guy once and now there are a million men around the globe jumping in front of girls. Sure she will stop and talk to a guy — for a minute, because she’s terrified he’s the immigration police. And, as soon as she realizes he’s hitting on her, she might offer up a phone number to throw a dog a bone. But she screens her calls to block weirdos. So this may actually be a waste of time.

我看到男人们在街上跳到女孩子们的面前，挥出双手叫嚷着：“站住！”这就是某种把妹技术，我猜。这很可能对某人有效过一次，但现在地球上却有上百万的男人都在女孩子们面前手舞足蹈着。当然她会停下来跟那个家伙说话的——但只有一小会儿，因为她吓坏了，担心他是移民局警察。然后，一旦她发现他是在跟她调情，那么她就可能给出电话号码，就好像把一根骨头扔给狗那样。但她却会筛选来电，以屏蔽怪人。因此，这其实可能是在浪费时间。

Girls will ask a guy what he does for a living and he will say, “I’m an ass model.” This was never funny. Cocky and Funny should be renamed ‘Stupid and Weird’.

女孩子们会向男人问起他的职业，而他则会说：“我是臀模。”这从来就不曾有趣过。骄傲风趣应该改名为‘愚蠢怪异’。

Guy will talk about a girl to her friend instead of addressing her directly. “Is she the sassy one in the group then?” He says. OMG! This is embarrassing behavior. Please, please, talk to the people you’re addressing directly. This is NOT charming. You’re not

‘freezing’ anyone out. You’re acting weird.

男人会在一个女孩的朋友面前谈论她，而不是直接跟她说。“那么她是这群人中最没礼貌的一个了？”他如是说。哦天哪！这真是令人尴尬的行为。拜托，拜托你直接去跟你说指的那个人去说。这*不是*有魅力。你这不是在“冷冻”某人。你这是在表现怪异。

BTW, want to know how to spot a pick up artist wannabe? He’s over there with that group of guys — all different races and ages that have one thing in common — they’re all overdressed for the occasion.

顺便说一下，想知道如何认出谁是把妹达人的拙劣模仿者？他就身在那样一群家伙中——所有不同种族不同年龄段的那些人只有一个共同点：他们全都碰巧过度穿戴着。

It’s not surprising that these guys do weird things. They’re making cold-approach after cold-approach. There’s nothing in the world to make you feel like an outsider more than cold-approaching. You lose touch with the way normal people communicate. You stop being able to see the difference between enjoyment of your company and revulsion at your interaction skills. You stop trusting and developing your social instincts and instead rely on ‘theories of attraction’ and multi-step methods to guide your interactions.

这些男人做着怪异的事情是毫不奇怪的。他们做着一个个的冷搭讪。在这世上再没什么比冷搭讪更让你看上去像是局外人的了。你失去了跟正常人交流的方式，你不再能够看出享受于你的陪伴和反感于你的互动技能之间的区别，你不再相信和发展你的社交直觉，反而去依赖于“吸引的理论”和多步骤方法去指导你的互动。

Pay attention. Is the girl you’re talking with smiling at the points you’re making or is her smile frozen on her face? If the latter, she wants to get away from you. Far away.

请注意一下。跟你谈话的那个女孩是只你赢得高分时微笑呢，还是一直把那微笑死刻在脸上呢？如果是后者，那么她就是想要摆脱你。躲得远远的。

Are her feet welded to the floor? That’s because she’s afraid of you, it’s not that you’re stunning her with your ‘tight game’.

她的双脚是死焊在地板上的吗？那是因为她对你感到害怕，而并不是因为你的“紧凑的游

戏”让她目瞪口呆了。

Is she asking you about your job or where you live? That's because she's trying to move the focus on to YOU to get you to stop interrogating HER.

她在问你的工作或住处吗？那是因为她正在试着把焦点转移到*你*的身上，以便让你停止审问*她*。

Did you pick her up, spin her around and kiss her before she knew what happened? I hope for your sake that her guy friends didn't see that move.

你曾经去泡她，围着她团团转，然后在她明白过来之前强吻她吗？我希望看在为你好的份上她的朋友们没有看到那一幕。

So why are you cold approaching anyway?

那么，为什么你还是要去冷搭讪呢？

A client at my [Conversation Camp](#) this last weekend had an insight. He said, "I've been doing a lot of cold approaching mostly because my conversation skills are still not what they should be." Bingo. What a smart guy. I gave him a pat on the shoulder.

我的“[交谈训练营](#)”上的一个学员上周末有了一个深刻的见解。他说：“我做过很多的冷搭讪，因为我的交谈技能仍差强人意。”瞧，真是个聪明的家伙。我拍了拍他的肩头。

Rule: CONVERSATION SKILLS WILL GET YOU LAID MORE OFTEN AND WITH MORE ATTRACTIVE WOMEN THAN COLD APPROACH SKILLS.

规则：交-谈-技-能-要-比-冷-搭-讪-技-能-让-你-得-到-更-多-的-上-床-机-会-，-让-你-把-到-更-有-魅-力-的-美-女。

Another Rule: IF YOU'RE RUNNING AROUND MAKING A BUNCH OF COLD APPROACHES ON ATTRACTIVE WOMEN IN A SOCIAL ENVIRONMENT YOU'RE

SEEN AS A WEIRDO.

另外一个规则：如果*你*在-一个-社-交-环-境-中-跑-来-跑-去，对-有-魅-力-的-美-女-们-做-一-大-堆-的-冷-搭-讪，那-么-你-看-上-去-就-像-一-个-怪-人。

The way to meet attractive women and have them not think you're a weirdo is through a warm, social approach that utilizes effective conversation skills. That's because people trust relationships and they trust other people.

认识有魅力的美女，并让她们不觉得你是个怪人的方式是通过一次热的社交搭讪，并涉及有效的交谈技能的使用。那是因为人们信任人际关系，他们也信任别人。

I'll give you a few examples.

我来给你们举几个实例。

I don't know what time you go out to the bar. Well, I like to go early — 5 P.M. is great. That's when I walked into Spitzers, a bar/restaurant in New York City one day on a Wednesday. I sat at the bar in the back. There might have been one other customer in the room. The bar tender was a tattooed woman who I was NOT attracted to. But we talked. And as we talked, I charmed her with my conversation skills. We talked about our lives and desires, all the time laughing.

我不知道你都几点钟出去泡酒吧。嗯，我喜欢早去——下午五点钟就很不错。一个星期三的那个钟点我就走进了纽约的一家Spitzers酒吧餐馆。我坐在靠里面的吧台附近，那个房间也许已经有了另一位顾客吧。酒保是一个纹了身的女人，她对我并无吸引力。但我们却交谈起来了。随着谈话的进行，我施展我的交谈技能让她迷上了我的魅力。我们谈论着我们的生活和愿望，无时无刻不在开怀畅笑。

Two weeks later...

两周后.....

It was Friday night. I go out for a walk. I was not intending to meet anyone but my

wandering-way took me to Spitzers. Through the glass I saw my bar tender friend. I went in and sat at her bar where she was working. Next to me sat two pretty girls. The bar tender was busy but she and I exchanged pleasantries. As I was talking to her, one of the girls sitting next to me was obviously reacting to our conversation so I included her and her friend in the talk. This was a warm approach facilitated by the obvious relationship I had with the bar tender.

那是个星期五的夜晚。我出去散步。我并没打算去认识人，但是我的信步路线把我带到了Spitzers酒吧。透过玻璃，我看到了我的酒保朋友。我走进去，坐在她的吧台边上，她在那里干活。我的旁边坐着两个漂亮女孩。酒保很忙，但她和我相互寒暄着。在我对她说话时，坐在我旁边的其中一个女孩很明显地回应着我们的交谈，于是我就把她和她的朋友加入到谈话中来。这是一个热搭讪，是由我跟酒保之间明显的既有关系所促成的。

The bar filled up behind me as the girls and I talked for half an hour. The girls decided to move on to head to a night club. They asked me to join but I declined. But before they left I turned to see who was behind me. There was a couple waiting for their chance to order drinks. She was mid twenties, attractive and he was obviously her boyfriend. I said to them, "These girls are about to leave. Perhaps you'd like to grab their seats."

在女孩子们跟我交谈了半小时的时间里，我身后的酒吧里已经挤满了人。女孩子们决定离开去一家夜总会。她们叫问我也一起去，但我谢绝了。但在她们离开之前，我转身去看谁在我身后。有一对情侣在排队等着点酒。她二十五岁左右，有吸引力，而他则显然是她男友。我对他们说：“这些女孩就要走了，也许你们愿意坐她们的位子。”

They sat down. I asked my bar tender friend to take their drink orders and the three of us talked. I confirmed that I was out alone that night. I also mentioned recently breaking up with the girl I had been dating for three months. It was a cool conversation.

他们坐了下来。我叫我的酒保朋友给他们点酒，然后我们三人攀谈起来。我明确了那晚我是一个人出来的。我还提到最近我跟我交往了三个月的女孩分了手。那是一段很酷的交谈。

Then the boyfriend, who was taller and more muscular than me, left to go outside to smoke a cigarette. His girlfriend continued chatting with me. At one point she leaned across and put her hand on my thigh. Her boyfriend chose that moment to walk back in. I was pretty sure that was unfortunate timing.

然后那个男朋友，他比我高，也比我肌肉发达，离开座位去外边抽烟。他的女朋友继续跟我聊天。在某个时刻，她倾身过来，并把她的一只手放在我的大腿上。她的男朋友正好选择了那个时刻走回来。我相当肯定那个时机真是太不幸了。

After a time, I stood up and slipped my jacket on. "I'm heading home. Nice to meet you two," I said.

过了一会儿，我站起来，穿上我的夹克。“我要回家了。很高兴认识你们两个。”我说。

Outside I paused on the sidewalk. That's when the girlfriend came out behind me. We talked about France. A few minutes later, the boyfriend walks out and sees me talking to his girlfriend. He calls me over to the side. I thought he might be planning to punch me. Instead he says, "My girlfriend is too shy to tell you this but she'd like to have sex with you."

在外面，我在人行道上停了停。这时那个女朋友在我身后走了出来。我们谈论了法国。几分钟后，那个男朋友走出来，看到我正在对他的女朋友谈话。他把我叫到一边，我以为他可能在计划着揍我。相反，他说道：“我的女朋友太害羞了，她不敢告诉你。其实她想跟你上床。”

She walked over, "What do you think?" she said.

她走了过来，“你觉得怎么样？”她说。

All that and no cold approach. Not one. A chain of warm approaches.

以上就是全部，而没有冷搭讪。一次也没有。而是一连串的热搭讪。

Another story...

另外一个故事.....

I became friends with my yoga teachers. They are husband and wife and own the yoga studio together. The wife is quite famous actually.

我跟我的瑜伽老师们成了朋友。他们是一对夫妇，一起拥有一家瑜伽教室。那妻子其实相当有名气。

One day I'm out to lunch with the husband. I tell him about the type of girls I like which are thin, young and fashionable.

有一天，我跟那丈夫一起出去吃午饭。我告诉他我都喜欢什么类型的女孩，她们是苗条、年轻和时髦的那种。

The next day I get a text from him asking me to come to his office. I walk over and take the elevator up. I find his office and sit in the chair in front of his desk. He smiles, turns the laptop computer on his desk around so that I can view the screen. "You know my wife was a Ford model for many years?" he says. "So we know a lot of beautiful women. Many of them are on my Facebook. I can't date them obviously. But you can. Why don't you go through and pick a few out and I'll arrange it?"

第二天，我收到他发给我的一条短信，叫我到他的办公室来一趟。我走到那里，坐电梯上去。我找到了他的办公室，在他的桌子前面坐下来。他微笑着，把他桌上的笔记本电脑转了过来，好让我看到屏幕。“你知道，我老婆曾经做过多年的福特车模是吗？”他说道。“因此我们知道很多漂亮的美女，大她们中有很多都在我的Facebook上。显然我不能跟她们搞对象，但你可以呀。你为什么不过目一下，挑几个出来，我好给你们撮合一下？”

This is a good friend. A friend whom I made through conversation skills. Conversation skills are more important than cold approach skills.

这真是个好朋友。这个朋友是我通过交谈技能交上的。交谈技能比冷搭讪技能更重要。

Another example: The other day I was teaching a client. We were standing in the Neiman Marcus store in Hollywood. "I think it would be helpful to talk to that woman right there," I said, pointing out a girl who worked at the jewelry counter. I could tell by his expression, he didn't think that would be productive. He wanted to cold-approach hotties and this girl was well-dressed but overweight. I took him over there anyway. This was not

a cold approach of course. She opened us. That's her job. Approaching someone working is easy. They have to be nice. But making the conversation personal is hard. That takes conversation skills. So we talked and made her laugh — genuinely laugh. NOT laugh nervously.

再来一个例子：某一天，我在教着学员。我们站在好莱坞的Neiman Marcus百货公司里。“我认为跟那边那个女人谈话会有用处，”我边说边指着在珠宝柜台工作的一个女孩。我能够看出他的表情，他觉得那样不会有多少收获的。他想要去冷搭讪辣妹们，而这个女孩虽然穿得很好，但却体态肥胖。我还是把他带了过去。当然这不是冷搭讪，因为她打开我们，那是她的工作。搭讪正在工作中人是很容易的，她们必须要友好。不过开展私人的交谈则是困难的，这需要交谈技巧。于是我们交谈上了，并让她畅笑——是真心的笑，而*不是*紧张的笑。

A minute later another girl from another department stops by to join us. I think she's hot. I crank up the charm. I focus the conversation on her and me. It's her birthday. "Wow, it's my mom's birthday today too. So that makes you a Scorpio. Cool. I like scorpions. I'm a Sagittarius. I don't know what that means other than I think I like shiny things. I like that ring you're wearing. So how old are you anyway, if you don't mind me asking?"

过了一小会儿，另一个女孩从别的部门过来串门，就加入了我们。我觉得她很正点。我加大了魅力等级。我把交谈集中在她和我身上。那天是她的生日。“哇噢，今天也是我老妈的生日。这么说你是天蝎座的了。酷啊，我喜欢天蝎座的。我是射手座的。我不知道这是什么意思，我只觉得我喜欢闪闪发光的東西。我喜欢你戴的那个戒指。那么你多大了呀，如果你不介意我问的话？”

“Twenty three.”

“二十三。”

“That's a good age. I like people who are twenty three. Twenty two and twenty four no way, but twenty three yes way.”

“这是好年纪啊。我喜欢二十三岁的人。二十二和二十四都不行，但二十三才靠谱。”

She laughed. We talked a bit about her relationship. Boyfriend is acting kinda lame. Blah blah blah.

她大笑着。我们谈论了一会儿她的恋爱关系。男朋友的表現很无聊，等等等等。

When we walked away my client says, "Wow, you're smooth."

当我们走出去的时候，我的学员说：“哇噢，你很流畅啊。”

"Thanks," I said. "I AM a professional at this. But you can do the same thing if you want."

“谢谢，”我说，“我*是*专业搞这个嘛。但你能同样做到，只要你愿意。”

A couple hours later the hot girl from the store happened to be walking by us as we were out and about. She waved to get my attention.

两个小时后，当我们快要走出的时候，那个店里的辣妹碰巧在我们身边经过。她挥了挥手以引起我的注意。

I turned to my client. Now imagine what I could do with that sort of relationship if I was single. I might not hook up with her. Maybe I would make her a friend and you know what? She likes me enough that she'd help me hook up with her hot friends.

我转身对我的学员说：现在想象一下，如果我是单身的话我能利用那种人际关系做些什么。我可能不会跟她搞上，但也许我会跟她交上朋友，那么你知道会怎么样吗？她喜欢我到一定程度就会帮助我跟她的辣妹朋友们撮合在一起。

"Yeah," he said, "Hot girls have hot friends."

“是啊，”他说，“辣妹的朋友中有不少辣妹。”

"Yep. I wonder if she likes girls too."

“正是。我在想，是不是她也喜欢女孩。”

KEEP IN MIND, THERE WAS NO COLD APPROACH. Zilch.

切记，以-上-没-有-任-何-冷-搭-讪，一-次-也-没-有。

Another example. An attractive girl sitting by herself at lunchtime at Starbucks in London reading a magazine and sending off ‘don’t talk to me’ vibes. I walk up and talk to the mom and daughter next to her. This is an easy approach. They were open. 50 year old moms are easy to talk to. I joke around with them. The hot girl next to them grins at something I say. She was now sending ‘talk to me’ vibes. “Yeah,” I said to her, “you know what I mean.”

另一个例子。一个有魅力的女孩在午饭时间独自坐在伦敦的一家星巴克里读着杂志，并散发出‘勿扰’的气场。我走过去，跟她旁边一对母女攀谈了起来。这是一个简单的搭讪。她们开放友好。跟50岁的妈妈们是很容易交谈的。我跟他们说笑着。她们旁边的那个辣妹对我说的某个东西咧嘴笑了。她现在则发出了‘跟我说话’的气场了。“对，”我对她说，“你知道我的意思了。”

She smiled.

她笑了笑。

“You have really nice teeth.”

“你的牙真好。”

“Thanks.”

“谢谢。”

We talked some more. She laughed. I laughed. I asked to join her for five minutes of

conversation. She was happy with that. I sat and we talked for twenty minutes until she had to return to work at a nearby shop. She had chosen to spend her precious break talking with me. I think that's cool. At the end she made me promise I would come see her at her job.

我们又交谈了一阵，她开怀大笑。我开怀大笑。我请求加到她那里，跟她进行五分钟的话。对此她很开心。我坐了下来，然后我们交谈了二十分钟，直到她必须回到附近的一家店里上班了。她已经选择了把她那宝贵的午休时间用来跟我交谈。我觉得这很酷。最后，她要我保证我会在她上班时过来看她。

A social approach will get you laid more often and with more attractive girls, or help you find the 'one'. A social approach is what it means to think wholesale, not just retail.

社交搭讪会让你得到更频繁的上床机会，而且跟更漂亮的女孩，要么会帮助你找到“真命”。社交搭讪就旨在把它想成是批发，而不只是零售。

A local waiter used to text me whenever beautiful women walked into his restaurant. Note that this was his idea. I was just cool with him. I made him understand that I liked him, I was fun and I didn't do socially embarrassing things.

本地的一个服务生曾经常发短信给我，一旦有漂亮女人走进他的餐馆时。请注意，这完全是他的主意。我让他明白我喜欢他、我很有趣、并且我不做社交上让人尴尬的事情。

Think about it this way. If you're trying to master cold approaches you have to begin anew every single time. You don't build lasting value. But if you master social approaches you can start to build a network of people who will help you.

这样来想一下。如果你正在试图掌握冷搭讪，那么每一次你都得重新开始。你没有构建持续性的价值。但如果你掌握了社交搭讪，你就能够开始构建一张人际网络，里面的人能够帮助你。

Next time you walk into a bar or a coffee shop spend sometime talking with the barista. Make him like you. That can be helpful. When you go to the bar, talk to people you would normally ignore.

下次当你走进一家酒吧或咖啡店时，花上一些时间跟酒吧招待交谈吧。让他喜欢上你。那会很有用的。当你去酒吧时，跟那些你平常会无视的人们谈话吧。

I was with a client in the W hotel here in Los Angeles recently. I joked around with the cocktail waitress and made her like me a lot. I didn't hit on her. I made her a friend. Afterward I turned to my client. "How would I approach those girls sitting over there?"

最近我跟一个学员在洛杉矶这里的W酒店里，我跟鸡尾酒女招待说笑着，并让她非常地喜欢我。我并没有跟她调情，我跟她交上了朋友。后来，我转身对我的学员说：“我会怎样去搭讪坐在那边的那些女孩呢？”

"You would walk over and make a remark about what they are drinking."

“你会走过去，对她们正在喝的东西做一番评论。”

"Sure," I said. "I could. Or I could have Wendy, my new cocktail waitress friend go over and say nice things about me. Maybe I would send over a glass of water or something funny. In any case, Wendy likes me so she will make me look good."

“当然，”我说，“我可以这样做。或者，我可以让Wendy，我的新鸡尾酒女招待朋友走过去，说一些有关我的好话。也许我会送过去一杯水或其它好玩的东西。不管怎么样，Wendy喜欢我，所以她会让我看上去很出色的。”

One day Dan Tena and I were in London and we were just coming back from dinner. There at the bar were three attractive girls. One of whom was hot. I waved Rodrigo the bar tender over. "Hi Rodrigo, can you do me a favor? Can you go give this to those girls down there as a gift from me and act like it is a big deal?" I pulled out a mint from my pocket — the sort restaurants give you after dinner and handed to him.

有一天，Dan Tena和我在伦敦，我们刚刚吃晚饭回来。在酒吧里有三个有魅力的女孩，其中一个很正点。我朝酒保Rodrigo挥挥手。“嗨，Rodrigo，能帮我个忙吗？你能走过去把这个作为礼物交给那边的那些姑娘吗？而且要表现得郑重其事的样子？”我从口袋里掏出一块薄荷糖——就是餐馆在晚饭后给你的那种，然后我把它交给他。

Rodrigo walked over to them and placed the mint on the bar in front of the girls dramatically. He spread his hands wide to add to the gesture then said, “From the gentlemen at the end of the bar.”

Rodrigo向她们走过去，然后演戏似的把那块薄荷糖放在女孩子们面前的吧台上。他把双手张得大大的，加在手势上，然后说道：“这是吧台尽头的那位绅士给的。”

Everyone laughed at that and when Dan and I walked down there it was all good. Later Dan was gracious enough to talk to the other girls so I could sit on the couch and canoodle with the hot one. Fun night. And no cold-approaching. Warm stuff. Like laughter on a summer day, like warm chocolate cake. So much better.

所有人对此都大笑着，当Dan和我走过去时，一切都很好。后来，Dan足够的优雅，他跟其他的女孩子们交谈着，这样我就能坐在沙发上，跟正点的那个缠绵着。那一晚很欢乐。而且没有冷搭讪。都是热的东东，正如夏日里的笑声，又似热巧克力蛋糕。真是好得多。

I can give you countless more examples from my own and other people's lives.

我能给你举无数更多的活生生的例子，有我自己的，也有其他人的。

The great secret to not being a Cold Approach Weirdo is to avoid cold approaches when you can do warm, social approaches.

避免成为‘冷搭讪怪人’的大秘密就是，当你能够进行热的社交搭讪时，就要避免去冷搭讪。

You can do this. Start to see people as investments. Make friends with gatekeepers. When I met Erika I knew I wanted her so I didn't miss an opportunity to talk with everyone around her: the coworkers, the boss, the busboy, customers, everyone. I think they were as much into the idea of her going out with me as I was.

你能做到这点。开始去把人们看成投资。跟门卫做朋友。当我遇到Erika时，我知道我想要她。于是我没有错过机会跟她身边的所有人进行交谈：同事、老板、打杂男工、顾客、所有人。我认为他们跟我一样，都喜欢她跟我约会这个主意。

Ask yourself, can you charm the barista? Can you make people like you? Can you make people want to go out of their way to help you? Do you know how to carry on a conversation with anyone?

问一下你自己，你能让酒吧招待迷上你的魅力吗？你能让人们喜欢上你吗？你能让人们想要不怕麻烦地帮助你吗？你知道如何跟任何人展开交谈吗？

If any of those answers are no then I suggest you stop the Cold Approach Weirdness and get yourself to my [Conversation Camp](#) or come to a [Bootcamp](#) to learn our more social approach to picking up women. Become a great conversationalist, charm people and leverage that relationship to get them to help you on your quest. Get to know what life is like as an insider.

如果这些答案中有任何一个是‘不’的话，那么我建议你叫停‘冷搭讪怪物’，来加入我的“[交谈训练营](#)”或来“[训练营](#)”学习我们更多的社交搭讪去把妹。成为一名伟大的交谈专家，去用魅力迷住别人，并利用那样的人际关系去让他们帮助你实现你的追求。必须要以局内人的目光去了解生活的涵义。

26. 为什么你应该要易于购买——就像 苹果专卖店那样

Why you should be easy – like the Apple Store

2011年11月17日

原文地址: <http://charismaarts.com/why-you-should-be-easy-like-the-apple-store>

Once upon a time, I walked into the Apple Store to buy a pair of noise-canceling headphones, which I admit, look dorky, but I thought they might help me sleep on airplanes. I spotted the headphones on the shelf, just where I expected them to be. I picked up the box and looked at the price. My eyes watered and I felt woozy. Gripping the shelf for support, I thought, ‘Wow, the Apple Store is expensive. I bet I can buy these cheaper somewhere else.’

曾几何时，去苹果专卖买消噪耳机，我等承认，式样很傻，但我觉得有助于我在飞机上入睡。在架子上一眼就找到了耳机，就在之前预料的那地儿。拿起包装盒，看了看标价。我顿时头晕目眩，扶架而出，暗忖：“靠，苹果店真是贵，在其它地方肯定能买到更便宜的。”

And so I drove to Circuit City.

于是就去了电子城。

I had no idea where Circuit City kept noise-canceling headphones. I wandered around their store searching. I stopped a worker and asked him. He muttered something about his

lunch break and waved towards a corner of the store.

我根本就不知道在电子城哪里能买到消噪耳机。我叫住一名员工，问他。他嘟囔说这是他午休时间，并朝着店里的一个角落挥了下手。

So I walked to that area and searched until I spied the headphones. Great. They had the same pair I saw at the Apple Store. I was going to save money. Only problem was the headphones were behind a glass case. So I flagged down another employee. He said, “This isn’t my section but I’ll call the guy.”

于是我想那块儿走过去，搜了半天终于找到了耳机。很好。跟我在苹果专卖看到的是同一副。我要省钱了。唯一的问题是耳机在玻璃柜台下面。于是我叫来另一个店员。他说：“我不管这一片儿，我去叫负责的那个人。”



Five minutes later, the guy shows up. I tell him I would like to buy the headphones. He says, “Let me get the key to unlock the case.”

五分钟后，那人来了。我告诉他我想买这副耳机。他说：“让我去找下柜台的钥匙。”

A few minutes later he walks back with the key and opens the case and pulls out the package of headphones in their box. The box was attached by a security cord to the display case. “Yeah,” I said, “I want to buy these.”

几分钟后，他拿钥匙回来，打开了柜台，从盒子里取出包装好的耳机。那盒子通过一根警报线连在柜台上。“对，”我说，“我想买的就是这副。”

He stopped playing with the keys for a moment. “Okay. Just let me get the number.”

