

Reading Tarot and Social Inductive Reasoning

As a tarot reader, I've always gone out of my way to make sure I am not cold reading my clients. I try to focus only on what's coming through from the divinatory medium and how I'm to be interpreting the signs. I do not think consciously about my clients' appearance or body language (also these days, the majority of my readings are done by email, where I never see the client). I've always prided myself in being all about sacred divination.

Lately I've been hearing a lot about professional tarot readers integrating neuro-linguistic programming (NLP) into their readings. To see what the fuss was all about, I began reading and studying more into NLP. The more I read, the more I thought it sounded like cold reading when applied to tarot reading sessions. To verify, I then began to study cold reading, since I knew nothing about it prior to the commencement of these studies.

There certainly is a lot of overlap. In both NLP and cold reading, much buzz is made about "social intuition" and I started to wonder what does "social intuition" even mean? Perhaps it's what we all seem to "know" but can't articulate how we know, yet such "knowing" can be deconstructed through still other techniques, such as the Chinese practice of face reading (quite woo-woo) and reading body language (less woo-woo and oft used by negotiators). So I looked into deconstructing "social intuition" to see how the common techniques of social inductive reasoning fit in to a successful reading session.

After all my study, I was taken aback by how closely all the renowned or so-called psychics and mediums seemed to follow these consideration points. I was also frightened by how much I unwittingly followed these points myself, without being aware of or with any intent to be scammy. Prior to my study, in my tarot readings that I thought were on "pure intuition" without any social inductive reasoning whatsoever, I was still following so many of these consideration points to a tee. Yet I swear I wasn't cold reading or implementing NLP techniques. I thought I was using sacred intuition.

That got me wondering: can sacred intuition be deconstructed into concretized points of social inductive reasoning? Is intuition and psychology more closely linked than we'd like to acknowledge? Is there a correlation between cold reading and NLP to so-called intuitive or psychic ability that we don't want to confront? Why does authentic, genuine psychic reading (because I do believe that exists) mirror social inductive reasoning to such startling degrees?

After reading over a dozen books, taking notes, organizing those notes, creating outlines, and then comparing what I've learned with footage of renowned psychics, mediums, and even tarot readers, I believe the following matrix of consideration points (some scammy and some that are actually good tips to implement) covers all the fundamentals you would want to know about social inductive reasoning, i.e., cold reading and NLP. Please, please use your knowledge of these techniques for good, and never evil.

November, 2015

GREETINGS & INTRODUCTIONS	
1	<p>Self-Confidence. You must exude confidence and hold yourself out as an expert in your field. Never explicitly say you know more about the client than the client knows about him or herself, but with your demeanor, convey and imply that you probably know more about the client than the client knows about him or herself. Convey expertise. Convey possession of higher intuitive, spiritual, or metaphysical knowledge.</p> <p>Appearances Matter. It's not about dressing to impress; it's about dressing in a way that inspires your self-confidence. Dress to impress <i>yourself</i>. If you would be impressed by someone dressed that way for this particular occasion, then that's the way you should be dressing for the occasion.</p>
	<p><i>Placebo Attribution.</i> When a client is made ready to believe in the skills and success of a practitioner, a placebo effect kicks in and the client perceives a cure or efficacy in the practitioner's session.</p> <p><i>Child Ego – Parent Ego.</i> In a client-practitioner relationship, the client takes on the child ego, subconsciously seeking nurture, comfort, assurance, authority, and answers from the practitioner. Thus, the practitioner must adopt a parent ego to provide those elements to the client.</p> <p><i>The Power of Visualization.</i> Envision a luminous golden aura growing stronger and more intense around your head. The aura emanates throughout the duration of the reading session and you can feel the bright energy, vibrancy, and power of that aura throughout your body, all the way down to your feet. You feel powerful, confident, and connected to the greater Divine.</p>
2	<p>Smile and Make Eye Contact. Do not underestimate the importance of a genuine smile and making eye contact with the client. The purpose of doing so is also to set the client at ease. Make sure every aspect of your demeanor and speech during the greetings and introduction will put the client at ease and allow the client to feel comfortable around you.</p>
	<p><i>The Psychology of Eye Contact</i> Eye contact conveys the sense that the client is the center of attention, which is a feeling that comforts most of us—knowing that we have the other person's undivided attention and care. Offering eye contact also offers to the client a chance to see through you and feel your sincerity.</p>
3	<p>First Positive Association. After initial greetings and name introductions, compliment the client. E.g., comment on how the client's name evokes positive or honorable associations. Find some aspect of the client to compliment.</p>
	<p><i>The Psychology of Compliments.</i> A compliment adjusts the client's state positively, which then affects the environment positively. A compliment is also a sign to the client that you are paying attention to him or her. Remember: an artful compliment has to be: (1) specific, (2) genuine, (3) acknowledge the client's character, and (4) demonstrates your appreciation for that character trait.</p>

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4	<p>Remember the Client's Name. Pay close attention during the introductions when the client gives you his or her name. Remember the client's name. Be sure to repeat the client's name at least 3 times during the reading session.</p>	<p><i>Positive Association.</i> One of the most important words to any person is his or her own name. Repeating the client's name a few times during the session will, on a subconscious level, convey to the client that you see him or her as someone important, someone significant, someone whose name is worthy of being remembered. That positive association builds rapport and will also leave the client with a positive memory of you.</p>																												
5	<p>What's in a Name? Rudimentary name analysis up front using the dominant letters of the client's first name can help to establish positive rapport. Without disclosing what they're doing, many psychics use name analysis techniques to talk about the client's character, and then says that the psychic is getting this information from reading the client's aura.</p> <p><i>Example. JAMES</i> <i>[Touch on some of the main points for the letters in the name that stand out the most to you.]</i> "Ah, I see that you have the presence of a cautious leader, with a military general quality to the way you lead. You're assertive, confident, though also a homebody, with a strong love of home and family. You have a fiercely overprotective nature when it comes to your loved ones. You try to come across as tough and resilient, so people don't often realize just how emotionally sensitive you are. You hide your vulnerabilities very well. There also seems to be a strong love for arts and culture that people often miss or overlook about you."</p>	<table border="1"> <tr> <td data-bbox="755 598 828 709">A</td> <td data-bbox="828 598 1511 709">Born leader. Assertive. Confident. Motivated. Independent thinker. Builds solid foundations, then reaches for the sky.</td> </tr> <tr> <td data-bbox="755 709 828 814">B</td> <td data-bbox="828 709 1511 814">Sensitive. Helpful. Motivated to help others. Benevolent. A dreamer. Giving. Decisive, but gets hostile and defensive when decisions are challenged.