过了一会儿，他收起钥匙。“好的，让我去要号码。”

“What number?”

“什么号码?”

“The serial number. You can't buy these. They're for display. I'll write down the number and you can take that to the cashier and give it to her and she'll call upstairs and they'll send a pair down.”

“序列号。这一副非卖品，只用来展示的。我会把那号码写下来，然后你拿着那号码去收银台，把它交给她，然后她就会呼叫楼上部门，然后他们就会送一副下来。”

“Oh. That explains the conveyor belt I saw.”

“哦。我明白了为什么我曾看见那里有传送带了。”

He nodded and took a sip of the cola he was drinking.

他点点头，啜了一口手里的可乐。

I handed him the headphones. “I'm going to think about it a bit more.” I walked out of

Circuit City and drove back to the Apple Store where I paid more for the same headphones.

我把耳机塞给他。“我再考虑考虑。”我走出电子城，开车返回苹果专卖，花了更多的钱买了同样的耳机。

Think about your experience at the Apple Store. For me it's an easy one. I walk in. I'm greeted by a smiling person wearing a blue shirt who directs me immediately to the product I'm looking for which is clearly displayed in a logical location.

想想你在苹果专卖的经历。对我则很简单。我走进去，一个面带微笑的蓝衬衫带着我直接走到我要找的商品处，就放在合乎逻辑的地方。

Once I chose my product, I hand my credit card to the Apple person. She scans it through her iPhone card-reader thing. I don't even have to stand in line at a cash register.

一旦我选好商品，我把信用卡交给苹果员工。她用类似iPhone读卡器的东西来读取。我甚至都不用在现金支付处排队。

I think the lesson here's obvious. We should be like the Apple Store. We should be easy to buy.

我想这里的教训是不言而喻的。我们应该像苹果专卖那样。我们应该简简单单地让别人来买。

After the card clears, I sign digitally on her 'iPhone' screen. Then she shows me another screen, "Want me to send your receipt to this email we have on file?"

卡读好后，我在她的'iPhone'屏幕上电子签名。然后她指给我看另一个屏幕，“你想让我把收据发送到你在我们资料中的电子邮箱中吗？”

I smile. "Heck yes. Way better than a paper receipt. I love you. I love this fucking, ridiculously expensive store."

我笑笑。“当然要。比纸收据好得多的多。我爱死你了。我爱死这家贵得一比的店了。”

Since I bought those headphones, Apple has accumulated more money than many countries. Circuit City, on the other hand, went bankrupt.

自从我买了那副耳机之后，苹果敛了很多财，比许多国家还多。而电子城，则破产了。

If you're a man wanting to pick up a woman, she should know that all she has to do is say yes, come to the dark room with you, show up, send a text, wave, anything, and exciting things will happen. Make it easy for her.

如果你是一个男人，想要泡到一个女人，那么她就应该知道她要做的一切就是说好的、跟你进入黑暗的房间、约会到场、发短信、招手、随便什么，那么令人兴奋的事情就会发生。要为她做得简简单单的。

The Hard to Buy Dating Technique

难于购买的约会技术

But instead guys make themselves hard to buy. They fail to say what they want with a woman yet work hard on the logistics of going out with her. So they come across needy without creating any desire in her. They get a girl's number and text something such as the following.

可恰恰相反，男人们让自己变得难于购买。他们没能说出他们跟女人在一起想要什么，可却仍在为了能约她出去而费劲打听她的情报。所以他们表现出需求感，但却没有制造出任何对她的渴望。他们要来了女孩的数字，然后发了如下的短信。

Guy: Hey funny girl.

男: 嘿，俏皮的妹子。

Girl: Hi.

女: 嗨。

Guy: I'm really busy but I have this great party to go to on Saturday. You should go with me.

男: 我真的很忙, 但周六我要去一个很棒的聚会。你应该跟我一起去。

Girl: Maybe. I will try. Have a lot going on that day. :(

女: 可能吧。我尽量吧。那天有很多事情要忙活。 :(

Guy: Okay, let me know. I will pick you up at 8:30 if you can go.

男: 好吧, 到时告诉我一声。如果你能去的话, 我会在8:30开车去接你的。

Girl: Text me on Sat and I'll know if I can go.

女: 周六给我发短信, 那时我才知道我能不能去。

Guy: The party will have lots of cool people and my friend is the DJ.

男: 那个聚会有很多很酷的人会来, 我一哥们是那里的DJ。

Girl: Okay. I'll let you know. I want to go I just don't know if I can.

女: 好吧。我到时通知你。我想去, 我只是不知道能不能去成。

She of course will not be going to the party. Why should she? There is nothing in it for her. In his need to sound busy and not-needy he has put fun, romance and sexual excitement out of the picture. He has made himself impossible to buy. The things, which every woman (every man) craves, now seem far away to her. Even if she was very into our guy, she will have to reconsider. Does she really want to sink time into a party with

strangers that may or may not lead to something exciting versus the many other things (and men) she could be involved with on Saturday.

她当然是不会去那个聚会的了。她为什么应该要去？此间没有为她的任何东西。他为了需要表现出很忙和不带出需求感的样子，就把乐趣、浪漫和性奋置之度外了。他让自己变得无法购买。那些东西，每个女人（每个男人）所向往的，现在都看起来离她很远。甚至就算她很喜欢我们的这个家伙，她也会重新考虑的。她真的想要把时间浪费在一个到处是陌生人的聚会上吗？那样的聚会可能会也可能不会产生让人兴奋的东西，而相比之下，在星期六她可以选择很多其它东西（以及其他男人）。

The Easy to Buy Dating Technique

易于购买的约会技术

But imagine if the messaging would have gone differently. Imagine if our guy showed her that romance and sexual excitement are close at hand. Imagine if he made himself easy to buy.

不过，想象一下如果短信换一种方式写的情况。想象一下如果我们的这个家伙向她表明浪漫和性奋唾手可得的情况。想象一下如果他让自己易于购买的情况。

Guy: Hey funny girl.

男: 嘿，俏皮的妹子。

Girl: Hi.

女: 嗨。

Guy: I was just thinking about you.

男: 我刚刚还在想着你。

Girl: Thinking what about me?

女: 想我什么?

Guy: Thinking that as best as I can remember you have nice...

男: 我在想, 我尽我最大的努力想起, 你有很不错的.....

Girl: Nice what?

女: 很不错的什么?

Guy: Nice elbows.

男: 很不错的胳膊肘。

Guy: I'm an elbow man. And yours are great. You can slug me anytime with them.

男: 我是一个迷恋胳膊肘的男人。你的胳膊肘就很棒。你可以随时用它来打我。

Girl: :D Thanks. I've never had a man compliment my elbows.

女: :D 谢谢。还从没有哪个男人夸过我的胳膊肘。

Guy: Well, then allow me to be the first. They're elbowtastic. But you have other features I like too.

男: 哦, 这样那我就是第一个了。你的胳膊肘真是太胳膊肘了。但你的其它一些东西, 我也喜欢。

Girl: Like what?

女: 比如说?

Guy: Hmmm, I'm not telling YOU. Ha. Just kidding. I'll tell you later. I had fun meeting you the other day BTW. I was thinking it would be nice to wander with you around Soho and take photos of each other with my Polaroid camera.

男: 嗯, 我不会告诉*你*的, 哈。开个玩笑。稍后再告诉你吧。顺便说一下, 那天认识你真是很有意思的事情。刚才我在想, 要是跟你一起逛Soho, 用我的宝丽来相机互相拍照, 那会感觉很不错的。

Girl: That sounds nice.

女: 听起来不错。

Guy: Maybe after we will sit down and share a glass of wine. Call it a date if you must. :D

男: 也许之后我们会坐下来, 共品一杯红酒。就说是一次约会吧, 如果你非要这么做的话。:D

Girl: Just one glass?

女: 就一杯红酒啊?

Guy: Yep, one glass of red wine and one chocolate scone. But not In that order of course.

男: 是滴, 一杯红葡萄酒和一块巧克力司康。不过, 当然不是按照这样的顺序啦。

Girl: Sounds nice.

女: 听起来不错。

Guy: :D

男: :D

Girl: Well, when are you proposing to do this 'date'?

女: 那么, 你觉得什么时候进行这个'约会'呢?

Guy: Soonish. I'm looking forward to seeing you.

男: 尽快吧。我期待着再见到你。

Girl: Well Saturday I have my friends dinner party but I've been looking for an excuse to skip it. How about Saturday?

女: 那么, 星期六我有朋友的晚餐聚会, 不过我会找到借口不去的。就星期六怎么样?

Guy: I'll have to postpone my cat appreciation class but sure, I can do Saturday.

男: 那我就得推掉我的赏猫课了, 不过肯定, 我星期六没问题。

Girl: Ha. What time?

女: 哈。几点钟?

Our guy created a tangible picture of two people sharing romance and possible sexual excitement. He was not vague about his desires. He was easy to buy like a Mac at the Apple Store. Our girl now has something she can anticipate and become excited about.

我们的这个家伙制造出一副可以触摸的二人共享浪漫和可能性奋的图景来。他没有对自己的渴望遮遮掩掩的。他让别人容易购买到他, 就像苹果专卖的Mac机一样。我们的那个女孩现在就有了她可以预期的东西, 并对之感到兴奋。

Situation in Flux

流动中的状况

Another reason for being easy to buy is the fact that a woman's 'situation' is often in a state of flux. One day she is happy with her boyfriend, the next day she is unhappy, the next day she is happy again, the next day they break up, the next day they get back together, the next day she is unhappy with him, the next day she is happy, and so on. It's the nature of many relationships.

变得易于购买的另一个原因是，女人的‘状况’经常处在流动的状态之中。某一天她跟男朋友在一起感到很高兴，第二天就不高兴了，第三天又高兴了，第四天他们分手了，第五天又复合了，第六天她又不高兴了，第七天又高兴了，诸如此类。这是很多恋爱的本性。

Think about the implications that arise from that. You may meet a woman when her relationship is at a high. She can't buy you then. But things change.

考虑一下由此引出的含义。你可能在一个女人处于恋爱高潮期时认识了她。她在当时就无法购买你。但世事常变。

For instance, once upon a time I was sitting on a couch with a girl in a London club. She wore a mini skirt. Her legs were distracting me. So I said, "What are you going to do with the rest of your evening?"

例如，有一次在伦敦一家夜总会，我跟一个女孩坐在沙发上。她穿着迷你裙，那双玉腿让我心猿意马的。于是我说：“今晚剩下的时间你准备干什么？”

She shook her head. "I'm not sure. Maybe go to another club. How about you?"

她摇摇头：“我不太清楚。也许去另一家夜总会。你呢？”

"Well," I said, "if I may be honest, I'd like to take you back to my hotel room and spend the rest of the night making love to you."

“嗯，”我说，“如果我实话实说的话，我愿意带你去我的旅馆房间，用今夜剩下的时间跟你做爱。”

She blushed. “Well, uh...I can't do that. I have a boyfriend that I'm loyal to.”

她脸红了：“嗯，呃……我不能那样做。我有男朋友，我得忠于他。”

I nodded. “I understand. Too bad for me. I thought it would be hot to trace my finger up your thigh and maybe bite your neck. I'd work my way up under your chin and suck on your tongue.”

我点点头：“我能理解。对于我来说，真是太糟了。我本以为能很性感地用指头滑过你的大腿，也许还会咬你的颈子。我会再往上运动到你的下巴那里，然后吮吸你的舌头。”

More blushing. “Yes, but like I said I have my boyfriend.”

脸红得更厉害了：“是的，可我说了，我有男朋友了。”

“Sure, of course.”

“是的，当然。”

Notice, I didn't take anything back after her rejection. That's counter-intuitive. When you feel as if you've been rejected it's tempting to say something to cover yourself such as, “I'm sorry. I shouldn't have said that.” or “I was just kidding.” But instead experience tells me to go the other way. I put more fuel on the flame of desire and I remained easy to buy. She knew that all she had to do was say yes and exciting things would happen to her.

要注意，在她拒绝以后，我并没有收回任何话。这看上去有悖于直觉。当你觉得似乎你已经被拒绝时，这时就很容易诱惑你说出打圆场的话，比如“对不起，我不该说那些。”或“我是开玩笑的。”可恰恰相反，经验告诉我反其道而行。我对渴望火上浇油，并且我保持着易于购买。她知道她唯一要做的就是说好的，然后令人兴奋的事情就会在她身上发生。

I didn't sleep with that girl that night or even during that trip. But a week later I received an email from her. She wrote: 'I can't stop thinking about what you said to me. Now that I know what it's like, I don't think I've ever actually been hit on by a man for real before. I have to see you.'

那晚我并没有跟那个女孩上床，甚至那次旅途中都没有。但一个星期后，我收到她发来的一封电子邮件。她写道：“我一直在想着你对我说过的那些话。既然我知道了那会是什么样儿，我就觉得在这之前我从未真正被一个男人调情过。我必须见到你。”

The temptation I created in her mind had overwhelmed her. She went on a temporary break up from her relationship and flew to America. She spent two weeks with me and then went back to her boyfriend.

我在她头脑里制造的诱惑已经征服了她。她暂时告别了她的恋情，然后飞达美利坚。她与我共度了两周，然后回到她男友身边。

A woman's (person's) situation is often complicated, but it's something that she can alter if she knows there's something out there for her. Have the willingness to be that thing.

一个女人的（一个人的）状况经常是复杂的，但却是她可以去改变的，只要她知道在某个地方有某个为她准备好的东西。你要乐意去成为那个东西。

For more information on being easy to buy consider joining a [Conversation Camp](#) or taking [coaching](#) from the Charisma Arts team.

要了解更多有关易于购买的信息，不妨考虑参加一个[交谈训练营](#)吧，或者加入超凡魅力艺术团队的[培训](#)。

27. 谈笑初步

Banter 101

2011年11月24日

原文地址: <http://charismaarts.com/banter-101>

Cutting out the silly stuff such as weirdo cold-approaching and question trains allows you to bring the good stuff such as complimenting, disqualifying, building relationships and creating relaxed and sexy interactions.

掐掉愚蠢的东西，诸如怪异的冷搭讪和连珠炮式的提问，这样你才能引入好的东西，比如称赞、失格、构建关系和制造放松且性感的互动。



Here's a recent interaction of mine. Perhaps you can spot the conversational techniques we teach here at Charisma Arts. Enjoy!

这里是我最近的一次互动，或许你就此可以对我们在超凡魅力艺术所教的话术窥见一斑。尽请享用吧！

I look over and see a hot girl sitting, waiting. She refuses to look my way. She seems focused on something. So I smile at the worker drone walking by.

我环顾四周，看见一个辣妹，坐着在那里等着什么。她不愿朝我这边看，她看上去心有所专。于是当那个四处闲逛的服务员经过时，我冲她笑了笑。

The drone smiles back. "Can I help you with something?" she asks.

闲逛者同样报以微笑。“我能为您做些什么吗？”她问。

I'm stretching in the doorway. "No. I just have a natural look about myself such that I seem as if I need help. But when I do actually need help I'm going straight to you because you look as if you know a lot of things."

我在门口伸展了一下四肢。“不。我只是具有一副天然的表情，让我看起来好像我需要帮助罢了。不过当我真的需要帮助时，我会直接去找你，因为你看上去懂得很多的东西。”

The drone and I joke around for a couple minutes.

闲逛者和我说笑了两分钟。

I like acting nice to drones. Drones are people too. One day I will launch a drone army and enslave humankind. Muhahahahaha...

我喜欢对闲逛者们表现得友善。闲逛者们也是人嘛。总有一天我会建立一支闲逛者军队，去奴役人类的。哇哈哈哈哈哈哈……

But I digress. The hot girl is looking over at me now thanks to the conversation with the drone. I smile, give her a wave. "I like your style," I say. I like the way you matched your boots with your top."

不过，我跑题了。那个辣妹现在正朝我这边看了，这多亏我跟闲逛者的交谈。我微笑着，冲她摆了摆手。“我喜欢你的穿戴风格，”我说，“你的靴子跟你的上装很配，我很喜欢。”

“Thanks.”

“谢谢。”

“You’re welcome.” I show my kicks. “I rocked these shoes just for you.”

“不用谢。”我用脚做踢了踢的样子，“我一般不对别人秀我的鞋的。”

“They’re good.”

“你的鞋很不错哦。”

“You’re just saying that. We both know they look like clown shoes. But thanks for being nice. You know, come to think of it I HAVE been known to twist up some balloon animals.”

“你只是随便说说而已。咱俩都知道我这双鞋看起来就像马戏团的小丑穿的。不过还是谢谢你的好意。你知道吗，提到这个，我想起了我很会捏动物气球，对此可我小有名气啊。”

“I used to love those when I was a kid.”

“我小时候就很喜欢这些动物气球。”

“Well, you’re in luck.”

“哦，今天你真走运。”

I pick up a napkin, study her for a moment then fold and press the napkin through several contortions. I present the result of my labor it to her. “It’s a puppy,” I say.

我拿起一张纸巾，对她端详了半天，然后扭转折捏着纸巾。我把我的劳动成果展示给她

看。“这是一只小狗，”我说。

The gob of napkin looks nothing like a puppy.

那团纸巾看起来一点也不像只狗。

She laughs.

她哈哈大笑。

I shrug. “I’m not a good clown.” I pick up my coffee cup. “Thankfully, you look as if you have a strong imagination.” I make the napkin-mess bark a couple times.

我耸耸肩。“我不是一个优秀的小丑。”我端起咖啡杯，“幸好，你看上去似乎有着丰富的想象力。”我拿着那团纸巾学着小狗叫了两声。

“I do have a strong imagination,” she says.

“我真的有丰富的想象力，”她说。

“Me too. I was never good in school so I just filled the gaps in my knowledge with make-believe.”

“我也是。我过去上学时成绩不好，所以我就用制造信念的方法来填补我知识上的不足。”

“That’s what I do actually.”

“其实我也是这么做的。”

I spread my hands. “Well there you go. Random meeting? I think not. Must’ve been fate.”

我摊开两手。“嗯，你看可不是吗。咱这算是萍水相逢吗？我看不是。肯定是缘分的安排。”

“I'm an actor.” she says.

“我是个演员。”她说。

“What sort of actor?”

“什么样的演员？”

“Stage.”

“舞台演员。”

“I can see that. I like how you end your sentences on a high note. It's kinda musical.”

“我能看出来。我喜欢你的说话方式，你上扬语调来结束句子。这听起来很有音乐感。”

“That comes from the training.”

“这来自于练功。”

“What? Like...Kung Fu training?”

“什么？就像……武术的练功？”

“Ha. Musical training. I've been singing all my life.”

“哈。声乐的练功。我打小儿就一直在唱歌。”

“That makes sense.” I think a moment. “It’s ironic. I’m pretty tone deaf but I seem to have dated a lot of musician girls. For instance, I dated a girl who was a violin player. She had one of those perma-hickeys. I always introduced her to people on her non-hickey side.”

“原来如此。”我想了一会儿，“这说起来很有讽刺意味，我五音不全，但我好像有过很多搞音乐的女朋友。比如，我曾经有个女朋友是拉小提琴的，她有一个胎记，我把她介绍给别人时，总是把她没张胎记的那边冲着人家。”

“So you’ve dated a lot of girls, huh?”

“这么说你有过很多的女朋友，是吗？”

“Do you really care about that? I’m thinking, not really. It just be an exercise either way for my ego. Let’s talk about something different, something you find interesting. What are you doing here, If I may ask?”

“你真的在乎这个吗？我在想，你其实并不在乎。不管怎么样，这只是对我的自尊一次试探。我们还是说些别的吧，你觉得有意思的东西。你到这里来干什么呢？如果我方便问的话。”

She nods. “Auditioning.”

她点点头。“试镜。”

“Yeah, that makes sense. It’s that kind of place. Mind if I check out your script. I presume that’s it right there.”

“哦，原来如此，这里就是这样的地方。你不介意我看一下你的剧本吧，我猜那个就是。”

“Sure.” She hands over the papers. I read a few lines, which are highlighted in yellow, out loud.

“没问题，”她把那叠纸递给我。我读了几行，都用黄颜色高亮着，我朗声读着。

“The secret to acting is in the verbs,” I say. “Not the nouns. Things don’t hold power. Actions do. But don’t listen to me. You’re the pro. I’m just some guy. You probably have your own acting ideas which work for you.”

“表演的秘诀全在动词上，”我说，“而不是名词。事物都抓不住力量，而动作却能。不过不要听我的，你才是行家。我只是一个无名小辈，而你很可能拥有你自己的表演思想，它们才最适合你。”

“I do. But what do you mean?”

“是的。可你的意思是什么？”

“Emphasizing the verbs more than anything else in the dialog will make you appear as if you’re not acting. The art of acting is not to act but be. At least that’s the theory.

“在一个对话中，强调动词而不是其它成分，这样就能让你看起来好像不在表演了。表演的艺术不在于表演而在于流露。至少理论上就是这样。”

We talk about acting for a few minutes.

我们谈表演谈论了几分钟。

Then I say, “Can I ask you a personal question?”

然后我说：“能问个私人的问题吗？”

“Sure.”

“当然可以。”

“What’s your relationship situation?”

“你目前的恋爱状态是什么样的？”

“I'm single.”

“我单身。”

“Really?”

“真的啊？”

“You seem surprised.”

“你看上去有些吃惊啊。”

“I am. I'm not hitting on you by the way, but a girl as attractive as you usually has a boyfriend or two.”

“是。顺便说一下，我并不是在挑逗你，但像你这样一个有魅力的女孩，一般都是有一个或两个男朋友的。”

“Well, I don't.”

“哦，我没有男朋友。”

“Must be something wrong there. You must be crazy or something. Ha. I'm just kidding. You're awesome. I like it when people have the courage to not have to be in a relationship. Of course living here helps. This is a single city. That's why I had to move out of New York. I got into a relationship. Once that happens a person gets kicked out. The mayor came to my apartment.”

“肯定这里有什么地方不对劲了。你一定是疯了或什么的。哈，开个玩笑。你很了不起，每当看到人们有勇气不让自己非去谈恋爱，我就很欣赏这点。当然，这多少得益于住在这里。”

这是一座单身贵族的城市，这就是为什么我必须要离开纽约搬到这儿来的原因，那时我已经有恋爱关系了。一旦恋爱了，就得被踢出这个地方了。市长就曾去了我的公寓。”

She laughs.

她哈哈大笑。

I nod. “So, single huh? What kind of guys do you like, if you don’t mind me asking?”

我点点头：“那么，单身，呃？你喜欢哪种类型的男人？如果不介意我问的话。”

“Anyone who’s not an actor.”

“只要不是演员都行。”

“Sounds like a story there.”

“听起来这里有一段故事哦。”

“I was hoping you were going to say you liked girls.”

“我原本希望你你会说你喜欢女孩的。”

“Occasionally.”

“偶尔也喜欢女孩。”

“That’s hot. I’m thinking you should meet a girl I know. That is if you like hot girls. I mean I like hot girls.”

“这听起来很性感。我在想，你应该去结识一下我认识的一个女孩，这样就好像你喜欢漂亮

惹火的女孩一样。我是说，我喜欢漂亮惹火的女孩。”

“Who doesn't like hot girls? Is this your girlfriend?”

“谁不喜欢漂亮惹火的女孩呢？她是你女朋友吗？”

“No, I don't have a girlfriend.” I finger my ring. “I got the full deal.”

“不，我没女朋友，”我伸出手指展示了戒指，“我做了全套的买卖了。”

“Yeah, I noticed that before.”

“是的，之前我就注意到了。”

“I like being married. It's the new alternative life style. I think you would like my wife. You could be friends. She's fun. Way more fun than me.”

“我喜欢结婚的感觉。这是新的另一种生活方式。我想你会喜欢上我老婆的，你们会成为朋友的。她很有意思的一个人，比我有意思多了。”

“Yeah, we should all hang out sometime.”

“是啊，哪一天我们应该一起出去聚聚。”

“It could be a double date. I'll bring a guy for you. Or it could be just the three of us. That could be a lot of fun. And let's face it, it'd make me look like the man — out and about with a couple beautiful girls. Who knows what would happen later.”

“可以是一次双约会，我会带一个男人过来给你的。或者，也可以就是我们三个人，那可能会非常有意思。就让我们承认这一点吧，那会让我看起来像个男人——坐拥一对漂亮姑娘进进出出的。谁知道然后会发生些什么呢。”

“Ha. I see the kind of guy you are.”

“哈，我知道你是哪种类型的男人了。”

“When I met my wife her co-worker said to her I looked like a pervert — but a good pervert.”

“当我认识我老婆时，她的同事就对她说我看起来像个堕落天使——不过是个善良的堕落天使。”

“That’s not a bad title.”

“这可不是一个坏的称号。”

“That’s what I was thinking. Maybe get a t-shirt. So, um, is this cool?”

“我当时也是这么想的。也许我该弄成个T恤。那么，嗯，这是不是很酷啊？”

“It’s cool.”

“是很酷。”

“Sometimes people do meet for a reason.”

“有时候人们相互结识是出于某种原因的。”

“Sometimes they do.”

“有时候是这样的。”

To be continued.

未完待续。

Want to sharpen your banter skills? Come join me at the next [Conversation Camp](#).

想让你的谈笑技能变得犀利吗？跟我一起来下一次[交谈训练营](#)吧。

All the best,

Wayne

祝一切顺利，

Wayne

COMMENTS:

评论：

wysiwyg November 27, 2011 at 4:49 am

Hi Wayne,

I have just finished reading *The Game* by Neil Strauss and I have to say that one of the things that left a lasting impression is your contribution to the book. (Field Report)

我刚读完Neil Strauss的《把妹达人》，我得说让人挥之不去的印象之一就是你对此书的贡献（那个现场报告）。

I feel that the approach to picking up women described by Neil requires that you must dehumanize women in order to work. To me, that is far too great of a sacrifice. Stripping away the characteristics of another person so that you can operate them like a machine sounds like it may have serious repercussions to mental health!

我感觉，Neil所描述的把妹方法需要你必须去掉女人的人性才能起作用。对我来说，这就

太得不偿失了。抹去他人的个性从而让你得以像对机器那样的操控他们，这听起来就好像得了精神病的后遗症似的。

I know next to nothing about picking up, but from what I have read in the book as well as a few of your posts on this site, your approach leaves room for the ‘practitioner’ to still be themselves while at the same time maintaining the possibility of a relationship with someone you can still view as a real person.

我对把妹几乎一无所知，但就我从那本书里读到的以及从你在这个网站发的一些帖子中看，你的方法给“修行者”留下了空间，使他们仍能做他们自己，同时又保有可能性来跟某人发展恋人关系，而这个人你眼里仍然是一个真正的人。

I guess what I’m trying to say is, thank you for sharing your knowledge. Having to choose between never being successful with girls or trading in your soul would be a horrible choice to have to make.

我猜我想要说的是，谢谢你把你的知识分享出来。在毫无女人缘跟出卖灵魂之间取舍，这将是一件可怕的抉择。

REPLY:

回复:

Wayne Elise November 27, 2011 at 1:02 pm

Wayne Elise 2011 年11月27日, 1:02 pm

Thanks for the comment Wysiwyg. I appreciate the kind words. I believe that the best way to pick up is actually to be real. The problem is that people act unreal when they are trying to connect with someone they don’t know yet. The solution is to be more real. To be more in contact with reality. It’s great to hear you feel similarly. Stay in touch —
Wayne

谢谢你的评论，Wysiwyg。我很欣赏那些友好的话。我坚信，最好的把妹方法其实就是变

得真实。问题在于，当人们试图去连接某个他们还不认识的人时，他们就表现得不自然了。解决办法是，要变得更加真实，要更多地去跟现实接触。看到你也有类似的感觉，这真好。保持联系——Wayne

John November 26, 2011 at 12:17 pm

John 2011 年11月26日, 12:17 pm

So why after you asked her about her relationship situation you told her you were not hitting on her? There is no way I would've been able to hold back like that. When a woman tells me she is single I typically respond by saying "good cause I'm attracted to you. I wanna hit on you but I don't know how to

那么，为什么在你问她恋爱关系之后，你要告诉她你并不是在挑逗她呢？我是绝不可能像那样抑制住自己的。当女人告诉我她单身时，我一般会这样回应：“很好，因为我迷上了你。我想要挑逗你，但我不知道该怎么挑逗”

REPLY

回复：

Wayne Elise November 27, 2011 at 1:08 pm

Wayne Elise 2011 年11月27日, 1:08 pm

That's a good question. Ordinarily, for most guys out there I would recommend usually showing interest right after they learn the girl is single. However, in this case, the situation warrants a different approach. For me, I'm not looking for anything 1 on 1. I'm only interested in 2 on 1, if you know what I mean. I'm sure you do. So, in this case, the operative word is not 'Single' it's the answer to the question, 'Do you like women?' There is no sense moving forward unless she is bisexual or bi curious. So I'm holding back the actual hitting on until I know that information. Make sense or no?

这是个好问题。通常，对大多数男人来说，当他们知道女孩是单身时，我一般会推荐他们

立即显露兴趣的。但是，在这个例子中，这个情况要用不同的方式来确保。对我来说，我并不是在寻求一对一的约会。我只对二对一的约会感兴趣，如果你懂我的意思的话，我确信你懂的。因此，在此例中，有效词并非“单身”，而是对“你喜欢女人”这个问题的答案。向前推进没什么意义，除非她是双性恋或双趣恋。所以，我抑制住了实际的挑逗，直到我知道了那个信息。有没有道理啊？

REPLY

回复：

John November 27, 2011 at 8:06 pm

John 2011 年11月27日, 8:06 pm

Yes, that makes sense! smooth

是的，这很有道理！流畅

Conal November 24, 2011 at 7:50 pm

Conal在2011年11月24日, 7:50 pm

Wayne, want to make a quick 100 bucks off me? Put 5 such interactions on an audio file and put the audio file up for sale on your website —tada!

Wayne, 想从我这儿很快赚走100美元吗？把五个这样的互动录进音频文件里，然后把这个音频文件上传到贵站出售——齐活了！

Seriously, your teachings and writings are awesome. But their impact could be so much greater if you shared a whole lot more audio and video content of you actually chatting up girls (rather than chatting up Dan). Hell I would pay good money just to see you demonstrate what exactly you do in the post SOI — pre sex part of an interaction — even if you just play-act it out on audio with your wife.

言归正传，你的教学和写作都精彩极了。不过要是你把更多的实际跟女孩聊天（而不是跟Dan的聊天）音频和视频分享出来，那这影响力就能大了。我还真TM愿意舍得掏钱来看你来展示你在SOI（互动中上床之前的部分）¹ 那个帖子中所做的一招一式，哪怕只是你跟你妻子表演出来的音频呢？

Cheers

Conal

再见

Conal

REPLY

回复：

Wayne Elise November 24, 2011 at 11:02 pm

Wayne Elise 2011 年11月24日， 11:02 pm

Thanks for the comment Conal. That is something to think about. Many people have asked for Audio/Video. I think they would find it helpful. The challenge for us is making a product that is real yet is created ethically and legally.

谢谢评论，Conal。这是值得思考的东西。很多人都问过视频/音频，我想他们会觉得很有帮助。我们的挑战在于去制作既真实又有道德又合法的产品。

beckstar101 November 24, 2011 at 5:10 pm

beckstar101 2011 年11月24日， 5:10 pm

Really inspiring conversation!

¹译者注：就是意图声明（Statement Of Intention），这是杂耍人方法中一个重要手段，可以将男女双方从私人性质的互动升高到与爱相关的互动。参见附录超凡魅力艺术理论体系图。

真是很有启发性的交谈!

Best line which has nothing to do with banter by the way is, “I am. I’m not hitting on you by the way, but a girl as attractive as you usually has a boyfriend or two.”

顺便说一下，跟谈笑无关的最好的一句话术是：“我并不是在挑逗你，但像你这样一个有魅力的女孩，一般都是有一个或两个男朋友的。”

I would love to live with this mindset I can imagine myself doing much better with frame of mind. But I cant spell myself into a married man..

我会很乐意接受这样的心智的，用这样的心智框架，我能想象我自己会做得更好。不过我无法让自己沦为一个已婚男人的……

REPLY

回复:

Wayne Elise November 24, 2011 at 11:07 pm

Wayne Elise 2011 年11月24日, 11:07 pm

Good to hear from you again Beckstar! Flirting with women while being married with your wife’s blessing is a rare privilege so I know it won’t be the same for you. However you can simply change the direction at the end. In some ways it’s easier if you are a single guy flirting with only one woman — you are more broadly appealing.

很高兴再次收到你的消息，Beckstar! 跟女人调情，同时还带着已婚妻子的祝福，这是少有的特权啊。所以我知道你的情况并不相同。但是，你可以只在结尾改变一下方向。在某些方面，如果你是单身的话，跟女人调情则更加容易——你拥有更广泛的吸引力。

28. 超凡魅力艺术必备的16项技能

16 Essential Skills for the Charisma Artist

2011年12月1日

原文地址: <http://charismaarts.com/16-essential-skills-for-the-charisma-artist>

1. You make more statements than ask questions. You don't push conversation through questions. You understand the importance of being continually additive to the conversation.

1. 你多做陈述，少提问题。你不是通过提问题来推动交谈的。你明白向交谈中持续地添加材料的重要性。

2. Ego traps got nothing on you. You know how to resist and overcome the typical ego-trap questions such as when someone asks you, "What do you do for a living." after a minute of conversation. You're not lulled into thinking people really care about you yet and you know what sort of thing to say in response to make the conversation more productive and solid.

2. 你不会陷入自尊心陷阱中。你知道如何对抗和克服典型的自尊心陷阱式的提问，比如在交谈了一会儿后，某人问你：“你是干什么的？”你没有上当、以为别人真的就已经在乎你了，你知道该说什么样的话去回应，以让交谈更富有收获和稳固。

3. You enjoy disqualification and can use it to lower the stakes of the conversation and make people laugh.

3. 你享受着失格，并能把它用来降低交谈的筹码，并让别人发笑。
4. **You can call someone out, in a firm, yet nice way, for making unoriginal or unfocused conversational statements.** You then inspire them to think harder.
4. 你可以以一种坚定但仍然友好的方式去挑战某人，从而让他们做出非原创性或心不在焉的对话陈述。然后你启发他们进行深度思考。



5. **You are able to maintain steady eye-contact with people — even people with more power than you.**
5. 你能够跟别人保持稳定的眼神接触——哪怕是比你更有权力的人。
6. **You capture the imagination of others by speaking in action verbs.** You're careful about about using weak verbs and seek to minimize their usage.
6. 你通过说出动作性的动词来抓住别人的想象力。你小心翼翼地对待弱效果的动词，并总是想办法最低程度地使用它们。

7. Spin words such as adjectives and adverbs find their way only sparingly into your conversation.

7. 诸如形容词和副词这类的修饰性词类，只是有保留性地用在你的交谈中。

8. You know how to make the conversation personal by using the 'You' and 'I' words.

8. 你知道如何通过使用“你”和“我”的字眼来让交谈变得私密起来。

9. You understand the importance of periodically framing your conversations towards a more focused and personal direction.

9. 周期性地将你们的交谈朝着更专注、更私密的方向进行框架，你明白这样做是很重要的。

10. People smile and laugh at your jokes.

10. 你说的笑话引起别人的微笑或大笑。

11. You know how to suggest courses of action while placing the most conversational risk on yourself and not the other person.

11. 你知道如何去提出行动步骤，但同时把交谈的主要风险让你自己去承担，而不是推卸给别人。

12. The word 'need' has been replaced in your vocabulary with the word 'want'. Same thing with the word 'can' being replaced with the word 'will'.

12. 在你的词汇库中，“需要”这个字眼已经被“想要”取代了。同样地，“能不能”这个字眼被“要不要”这个字眼取代。

13. You know how to create desire in people.

13. 你知道如何在别人的心中制造出渴望。

14. You understand how to deal with confrontation using Charisma Arts methodology.

14. 你明白如何使用超凡魅力艺术的方法来处理对峙局面的处境。

15. You can articulate the things (and people) you desire in ways that are memorable to gatekeepers.

15. 你可以清楚地表达出你想要的东西（和人），你所采用的方式都可以让门卫印象深刻。

16. You are bold and original.

16. 你大胆且富有原创力。

You can learn all of these things by reading the content here and on the [forum](#), and also by attending the [Conversation Camp](#).

以上所有这些东西，你都可以通过阅读这里以及[论坛](#)的内容来学到，另外也可以参加[交谈训练营](#)。

29. 如何让人喜欢你

How To Get Someone to Like You

2011年12月4日

原文地址: <http://charismaarts.com/how-to-get-someone-to-like-you>

I thought this was going to be one of the shortest articles I've written. How do you get people to like you? The answer is: People like you for liking them. SIMPLE. End of article.

我以为这会是我写过的最短的一篇文章。如何让人喜欢你? 答案是: 别人喜欢你是因为你喜欢他们。*简单*。全文结束。

But then again, anything that simple has got to have some complex ideas holding it up. It's like the Disney Concert Hall in Los Angeles. The hall is considered a masterpiece by architectural critics who look at pictures and sip wine all day. The building is covered in stainless steel sheets. It looks simple and clean but that building was a bitch to build. Same with your conversation. There's a lot going on under the skin to make a simple statement such as, "I like you," work.

可接着又是, 任何简单的事物背后都得有某些复杂的想法来支持它。这就好像洛杉矶的迪斯尼音乐厅。这个音乐厅被整天看看照片喝着红酒的建筑评论家们评为大师之作。建筑的表面被不锈钢薄板覆盖着, 它看上去简单干净, 但这样的建筑建造起来却费老了劲儿了。你的交谈也一样, 在表面之下, 要有很多内涵才能让诸如“我喜欢你”的简单陈述起到作用。

People take convincing. They pop out of the womb shaking their head and carrying a bullshit meter.

人们需要被说服。他们从娘肚子里一出来，就晃着脑袋，随身携带着废物探测器。

Walk up and say hello. Their needle flips to red. The alarm goes off: CLANG CLANG CLANG. Security robots scoot out secret doors. People point guns at your head and call you “Kenneth”.

走上前去说你好，他们的探测针头就变成了红色，突然间警报声大作：当当 当当当 当当。机器人保安从暗门里快速涌出，人们用枪对着你的头，并称呼你“肯尼思”。¹



Ever get ‘that look’ from a stranger? I know I have. It’s says, “Yeeeeaaaaahhhhhhhhh…….” The back turn follows. ‘Shit,’ you think. ‘I’m just not being believed here. This person sees right through my flimsy excuse for conversation.’ An existential crisis is soon to follow.

有过被陌生人给过“那种表情”的经历吧？我知道我有过。那是在说：“啊~~……”接下来就是你的反应了。“杯具了，”你想，“现在TA就是不相信我的话了。这个人看穿了我为了交谈而编造的不可信的理由。”紧接下来就发生了存在主义的危机。

We don’t want that.

我们不想这样。

¹译者注：“肯尼思”可能是来自于1977年的连环画《Judge Dredd》中的一集“机器人大战”（The Robot Wars），其中的一个机器人的名字就叫“叫我肯尼思”（Call-Me-Kenneth）。

Its easy to act as if you like someone. Just recite the words. The hard part is getting them to believe you. “Sincerity — if you can fake that, you’ve got it made.” — George Burns

要表现出你喜欢某人，这很容易，只要嘴上说出来就行了。难就难在让他们相信你的话。“真诚——如果你可以伪造它，那么你就把它给制造出来了。”——乔治·彭斯²

Yep, sincerity takes skill. Fortunately I’m about to help you with that.

是的，真诚需要技能。幸运的是，我会帮你搞掂的。

There are four main channels of interpersonal communication.

人际交流通过四种渠道。

* Content of your words

* 你的说话内容

* Tonality

* 语调

* Facial expression

* 面部表情

* Body movement

* 身体移动

²译者注：美国著名的喜剧演员和编剧，在八十高龄才获得奥斯卡奖。

You appear more sincere when you make all four channels harmonize. Think of them as instruments in an orchestra. If the tuba is playing the Nutcracker Suite and the piano is playing The Flight of the BumbleBee, you have a problem.

当你让所有这四种通道和谐共振时，你就表现得越真诚。把它们看成是一个管弦乐队里的乐器吧，如果大号正在奏着《胡桃夹子组曲》³，而钢琴却在奏着《野蜂飞舞》⁴，那么就会出现问题了。

“I like your dog,” you say. “He seems to express lots of personality.” You deliver these words with a flat tone and a tentative facial expression.

“我喜欢你的狗狗，”你说，“他似乎很有个性。”你在说这些话时，使用的是平直的语调和试探性的表情。

The dog's owner squints her eyes. “Thanks, I think.” She feels skeptical about your intent. She feels confused as to what you really think. She wonders if you're digging for irony and just really saying the dog's boring and she, the owner, should be banished for having questionable taste in canines. Who knows? It's a mystery. The clues as to your intent are jumbled.

狗的主人她眯了眯眼：“谢谢，我想是吧。”她疑心你的意图。她觉得弄不清你真正在想的是什么。她想知道你这是不是在挖掘着讽刺意味，是不是其实在说这狗很没意思，而她，狗的主人，因为具有让人质疑的犬类品位而应该被放逐。谁知道呢？这是个谜。你的意图所暗示出来的东西变得一团糟。

But now imagine taking control of your orchestra, pick up that baton and get your instruments playing the same music at the same time. Imagine making your tonality dance over your words — to match your positive message. Imagine smiling as you talk and moving in as you speak just slightly to show you're into what you're talking about.

然而现在想象一下，控制好你的管弦乐队，拿起那根指挥棒，让你的各种乐器同时演奏同一支曲子。想象一下，让你的语调随着你的话语翩翩起舞——以匹配你那正面的信息。想象一下，你一边谈话一边微笑，并在你说话时轻微地移动着身体，以显示出你全身心投入进你正在谈论的东西中去。

³译者注：柴科夫斯基的三部芭蕾舞剧代表作品之一。

⁴译者注：里姆斯基·柯萨科夫的一首风格诙谐的管弦乐小曲，如今已是常用各种乐器单独演奏的通俗名曲。

“Actually,” you say, “I want to get a cocker spaniel puppy one day. I want to train him to wear goggles and ride in a sidecar attached to my motorcycle. Perhaps he’ll wear a scarf too.”

“事实上，”你说，“将来有一天我想要一只英国可卡犬，我想训练他，让他戴上护目镜，坐在玩具车里，用我的摩托车牵着。或许也会给他戴条围巾。”

She smiles. “That’d get you some attention.”

她笑着：“那样就会让你显得拉风了。”

“Yeah it would. I like your smile by the way. You have nice teeth.”

“对。哦对了，我喜欢你的笑容。你的牙齿真好看。”

Harmonize your communication — look, feel and sound as if you believe your words. Do that and people will believe you. Then you can convince them that you like them and they will like you and the Universe will be happy.

和谐你的交流——看上去、感觉起来、听起来就好像你相信你自己的话。你这样做了，别人就会相信你的话。然后你就可以说服他们，说你喜欢他们，而他们就会喜欢你，那么全宇宙就会大欢乐了。

Think SIMPLE and SINCERE.

用*简单*和*真诚*的方式去思考。

“I like talking with you. I hope I get a chance to do that again soon.”

“我喜欢跟你聊天。希望很快能再有机会跟你聊天。”

“Sure. Let’s hang out. Take my number. Come to my party. Tickle my cat. Mi casa

es su casa.”

“没问题。我们一起出去玩吧。这是我的号码。来我的聚会吧。逗逗我的猫咪。我的家就是你的家。”

Simple words of appreciation are effective when they're believed. The Disney Concert Hall is a good place for a date by the way. And you can make anyone like you by liking them.

用简单的话语去表达欣赏，当它们被人相信时就会很有效。顺便提一下，迪斯尼音乐厅是约会的理想场所。另外，你可以通过去喜欢他们来让任何人喜欢你。

30. 为什么你该告诉她你发现她很正

Why you should tell her you find her hot

2011年12月6日

原文地址: <http://charismaarts.com/why-you-should-tell-her-you-find-her-hot>

Dealing with hot women is like talking to a celebrity. You know they're famous. They know that you know they're famous. To pretend you don't know who they are is just going to make you act silly. Best way to interact with a celebrity is to admit they're a celebrity, introduce yourself and move on to other topics of conversation.

跟女人打交道有如跟名人谈话。你知道他们名声赫赫，他们知道你知道他们名声赫赫。你假装不知道他们是谁，就只会让你表现得愚蠢。跟名人互动的最好方式就是承认他们是位名人、介绍你自己，然后移到其他聊天话题上去。

“Hey, you're George Peppard from The A Team. I used to play with your action figure. I'm Wayne Elise. Nice to meet you.”

“嘿，你是演《天龙特攻队》的乔治·佩帕德，我过去曾模仿过你的硬汉形象。我叫Wayne Elise。很高兴认识你。”

“Nice to meet you.”

“很高兴认识你。”

“I thought you were dead. Anyways, It's good to see you. I saw you checking out that girl's butt. Don't worry. I'm not calling you out. It's okay, I was checking her out too.”

“我还以为你死了呢。不怎么样，见到你很高兴。我刚才看到你在打量那个女孩的屁股。别紧张，我不会告发你的。这没什么，刚才我也在打量着她的屁股来着。”

Same sort of thing with women except for a twist. When I meet an attractive woman I often acknowledge my attraction soonish in the interaction. “Wow, you're very attractive. I think you're like super hot.”

同样也适用于女人，怪胎除外。当我认识一个吸引人的女人时，我常常在互动后很快就承认我被她吸引。“哇噢，你非常迷人。我觉得你简直就是超级正点。”

But then I add something, you might call it the tricky part. I call it the honest part — the part that allows her to stay involved in the interaction with me. I say, “But, just so you know, I'm NOT hitting on you. I wouldn't hit on anybody without knowing their situation. Hey, I just had a conversation with a ghost. Maybe you saw me talking to an old guy a minute ago...”

不过然后我就加上一些东西，你可以称之为机巧性的部分，我则称之为诚实的部分——这一部分得以让她呆在跟我的互动当中。我说：“可是，那么你要知道，我不是在调戏跟你，在不知对方底细之前，我是绝不会跟人调情的。嘿，我刚刚跟一个鬼魂聊天了。也许你刚才看到我对一个老家伙在说话……”

This is as close to magic as I can find right now.

这就是我现在所能找到的最好的魔法。

Through years of dealing with women, being married twice, dating a playboy model, working the threesome thing, having numerous female friends, rooming with an exotic dancer, and on and on, I can assure you that it does NOT turn women off or chase them away when they know you find them attractive. That's just guy's interpretation of their male-ego experience. That's not what's going on 'under the hood' in women's minds. This is so commonly misunderstood that there should be a name for it such as aphroditeeffectprotophobia.

通过多年来跟女人打交道、结过两次婚、约过花花公子模特、搞3P、拥有数不清的女性朋友、跟异域舞女共处一室，等等等等，我可以向你保证，这样做*不会*让女人失去性趣的，当她们知道你发现她们有吸引力时也不会把她们赶跑的。那只是男人对其男性自尊体验的解读，而不是潜伏在女人头脑中的真正想法。这个误解是如此之普遍，真应该为它取个名字，比如说‘阿佛罗狄忒效应恐光症’。

Women understand when they look hot. They get it. They don't think less of someone when they're attracted to a hot girl. Indeed many hot girls are attracted to hot girls. They're both in the club and on the outside looking in, just like the rest of us. As a man, if you're hesitant to admit your attraction to a woman you're likely to come across as gay or impotent or just 'the friendship type guy'. Don't be afraid of your attraction. Be a wolf!

当女人看起来很正点时，她们明白这一点，她们知道。如果某人被某个正妹所吸引，她们是不会认为他们做的有什么不对的。事实上，许多正妹被正妹所吸引。当她们都在夜店时，都会从外面向里面偷窥，就跟我们一样。作为一个男人，如果你犹豫不决地不去承认你被某个女人所吸引，那么你就可能会被当成同性恋、或性无能、或只是“朋友关系的男人”。不要害怕于你的被吸引。要做一匹狼！

It's NOT the 'attracted to her' part that puts a woman on edge. It's the implication that you're hitting on her — that you're trying to make something happen without knowing if it makes sense for her at all. Do that and you come across inconsiderate and uncalibrated. She sees you as a guy who puts women in uncomfortable situations. You're like a blind man with a gun trying to get her to hang out. She needs to get away from you — even if she finds you attractive. You might F-up her whole life.

让女人感到不安的并非*不是*“被她所吸引”这一点，而是你在调戏她这个潜在含义——也就是说，你在试图让某事发生，而却完全不知道这件事是否对她有意义。如果你那么做了，你就是轻率和不进行自我调控的，她就将你视为一个把女人置于不安境地的男人。你就好像一个瞎子，拿着枪逼她跟你一起出去玩。她需要躲得你远远的——甚至哪怕她觉得你很有吸引力。你可能会毁掉她整个生活的。

But the good news is that you can reveal your attraction and NOT hit on a woman. I've done that numerous times. It's a good way to live. Doing this will make women feel comfortable and allow them to talk to you and see you as possible sexual material for later on — if it makes sense. It let's women know, that although you carry a gun, you are NOT blind. You're socially aware, considerate and smart. In my experience telling women this

sort of thing makes you more attractive to them.

不过好消息是，你可以显示出你的被吸引，但却*不*去调戏女人。我这样做过无数次，这是一种好的生活方式。这么做会让女人觉得舒适，从而愿意来跟你谈话，并把你当成日后潜在的性资源——只要靠谱的话。这让女人知道，尽管你带着枪，但你眼却不瞎。你在社交智慧上是个明白人，是替别人考虑的，并且聪明机智。根据我的经验，告诉女人这类东西，她们就会更加被你吸引。

So when do you hit on a woman?

那么你什么时候去调戏女人呢？



You hit on her after you know her situation. And that ‘hitting’ will be tailored to the situation.

在你了解了她的情况之后，再去调戏她。而这样的“调戏”则会因她的情况而具体量体裁衣。

“So what’s your relationship situation, if you don’t mind me asking?”

“那么你的恋爱状况是怎样的，如果你不介意我问的话？”

“Not at all. I’m seeing someone.”

“不介意。我正在跟某人约会。”

“Oh good. I’m all for relationships.”

“哦，真好。我很喜欢恋爱关系。”

“Well, it’s long-distance. I don’t know if I see us together long-term.”

“呃，是两地恋爱。我不知道我们是否会长期地恋爱下去。”

BINGO

这就是了

Now you can tailor an idea for the two of you to continue being together based on this new information. And now that she knows that you know her situation, she’s way more comfortable hooking up with you. She knows that you understand that she can’t be your girlfriend right now, etc…

现在你可以根据这个的信息因势制宜地相出一个点子，好让你们俩继续在一起。并且，既然她知道你了解了她的情况，那么她跟你搞在一起就会感到更加的舒适了。她知道你明白她目前不能做你的女朋友，等等等等……

Make sense? I hope so. Feel free to place your thoughts, good, bad and confused in the comments section here. I love hearing from you guys. Also please let me know if you want more articles on this topic. As always, you can learn more by stalking this site or signing up for training with me or one of our excellent instructors here at Charisma Arts. A good first choice to get you started is often [phone coaching](#).

靠谱吗？我希望是。请无拘无束地把你的想法，好的、坏的和困惑的留下下面的评论部分

里。我很乐意收到你们的留言。还有，如果你想看到关于这方面的更多的文章，请让我知道。跟往常一样，关注本站或报名参加我或其他优秀导师带队的超凡魅力艺术培训，你们可以学的更多。让你起步的一个很好的第一选择通常就是[电话指导](#)。

2 THOUGHTS ON “WHY YOU SHOULD TELL HER YOU FIND HER HOT”

2 条评论

Scener on December 7, 2011 at 7:03 am said:

Scener 2011年12月7日7:03 am

Juggler, I appreciate your articles very much. I like the fact that you seem very personal interested in the seduction of women and that you like to talk about it and share you knowledge. I also believe you are very experienced in contrast to bussiness PUA's.

杂耍人，我非常欣赏你的这些文章。我喜欢的一点就是，你个人似乎对诱惑女人非常感兴趣，以及你乐于谈论这些，并分享你的知识。我也相信你经验非常丰富，而不想那些商业PUA¹们。

However, I am not sure whether I understand some aspects of your “method” .

不过，我不太确定我是否理解了你的“方法”的某些方面。

In my opinion you are the best in making funny / playful statements that fit in the situation. So your calibration seems perfect. OTOH I don't understand why you have to ASK her relationship situation. You are way more experienced than I and I hope can you tell why it's better to ask her her relationship situation instead of just assuming that she already is in a relationship (like ALL women) and that she will leave that relationship when she founds a better man (like you). That way she doesn't have to be affraid you think of her as a cheater of her boyfriend.

我个人认为，在制造应情应景的有趣的/说笑的陈述方面，你是最棒的。所以你的自我校准看起来就很完美。但另一方面，我不理解为什么你必须要*询问*她的恋爱关系状况。你比

¹译者注：即把妹达人 (PickUp Artist)。

我的经验要丰富得多得多，所以希望你能告诉我为什么最好要询问她的恋爱状况，而不是只是假定她已经恋爱了（就跟*所有*女人一样），并且当她找到更好的男人（比如你）时就会离开那段恋爱，这样的话，她就不必担心你把她当成一个欺骗男友的人。

Second, you tell that you have to show your interest in her, but that you don't hit her until you have found her relationship situation. What do you mean by "hitting"? What the difference between approaching her with sexual interest and hitting? Do you mean escalation by hitting?

第二，你说你必须得展示对她的兴趣，可是你并不去调戏她，直到你了解了她的恋爱关系之后才去做。你说的“调戏”指的是什么意思？带着性趣去搭讪她跟调戏她，这两者之间有什么不同？你的意思是通过调戏来升高？

Thanks in advance for your reply. I am looking forward to your next article.

提前对你的回复表示感谢。期待你的下一篇文章。

Reply ↓

回复:

Wayne Elise on December 7, 2011 at 12:56 pm said:

Wayne Elise 2011年12月7日12:56 pm

Hi Scener,

嗨Scener,

Good to hear from you. Thanks for the comment and questions. I recommend making her relationship situation a topic so that you can share mutual knowledge. That means it's important for her to know that you know what's going on so that she can trust that you know her situation. Everyone's situation is different. In theory, sure she should just

leave her boyfriend when she finds someone better, but in practice its usually much more complicated than that. Many girls have boyfriends but many others have sorta boyfriends, while others are hoping to hook up with a particular guy soon. It really runs the gamut. It's best to find out what's going on. And I mean find out the truth — not what you want to hear and not what she thinks you want to hear. If a girl has a boyfriend situation you are much more likely to hook up with her if you learn it. That way you can work within that context and not put her in an uncomfortable situation if you are flying blind. Now, yes, you could assume she's in a relationship and act upon that idea — and that may lead her into correcting you with more accurate information. That's okay, if that's how you want to run things. However, it's generally unhelpful if you don't know the truth of what's going on.

很高兴看到你的留言。多谢评论和提问。我推荐以她的恋爱关系作为话题，这样你们就可以相互分享信息。这就意味着，她知道你了解她的情况，这对她来说是很重要的，这样她才会相信，你是知道她的情况的。每个人的情况都是不同的。在理论上，当她发现更好的人选时，她当然会离开她的男友的，但实际情况却远为复杂。许多女孩都有男友，但其他许多女孩则有着一定名义上的男友，而其他的则一直希望更很快勾搭上一个特别的男人。真是什么样的情况都有的。最好是要弄清具体是哪种情况。而我的意思是弄清真相——而不是你想要听到的，也不是她她认为你想要听到的。如果一个女孩有男友了，那么要是你了解了这个事实，你就会更有可能勾搭上她。这样的话，你就可以在那样的前提下去努力，而不会蒙着眼睛乱飞、把她置于不舒适的境地了。话再说回来，是的，你可以假定她在恋爱着，然后以此想法去行动——那么这就可能会引导她用更准确的信息来纠正的假定。这么做没什么问题，只要这是你想要努力的方式。但是，一般来说，如果你并不知道她真实情况，这么做则是无用的。

In practice, once you make her comfortable talking with you and telling you about the relationship you will get details. These details will have the seeds of the reason why she would hook up or spend time with you. Never be afraid of knowledge, it actually will help you.

在实际情况中，一旦你让她感到可以舒适地跟你谈话，并告诉你她的恋爱关系时，你就会得到具体细节的。这些细节播下种子，变成她愿意跟你勾搭上或花时间在身上的理由。永远也不要害怕了解情况，这实际上会有助于你的。

Hitting on her is when you try to make things happen or give her the feeling that you will try to make things happen. You could approximate it with logistical escalation. I wouldn't say that I recommend approaching her with 'sexual interest'. Sometimes yes, but

that is on a case by case basis. Saying you are attracted to her is NOT sexual interest. It's simple saying that you find her appearance stimulating, pleasant. It is not an invitation for sex but leaves the possibility of mutual attraction hanging out there.

调戏她，就是说，当你试图让事情发生、或让她感觉到你将要试着让事情发生。你可以粗略地理解为后勤情报的升高。我不会说我鼓励带着‘性趣’去搭讪她的。有时候是这样，但那是具体情况具体对待的结果。说你被她吸引了，这并非*不是*性趣，这只不过是在说你觉得她的外表动人、令人愉悦。这不是对性爱的邀请，而是为相互吸引、一起相处提供了可能性。

31. 处理对峙局面（上）——有条件的同意

Handling Confrontation Part 1 – Conditional Yes

2011年12月9日

原文地址: <http://charismaarts.com/handling-confrontation-part-1-conditional-yes>



The following is part 1 in a series about ways to handle confrontation that I hope to add to from time to time.

下面是一个系列文章的第一部分，这个系列介绍了处理对峙局面的一些方法，我希望能不断地补充完善。

A client asked me the other day about a situation he found himself in. He went out on a date with a girl. They shared a couple beers. Things seemed to be going well but then when the bill arrived they got into a discussion about who would pay for the drinks.

有一天一个学员向我请教他所遇到的情况。他出去跟一个女孩约会，他们一起喝着两杯啤酒，一切看上去挺顺利的，可在结账时他们却就谁来埋单而争论起来。

Subsequently, the girl announced, “You’re going to pay for the drinks or I’m going to leave now.”

后来，女孩宣布：“你来埋单，否则我现在就走人。”

My client paid up.

我的学员付了钱。

Later the two of them ended up making out.

再后来，他们俩最终亲热起来。

I was surprised when I heard that. “Really?” I said. “I’m surprised. I thought that exchange would have killed the vibe. Well good for you.”

听到这里，我颇为吃惊。“是真的吗？”我说，“我很意外。我以为那样的交易会破坏掉气场的。好吧，真有你的。”

“Yeah,” he said, “But I felt gross about the whole thing — as if I paid for her physical attention.”

“是，”他说，“可对整个事情我觉得恶心——就好像我用钱才买来了她的肉欲似的。”

“That makes sense. Most people would feel the same way.”

“这听起来有道理。大多数人也会这样想的。”

“What would you have done?”

“换做你，你会怎样做？”

“Well, it’s always easier for me to come up with solutions after the fact in the comfort of my own slippers. In America we call that ‘Monday morning quarterbacking.’ But this is actually an easy one. I would have bought the drinks too.”

“嗯，每当我穿着拖鞋感到舒服自在时，我就很容易成为事后诸葛亮。在美洲我们称之为“周一早上的四分卫”¹。不过这其实是个很容易的问题。我也会付钱来买那些饮料的。”

“Really?”

“真的吗？”

“Sure. I just would have made it conditional.”

“当然。只不过，我会让它变成是有条件的。”

In a situation such as this, spending a little money is not the issue. Most of us are fine throwing around a few dollars, or Euros in this case, in an act of nonreciprocal generosity. It’s just that we don’t want to be seen giving into extortion or threats.

对于像这样的情况，破费一点点钱并不成问题。我们大多数人不会在乎掷出几美元，或者是这个案例中的几欧元，以表现出不求回报的慷慨。我们在乎的只是不想看起来是被勒索或敲诈。

I would have said, “I’d love to pay for the drinks. It will be my pleasure. However just so you know, I’m doing so because I’m nice and I don’t want to make a scene, not because you’re threatening to leave.”

¹译者注：这是美国俚语。四分卫是美式足球中的重要位置，负责领导大部分进攻。由于在美国橄榄球赛通常是在周日举行，所以“周一早上的四分卫”就相当于汉语中的“事后诸葛亮”。

要是我，我会说：“我很愿意为这些喝的埋单，我会很乐意的。不过你要知道，我之所以这样做是因为我这人不错、我不想当众争执，而不是因为你威胁说要走人。”

That would have delivered the proper message. If my client did something similar he could then continue the interaction having avoided a possibly embarrassing scene and saved face for both of them. “She probably just had different expectations and felt backed into a conversational corner.” I later said to Erika about the case.

这样就会传达出正确的信息。要是我的学员当时像这样去处理了，那么他就能继续互动下去，而不至于可能制造出尴尬的情景，这样就为他们俩都留了脸面。“她很可能只是有着不同的期望，她觉得走进了交谈的死角。”后来我对Erika说了这个案例。

A Conditional Yes is great for those moments when you're agreeable to a suggested course of action but don't want to be seen doing so based on the bullying conversational tactics of other people.

‘一个有条件的同意’是很不错的，适合于用在这样的情形：也就是你同意去做别人提议的行为，但又不想被理解为你这样做是因为别人的欺人太甚的交谈手腕。

I'll give you another example from my own life.

我再来给你讲个我自己生活中的例子。

I was parking my Vespa in a space in front of a coffee shop recently here in Los Angeles (the city of road rage) when a truck pulled into my space behind me. I love the two wheel lifestyle and living in LA without a car is a badge of honor for me, but having cars make aggressive moves when I'm riding a scooter is scary.

最近我在洛杉矶（以交通暴躁情绪著称的城市）的一家咖啡馆前把我的韦士柏摩托停靠在一个空车位上，这时一辆卡车在我身后停靠进我的位子。我热爱两轮的生活方式，在洛杉矶不开汽车我很引以为荣，可是当我骑着轻便摩托看到那些汽车咄咄逼人时，我就感到害怕。

The driver jumps out and says to me, “What the fuck is going on? Can’t you see I’ve been waiting for this spot?”

司机跳下车来对我说：“这他妈的是怎么回事？你难道就没看到我一直在等这块地儿吗？”

He picked on the wrong conversational master. Not to brag, but I used to make a living street performing. I know how to use my words to make men cry. I’m a fucking **Killer**. Frankly, I can enjoy confrontation and belittling an opponent way too much. Like the Terminator, my options roll down my internal screen. My brain began to key up into verbal spanking mode. It started to catalogue my opponents physical imperfections — fitting them into familiar quip-formats and sending that to my verbal buffer. This guy was about to be in for a bad day. Oh well, he probably deserved it. He probably beats his kids and doesn’t recycle.

他在对一个交谈大师找茬，他可找错了对象。我可不是吹牛，我过去曾以街头表演为生，我知道如何用我的话把男人弄哭，我就是个他妈的**杀手**。说实话，我可以很享受地面对对峙和贬低对手。我就像终结者那样，我体内的屏幕滚动出下拉菜单，我的大脑开始进入口头打耳光模式，它开始将我的对手们按照生理缺陷进行分类——选择相应的最适合的嘲讽格式，然后发送到我的口语缓存中。这家伙就要准备过很糟糕的一天了。哦好吧，很可能他是活该的。他很可能会打孩子出气，也不会去分类倒垃圾了。

But wisdom got the best of me. In this situation as much as I would like to bomb on my opponent about his age, his hair, his accent, his obvious lack of good breeding and possible lineage from women of bad repute — as much as I would like to do that, using a Conditional Yes is the wiser move in this case. The guy was right. I had made a mistake. I had thought his truck was backing out of another spot. Looking back and remembering the position of his vehicle he obviously was waiting for the spot — albeit in an unconventional orientation. And also, let’s face it, I drive a scooter — I can park almost anywhere. It was the right thing to do to give the guy the space. I just didn’t want to give in to bullying tactics.

可是智慧战胜了我。在眼前的情形里，虽然我也同样很想拿他的年龄、头发、口音、明显缺乏优良血统以及女人风流导致的可能血缘关系来把我的对手狂轰滥炸一番——我同样也想这么做，但对于这个情况，使用一个有条件的同意则是更明智的举动。那家伙是对的，是我的不对。我以为他的卡车正从另外一个地方倒车出来。他朝后看并记下车的位置，他显然这是在等着空位——尽管这停车位不是寻常的朝向。另外，我得承认，我骑的是轻骑摩托——我几乎什么地方都能停。把这个空位给那家伙是对的，我只是不想向欺人太甚的

手腕屈服罢了。

So I said, “Sure, I’m happy to give you the space. Not because you’re acting like such an asshole but because I can see now that you were waiting for it.”

于是我说：“没问题，我很乐意给你这个车位。但不是因为你表现得像个混蛋，而是因为现在我知道你一直在等这个车位。”

I moved out of the space and parked in another spot nearby. I walked into the coffee shop and bought the bag Christmas Blend coffee for Erika that she liked. Then I walked out the door, on the way to my scooter. The guy from my confrontation was waiting for me.

我腾出那个车位，把车子停在附近的另一个位子上。我走进咖啡馆，为Erika买了一袋她喜欢的圣诞综合咖啡。然后我走出门，去找我的轻骑摩托。那个跟我对峙的家伙正在等我。

He walked up to me and said, “Sorry I was such a jerk.”

他走到我跟前，说：“对不起，刚才我挺混蛋的。”

“No worries,” I said. “LA makes the worst of us sometimes.” We smiled and parted as friends.

“没事儿，”我说，“洛杉矶有时候把我们弄得挺差劲的。”我们笑了笑，以朋友方式告别。

For more Conversational Mastery consider signing up for our [email list](#) and perhaps joining me for a [Conversation Camp](#) where I change your conversational life.

想要掌握更多的交谈技能的话，就考虑注册我们的[邮件列表](#)吧，也可以加入我的[交谈训练营](#)，在那里我会改变你的交谈人生的。

32. 芝士蛋糕测试

The Cheesecake Test

2011年12月10日

原文地址: <http://charismaarts.com/the-cheesecake-test>

For those of you scoring at home, The Cheesecake Test may, for you, supersede the old Charisma Arts Vacuum Theory.

对于你们这些在家进修的人，芝士蛋糕测试可能，对你们来说，取代超凡魅力艺术中旧的真空理论。

The challenge for us in conversation with a stranger we want to connect with is one of getting the other person involved and invested in the conversation with us. However, this doesn't happen when the other person feels forced to interact with us. Put pressure on people with questions or demands or a feeling that they're being manipulated and you can create a cycle of diminishing returns.

跟我们想要沟通的陌生人交谈，其挑战在于让对方参与进来并投资到跟我们的交谈中去。然而，如果对方感到是被迫跟我们互动的，这一点就难以实现。如果用提问、命令或使人们有被操纵的感觉来对他们施压，那么你就可能会制造出回应衰减的循环。

“So where are you from?”

“那么你是哪儿的人？”

“Cypress.”

“赛普拉斯¹。”

“What are you doing here?”

“你在这里做什么？”

“Nothing.”

“没什么。”

“Uh, I don't know what to say next. Should I ask another question?”

“呃，我不知道下面该说什么了。我应该再问一个问题吗？”

“I'm thinking not.”

“我想你不应该。”

You can be as tricky as you like, but anytime you push someone towards an outcome, they can sense it and you're thinking the wrong way. Return to Go.

你可以想怎么施展技巧就怎么施展技巧，但无论何时当你强迫着某人以逼出结果，那你就误入歧途了。迷途知返吧。

I got an email from a phone coaching client yesterday. He's been going on dates and meeting women. He wrote something I think helpful for everyone to read. He wrote, “I do think the best interactions I've had have been those, when there was, for a time, no goal, nothing but two people having fun.”

昨天我收到来自一个电话培训学员的电子邮件。他一直在约会和认识着女人。他写到的东西我觉得每个人读一下都会受益匪浅的。他写道：“我真的认为，我所有过的最好的互动就是，有着一段时间，没有任何目标，什么都没有，只有两个人在一起享受着乐趣。”

¹译者注：美国地名。

Truer words were never written.

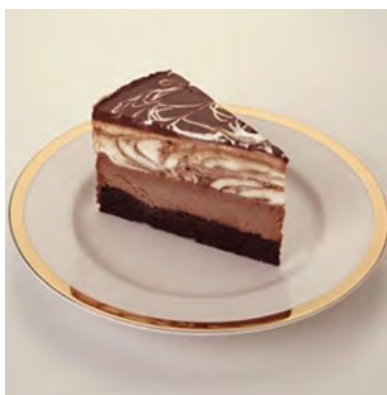
真得不能再真的真话。

Yes, we all want to make friends, make sales, turn attractive strangers into lovers. We HAVE social goals. But part of that process is setting aside those goals and just being with someone. I have a test I like that helps us understand this: The Cheesecake Test.

是的，我们都想结交朋友、卖出产品、把迷人的陌生人变成爱人，我们*怀有*社交目标。但这种过程的一部分是把那些目标搁在一边，就只是跟某人在一起。我有一个我喜欢的测试，可以帮助我们理解这一点：芝士蛋糕测试。

Here's the Cheesecake Test

下面就是芝士蛋糕测试。



Imagine sitting across a table from a friend. You place, between the two of you, in the middle of the table, a slice of cheesecake that you baked. I know you may be a manly man and the only baking you've experienced might be the self-inflicted herbal variety. But please, just humor me.

想象一下你坐在你想去沟通的某人的桌子对面，在你们二人之间，在桌子中间，放着一块你焙制的芝士蛋糕。好吧，你这样一个有男子气概的男人，暂时别去考虑这样的事实，那就是你曾唯一焙制过的东西可能只是自给自足的各类草叶²。

²译者注：其实就是幽默地指抽烟。

Cheesecake Test Rule #1 You pass the test if you can induce the other person to take a bite out of the cheesecake.

知识蛋糕测试规则一：如果你能让对方咬一口那个芝士蛋糕的话，那么你就通过测试了。

So how are you going to get your friend to try the cheesecake?

那么你会怎么去做呢？

You could insist that your friend eat your cheesecake. “Take a bite. It’s delicious. It won’t kill you.” But that will just drive them off and make them think that you’re weird. And that brings us to the second rule.

你可能会坚持要让你的朋友吃你的芝士蛋糕。“尝一口吧，又不会要了你的命的。”可这样就反而会把他们吓跑，让他们觉得你有些古怪。于是我们就有了第二条规则。

Cheesecake Test Rule #2: You fail the test if you apply force to the other person in any way either explicit or subtle.

芝士蛋糕规则二：如果你采用任何明显的或不明显的方式来向对方施加外力，那么你就输掉了测试。

So what are you going to say or do to get your friend to take the cheesecake?

那么你会怎么去做呢？你会怎样通过这个测试呢？好好想一下吧。

The answer is: Do nothing. Cheesecake doesn’t need any help. Practice patience. Sooner or later the thought of how that cheesecake will taste will overwhelm the other person’s better dietary judgement. They’ll reach for the fork.

答案就是：什么也不做。芝士蛋糕不需要帮助，不需要施加任何外力。如果你让某人觉得你一直在把你的芝士蛋糕推向他，那么他们反而会认为你的芝士蛋糕肯定是块驴肝。要让人们吃你的芝士蛋糕，唯一需要做的事情就是耐心。对方觉得那块芝士蛋糕非常美味，这

种想法迟早会战胜他们的控制饮食的判断力的。

People love meeting and getting to know new people personally and sexually. Instead of feeling as if you have to force the issue, set back and practice patience. Maybe make your cheesecake more tempting. Pour strawberries and creme on top. Resist the urge to make something happen. You don't have to force anyone to eat cheesecake. Just wait make good cheesecake.

人们就是这样的。我们都喜欢芝士蛋糕。人们喜爱结交和认识陌生人，或发展私人关系，或发展性爱关系。与其觉得你必须得为此施加外力，倒不如撤回外力，练习耐心。也许可以让你的芝士蛋糕更加有诱惑力。在上面浇些草莓和奶油。但要克制住促成某事的急切心理。你不必强迫任何人去吃芝士蛋糕。等着就行。

I was at the coffee shop earlier today and I saw an attractive girl. I smiled warmly at her and did nothing to continue the interaction. I just waited. A few minutes later she turns around and made an excuse to talk to me. During our talk I could have forced the conversation with questions but I didn't. Instead I made some tempting statements (the type we teach in Conversation Camp) and calmly let the appeal of meeting someone new do its thing. Pretty soon she was making the conversation more personal. I didn't need to make something happen. That can come later.

今天早些时候，我坐在咖啡馆里，看到一个迷人的姑娘。我热情地朝她微笑，但没做出任何让互动继续的举动。我只是等着。几分钟后，她转过身来，制造了一个借口来跟我说话。在我们的交谈中，我本可以用提问来强迫交谈进行下去，但我没那样做。相反，我做了一些有诱惑力的陈述（就是我们在交谈训练营里教的那种类型），并冷静地让结识陌生人的渴望顺其自然。相当快的，她就让交谈变得更加具有私人性质了。我却一刻也没有试着去促成某事。

And then...Well, that's another story for another time. :) Suffice it to say, we had a positive interaction.

那么然后……好了，这是另一个故事了，下次再讲。:) 总而言之，我们有着积极的互动。另外，对于我表现出强迫和施压并破坏好事的那些故事，我是不应该跟你分享的。

Make your interaction tempting at every level while not applying force. That's the charis-

matic way.

在所有阶段都要让你们的互动变得有诱惑力，这才是超凡魅力的方式。

Want to make more tempting metaphorical cheesecake? Join the legion of Charisma Artists. [Sign up for contact with Charisma Arts HQ here.](#)

想要做出更多具有诱惑力和比喻性的芝士蛋糕吗？加入超凡魅力艺军团吧。[要报名就在这里联系超凡魅力艺术总部。](#)

33. 性感者说

What makes sexy people sexy

2012年1月12日

原文地址: <http://charismaarts.com/sexy-people-are>

As a kid I used to lie in bed at night and fantasize about growing facial hair. I thought that if I wore a mustache, people would have to do what I said.

孩提时代，我常夜卧于床，幻想着长出面部须发。当时我觉得，要是我有一抹髭须，人们就得照我说的做了。

Spend time with children and you'll learn a simple truth — they're obsessed with power. It makes sense. They're the least powerful people in the world. They're told when to sleep, what to eat, what to wear, what to think. They dream of being bosses or police officers or international super criminals.

花点时间在孩子们身上，你就会学会一个简单事实——他们迷恋权力。这是有道理的。他们是世上权力最小的人群，他们被吩咐何时睡觉，该吃什么，该穿什么，该想些什么。他们的梦想成为大老板，或警官，或国际超级大盗。

After becoming adults we realize few power trips are worth the trouble. Being the boss at work means you have responsibilities, sporting muscles means you spend your days at the gym, even politicians have to appease voters.

成年后，我们意识到，少有权力之旅能抵得上引来的麻烦。在工作上当了老板就意味着职责，健身肌肉就意味着你在健身房花费着时日，就连政客也得迎合投票者。



But I was fascinated from the moment I understood the concept of being sexy. “You mean to tell me, people want to be around and help you just because you have a hard to explain but omni-present aura? Where do I sign up?”

可是，当我理解了变得性感的概念时，那个瞬间让我着了迷。“你真的是在告诉我，人们想呆在你周围并帮助你，仅仅是因为你拥有一副难以名状但却无所不在的气场吗？我上哪儿报名呀？”

Sexy people have power over others without the overhead of other roads to power. Sexy is cheap, portable and pollution free.

性感的人拥有在他人之上的权力，而不用付出其他通往权力之路的痛苦努力。性感是廉价的，便携的，和无污染的。

But understanding what makes a person sexy has been an uncertain quest for me with lots of stutter steps. I hope to share some of that journey with you.

但要理解是什么造就了一个人的性感，这对我来说一直是个尚不确定的探索，要经历很多跌跌撞撞的步骤的。我希望现在能跟你分享那个旅途中的一些东西。

1. Sexy people move

1. 性感者移动

I'm flawed. I should have been fitted with braces as a teen but my parents took us to Disney World instead. I supported this decision at the time. But now, I'd rather have the perfect smile.

我有缺陷。我本该在十几岁时就要用牙箍矫正牙齿，可父母却只带我们去迪斯尼乐园。那时我赞成这个决定，但现在，我倒更想拥有一副完美的笑容。

My arms are unnaturally long. My knuckles drag on the ground as I walk. Most people don't notice this because I usually cradle a coffee cup in my hands. There's a clip of me on You Tube as a guest on the British TV show Ready Steady Cook. Move in close to the screen and you may catch it. At one point I reach across the whole of the kitchen for a glass of wine. That wasn't a camera trick.

我的胳膊异常的长。我在走路时脚趾关节是拖着地的，大多数人没注意到这点，因为我通常用双手环握着一个咖啡杯。在You Tube上有我的一个视频片段，那是我做客于英国电视秀节目《Ready Steady Cook》¹。贴近屏幕，你就可能发现我的那个毛病了。有个镜头中，我穿过厨房去拿一杯红酒，那可不是摄像机玩的花样。

But I'm tall. Women like tall guys right?

但我个子高呀。女人喜欢高个子男人，对吧？

"You're a toothpick," a girl in school told me. "You're too ungainly," said another. "A bean pole."

“你就像一根牙签，”上学时一个女孩曾对我说。“你长得太难看了，”另一个说，“就是一根豆秆。”

At the time, manly men were in. I wanted to be Dolph Lundgren.

那个时候，男子气概的男人们就浮现出来。我想要成为道夫·龙格尔（Dolph Lundgren）。

"You're an attractive boy," my Mom said when I was young.

¹译者注：在Youtube网站上可以找到杂耍人上这期节目的视频。

“你是个有魅力的男孩，”小时候我妈对我说。

Parents lie to their children.

父母会对孩子们撒谎。

“Fine,” I said. “But am I sexy?”

“那好，”我说，“但我性感吗？”

“That’s not a proper question to ask your mother.”

“这是一个不该向你母亲问的问题。”

“What’s sexy?”

“什么时性感？”

“Tom Jones.”

“汤姆·琼斯²。”

“Seriously.”

“我是说真的。”

“Seriously. It’s in the way he moves. He’s got a lot of soul for a white man.”

“是说真的。就是他移动的方式。作为一个白人，他有很多的灵魂。”

²英国威尔士著名歌手，售出超过一亿张唱片。

“Is that why you made dad get a perm?”

“这就是你让爸爸烫了卷发的原因吗？”

“No comment. Now get your stuff off the table and get ready for dinner.”

“少要罗嗦。现在把桌子上的东西收拾走，准备吃晚饭。”

Later that night I propped a mirror up against the wall in my bedroom and tried to dance like Tom Jones. At first I felt silly but then I kinda got the hang of it. I also noticed my arms didn't seem as long when I moved around. Thirty years later I'm still trying to move like Tom Jones.

那天晚上，后来我在卧室靠墙竖起一面镜子，试着像汤姆·琼斯那样的跳舞。一开始我觉得很愚蠢，但然后我似乎就对此驾轻就熟了。我还注意到当我移动起来时我的胳膊看起来就不那么长了。三十年后，我仍然在试着像汤姆·琼斯的移动。

I'm sure you've noticed, nearly everyone looks sexier when they're dancing or working or exercising or just plain moving around.

我确信你已经注意到了，几乎所有人在跳舞或干活或锻炼或只是简单的四处移动时，都会看起来更性感一些。

Advice based on this principle:

基于此项原则的建议：

Slow down. We spend little actual time at life's destinations but much on its journeys. Start thinking about how you move in everything you do, the way you walk to class, the way you set your coffee cup on the table, the way you make love. Put your attention on your movements. Make them purposeful, not random. Everything that you do in life has a pulse. The sexiest people don't just accomplish a task but find a way to do it with rhythm.

慢下来。我们花在生活的目的地上的实际时间是很少的，而花在旅途中的时间却很多。开始去想一下你在做每一件事情时是怎么移动的吧，你走到课堂的方式，你把咖啡杯安置到桌上的方式，你做爱的方式。把注意力集中在你的移动上，要让它们有目的性，而不要杂乱无章。你在生活中做的每一件事都是带有一种律动的，最性感的人不只是旨在完成任务，而是还要找到一种方式带着节奏去做它。

Wake up in the morning, put some music on and dance around. With no one watching but your cat or your lovers you'll be free to just have fun and let the music carry you around the flat. This warm up can set your whole to be more rhythmic.

早上醒来，放上音乐，随之起舞。除了你的猫咪和情人外，没有在看你，你就会无拘无束地享受乐趣，并让音乐带着你驰骋在公寓里。这个热身能让你整个人变得更有节奏感。

2. Sexy people please our aesthetics

2. 性感者取悦我们的美学

First time I recall getting turned on by a woman was my second grade teacher Ms. Debenardie. I'd never seen anyone with such blonde hair. I couldn't help but stare at her cleavage when she leaned over while reading the book *Charlotte's Web* as we sat on the floor. She tried to cover up the tattoo of a bird on her ankle but I spied it every chance I could. I daydreamed of untying the ribbon holding her hair and lying together during nap time with my head between her breasts.

记忆中让我第一次被撩起性欲的女人是二年级的老师Debenardien女士。此前我从未见过有人拥有如此一头金发。她斜靠着身子，读着《夏洛特的网》(Charlotte's Web)那本书，而我们则坐在地板上，我就忍不住盯着看她的乳沟春色。她试图盖住膝头那个鸟雀纹身，而我却尽我所能去偷瞄它。我春梦着解开扎住她头发的带子，并在午睡时间同卧在一起，把我的头搁在她的两乳之间。

One day I found out she was seeing someone. He picked her up for lunch in his Camaro. My friend Dean and I watched them drive off.

有一天我发现她在跟某人约会了。他用他的科迈罗车接她去用午餐，我的朋友Dean和我看见他们驾车而去。

Dean punched me in the arm. “That dude’s an asshole,” he said.

Dean打了我胳膊一下。“那哥们是王八蛋，”他说。

“Yeah,” I said. “A major mother fucker for sure.”

“对，”我说，“绝对是个十足的狗娘操的。”



I couldn’t understand why she would be interested in someone else. It didn’t make sense. During roll-call she spoke my name with more warmth than the other names. She gave me milk-cart duty on chocolate milk day. I knew there was something special between us.

我无法理解她为什么会其他人感兴趣，这毫无道理啊，在点名时她念我的名字比念其他孩子的名字要温馨多了，她在巧克力牛奶日给了我牛奶车的任务，我知道我们之间有某种特殊的默契呀。

The bell rang to close out the last school day of the school year. Kids shouted and ran out the building to waiting cars and buses. I lingered in the hall outside of Ms. Debenardie’s classroom. I held last minute hopes she would confess her attraction.

铃声响了，宣告那个学年的最后一天结束。孩子们叫嚷着跑出大楼去等巴士和车子，我则在Debenardien女士的教室外边的大厅里徘徊。我抱着最后一刻的希望等着她来表白她被我的吸引。

She walked out carrying boxes. She put them on the floor and locked the door behind herself.

她走了出来，搬着一些盒子。她把它们放在地上，然后锁上门。

“Do you need help carrying things to your car?” I asked.

“把这些东西搬到车上你需要帮忙吗？”我问。

“That’s so sweet. But it’s okay. Why don’t you go start your summer vacation?”

“这么说真是好到家了。不过没事儿。你为什么不去开始过暑假呢？”

“I’d rather be with you.”

“我更情愿跟你在一起。”

“Well, I’m going home. Goodbye Wayne.”

“嗯，我要回家了。再见，Wayne。”

“I want to take a nap with you.”

“我想要跟你一起睡午觉。”

“That’s a weird thing to say.” She turned around and faced me. “Look. One day you’re going to meet a pretty girl your own age and then you can take a nap with her. Okay?”

“这话说的真是太古怪了，”她转过身，面对着我，“听着，有一天你会遇见一个跟你年岁相当的漂亮女孩，然后你就可以跟她一起睡午觉了。知道了吗？”

“You’re stupid.” I said and walked outside to my bicycle.

“你个蠢货。”我说，然后走出去找我的自行车。

And that was that.

然后也就是那么回事了。

Advice based on this principle

基于此项原则的建议：

Find your physical strong points and accent them. For instance, I’m tall and skinny so I wear form fitting clothes and stand up a lot.

找到你的身体上的那些强项，然后去突出它们。例如，我个子高，身材苗条，于是我就去穿合身的衣服，并且多采取站姿。

Give people something tantalizing to hook their gaze and want to know more. You may not want to put a tattoo on your body but consider tucking a rose in your lapel or carrying an interesting book.

给别人某样吊胃口的东西，来引得他们注视并且想要知道更多。你可能不会在你身上弄个纹身，但可以考虑在你的翻领上插入一朵玫瑰，或者携带一本有趣的书。

Being aesthetically pleasing is more than just how you physically appear. It’s also the act of cultivating your style and bringing that style into the way you live and the objects you chose to place around yourself.

做到美学上的令人愉悦，不只是意味着你如何去呈现你的身体，还是一种行为，即培养你的风格，并把那种风格带进你的生活方式中去，以及带进你选择并放置在身边的物体中去。

3. Sexy-people-take-action

3. 性感者采取行动

It's 1977. I'm sitting in the theater watching the movie Star Wars. This is my first recollection of realizing that a man could be sexy to women. Forget Luke Skywalker. It was clear who got more chicks. Han Solo did — no question. He strutted through a spaceport and was full of shit — all the boys my age wanted to be like him.

那是1977年。我正坐在电影院里看《星球大战》。这是我回忆中第一次意识到一个男人可以对一个女人表现出性感。不要去想卢克·天行者，很清楚是谁得到了更多的妹子，是韩·索罗——毫无疑问。他昂首阔步地穿过太空发射场，而且得瑟得要死——所有像我那么的男孩子们都想要成为他。



During recess at school no one wanted to pretend to be Luke Skywalker.

在学校的课间休息时，没有人想要装成卢克·天行者。

“I'm Han Solo. You're Luke.”

“我是韩·索罗，你是卢克。”

“Can I at least be Chewie?”

“我起码也可以做丘百卡吧？”

“No. You're perfect for the part of Luke.”

“不，卢克的角色非你莫属。”

“Why?”

“为什么？”

“Because you're a pussy.”

“因为你是胆小鬼。”

Soon us kids had Luke Skywalker on the ground pummeling him with our knees and fists. People idealize childhood. They forget that children, left to their own devices, are hyenas.

很快我们这群孩子就把卢克·天行者按到在地上，用膝盖和拳头对他一顿胖揍。人们都把童年理想化了，他们却忘了，孩子们，如果让他们自行其是的话，都是群鬣狗。

“That scar on his chin makes him sexy,” I heard a grown-up woman say as I exited the theatre after seeing the movie for the fifth time.

“他下巴上的那条伤疤让他看起来性感，”我听到一个成年女人如是说，当时我正走出电影院，这是我第五次看这部电影了。

I shook my head. She was wrong. What made Han Solo sexy were his actions. Sure he bitched the entire movie, but he smuggled illegal space stuff right under the nose of the imperial fleet, he stuck his hands into the guts of his ride and welded new parts in there

himself, he shot Greedo under the table in a cantina, then flipped the bartender a coin.* He didn't hire people to do his dirty work. He did it himself.

我摇了摇头，她说的不对。让韩·索罗性感的是他的行动。当然他把整部电影弄得很不爽，但他在皇家舰队的眼皮底下走私了非法的太空物品，他把两手伸进他坐骑的肚子里并亲自在那里焊接上新的部分，他在小酒吧的桌子底下射杀了格里多，然后朝酒保扔了一枚硬币。
* 他没有雇人去干他的坏事，他身体力行。

Han Solo's must have had a heck of a back story. Probably orphaned. All us kids wanted a horrendous back-story to give us something to rally against, to inspire us to action. I used to pray in bed that my family would die in a car crash. But they didn't. My life was so boring.

韩·索罗肯定有相当的背景故事。很可能自幼是孤儿。我们所有孩子都想要一部耸人听闻的陈年往事来给予我们可以用来重整精神的东西，来激励我们去行动。我过去常常在床上祈祷着我的家人在车祸中丧生，但他们没有那样，我的生活就太平淡无奇了。

Advice based on this principle:

基于此项原则的建议：

We teach conversation skills at Charisma Arts but words are not always the answer — sometimes action is. Say nothing and lead your lover by the hand to the bedroom. Just shake your head when someone acts demanding. When your date is late for the third time, walk to the coffee shop around the corner. Let them text you in a panic when they arrive and you're not there.

在超凡魅力艺术中，我们教授交谈技能，但言辞不总是答案——有时行动才是。不说话，而是用手把你的情人引进卧室。当某人表现得颐指气使时，就只是摇摇头。当你的约会对象第三次迟到时，就走到街角那边的咖啡馆去，当她们到了后发现你不在那儿，就让她们心慌意乱地给你发短信。

Understand that, by taking action, you may rattle people. Don't feel guilty. Be at peace with others thinking you're raw around the edges. Give up the need to be understood all the time.

要明白，通过采取行动，你可能会让别人感到焦躁不安。不要有罪恶感。要平心静气地跟人相处，让他们觉得你彪悍不羁的一面。要放弃总是要被理解的需要。

Stretch your capabilities. Learn a new skill so that you can take action in specific situations. Maybe take a class from Charisma Arts — just saying.

扩展你的能力。学会一项新技能，让你在某些特定的情形下能够采取行动。也许可以上一堂超凡魅力艺术的课——纯属玩笑。

Don't be afraid to get your hands dirty — even if you're a girl. Being able to fix things makes you sexy.

别害怕弄脏双手——哪怕你是个妹子。有能力去修理物品，这让你显得性感。

* You may be interested to know that the scene that's generally available now is different than the original cut I saw in 1977. In the update George Lucas added a blaster shot fired by Greedo. This is lame in my opinion. Han and the scene is sexier when Han simply makes the decision to shoot Greedo under the table. But such are the times we live in.

* 你也许有兴趣知道这个，那就是在目前普遍流行的版本中那个场景跟我在1977年看的那个原始剪辑版是不一样的。在更新版中，乔治·卢卡斯加进去了格里多的射击开火。在我看来，这很没创意，当只是韩做出决定在桌子底下对格里多开火时，韩和那个镜头就显得更性感些。不过有时生活就是这样。

4. Sexy people are brave

4. 性感者是勇敢的

Jack and I worked together at the sort of job you hire into when you're twenty years old — renting out billiard balls in a pool hall.

Jack和我共事，干的就是你我在20多岁时找的那样的工作——在一家台球中心出租桌球。

Jack was the first and only guy I knew who actually dated twins. This spun my imagination. He was also one of the nicest and most inclusive people I knew. He invited me to hang out with him and his girls.

Jack是当时我知道的第一个也是唯一一个真正跟双胞胎约会的家伙。这真刺激了我的想象力。他还是我所认识的最不错和最铁的人之一。他邀请我跟他和他的马子们一起出去玩。



“Come to this party tomorrow,” he said.

“明天来参加这个派对吧，”他说。

“What should I bring?” I said.

“我该带些什么呢？”我问。

“Yourself.”

“你自己。”

I liked Jack a lot. But honestly, I wanted to steal one of his girls if the opportunity arose. I mean — he had a spare. And let’s face it, no guy deserves to be dating twins. The whole idea burned me with jealousy.

我相当喜欢Jack，但老实说，要是机会成熟的话，我想偷走他的一个马子。我的意思是

——他有个备胎嘛。而且让我们面对这样的事实：没人配得上跟双胞胎约会。这整个想法让我妒火中烧。

“Can you hang out with Jenny for like an hour?” Jack asked me when we got to the party. “Keep her company? Her sister and I have to go take care of something.”

“你能跟Jenny在一块儿玩一个小时吗？”当我们到达那个派对时Jack问我，“跟她呆在一起好吗？她姐姐和我有点事要做。”

“Sure.”

“没问题。”

Jenny and I threw playing cards at each other. We danced. We laughed at each other's jokes. She touched my arm. I led her downstairs. I pushed her into a dark corner. I held her wrists above her head. I leaned in close.

Jenny和我就玩着牌，我们跳着舞，我们彼此讲笑话逗笑。她摸我的胳膊，我带她下楼，我把她推到一个黑暗的角落里，我抓住她的手腕举过她的头顶，我倾斜着身子凑近。

She turned her head away. “I cant,” she said. “You know I'm loyal to my boyfriend.”

她把头转过去。“我不能，”她说，“你要知道，我终于我的男友。”

“Well your sister and Jack are probably doing stuff right now.”

“呃，你姐姐和Jack现在很可能在做些什么了。”

“Yeah. Isn't it awesome? I should go catch up with them.” She ducked my arms, found her drink and walked upstairs.

“对。那很棒吗？我应该去跟着他们了。”她按下我的胳膊，找到她的饮料，然后走上楼去。

I'm sure she told Jack what happened. But a couple weeks later he invited me to another party.

我敢肯定她告诉了Jack所发生的事了，但两个星期后，他邀请我去参加另外一个派对。

At that party a couple of crashers were acting obnoxious. Word got around that they were going to be kicked out. A crowd gathered around them on the lawn in the backyard.

在那个派对上，有两个不速之客表现得让人不爽。流言四起，说他们就要被赶出去了。在院子的草地上一群人聚集在他们周围。

“Who wants us to leave?” the larger of the two crashers said. “We want to kick his ass.” The two of them laughed.

“是谁想要赶我们走？”那两个不速之客中的块头较大者说，“我们想要修理修理他。”他们两个哈哈大笑。

“The guy who lives here.” someone called out.

“就是住在这儿的那哥们。”有人说了出来。

The crasher sneered. “I don't think no one lives here. Where is he?”

那个不速之客冷笑道：“我认为没有淫住在这儿。他在哪儿？”

“You mean ‘anyone’,” someone in the crowd said under his breath.

“你应该说‘没有人’，”人群中有人低声说。

“Shut the fuck up.” said the crasher. “We might have to cut up the asshole who lives here. We're in a gang.”

“闭上你他妈的臭嘴，”那个不速之客说，“也许我们得把住在这儿的那家伙的屁眼给切了。我们是出来混的。”

The crowd oohed. The irony was not lost on the crashers. The smaller one, took out his butterfly knife and made a show of spinning it around. That worked — there was a smattering of applause.

众人失色地啊了一声。不速客身上没有失去讽刺色彩。块头小的那个，掏出他的蝴蝶刀，来回甩动地秀了一下。这很管用——出现了星星点点的喝彩声。

“This is exciting,” the guy standing next to me said. “I’ve always wanted to see someone get stabbed.”

“这下就刺激了，”站在我旁边的家伙对我说，“我总是想看到有人被捅的场面。”

“Where is the guy who lives here?” I asked.

“住在这个的那哥们现在在哪儿呢？”我问。

“He’s barricaded in his bedroom.

“他在他的卧室眯起来了吧。”

That’s when Jack walked out of the house and stepped in front of the crashers.

就在这时，Jack走出房子，走到不速客们的面前。

“This is my place,” he said.

“这是我的家，”他说。

It was definitely not Jack's place.

这绝对不是Jack的家。

The fat crusher sneered. "That girl over there was into my friend. That's why you want us to leave? Can't handle competition?"

那个胖不速客冷笑道：“那边的那个妞喜欢我的朋友，这就是你要赶我们走的原因？你无法竞争？”

Jack turned to the girl. She looked about seventeen — red hair and freckles.

Jack 转身朝向那个女孩，她看上去约摸17岁——红头发，还带着雀斑。

"You like him?" Jack asked.

“你喜欢他？” Jack问。

The girl turned red and shook her head.

那女孩脸一红，摇了摇头。

Jack turned back to the crushers. "She doesn't want you here. I don't want you here." He looked around. "Does anyone want them here?"

Jack 转回身去对着不速客：“她不想要你们呆在这儿。我不想要你们在这儿。”他环视一周：“有人想要他们在这儿吗？”

The only sound to be heard was the zapping of a moth being electrocuted by the bug light.

唯一能听见的声音就是一只飞蛾被杀虫灯电死的声音。

“Fine,” The bigger crasher said. “Fuck you and your party. You got a bunch of ugly girls here noway.”

“好吧，”较大块头的的不速客说，“操你丫的，操你丫的派对。你们这儿有的只是一堆丑女。”

They walked away.

他们走掉了。

I decided Jack was the kind of guy who deserved to be dating twins.

我决定，Jack就是那种值得跟双胞胎约会的男人。

Walking back to my car later, I spotted the red head girl and the smaller crasher — the one with the knife, together in a parked car making out. Go figure.

后来当我走回去找我的车子时，我看到那个红发妞跟那个块头较小的不速客——就是那个拿刀的，在停车场亲热着。这是什么天理。

Advice based on this principle:

基于此项原则的建议：

You don't have to step in front of a knife to be sexy. There are many courageous choices you can make everyday. Support the person being critiqued by everyone else. Be the one who stands up to the domineering jerk in accounting.

你不必在刀子面前挺身而出以展示性感。每天你都有许多需要勇气的选择让你做出。去支持那个被其他所有人评头论足的人。去成为挑战盛气凌人的混蛋的那个人。

Make consistent eye-contact and talk up to people instead of looking away and humbling.

建立坚定持续的眼神接触，去跟人们对话，而不是避开目光，变得卑怯。

Join the Charismos — those people who have chosen to adopt the Charisma Arts lifestyle.
(See the logo at the top of this page)

加入超凡魅力士的行列——即选择采取超凡魅力艺术的生活方式的那群人。（见此页顶部的那个标志）

4b. People are unpredictable

4b. 人是不可预测法预料的



A year after high school I saw Ms. Debenardie again. I was working the night shift at the McDonald's drive thru.

高中毕业一年后，我再次见到了Debenardie女士。我正在麦当劳的得来速做夜班。

“Hi Wayne,” a voice said.

“嗨Wayne，”一个声音说道。

I looked twice into the car. “Ms. Debenardie?”

我朝车内看了两次：“Debenardie女士？”

“It’s been a long time.”

“好久不见啊。”

“How did you know me?”

“你是怎么认识我的？”

“I remember all my kids.”

“我记得住我所有的孩子。”

“Wow. Hey, want a free apple pie?”

“哇奥。嘿，想啣一个免费的苹果派吗？”

“I don’t want to get you in trouble.”

“我不想让你惹上麻烦。”

“It’s no big deal. We give ‘em out all the time.”

“这没什么大不了的。我们一直都在送出去。”

“Thanks.”

“谢谢。”

“Yeah. No problem.”

“嗯，没事儿。”

“What are you doing later? Want to catch up?”

“下班后你准备干什么？想要我来接你吗？”

“Sure. I get off about midnight.”

“没问题。我大概在午夜12点钟下班。”

“Okay. I'll come by then.” She waved and drove off.

“好的。我那会儿过来。”她挥了挥手，开车走了。

She never showed up.

一直也没见她出现。

Advice based on this principle:

基于此项原则的建议：

People are weird. Take it in stride.

人是怪异的。要处之泰然。

Don't take rejection or flakiness personally.

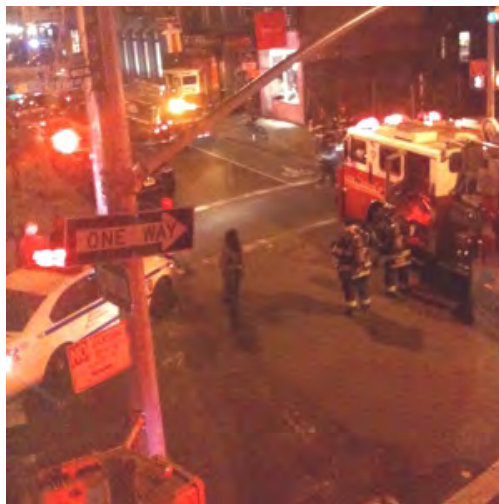
不要把被拒绝或放鸽子看成是自己的原因。

5. Sexy people are really brave

5. 性感者真的很勇敢

Years later, I'm sitting in Rice To Riches in Manhattan eating rice pudding and kibitzing with my friend Maria. She's the one who hooked me up with Margaret the evil swimsuit model I dated a couple years ago (remind me to write that story sometime).

几年后，我坐在曼哈顿的Rice To Riches店里吃着米布丁，跟我的朋友Maria胡侃。她在两年前撮合我跟邪恶泳装模特Margaret约会（到时记得提醒我写这段故事）。



Maria was bragging about hooking up with a firefighter. She also bragged on previous occasions about bedding sailors and bartenders. I had no idea how many of her stories were true but from what I'd seen of her in action I'd say she had game. She'd spend all night whispering dirty things into her target's ear. The beads of sweat would drip off his forehead. Eventually he'd break and she'd lead him off by the collar to a taxi.

Maria吹嘘着她正在勾搭一个消防员，她还吹嘘之前把水手和酒保勾上床的几次艳事。我不知道她有多少故事是真的，但就我从她的行为来看，我得说她玩过游戏。她会整晚把淫词浪语低声吹入目标的耳朵，让他额上渗出汗珠，最后他终将崩溃，由她拉着领带把他牵进出租车。

“I don't get it.” I stuck my spoon into my pudding. “What do women see in firemen?”
From what I could tell they weren't good looking or particularly smart.

“我不明白，”我把勺子插进布丁里，“女人看上的是消防员的哪一点？”根据我所知道的，他们既不帅又不特别聪明。

Maria leaned forward across the table. She's six foot tall. I cowered backward.

Maria在桌子上前倾着身子，她有6英尺高。我向后缩了缩身子。

“Real simple,” she said. “They save lives. Have you ever saved a life?”

“其实很简单，”她说，“他们拯救生命。你曾救过别人的生命吗？”

“I tried to drown a frog once but then had second thoughts.”

“我曾试过淹死一只青蛙，但然后我改变了想法。”

“Not the same.”

“这是两回事。”

Sexy people show their vulnerability

6. 性感者展示他们的脆弱性

April 2009: I was sitting in the basement of Milk and Honey in London. I turned to the girl I had been talking with.

2009年4月：我坐在伦敦Milk and Honey酒吧的地下室里。我转身朝着我之前说过话的那个女孩。

“What are your plans for the rest of the night?” I asked.

“今晚你有什么计划吗？”我问。

“I have to see what I can get up to,” she said. “I’ll be spending time with my mate Gretchen.”

“那得看我能想出什么来，”她说，“我要跟我的同伴Gretchen呆在一起。”

I wave at Gretchen across the way. “Cool.”

我冲那边的Gretchen挥了挥手。“挺棒。”

“How about you?” she said.

“那你呢？”她说。

“Well if I can be perfectly honest I’d like to take you back to my hotel room and spend the rest of the night making love to you.”

“嗯，如果我可以完完全全说实话的话，我想把你带回我的旅馆，然后整个晚上跟你做爱。”

Her face turned red. She looked away. “No.” she said. “I can’t do that. I have a boyfriend I’m in love with.”

她脸红了。她转视它方。“别，”她说，“我不能那么样做。我有男朋友，我爱他。”

I willed my body to inhale and exhale slowly.

我尽力让身体慢慢地吸气和吐气。

“I understand,” I said. “That’s too bad for me. I would have liked to open your legs and kiss them from foot to inner thigh. Nibble on your neck. Bite your chin and suck on your tongue. But I understand your situation.”

“我理解，”我说，“对我来说这太糟了。我本想分开你的双腿，从脚底到腰胯来亲吻它们，轻轻啃着你的颈子，咬你的下巴，吮吸你的舌头。不过我理解你的处境。”



We said our goodbyes that night. The next day I flew back to New York.

那晚我们道别了。次日我飞回纽约。

A week later I opened an email from her.

一周后我打开一封电子邮件，是她发来的。

She wrote: I can’t stop thinking about what you said to me. Now that I know the difference, I don’t think I’ve properly been hit on by a man before. I’m not getting any work done here. I’m blaming you. I’m thinking I may have to come see you.

她写道：我无法不去想你对我说的话。既然我知道此间的不同之处，我觉得以前从没有哪个男人正确地对我调过情。我在这里无法专心工作，这都怪你。我觉得我可能要过去看你了。

She took a hiatus from her relationship, flew across the Atlantic, spent two weeks in America with me and then flew back to her boyfriend.

她在她的恋爱关系中开了小差，飞越大西洋，在美洲跟我共度了两个星期，然后又飞回她男朋友身边。

Advice based on this principle:

基于此项原则的建议：

Phraseology is important. Use the word ‘want’. That’s hard to do because it makes you vulnerable. But the definition of being a leader is taking a risk first and being a leader is sexy. Be careful of using the word ‘need’ or asking ‘do you want to...?’

措辞很重要。要使用“想要”这个字眼。这做起来很难，因为这会让你脆弱。但担当领袖的定义就是去承担风险，而担当领袖是很性感的。要注意别使用“需要”这个字眼或者去问“你想要...吗?”。

Share your honest vulnerabilities with people. Putting that sort of trust in them builds connection and makes you sexier.

跟别人分享你诚实的脆弱性。把那样一种信任植入他们心中，就能建立连接，并让你变得更性感。

7. Sexy people take on seemingly dangerous hobbies

7. 性感者选择貌似有危险性的嗜好

I drive my Vespa in Los Angeles traffic. I drive between cars. Sometimes Erika and I tote unwieldy objects such as our Christmas Tree or bags of Trader Joe’s groceries. There’s a chance for disaster. A mere fender-bender in your car, that you’d mention in passing over coffee, can be a life-altering injury for us. It takes nothing to create an upset on a scooter being driven at 45 MPH — being cutoff, a bump, a pothole, a flat tire, a moment

of distraction...

我在在洛杉矶的坐骑是我那伟士牌摩托。我骑着它出入于车海之中。有时Erika和我携带着笨重的家伙，比如我们的圣诞树或Trader Joe's杂货店的大包小包什么的。危险是有的。哪怕只是跟你的汽车冲撞一下，你可能会在经过咖啡馆时提起，也能对我们造成足以一生为戒的伤害。对于时速45迈的轻骑摩托来说，任何小意外都能产生让人沮丧的结果——被拦截，一个鼓包，一个大坎儿，瘪了的轮胎，一个分身的瞬间...



So you would think my scooter would get respect. But no.

那么你就会认为我的轻骑摩托应该能引起我的重视吧。但是不是。

I'm sitting on my Vespa waiting at a traffic light when a black SUV with tinted windows rolls to a stop next to me. The truck is vibrating to the stereo's base. Heck, I'm vibrating to the stereo's base. Boom boom boom...

我骑在我的韦士柏上等着红灯转绿，这时一辆车窗着色的黑SUV开来，在我的旁边停下。那卡车被立体声共振着。妈的，我被立体声共振着。崩，崩，崩...

The driver-side window on the SUV powers down.

SUV的驾驶座的车窗摇下来了。

A guy who looks like Michael Clarke Duncan from Mission Impossible leans out. He holds something in his hand.

一个长得像《谍中谍》里迈克尔·克拉克·邓肯的家伙探出身来。他手里拿着什么。

“Hey man. What mileage you get with that?” he says.

“嘿，哥们。你骑的这个油耗是多少啊？”他说。

“Uh...about seventy five.” I say.

“呃...大概75吧。”我说。

“Nice. I gotta get me one of those.” He shows me the object in his hand which is his cell phone. “Mind if I take a memory?”

“不错啊。我也得给我搞一辆。”他对我晃了晃他手里的家伙，那是他的手机。“介意我拍照记录一下吗？”

“Not at all.”

“哪里。”

I lean back, cock my head to the side and snarl my lips in my best imitation of James Dean.

我向后靠，骄傲地朝着一侧昂起头，含怒地撅起嘴唇，尽可能地模仿着詹姆斯·迪恩。

He snaps the picture with his cell phone. “Thanks.”

他用手机拍了照。“谢了。”

And then he says it. He uses the ‘C’ word. He says, “Cute.”

然后他又说了。他使用了“C”开头的字眼，他说：“有爱。”³

And then he drives off.

然后他开车走了。

That sort of thing happens all the time. I’m pretty sure it doesn’t happen to people driving motorcycles.

这种事情总是发生。我相当确信它并不都发生在所有骑摩托的人的身上。

Danger is not necessarily sexy. Perceived danger is sexy.

危险未必性感，被意识到的危险才性感。

Advice based on this principle:

基于此项原则的建议：

Sexier than ‘doing something dangerous to be seen as sexy’ is doing something dangerous without the purpose of being seen as sexy. It’s an intent sort of thing. (See [Charisma Arts’ Zen Test](#) for help)

与其‘去做危险的事情以看上去性感’，倒不如去做危险的事情但不以看上去性感为目的，这样会更性感的。这属于意图之类的东西。（参见[超凡魅力艺术的禅慧测试](#)）

Don’t take yourself too seriously.

³译者注：这里杂耍人幽默了一下，“C”开头的字眼一般指骂人的不雅单词“Crap”（狗屎），但这里却指的是“Cute”（可爱）这个词。

不要过于认真地对待自己。

Learn to laugh at the ludicrousness of human perception.

要学会嘲笑人类感知能力的愚蠢性。

Buy a Vespa or a motorcycle. People may or may not find you sexy but you'll have fun. :)

买一辆韦士柏或摩托车吧。别人可能会也可能不会觉得你很性感，但你却能拥有乐趣。:)

8. Sexy people converse intelligently

8. 性感者机智地交谈

Erika and I had dinner with Johnny Saviour and his girlfriend Sharon recently.

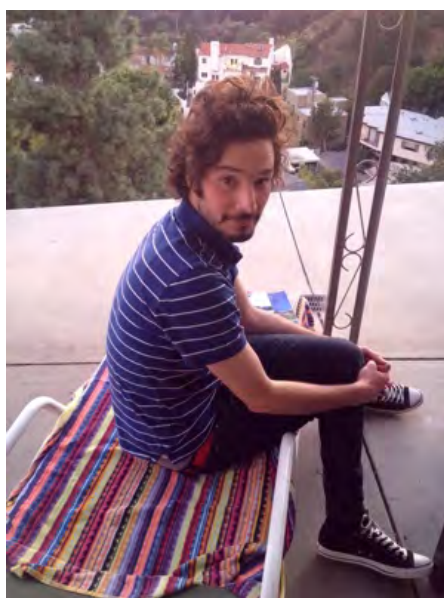
最近，Erika和I与Johnny Saviour及其女友Sharon共进晚餐。

When Johnny talks about his career in the movie business, he says things such as, “Most people misunderstand character development. They think of it as a machine in which you input variables to output a product. But it is in fact more akin to a birthing a baby. Some mothers eat little and give birth to skinny babies. These mothers tend to be skinny themselves. But effective character development is a process that takes time. It’s something that a development team has to invest themselves in fully. When we financially back a film we look for a writing and directing team that reminds us of fat pregnant mothers.”

当Johnny谈到他在电影商业方面的业务时，他说了一些诸如此类的事情：“大多数人误解了角色的培养。他们以为这就像是一台机器，你输入一些参数，然后就输出了产品。但事实上这更像是婴儿的出生。一些母亲吃的很少，于是就生出瘦小的婴儿。这些母亲自己也多半是瘦削的。不过有效的角色培养过程是需要时间的，它需要一个培养团队全身心地投入进去。当我们砸钱投资一部电影时，我们所要找的，就是一个能让我们联想到丰腴的怀孕母亲的写作和执导团队。”

When Johnny worked as an instructor for me at Charisma Arts I would watch him out in the field talking to girls. I'm not sure if any of them could fully comprehend his vocabulary but they were dazzled by his vocabulary. You could see it on their faces. They met a man who was smart and wasn't afraid to show it. But he was smart in a way that was helpful not arrogant. He would use metaphor so relate his points to their experience.

当Johnny在超凡魅力艺术做我的教员时，我会观察他在现场跟女孩子们的谈话。我不太肯定她们是否全都完全理解他的词汇库，但她们被他的词汇库眩到了，你可以从她们的脸上看出来。她们遇到了一个聪明而且又不怕展示聪明的男人。不过他的聪明是有益的，而不是自大的。他会使用比喻，从而将他的观点和她们的经验联系起来。



“It's like when you attend a concert and the opening act is better than the featured act that you came to see,” he would say.

“这就好像当你去看一场音乐会，开场的演出比你要看的精选演出更好。”他会这样说。

“Oh, we get it.” the girls would say.

“哦，我们明白了。”女孩子会这样说。

People wanted to be Johnny. Girls wanted to be around him.

人们想成为Johnny。女孩子们想围绕在他身边。

A quick story about Johnny. One night Johnny and I are teaching a Charm School Bootcamp in a London nightclub with five clients. Coincidentally everyone in the camp, including Johnny and myself were wearing blazers.

有关Johnny的一个小故事。一天晚上Johnny和我正在伦敦的一家夜店里带着五个学员教授魅力学校训练营。凑巧的是，训练营中的所有人，包括Johnny和我自己，都穿着布雷泽休闲夹克。

We had just walked into the club when a client said to me, “Those two girls at the bar look cute. I’m going to go talk to them.”

我们是刚刚走进这家夜店的，这时一个学员对我说：“那两个女孩看起来挺可爱的。我过去跟她们说话。”

The girls were turned facing into each other with their backs to everyone else.

那两个女孩正面对面朝着对方，背对着其他所有人。

“They look standoffish to me,” I said. “I’d probably talk to someone nearby and see if their body language would change first, but sure, sometimes it can be instructive to just go for it.”

“她们在我看来很冷漠的，”我说，“我很可能会先跟附近的什么人谈话，然后再看她们会不会先改变其身体语言，不过当然了，有时候直接过去可能会更有效。”

So our guy walked over to the girls. He said the line which we had suggested earlier as a general opener; “You two look interesting so I thought I’d come over and say hello.”

于是我们的哥们走到那两个女孩跟前，他说出开场白，那是早些时候我们所建议的通用开场白：“你们两个看上去很有趣的，于是我觉得我要过来打声招呼。”

The girls rejected him.

那两个女孩拒绝了他。

As I sat there watching, each of our clients found these same girls and each were rejected one by one.

我就坐在那儿观察着，我们的每一个学员都发现了那两个女孩，每个人也都一个接一个地被她们拒绝了。

Finally Johnny, who'd taken a different taxi to the club showed up. Sure enough, he walks over and talks to the girls. Ten minutes later they're all laughing and the girls are hanging on him.

最后Johnny出现了，他是搭另一辆出租车来这家夜店的。当然没话说了，他走过去跟那两个女孩说话。十分钟后，他们都开怀大笑，女孩子们都抓住他不放了。

“What did you say to them?” I asked when he finally took a break from their attention.

“你都跟她们说了些什么？”当他终于抽空从她们的关注中回来时，我问道。

“Well,” he said. “I walked up and said to them that they looked interesting and I wanted to say hi.”

“嗯，”他说，“我走过去，对她们说，她们看起来很有趣，我想打声招呼。”

“Oh, how did that go?”

“噢，这样就行了？”

“They were total bitches. They said they just wanted to have a conversation. I smiled at them and said what a coincidence — me too. And that made the one girl laugh. So I

said hey I like your smile. You should let that out more often.”

“她们真他妈混蛋。她们说她们只是想彼此聊聊天。我冲她们笑了笑，然后说，那太巧了——我也想聊聊天。这就把其中一个女孩逗笑了。于是我说，嘿，我喜欢你的笑容，你应该更经常地释放出这样的笑容。”

“Nice job,” I said.

“干得漂亮，”我说。

“Thanks. Yeah, I think they want to have a threesome. But I haven’t told you the best part.”

“谢谢。对，我觉得她们想要搞3P，不过我还没有告诉你最精彩的部分。”

“What’s that?”

“是怎么一回事？”

“So eventually after they started being nice to me the one girl says, ‘Sorry about before. It’s just that we’d been approached by five guys all wearing blazers and saying the identical thing as you.’ So, I asked them why I was different. She said I was the only one who stuck around.”

“那么最终当她们开始对我友好了之后，其中一个女孩说：‘刚才真是不好意思，那只是因为 we 被五个全都穿着布雷泽休闲夹克的家伙搭讪了，而且说的话也跟你一模一样。’于是，我就问她们为什么我与众不同。她说我是唯一一个赖着不走的。”

That story always makes me smile but it’s misleading. The real reason those girls liked Johnny was for his intelligent way with words. He has a confidence and aura that descends from his willing use of the language, a powerful presumption that he’s dealing with intelligent people and a willingness to speak in ways that people can relate to.

这个故事总是让我微笑，但却会产生误导。那些女孩喜欢Johnny的真正原因是他用机智的

方式来说着话。他拥有自信和气场，这些都来自于他对语言的有意愿的使用，这既是因为有一个强大的假定，即假定他正在跟一群机智的人相处，也是因为他乐于用别人能够去关联的方式来说话。

Advice based on this principle:

基于此项原则的建议：

Read more. There are few better ways to build your vocabulary.

增加阅读量。构建你的词汇库只有少数捷径。

When communicating in any form, use proper language.

无论用何种方式进行交流，都要使用正确的语言。

Don't talk down to people. Presume they're smart.

不要低档次地跟别人谈话。要假定他们都是聪明的。

Use specific verbs and not general verbs. You don't 'get' a taxi, you 'hail' one. You didn't 'go' to Australia, you 'Fly' there.

使用具体的动词，而非一般性的动词。你不要说“叫来了”一辆出租，而要说你“招来了”一辆。你不要说“去了”澳大利亚，而要说你“飞到了”那儿。

Practice using metaphors that connect with the reality of the people you speak with.

练习使用比喻，来连接你说话对象的现实。

Sexy people are playful

9. 性感者爱玩闹

The last few days here in Los Angeles have seen a man shooting at cars in the street, killing one victim and then being shot to death by police himself. A serial arsonist is on the loose burning cars in Hollywood. A recent wind storm uprooted trees and took out power for days.

在洛杉矶的最后几天里，看见一个男人对着街上的车子射击，杀死了一个受害者，然后他自己则被警察击毙。一个连环纵火犯在好莱坞放火后亡命而逃。最近的一次风暴将树连根拔起，肆虐了数日。

A man shouted at me in the street when I stopped at the crosswalk. My front tire had rolled over the line.

一个男人在街上冲我吼了一下，我在行人穿越道上停了下来。我的前胎压过了线。

“What are you trying to do?” he said. “Run me over? Pay attention. You never pay attention. What’s wrong with you? What’s wrong with you?!” He shook his fist at me as I rode away. I’m pretty sure I saw him mouth the words: I’m going to come for you.

“你想干什么？”他说，“要从我身上轧过去吗？留点神。你根本也不留神。你这人是怎么回事？你是怎么一回事?!!”他在我面前挥舞着拳头，而我则开车走掉。我相当肯定地看出他嘴里的话：我要过来找你。

Later I told this to Johnny.

后来我把这事儿告诉Johnny。

“What did he look like?” Johnny asked.

“他张什么样儿？”Johnny问。

“Small and brown,” I said. “His ancestry’s probably Latin American.”

“小个子，棕色头发，”我说，“他祖上很可能是拉美人。”

“Sounds like a Mayan. You know the Mayans predict the end of the world in December 2012? This guy's just getting a head start with you.”

“听起来像是玛雅人。你知道玛雅人预言了世界末日在2012年12月吗？这哥们儿只是比你先行一步罢了。”

“Thanks Johnny. That makes me feel better.”

“谢谢你，Johnny。你这么说让我感觉好多了。”

I'm sitting alone in bed at night. I've propped my MacBook up on my stomach typing this.

晚上我一个人坐在床上，我把我那苹果笔记本放在肚子上，打这篇文章。

I hear a bang. I look up from my computer. It's probably just the wind blowing the shutters again.

我听到了嘣的一声。我放下电脑抬起头。很可能又是风吹百叶窗的声音吧。

I hear a creak. The apartment was built years ago. It makes noise. I reassure myself that the place is just settling.

我听到了嘎吱一声。这个寓所建于数年以前，该有响动的。我反复让自己确信这个地方是安然的。

I hear a series of creaks — coming closer. They sounds like footsteps on floorboards out in the hall. I look around for a weapon. I find nothing but pillows.

我听到了一系列的嘎吱声——越来越近，听起来好像是外面大厅地板上的脚步声。我环视

四周寻找武器，除了枕头一无所获。

I seem to remember reading in National Geographic about the Mayan culture — something about making necklaces out of their victims' heads.

我似乎记起读过国家地理杂志关于玛雅文化的东西——说到他们用受害者的人头做成项链。

I see a shadow under the door. The knob turns. I heft my laptop in both hands. It might deflect a knife or a gunshot.

我看到门下出现了一个黑影，门把手在转动。我用双手举起我的笔记本，估计可以用来抵御刀砍或枪击吧。

The door flies open. I scream. “Oh no!”

门猛地打开了，我尖叫一声：“噢，不要！”

Erika runs and jumps on top of me, careful to let me set my laptop aside in the nick of time.

Erika跑过来，跳到我身上，小心地让我刚好有时间把笔记本搁在一旁。

She roars and pretends to try to snap my neck. “I love you too much. I have to kill you!”

她咆哮着，假装尝试着咬我的脖子：“我太爱你了，我不得不杀了你！”

“No please,” I say. “Don't kill me. I'll try to be less lovable.”

“千万别，”我说，“别杀我，我会试着让你爱少一点的。”

“It’s impossible. I’m going to kill you, cut you in pieces, eat you and then go to Mexico.” She pins my arms and pretends to bite my ear. It tickles.

“这不可能。我这就要杀了你，把你大卸八块，吃了你，然后去墨西哥。”她戳着我的胳膊，并假装着咬我的耳朵。真痒。

I laugh. “Wait, wait. I’m too young to die.”

我笑道：“等一下，等一下，我还年轻，不能死。”

“No. You’re old.” She pretends to bite my stomach open and pull my guts out. This tickles more.

“不，你老了。”她假装把我的肚子咬开，把内脏拉出来。这更痒了。

I laugh and squirm.” I’m going to throw up.”

我笑着扭动了身躯：“我要吐了。”

“Oh wait. I hear your food down there.” She presses her ear to my stomach.

“哦，等一下。我听到你的食物就在那儿。”她把耳朵贴在我的肚子上。

“The rajas we ate? What are they saying?”

“是我们吃的rajas长辣椒吗？它们在说什么呢？”

“They’re having a party.”

“它们在开派对。”

“What kind of a party?”

“什么样的派对？”

“It's a costume party.”

“是一个变装派对。”

“Really? What are they dressed as?”

“是吗？它们都穿扮成什么呢？”

“Pizza.”

“批萨。”

“That sounds good.”

“听起来不错哦。”

She roars. “I'm Pizzasaurus. I have to kill you because you have pizza inside. Grrrrr...”

她咆哮道：“我是批萨龙，我必须杀了你，因为你肚子里有批萨。啊呜啊呜呜...”

“Wait. It's not real pizza.”

“等一下，那不是真正的批萨。”

“Close enough. Grrrr!”

“已经足够相似了。啊呜啊呜呜！”

I'm sure you remember those times in your life when you felt so immersed in something that you forgot your troubles, the world's troubles and even kinda forgot yourself. This usually comes through play.

我确信你会记得你生活中的那些时光的，当时你是如此地沉浸在什么上，以至于忘记了你的烦恼，尘世的烦恼，甚至都有点忘了你自己。而这则通常是通过玩闹来达到的。

Erika does that to me. I find it sexy that she can immerse both of us into her imagination. She makes me forget my problems. Those moments feel magical.

Erika对我就是那样做的。我发现这很性感，因为她能让我们两个人都沉浸在她的想象上，她让我忘记了我的麻烦，那些瞬间让人感到充满魔力。



Advice based on this principle

基于此项原则的建议：

For a time set aside your social goals and just play with the person you are with without thought of where things are heading.

抽空把你的社会目标放在一边，和跟你相伴的那个人一起玩闹，而不要去想世事去往何方。

Encourage people to play with you. Wave them over to join you. They'll shake their heads. Just let them see you playing and enjoying yourself and then encourage them again to join in. People need your persistence and will be happy to experience a moment of pure and sexy fun.

鼓励别人来跟你玩闹。挥手叫他们过来加入你。他们会摇摇头，那就让他们看到你在玩闹着，享受着乐趣，然后再鼓励他们来加入你。别人需要你的坚持不懈，并会高兴地体验到充满纯粹而性感的乐趣的瞬间。

Try winking at people. Erika does this. It's flirty and fun.

试着对别人单眨眼使眼色。Erika就这样做。这既调情又有意思。

Once a week wear fun clothes you'd never wear or carry a ridiculous prop such as a golf umbrella around on a sunny day. You will be surprised at how many fencing duels you find yourself in.

每周穿一次或戴一次你从来没有穿过的滑稽衣服或配饰，比如晴朗天气下的一把高尔夫伞。你会惊异地发现你会卷进多少击剑决斗的。

Try new things. I once had a bartender friend send a drink over to a guy saying it was from his secret admirer and then did the same to a girl there by herself just to see if they would find each other.

尝试新鲜事物。有一次我让我的酒保朋友把一杯饮料送给一个哥们，并对他说这是他的一个秘密崇拜者送来的，然后又对那边的一个女孩做了同样的事情，目的只是为了看看他们是否能彼此发现。

Don't act too serious. Social conversation is rarely about facts. Be will to use your imagination.

不要表现得过于严肃。社交交谈很少涉及到事实。要愿意去使用你的想象。

Remember that few things in life (including death) are never so important as to lose your sense of humor.

要记住，生命（包括死亡）中几乎没有什么事情会重要到让你失去幽默感。

10. Sexy people make other people feel sexy

10. 性感者让他人自我感觉很性感

I'm standing on the Santa Monica 3rd street promenade watching people dance in the street. Fred is the most popular dancer here. He shows up every Sunday. In real life he works for the telephone company. He spends his days climbing poles and crimping wire. He's also a single dad who plays Dungeons and Dragons with his fourteen year old son and his friends twice a week. But here everyone calls him Mr. Cool.

我站在圣莫尼卡3号大街的人行道上，看着人们在街上跳舞。Fred是这里最受欢迎的舞者，他每个星期天都过来。他的实际工作是就职于电话公司，他整日在电线杆子上爬上爬下，搭设线缆。他也是一位单身父亲，每隔一周就陪着十四岁的儿子和其朋友们玩龙与地下城游戏。不过，这儿的所有人都管他叫酷爷。

You won't notice unless you look for it but there's a queue to dance with Mr. Cool. Women, as they dance with other partners keep an eye on him. If there's a hint of an opening they dash over. Women in their haste sometimes bump into each other. He waits with a smile letting them work it out between themselves.

除非你刻意寻找，否则你就不会注意到的就是，想跟酷爷跳舞的人排成长队。女人们在跟其他舞伴跳舞时都留神注视着他，一旦有散开的迹象她们就会抢过去。女人们的急切有时使她们互相撞在了一起。他则微笑着守候一旁，让她们彼此之间自行决出胜负。

“I'm sorry.”

“很抱歉。”

“Oh no, I'm sorry. You look fabulous in that dress. Is that Vera Wang? Do you mind waiting?”

“哦，不，应该抱歉的是我。你穿这身衣服真好看，是王薇薇设计的款式吗？你能不能稍等一会儿呢？”

“Thanks. I was waiting after Carla actually. But you go ahead. Those feathers are to die for.”

“谢谢。我其实是排在Carla后面的，不过你尽管安排。这身羽绒服真是太棒了。”

“Oh these? They're nothing. You are so nice. Are you sure you don't mind? I promise not to wear him out.”

“是吗？其实没什么。你这人真不错。你确定你可以等？我保证我不会穿坏这身衣服的。”

“It's okay. Go ahead.”

“没关系。你尽管自便吧。”

“Thanks.”

“多谢。”

She turns away. “Fucking bitch.”

她转身离开了。“真他妈的臭婊子。”

There's a pecking order when it comes to dancing with Mr. Cool. Grande dames first, then pros, then regulars then everybody else.

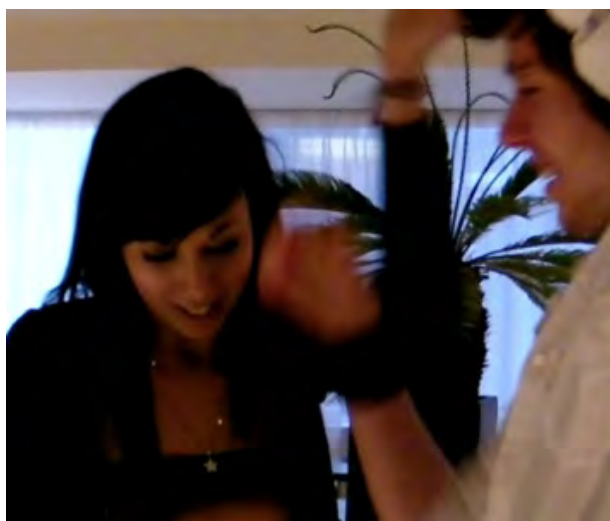
就跟酷爷跳舞而言，存在一个啄食顺序。贵妇最先，专业舞者次之，然后是普通人，最后是其他人。

Once in a while a 'hussy' will jump the queue. Over the next couple weeks, the rest of the girls will push her out of the group. No one talks to her or shares their baby powder. The faux pas is unforgivable.

偶尔会有某个‘骚货’插队，那么在接下来的两个星期里，女孩子们便会把她推出人群，没人会跟她说话，也不跟她分享爽身粉。无礼是不可原谅的。

Mr. Cool could never be a pro dancer. He doesn't do the things pros do. He's not flashy. He shows up wearing jeans and a Rolling Stones T-Shirt. He's unshaven and doesn't give a damn about accolades.

酷爷永远也不可能成为专业舞者。他不做专业人士所做的事情，他不花哨，他穿着牛仔裤和滚石乐队体恤就来了，他不刮胡须，他视荣誉头衔为浮云。



"It must be exhausting dancing out there," I say to a dancer standing on the sideline drinking water.

“在那儿跳舞肯定能累死人吧，”我对一个站在旁边喝水的跳舞的说。

"It's fun," she says. "Why don't you give it a try?"

“很有意思的，”她说，“你为什么不去试一下呢？”

I look down at my feet wondering about their ability to move like the ones attached to the people I see in front of me. They look woefully unprepared. “I might later,” I say. “I saw you dance. You move well. I like when you do that thing with your arm above your head.”

我低头看了看我的脚，揣量着这两只脚是否跟在我面前的那些人的一样。我的两只脚看起来没到火候，让人可怜。“我可能稍后再说吧。”我说，“我看到你跳舞了，你的舞步不错。我喜欢当你把手臂高举过头的那个动作。”

“That’s just style.”

“那样就是那种风格。”

“Ah, I see. I thought it was a special move. How about that girl?” I gesture towards the girl dancing with Mr. Cool.

“哦，我明白了。我还以为那是一种特定的舞步呢。那个女孩的怎么样？”我指了指正和酷爷跳舞的那个女孩。

“Her foot’s sloppy on her spins. But it’s all about having fun, right?”

“她在旋转的时候脚步打滑。不过一切都是为了乐趣，对吧？”

“Sure. I guess I don’t have the eye to spot that. She looks hot to me.”

“那当然。我想我不要再盯着看了，对我来说她看起来非常正点。”

“That’s because she’s dancing with Fred. He makes her look good.”

“那是因为她是在跟Fred跳舞，是他让她看起来不错的。”

“Yeah, I noticed he has a way. I might call it sexy.”

“对，我注意到他真有一套，或许我会称之为性感。”

“Hell yeah. That’s why I’m dating him. See how he brings her out of the turn? Nobody does that better. First time he did that to me I knew I had to sleep with him.”

“太他妈对了。这就是我跟他拍拖的原因。看到他是如何带领她转身的吗？再没有第二个人能做得更好了。当他第一次对我这么做的时候，我就知道我必须要跟他亲密了。”

I look surprised.

我愕然。

“Sorry,” she said. “Didn’t mean to put it so crudely. Dancers are like that. We don’t have secrets. It’s all so physical, you know?”

“抱歉，”她说，“我不是故意说得粗鲁的。舞蹈家就是像这样的，我们没有秘密，全都是身体上的东西，你知道吗？”

“No worries. First time I saw my wife open a bottle of wine I knew I had to sleep with her.”

“别担心，当我第一次看到我妻子开红酒时我就知道我必须要跟她亲密了。”

“Touche.”

“说得不错。”

“It’s amazing watching him. What makes him so good?”

“看他跳舞真是大开眼界，他怎么就这么出色呢？”

“He doesn't try to make himself look good. His dancing is all about making his partner look good. No one has ever brought their sensual side out like that. He makes them sexy.”

“他并没有试着让自己看起来出色，他跳舞完全都是为了让同伴看起来出色，没有人能像那样地把他们感性的一面带出来，是他让他们变得性感的。”

Mr. Cool — Fred, brought out his partner's best; their beauty, bravery, animal physicality. The closest thing to a parallel I know is the way fashion models can feel about certain fashion photographers such as Javier Vallhonrat or Aaron Feaver, men able to make those women look even better.

酷爷——Fred，把他同伴的最好的一面给带出来了：他们那勇敢的动物般的身体性状。我所知道的最接近此的可比事情就是，时装模特们对时尚摄影师们的感觉，比如Javier Vallhonrat或Aaron Feaver，此类男人能够让那些女人看起来甚至更加出色。

“Does it make you jealous that these women are turned on by your boyfriend?”

“看到这些女人被你男朋友弄得起劲，你会嫉妒吗？”

She laughed then. “No. ”

于是她就笑了：“不会的。”

Mr. Cool held his palm out and smiled to the girl approaching him to dance. “Want to take a break with me?” he said.

酷爷伸出手掌，微笑地谢绝了一个过来请他跳舞的女孩。“想要跟我休息一会儿吗？”他说。

She nodded. They walked over near us. He drank water and they laughed at something together.

她点点头。他们向我们走过来。他喝着水，然后他们一起因为什么而大笑着。

The woman I was talking with stepped away from me and slipped her arm around Mr. Cool. His sweat ran over her arm. He caught my eye then and smiled.

之前跟我谈话的那个女人离开我，把胳膊滑向酷爷勾住他，他的汗珠在她的胳膊上滑落，然后他捕捉到我的目光，就微笑了。

Advice based on this principle:

基于此项原则的建议：

Try to get out of your own way. If you're so intent on proving yourself to people you leave no room for them to show you their sexy side.

试着从你自己的行事方式中走出来。如果你带着很强的意图去向别人证明你自己的话，那么你就没有给别人留下空间来向你展示他们性感的一面了。

Find out what qualities your friends and lovers want to be seen as being sexy for and help bring those qualities out.

找出你的朋友们的优点，情人们想要被人看到他们是性感的，而你要帮助他们展示出那些优点。

Reward people abundantly when they take a risk with you. Say things such as, "I like what you did there." or "That was so freaking cool."

当别人承担着风险跟你在一起时，就要大量地奖赏他们。要说诸如这样的话：“我喜欢你所做的事情，”或“那可真是酷得不得了啊。”

Talk about the things other people find interesting.

谈论其他人觉得有意思的事情。

Find a way to empower other people in situations where they may feel less than powerful.

当别人处在觉得他们自己不强大的处境中时，要想办法让他们强大。

A woman asks little of love: Only that she be able to feel like a heroine. — Mignon McLaughlin

一个女人很少问及爱：除非她能够自我感觉像个女英雄。——米扬·麦克劳克林⁴

The end.

全文完。

Leave your comments for Wayne Elise and this article [here](#).

在[这里](#)为Wayne Elise和本文留下评论吧。

⁴译者注：美国著名女记者和作家，留下不少名言。

34. 弄清楚恋爱关系，否则就死路一条

Find out the relationship situation or die

2012年1月17日

原文地址: <http://charismaarts.com/find-out-the-relationship-situation-or-die>

In my opinion Dan is a wonderful instructor for Charisma Arts. [Check out the messages his clients sent me after last weekend's Charm School Bootcamp in New York City.](#)

在我看来，Dan是超凡魅力艺术的一位出色的教员。看一下他的学员们在参加了上周末的纽约魅力学校后发给我的消息吧。



But it hasn't always been a smooth path for Dan. Here's a story about what happened a few years ago when Dan and I were out together and encountered trouble. I hope you enjoy it.

不过Dan的历程却并不总是那么一帆风顺。下面的故事说的就是数年前Dan和我一起出去时遇到的麻烦。希望你能一饱耳福。

A girl smiled at Dan. Let's call her Belle.

一个女孩冲Dan笑了笑。我们就叫她Belle吧。

Dan walked over. "What's a girl like you doing sitting on a stool in a place like this?"

Dan走过去。“像你这样的女孩子在像这样一个地方，坐在凳子上干什么呢？”

"Waiting for you to come talk to me," Belle said.

“等你过来跟我说话，” Belle说道。

She batted her eyelashes at him. He flexed his bicep for her. She laughed at that joke he always tells that makes me gag. Soon they were gazing into each others' eyes.

她冲他眨眨睫毛。他为她秀了一下肱二头肌。她听了他总说的那个笑话后大笑，而那个笑话却总让我想吐。很快他们就彼此凝视起来。

Referring to Dan, someone once told me, "He's a budget George Clooney,"

说道Dan，有人曾对我说：“他是廉价版的乔治·克鲁尼。”

Yes, take away the Hollywood career, the villa on Lake Como, give him a Midwest American twang, and George Clooney is Dan — unstoppable charm at a reasonable price.

是的，拿掉好莱坞的产业、科莫湖的别墅，再赋予他美国中西部的鼻音，那么乔治·克鲁尼就是Dan——魅力无法抗拒，价格却很合理。

But not on this day. Unbeknownst to Dan he was being watched by more than just me.

但这一天却不是。Dan一无所知的是，暗中观察他的却不止我一个。

I'm not saying, if something seems too easy to be true, then it is. That would be cliché. But if something's good then you better watch your back. Someone could be lurking — ready to take it away from you.

我并不是说，如果某件事情看上去太过容易以至于不会是真的，那么就会是这样。那样就落于俗套的说辞了。但如果某件事情很顺，那么你最好注视一下你的背后。可能有人在潜伏着——已经准备好从你手里夺走它。

Cruella swept in with Kung Fu on her mind.

Cruella一阵功夫熊猫似的闯进来。

“What's going on?” she said to Belle.

“怎么了？”她对Belle说。

“I've made a new friend,” Belle said.

“我认识了一个新朋友，”Belle说道。

Cruella smiled the way super-villains do while petting their cat and sending your ass to the laser-shark tank.

Cruella笑了笑，是超级反派们的那种方式，一边抚摸着他们的宠物猫，一边把你的屁股送进激光鲨鱼罐里。

“That’s nice. But why don’t you come back and join us.” She gestured toward their group.

“很有爱。不过你为什么不过来加入我们呢？”她朝他们那队人马打了个手势。

The group waved back. One burped. Another smacked the first on the back of the head. “The princess don’t need none of you acting out none.” he said.

那队人马挥了挥手回应。一个人打了嗝，另一个在第一个后脑拍了一下。“公主不输要你们中的没有任何一个不出场。”他说。

I understood the situation. It’s a familiar story. Hot girl seeks adventure — she has to leave the short-sighted village behind to pursue it with a handsome stranger. Never mind that he’s old enough to be her father.

我明白这个局面，这是个似曾相识的故事。正妹寻求冒险——她不得不离开视野狭窄的村子跟着一个英俊的陌生人去追求它，就算他岁数大得可以做她父亲也并不在意。

Dan forced a smile towards Cruella. “Hi,” he said. “I’m Dan.”

Dan朝Cruella强做笑容。“嗨，”他说，“我叫Dan。”

I’ve seen Dan do this before. It’s simple, but genius in its execution. He lathers his greeting with earnest goodwill. It takes a cold heart to resist.

我以前也曾见Dan这么做过。这虽简单，但做起来却需要天份。他带着最诚挚的友善来舒缓地传达着自己的问候，只有铁石心肠才会拒之门外。

Cruella made a sour face and kept her eyes on Belle. “She has a boyfriend.” she said.

Cruella做出一副难看的面容，然后盯着Belle。“她有男朋友了。”她说。

Belle huffed at Cruella.

Belle怒视着Cruella。

“What’s his name?” Dan said. “I’d love to meet him.”

“他叫什么？” Dan说，“我想见见他。”

Uh oh, I thought. Dan’s usual unshakeable demeanor is wearing off. That was a weak response. This could get ugly.

啊哦，我想。Dan一贯的无可撼动的举止顿时烟消云散，那是个软弱的回应啊。这可能会弄得拙劣不堪的。

“I’m okay.” Belle said to Cruella with her mouth. But her eyes said, ‘Let me fucking flirt with this budget George Clooney guy.’”

“我没事儿。” Belle嘴上对Cruella如是说，可她的眼里却在说：“让我他妈的跟这个廉价版的乔治·克鲁尼调情吧。”

“Fine,” Cruella said. She walked away to the bar where she ordered whiskey.

“那好吧，” Cruella说道。她走开了，去了吧台，点了威士忌。

Meanwhile I walked over and addressed the villagers. “You guys look like fun people. Mind if I join you?”

与此同时，我走过去跟那些乡下人说话。“你们哥几个看上去像是有意思的人，介意我加入你们吗？”

“Sure, sit down.” the one with the most teeth said. “You being a wingman for your buddy over there? Getting to know the friends is a gravy move me thinks. From your look, I say I gotcha. But heck, I don’t care none. You can stay as long as you want.”

“没问题，请坐。”最能说的那个说道，“你在为你那边的哥们做僚机吧？去认识一下朋友是个很不错的一招，我觉得。从你的表情上看，我要说我猜对了。不过，他奶奶的，我一点没有也不在乎。你想在这里呆多久就呆多久。”

Fuck me. These people are smarter than they look.

饶了我吧，这帮人比他们看起来要聪明多了。

“Thanks,” I said. “So what’s the story with Belle?”

“谢谢，”我说，“那么Belle的故事是什么样的呢？”

“She’s making faces with your friend, yessiree. But she got herself a boyfriend.”

“她正在跟你的朋友做着鬼脸，老大。但她自己已有男朋友了。”

“Where is he?”

“他在哪儿？”

“Some place called Van-coooo-fer.”

“某个叫温锅华的地方。”

“Ah. That’s far away in Canada.”

“啊，那远在加拿大啊。”

“Is it? Never been there myself. I heard it was full of Chinese people. Anyhows, y-your friend better be careful. That girl over yonder,” he indicated Cruella, “That’s her boyfriend’s sister.”

“是吗？我自己从没去过。我听说那儿到处是中国人。不管怎么样，你的朋友最好小心点，内边那女孩，”他指了指Cruella，“那是她男朋友的妹妹。”

“I see.”

“我晓得了。”

“She’s a fucking dangerous bitch.”

“她他妈的可是个厉害的婊子。”

I saw three empty shot glasses next to Cruella and she was throwing back another.

我看到Cruella身边三个空杯子，而她则正在灌另一杯。

I looked over to Dan and Belle. They were laughing together with their backs turned to everyone else.

我朝Dan和Belle那边看了一下。他们正在一起欢笑，背朝着众人。

I used my Vulcan mind powers to transmit a warning to Dan.

我使用了我的火神伏尔甘的心灵法力向Dan发送了一个警告。

His mind returned a busy signal.

他的心灵返回来一个正忙的信号。

Cruella banged down a final shot glass onto the bar’s counter and turned around. The bar tender ducked behind the bar with just his eyes and hat showing.

Cruella把最后一个酒杯砸到吧台上，然后转过身。酒保匿在吧台后面，只露出两眼和帽子。

Cruella threw down a few dance steps to that Run DMC song Walk This Way, and headed toward Dan and Belle.

Cruella对着Run DMC¹的那首《Walk This Way》做出几个舞步，然后朝Dan和Belle走去。

Cruella came up behind Dan as he was taking Belle's hand in his. Belle was looking at Dan's ring. Neither saw Cruella coming.

Cruella来到Dan的身后，而他的手则正攥着Belle的手。Belle正盯着Dan的戒指看。他们俩都没看到Cruella过来。

Cruella slid her sword out of it's sheath. Dan's an old guy. His model didn't come with collision avoidance software.

Cruella从剑鞘中抽出宝剑，Dan是个老家伙，他的模式跟避撞系统的软件不配套。

I tried to call out. But it was too late.

我试图喊出来，但为时已晚。

She sliced Dan's head off.

她削下Dan的人头。

“Oh shit.” said the guy next to me.

“噢，我操。”我旁边的那家伙说。

¹译者注：美国著名黑人说唱乐队，有嘻哈乐中的“披头士”之美誉。

“Fucking awesome,” someone else said.

“真他妈的帅呆了，”另一个说。

A hipster passed out. He fell forward, spilling his Fat Tire beer over the table. His friends jumped back and screamed at him.

一个时髦的人失去了知觉，他向前栽倒，他的Fat Tire啤酒洒得满桌都是。他的朋友们向后跳开，朝他尖叫着。

Dan's body slumped off the chair and fell to the floor. Blood pulsed out of the neck onto the linoleum.

Dan的尸体从椅子上倒下，摔在地板上，血从颈子上涌出浸到油毯上。

Cruella reached out and seized Belle's wrist. She pulled her off her chair and hauled her out of the bar. As she passed the bartender, Cruella tossed him a coin. “Sorry about the mess,” she said.

Cruella伸出手抓住Belle的手腕，她拉着她的头发把她拖出酒吧。在经过酒保时，Cruella扔了枚硬币给他：“很抱歉把这里弄得一团糟。”她说。

I carried Dan's head and body back to his apartment. The next morning he was feeling better. I'm amazed at that man's powers of recuperation.

我带着Dan的头颅和尸身回到他的公寓。第二天早上他感觉好了一些。我惊异于这个汉子恢复的能力。

“How're you feeling?” I asked.

“你现在感觉怎么样？”我问。

“Not bad brother — considering. My neck’s a little sore where she cut me.”

“不算坏，兄弟——相对来说。我的脖子在她砍的地方有些疼。”

Over breakfast at Snooze we talked about what happened.

在Snooze吃早餐的时候，我们谈起了所发生的事情。

“Sorry I wasn’t a better wingman,” I said.

“不好意思，我没做好僚机，”我说。

“Well I think I needed to learn a lesson,” he said.

“好吧，我觉得我需要吸取教训，”他说。

“Yeah, that’s what I was thinking.”

“对，我也这么想过。”

“Next time I’ll ask about her relationship situation in front of her friends.”

“下次，我会当着她的朋友们的面，问她的恋爱关系状况。”

“That’s probably best. Mutual knowledge and all. Then they probably would have left her alone with you. They would have thought you’d be safe.”

“这很可能是最好的选择。相互的了解就行了。然后他们很可能就会放开她让她单独跟你在了一起了，他们会认为你该是安全的。”

“Yeah. She would have gone off with me alone I bet.”

“对。她会单独跟我走的，我确信。”

“Maybe. She might only have wanted to flirt and not hook up. But in any case you'd have found out. More people need to know this. It's like a neutron star. You gotta collapse it before blowing it apart.”

“也许吧。她可能只是想调调情而不想勾搭上。但不管怎么样，你已经领教到了。更多的人需要知道这点。这就像是中子星，在它爆炸之前你得先让它坍塌。”

“I never did understand that metaphor bro.”

“我之前从没真正理解这个比喻，兄弟。”

“No worries. It needs polishing. Let's get that hot waitress over here and get some more coffee.”

“没关系的，这需要磨练。我们叫那个正点的女服务员过来，给我们再来点咖啡吧。”

35. 制造私人的交谈——咖啡杯比喻的视频

Make Personal Conversation – the Coffee Cup Metaphor Video

2012年2月15日

原文地址: <http://charismaarts.com/make-personal-conversation-the-coffee-cup-metaphor>

优酷视频地址: http://v.youku.com/v_show/id_XMzQ2MjQzNDg0.html

It's always easier to make topic driven-conversation. At least at first.

制造用话题带动的交谈，总是更容易些的，至少在一开始。

“Mexico city is cheap this time of year, don't you think?”

“在一年中的这个时候，墨西哥城物价比较便宜，你不觉得吗？”

“Oh yes. It's cheap but yet the service is good there.”

“噢，是的。不但便宜而且那儿的的服务也仍然挺好的。”

“Yeah. It rocks there.”

“对，那儿真给力。”

“Um, yeah.”

“嗯，对。”



The problem is that platonic, topic-driven conversation doesn't have legs. It tends to bulk up around topics until we run out of facts or judgments and doesn't allow our conversation to move laterally. Most of my clients who come to me with the complaint of running out of things to say in their conversations are often just not making their conversations personal.

问题在于，柏拉图式的、用话题带动的交谈没有根基。这样的交谈倾向于围绕着话题来扩充，直到我们用完了事实或判断，并且我们的交谈也不能够得以横向移动。那些跑过来向我抱怨交谈中材料枯竭的学员中，大多数人经常都只是因为他们没有把交谈变成私人性质的。

Once a personal conversation is introduced (hint: do this early) your conversation can flow much better — like coffee. You simply follow the characters through life.

一旦你引入了私人性质的交谈后（提示：要趁早这么做），那么你的交谈就能更好地流动起来了——就像咖啡那样。你只需跟着里面的人物穿越着生活就行了。

“I'm looking forward to tasting the tortillas. I'm going to walk down the Plaza de la Constitución.”

“我迫不及待地想尝一尝玉米饼。我要去宪法广场了。”

“You do?”

“你要去?”

“Yeah, that’s the kinda person I am. I want to live like that movie Matador.”

“是啊。我就是这样的人。我想要像电影《斗牛士》里的那样去生活。”

“The one with Pierce Brosnan?”

“是皮尔斯·布鲁斯南演的那部吗?”

“Yeah.”

“对。”

“I like that movie.”

“我喜欢那片子。”

“Me too. Well we have that in common. Want to buy me an ice cream,”

“我也是。嗯，这是我们的共同点。你想请我吃冰淇淋吧，”

“Not really but I’ll give you a noogie.”

“才不呢，我倒是要请你‘板栗’。”

“Grrrr.. ”

“呃啊啊啊……”

Personal, character-driven conversation allows us to pass through topics as we follow the characters of ourselves and our conversational partner. It gives the conversation legs while connecting us. I hope the above video will give you a metaphor to help you keep this idea in mind.

私人的、用人物带动的交谈得以让我们跨过话题，因为我们跟随着代表着我们自己和我们交谈对象的人物，这就在我们在沟通时给了我们根基。但愿上面的视频会让你领会那个比喻，来帮助你在脑海中记住这个想法。

To master character-driven, personal conversation sign up for [My Conversation Camp](#).

要想掌握人物带动的、私人的交谈，那就报名参加[我的交谈训练营](#)吧。

36. 个人翻新和《帝国之心》

Personal Renewal and Empire State of Mind

2012年3月1日

原文地址: <http://charismaarts.com/personal-renewal-and-empire-state-of-mind>

Erika and I attended a Jay-Z concert last week. Empire State of Mind brings tears to my eyes. I love that song.

上个星期Erika和我去看了Jay-Z¹的演唱会。《帝国之心》让我落泪，我爱那首歌。

I remember saying years ago I would never live in New York City. “It’s too loud, too crowded, too in love with itself. I hate Jay-Z. Why can’t he wear his hat the right way?”

我想起数年前的我是决不会定居纽约的。“那儿太吵了，太拥挤了，太自恋了。我讨厌Jay-Z，他为什么就不能把帽子好好地戴着呢？”

Funny, how time can erode our opinions. These days, I’m New York’s bitch.

真有意思，时间多能侵蚀我们的看法啊。这些日子以来，我就是个纽约佬了。

How did that happened?...

怎么会这样呢?.....

¹美国嘻哈音乐艺术家、企业家，是美国流行天后级歌手碧昂丝的丈夫。

Well, one day I had my life plotted ahead. It belonged to me like a credit card with my name on it. I walked around feeling smug about it. Then the next day I was standing in line at the coffee shop, I reached into my back pocket and it was gone! I dropped to my knees.

嗯，曾几何时我为我的人生提前做了规划。我拥有它就像拥有一张刻着我名字的信用卡一样，我走到哪儿都对此自鸣得意。可有一天我在咖啡馆里排队，当我把手伸进后口袋里，它却不见了！我瘫跪了下来。

That was three years ago. I experienced a major plot turn. Bang! My wife was gone. House gone. Money gone. The Formica dining-room set I was so proud of was being carried out the door by a short Bruce Willis.

那是三年前的事情了。我经历了一次大的计划转变。砰！我的妻子走了，房子没了，钱不见了，我引起为豪的富美家餐厅套件被一个矮小的布鲁斯·威利斯搬出了门。

“Need help?” I asked.

“要帮忙吗？”我问。

“Yippee ki-yah mother fucker,” was all he said.

“中大奖了，王八蛋，”他就说了这些。

My future was wiped out in a nuclear blast. The movie screen burst into over-exposure as the shockwave engulfed the camera. A few minutes later the scene came back. I walked around confused. What are these ashes floating in the air, coating the trees and the cars? Oh right, those are the incinerated details of my life.

我的未来在一次核爆炸中被抹掉了。当冲击波吞没了镜头的瞬间，电影屏幕顷刻就变成了曝光过度的影像。几分钟后，镜头又打回来了。我茫然地游走着。弥漫在空气中，覆盖在树木和汽车上的这些灰烬是哪儿来的？哦对了，那就是烧成灰烬的我的人生的点点滴滴。

I only had myself to blame.

我只剩下自己去自怨自艾了。

“You should listen to that Beyonce song,” Marie said. “It’s called ‘If I Were A Boy’.”

“你应该听听碧昂丝的那首歌，”玛丽说道，“那歌叫《如果我是个男孩》。”

I found it on iTunes. The message was clear. I was an asshole — prick, uncaring, self-serving, self-involved, not fit for husbandly duty.

我在iTunes上找到了。意思很明确了，我是个混蛋——卑鄙、冷漠、自私、自以为是、毫无丈夫职责。

“But…” I said.

“可是…”我说。

She cut me off. “No.”

她打断我：“不可能了。”

“The thing is…”

“其实是…”

“Nyet.”

“没有可能了。”

“Wait. I’m Wayne Elise, I understand things most people don’t. I can fix this. Just

listen.”

“等等。我是Wayne Elise，我懂得大多数人不懂的事情。我能搞定这个的。就听我说嘛。”

She listened as I talked. Then she said, “Okay. But no. I’m leaving.”

我说着，她听着。然后她说：“好吧。但是不可能了。我要走了。”

“Really?”

“真的要走?”

“Yep.”

“是的。”

I tapped the microphone. “Is this thing on? Oh, I guess it is.” *sigh*

我拍打着麦克风。“这是开着的吗？哦，我想是。”*唉*

Imagine rolling around on the floor with the wind taken out of you.

想象一下，泄了气的你在地板上滚来滚去的样子。

But don’t feel sorry for me. I’m just setting the scene. This isn’t that kind of story.

但不要为我难过。我只是在设定一下场景，这并不是那样的故事。

An unusual thing happens to us when we lose everything. Sometimes, at the bottom of the well, we talk to the bugs down there, “So this is as bad as it gets, eh Shelob?” We take a deep breath. “I can handle this.” Then we begin to laugh. And laugh and laugh.

当我们失去了一切时，一件不寻常的事情发生在我们身上。有时候，在井底，我们对那底下的虫子们说：“那么这就真的是这么糟了，呃，尸罗？”我们深深地吸了一口气。“我能搞定这个。”接着我们开始笑起来。笑了又笑。

I laughed for a month. I weened myself into single life with the help of a skinny girl named Amanda. And then I unrolled a world map on the floor. I could go anywhere. But the destination was obvious. New York. A beacon hung over the city. It's the creative people capital of the world. And the single people capital of the world. And the hot girl capital of the world. Men, do you want to meet a famous Brazilian fashion model? Don't bother flying to Rio. She lives in Manhattan.

我笑了一个月。在一个叫Amanda的苗条女孩的帮助下，我盘算着让自己进入单身生活。于是我就在地板上摊开一张世界地图。我哪儿都可以去，但目的地却很明显，纽约。一座灯塔指照着那个城市。它是有创造力的人的世界之都，也是单身贵族的世界之都，也是美女正妹的世界之都。男人们啊，你们想认识著名巴西时尚模特吗？别费神飞到里约热内卢去，她就住在曼哈顿。

Selling my house in Ann Arbor, I would take a loss. I wouldn't see my friends or family. But I didn't have to think twice — I signed the papers, loaded my futon into a Uhaul and drove East.

如果把我在安娜堡的房子卖掉，那么我会赔钱的，我会见不到朋友和家人的。但我没必要考虑再三——我签了文件，把我的日本床垫装进Uhaul租用货车，然后开往东部。

New York, concrete jungle where dreams are made of

纽约，混凝土丛林织成梦

There's nothin' you can't do

没有你不能做的事情

Now you're in New York

现在你身处纽约

These streets will make you feel brand new

这些街道会让你感到焕然一新

Big lights will inspire you

辉煌的灯光会启发你

Let's hear it for New York, New York, New York...

让我们聆听，纽约，纽约，纽约……

Sometimes places are just places, and things are just things. But sometimes they can become more. Way more. They can become symbols of commitment.

有时去处不过是去处，事物不过是事物。可有时它们则能变得更多。多得多。它们能变成用心投入的象征符号。

Look up the street and into the distance. See that person walking up there, ahead of you? That's future-you. That person is important — not someone to just be thrown a thumbs-up, but someone who deserves to be ran after. “Hey Future-Me. Wait. I want you to have this gift. I think you can use it.”

顺街而望，向远处看去。看到从那儿走过来的那个人了吗，就在你的前面？那是将来的你。那个人很重要——不是只去伸出拇指去打招呼的人，而是值得去追随的人。“嘿，将来的我。等一下。我想给你这个礼物。我想你能用上的。”

“Thanks. Just set it on the ground and I'll pick it up. I'm pretty sure the Universe will explode if we touch each other.”

“谢谢。就把它放在地上好了，我会拣起来的。我很确信，要是我们彼此触碰宇宙就会爆炸

的。”

“Oh yeah, right. We should probably be careful about that. Here you go. See you later. By the way, you look great. Have you been working out?”

“哦对，是的。对此我们很可能应该要小心为妙。这就给你。再见。对了，你看上去很精神。你一直在健身吗？”

So what do you give yourself? Think big. Something like a new city or new career or new skill, maybe a tattoo, maybe honest words with your boss, maybe you should write a love note to that hottie you've been pinning over.

那么你给你自己的什么东西呢？大胆地去想一下。比如是一座新的城市，或一种新的职业生涯，或一种新技能，或许是一个纹身，或许是对你上司说的实话，或许你应该给你那个魂牵梦绕的小甜甜写封情书。

People's brains have been conditioned by video games. In real life we don't have second, third and fourth lives. This is it. Miss your opportunity to 'go for it' and you won't get another. Take a jog through a graveyard if you need a reminder. Nothing like hanging with the dead to appreciate the opportunities given the living.

人的大脑被电子游戏养成了定势思维。在现实生活中，我们没有第二，第三和第四条命。就是这样了。当你失去了‘去追求它’的机会后，你就不会再有另一次机会了。如果你需要提醒自己这一点，那就去做一次穿过的墓地跑步吧。跟死去的人呆在一起，是最能让人珍视活着的人的机会的了。

Your present conditions might not be conducive to making a change. I understand. Make it anyway. Be willing to take losses. Every chapter in every good book starts with the fucked-up ending of the one before. Be willing to burn a bridge. Throw stuff out. You don't need to carry all that around. Be nimble on your feet — able to cut left, dive right, move ahead.

你目前的状况也许并不利于去做一次改变。这我理解。但无论如何也要做一次改变。要愿意去失去。每一本好书的每一个章节都开始于前一章节的杯具结尾。要愿意去烧毁一座桥。要扔掉物件，你不需要把所有的东西都带着身边。要脚无羁绊，灵活自如——能够左切，

右潜，前行。

I became a new person in Manhattan. My work suffered as my focus shifted to my personal life. I no longer felt inspired to teach guys to pick up girls. Instead I spent my time picking up girls...asian girls, black girls, fashion girls, actor girls, NYU girls, threesomes with French girls. I was in love with the abundance of the city.

在曼哈顿我变了一个人。我的工作受到了影响，因为我的心思转到了个人生活上了。我不再有灵感去教男人们把妹了，相反，我把时间花在了自己把妹上了...亚洲妹，黑人妹，时尚妹，演艺妹，纽约大学妹，跟法国女郎搞3P。我爱上了这个城市的丰富多样性。

'City of sin, it's a pity on the wind

‘罪恶之城，遗憾随风

Good girls gone bad, the city's filled with them.'

淑女们堕落了，充斥着这个城市。’

Manhattan is the only place where you'll hear a guy say he's taking a break from women. Neil Strauss stayed in my apartment for a few days. One night we got into a heated discussion at the Meatball Shop.

只有在曼哈顿你才会听到男人说他跟女人暂时分手。Neil Strauss在我的公寓呆了几天。一天晚上在Meatball Shop餐厅，我们进行了一次热烈的讨论。

“Are you still performing routines to pick up chicks?” I asked.

“你还在表演着惯例来把妹吗？”我问。

He set his fork down, “Maybe these things I do aren't necessary for you. But from where I sit, I don't see them being something I can leave behind.”

他放下餐叉：“也许我做的这些东西对你来说并不必要，可就我本人来说，我并不觉得我应该放弃它们。”

How could he not see? Women in NYC want to experience adventure. That's why they move there. Twenty four step methods for managing women into bed can only be counter-productive. New York is too fast-paced, too direct for that.

他怎么能够不觉得呢？纽约的女人想要经历冒险，这就是她们为什么要搬到那儿的原因。成功把女人弄到床上的二十四步方法只能是起负效应的，纽约太匆忙，太直接了，是不适合那样做的。

I did some dumb things in New York. I chose to fall for this girl who was in an open-relationship with her husband. They would have me over for dinner to their apartment in Brooklyn. She'd cook dinner, we'd play Rock Band on the Xbox, then he'd go to bed while she and I would hook up on the couch. I stabbed those two in the back, there's no easy way to say it. I see her now on You Tube being the hot girl in music videos.

我在纽约做过一些愚蠢的事情。我选择去爱上了这个女孩，她跟她丈夫是一种开放式关系。他们会让我去他们在布鲁克林的公寓用晚餐。她会做晚餐，我们会在Xbox上玩《摇滚乐队》游戏，然后他就会上床睡觉，而她和我会则在沙发上亲热起来。我在他俩的背上戳了一刀，真是一言难尽。我看到她现在是You Tube音乐视频里的正妹了。

I met an Asian girl while she was on a date with another guy. This girl aced MIT and worked for Google in the City. We slept together and then I pimped her out to my friends. She broke down on me during a trip to London. She sobbed lying next to me in the hotel room in the dark.

我认识了一个亚洲女孩，当时她正跟另一个男人约会。这个女孩是麻理工的高材生，在本地的谷歌上班。我们睡到了一起，然后我把她带到朋友面前显摆。在一次去伦敦的旅途中她甩了我。在黑暗的旅馆房间里，她躺在我身边啜泣。

“I thought this was what you wanted,” I said. “New York women love adventures.”

“我原以为这正是你想要的，”我说，“纽约的女人都爱冒险。”

“You don’t know anything about women,” she said. “I really want to be in a relationship. I want a guy who’s young, skinny, good-looking and white. He also needs to be successful. I’m afraid I’ll never find that.” She broke out in more sobbing.

“你一点也不了解女人，”她说，“我真的想要谈恋爱。我想要一个年轻，苗条，好看的和白净的男人。他还得是成功人士。我恐怕永远也找不到这样的人了。”突然间她哭泣得更厉害了。

“I’m not any of those things,” I said. “Why did you hook up with me?”

“我不符合任何一个条件，”我说，“为什么你会跟我好上呢？”

“I don’t know.”

“我不知道。”

We’re all children making our way through life. Your renewal might be messy. You might get wet, splash other people, get water up your nose. That’s okay. Collateral damage is a consequence of living an ambitious life.

我们都是在人生中闯着出路的孩子。你的自我翻新也许会弄得一团糟。你也许会被弄湿，会溅洒到别人身上，会让水漫过你的鼻子。这都没关系。间接伤害是过着有野心生活的结果。

One night it rained more than I had ever seen in New York. The storm sewers overflowed. The street corners became lakes. Taxis slowed to a crawl. I found my umbrella and boots. I love walking in the rain. There’s something isolating and thoughtful about it. Some of my best ideas come while walking in the rain.

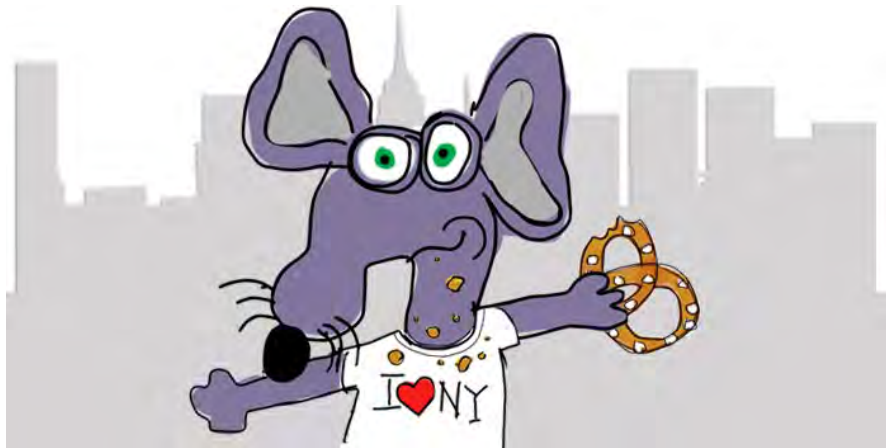
一天晚上暴雨如注，在纽约我从没见过这么大的雨。下水道四处涌漫，街角成了湖泊。出租车缓慢地爬行着。我找到了我的伞和靴子，我喜爱在雨中漫步，有某种孤立而深思的调调在里面。我最棒的一些想法就是在雨中漫步时产生的。

As I walked, I thought about the foundation of what makes a man attractive to women. It's akin to being a good tango dancer. Women avoid dancing with the guy who's shaking his hips, gesticulating and spinning. They want to dance with the guy who effortlessly makes his partners look good. He supports women and guides them, but never forces them. A woman can pour herself into the dance with him and it feels easy. She can be her sexy-best. Few men understand that. It's not about you. It's about her.

我一边走着，一边想着让男人吸引女人的基础性的东西是什么。这跟成为一个优秀的探戈舞者很类似。女人会避免跟晃动臀部，摆弄姿势和旋转的男人跳舞，她们想要跟的能让同伴出彩却毫不费力的男人跳舞。他支持着女人，并引导着她们，但却从不强迫她们。女人可以跟着他全心投入到舞蹈中去，并且这看起来一点也不费力。她可以表现出她最性感的一面。很少有男人懂得这点。这不是关于你，而是关于她。

Looking up, I found I had walked to Ludlow street. I stopped in front of an Italian restaurant called Trē. My stomach growled. A bowl of pasta sounded good. The restaurant looked appealing — intimate. But I hesitated. I couldn't see any customers through the window but only a couple of women standing behind the bar.

抬眼一看，我发现我已走到Ludlow街。我在一家叫Trē的意大利餐馆前停下了脚步。我的肚子在咕咕作响。一碗意大利面听起来很不错。这家餐馆看上去很诱人——暧昧。可我却犹豫了。通过窗户我没看到有顾客，只有两个女人站在吧台后面。



“Why don't you go in?” said a rat perched atop a trash can lid floating by in the water.
“Try something new. That's what you came to the city for right?”

“你为什么不去呢？”一只老鼠在水中漂着的一个垃圾桶盖上说着，“试一下新事物吧。这正是你来这个城市的原因，是吧？”

“Yeah, but if I go in there, being the only customer, I’ll have to talk to those women for sure. If they’re boring, if I’m boring, I’ll be trapped.”

“是的，不过如果我走进去，就是唯一一个顾客，那我肯定得跟那些女人说话了。如果她们很无聊，如果我很无聊，我就会拘束不堪的。”

“Geez, what sort of conversational expert do you call yourself? I’m sure you can handle it.” He snatched a passing, floating stick out of the water and used it to punt his boat away. He sang a verse from ‘Carmen’ as he disappeared down the street.

“天哪，你还自称自己是交谈专家呐？我肯定你能搞定这个的。”他在水里抓住了漂过的一根棍子，用它把他的船撑走了。他一边哼着《卡门》里的唱段一边消失在街的尽头。

I decided to forget the restaurant and go home. I walked away. But then I walked back. This is stupid. What was I afraid of? I crossed the street, opened the door and stepped in. I tried to collapse my umbrella but got it hung up on the door. I fought with it a bit, got it closed, and turned to the two women who were there looking at me — one smiling, the other looking aloof.

我决定忘掉这个餐馆回家。我走开了。但接着我又走回来了。这真愚蠢，我有什么可担心的？我穿过街道，打开门，走进去。我试着收起雨伞，但却弄得挂在了门上。我稍作努力，收起来了，然后转身朝向那两个女人，她们正在那儿盯着我——一个微笑着，另一个则显得冷漠。

“You can put your umbrella in the can over there.” the smiling one said.

“你可以把伞放在那边的桶里。”微笑着的那位说道。

I dropped the umbrella and found a seat at the bar.

我把伞搁下，然后在吧台找了个座。

“What would you like to drink?”

“你想来点什么喝的？”

“I'd actually like some food if that's possible please.”

“其实我想要些吃的，如果劳驾有的话。”

“Sure. You're brave coming out in this weather. But glad you did.”

“没问题。在这样的天气到这儿来，你可真够勇敢的。不过很高兴你做到了。”

I smiled. “Gracious.”

我笑了笑：“唔该晒²。”

“That's funny,” she said. “I'm learning Spanish. I just got Rosetta Stone.”

“真有意思，”她说，“我正在学西班牙语。我刚弄到《罗塞塔石碑》软件。”

“I want to get that again,” I said. “I started to learn Spanish with it but then Bruce Willis took my computer.”

“我也想再弄到那个软件，”我说，“我刚开始用它来学西班牙语，可后来布鲁斯·威利斯拿走了我的电脑。”

“Huh?”

“啊？”

“Never mind.”

²译者注：这里借粤语来意译。英语“Gracious”也表示谢谢，多用于美国加州湾地区，源自西班牙语的“谢谢”（Gracias）。

“算了，甭提了。”

The other woman said nothing to me. But I thought she was beautiful and exotic — white skin, green eyes, black hair. She spoke to the smiling woman with an accent I couldn't place. My guess was she was Czechoslovakian. The two of them laughed at some inside joke. 'Oh,' I realized, 'she could smile after all.'

另一个女人没对我说话，但我觉得她很漂亮且有异国面孔——白肤、绿瞳、黑发。她操着一种我认不出的口音跟那个微笑的女人说话。我猜她是捷克人吧。她们俩因为某个彼此会意的笑话而笑了起来。‘哦，’我意识到，‘她终究也是能笑的啊。’

“How about you?” I said to her. “How's your Spanish?”

“那你呢？”我对她说，“你的西班牙语怎么样？”

She just looked at me as if I was stupid. 'Perfect of course. I'm Mexican.'

她只是看着我，就好像我很愚蠢一样：‘当然无可挑剔。我是墨西哥人。’

And then she offered me a piece of her food that she had bought next door.

然后她给了我一点她从隔壁买来的食物。

I took it. “I'm Wayne by the way.”

我接了过来：“对了，我叫Wayne。”

“Erika,” she said.

“Erika,” 她说道。

It took me three more visits over the next month before I got her to go out with me.

在接下来的一个月，我又造访了三次才让她同意跟我一起出去玩。

On the second visit I asked about her relationship situation.

在第二次造访时，我问起了她的恋爱状况。

“Hopeless,” she said. “I date crazy people.” Then she walked away. I wondered at that. Did she mean she did or didn’t like dating crazy people? Was I crazy?

“没什么指望了，”她说，“我跟疯狂的人约会。”然后她就走开了。对此我思前想后。她的意思是说她跟疯狂的人约会过，或者是她不喜欢跟疯狂的人约会？我是疯狂的人吗？

On the third visit I told her she looked beautiful in the dress she was wearing. But somehow, through a comedy of errors, she thought I was hitting on her male co-worker.

在第三次造访，我告诉她，她穿着那身衣服看起来很漂亮。不过不知为什么，由于某些搞笑的错误，她觉得我在跟她的男性同事调情。

On the fourth visit I unleashed the most devastating weapon in my pickup arsenal — Pity Game.

在第四次造访，我释放了我的把妹兵器库中最具杀伤力的武器——同情游戏。

Erika and a friend were talking about a roof-top party they were attending to watch the Independence Day fireworks.

Erika和一个朋友正在谈论着一个天台派对，她们准备参加，去看庆祝独立日的焰火。

“How about you? What are you going to be doing?” She asked — mostly, I believe, out of politeness.

“你呢？你打算干什么？”她问——很大程度，我相信，是出于礼貌。

“Nothing,” I said. “I have no plans. I’m literally going to be staring at the walls in my apartment. And when I’m done with that I’m going to stare at the ceiling.”

“没什么，”我说，“我没有打算。’我差不多可以说，打算在我的公寓里盯着墙壁看。当我看完了墙壁，我就打算再盯着天花板看。”

“You should stare at the window at least,” she said. “But uh…do you want to go to this party?”

“至少你应该盯着窗户看，”她说，“不过，呃……你想去这个派对吗？”

“Sure, I’d love to. That’s so nice. I thought you’d never ask. But only if we can call it a date.”

“当然了，我非常想去。那很不错啊。我还以为你不会问我的了。不过只有我们可以将之称为一次约会我才肯去。”

“Well, we’ll see about that.”

“嗯，我们会看着办的。”

We had our first kiss on a bench in Washington Square Park on a walk after the fireworks. Whenever I take clients there to meet women I smile thinking about it.

在焰火之后，我们漫步到华盛顿广场公园，在长凳上我们有了初吻。无论何时当我带着学员到那儿去认识女人，我都会微笑着想到此景。

A couple months into dating, Erika said she thought of me when she heard ‘Underneath Your Clothes’ by Shakira. I listened to the song as I ran along the Hudson River pedestrian path. The message was clear: She was proud of me and I made her happy.

约会了两个月了，Erika说，当她听到夏奇拉³的《在你的衣服下》时就想起了我。在我沿着哈德逊河的人行道跑步的时候，我听了这首歌。意思很明确了：她以我为豪，而我让她快乐。

Flash forward to the concert last week in the Staples Center here in Los Angeles. We bought the tickets last minute — sat in the rafters. But that was okay, I just wanted to hear Empire State of Mind.

向前快速推进到上周在洛杉矶斯台普斯中心这里的那个演唱会。我们在最后一刻才买到票——坐在屋顶下的位置。不过这没有关系，我只是想听到《帝国之心》。

New York, concrete jungle where dreams are made of

纽约，混凝土丛林织成梦

There's nothin' you can't do

没有你不能做的事情

Now you're in New York

现在你身处纽约

These streets will make you feel brand new

这些街道会让你感到焕然一新

Big lights will inspire you

辉煌的灯光会启发你

Let's hear it for New York, New York, New York...

³哥伦比亚的流行歌手，她的音乐在拉丁市场和后来的英语市场都获得很大的成功。

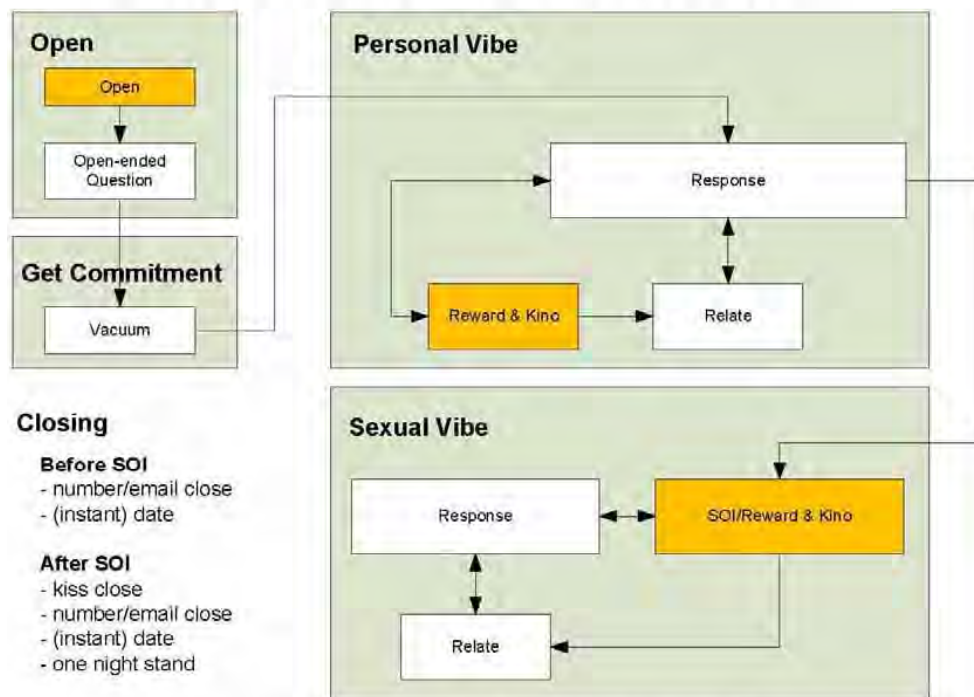
让我们聆听，纽约，纽约，纽约…

I don't live in New York anymore. Erika and I are big-pimping it out in LA but I'm happy I gave myself the gift of New York. It made me feel brand new. Now, what will make you feel that way? Please put your thoughts in the comments below.

我不再住在纽约了。Erika和我在洛杉矶招摇过市，但我很高兴看到我给了我自己的这个礼物。它让我感到焕然一新。现在，是什么让你有那样的感觉呢？请把你的想法写在下面的评论中吧。

附录 A 超凡魅力艺术理论体系图

Charisma Artist One Sheet



Closing

Before SOI

- number/email close
- (instant) date

After SOI

- kiss close
- number/email close
- (instant) date
- one night stand

Relate/Reward Cycles

- open-ended questions
- avoid leading questions
- make statements
- presumptions
- teasing
- sexual barriers
- always agree
- push/pull
- "I" perspective
- relate on emotions
- answer your own questions & model an ideal answer
- disqualification
- information gathering
- make it fun
- be expressive
- stay positive, relate to negative and turn to positive
- have her teach you something

Disqualification

- she qualifies anyone including you: agree & disqualify yourself
- she brings up society's qualifications: agree & disqualify
- she compliments: accept & disqualify

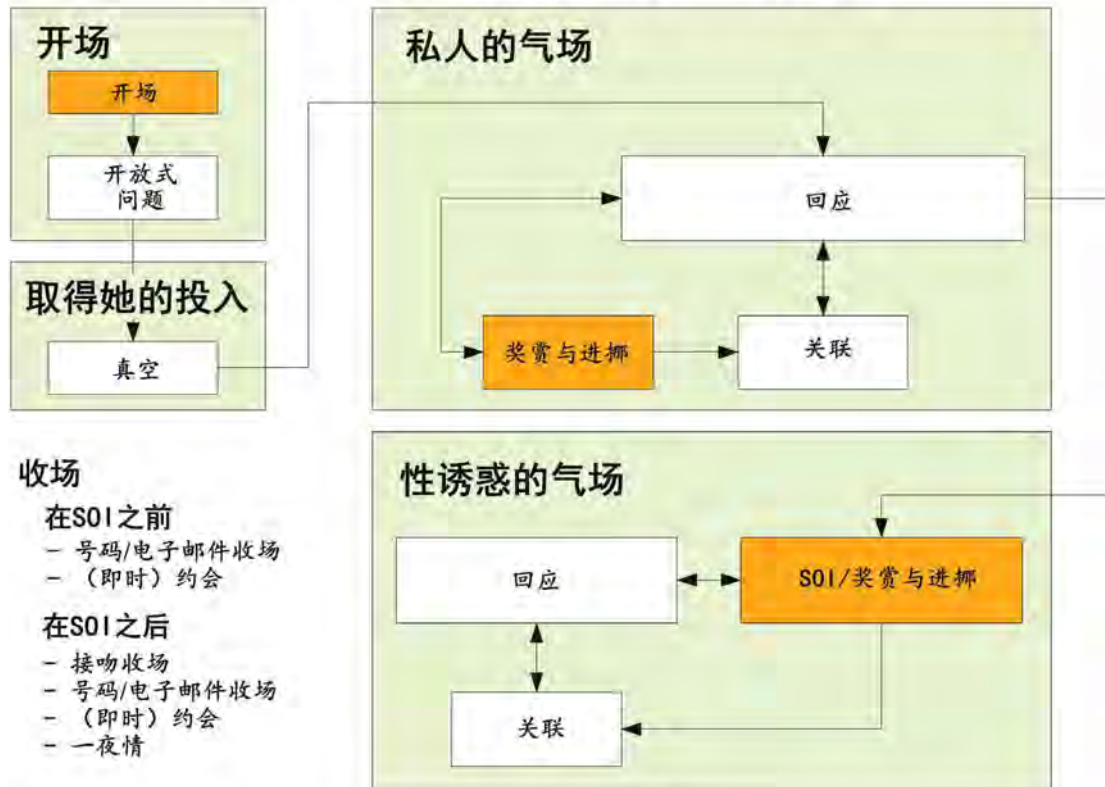
Information Gathering

- Who are you here with?
- How do you all know each other?
- What's your relationship status?
- One night stand logistics

General

- warm, fully committed vibe
- avoid nervous body language
- presence/high energy level
- be expressive and loud
- good posture
- eye contact
- genuine interest
- one cold approach
- introduce everybody
- build groups
- SOI, reward, kino on her high points
- put the interaction on the line
- be honest but not a stickler for details
- HAVE FUN

超凡魅力艺术家一览表



收场

在S01之前

- 号码/电子邮件收场
- (即时)约会

在S01之后

- 接吻收场
- 号码/电子邮件收场
- (即时)约会
- 一夜情

关联与奖赏循环

- 开放式问题
- 避免引导性问题
- 做陈述
- 推测
- 逗弄
- 制造性张力的障碍
- 总是意见一致
- 推/拉
- “我”的视角
- 在情绪上进行关联
- 回答你自己的问题以及用一个理想的答案作为模范
- 失格
- 信息收集
- 使之充满乐趣
- 具有表现力
- 保持积极、善待消极并将之转为积极
- 让她来教你些什么

信息收集

- 你跟谁一起来的?
- 你们之间都怎么认识的?
- 你的恋爱是什么状况?
- 一夜情物流

普遍原则

- 热情、全心投入的气场
- 要避免紧张的身体语言
- 举止风度/高能量级别
- 具有表现力和高声
- 良好的仪态
- 眼神接触
- 真心的兴趣
- 一次冷搭讪
- 对所有人都进行介绍
- 建立组合
- 在她的高得分点上进行S01、奖赏和进挪
- 冒着失败的危险进行互动
- 诚实但不拘泥于细节
- 要尽兴

失格

- 她筛选所有人包括你: 要同意她, 并且要让你自己失格
- 她进行圈子里的赋格: 要同意她, 并且要失格
- 她恭维你: 要予以接受, 并且要失格

晚熟青年的其他译著



调情一点通

翻译 晚熟青年

Martin Merrill

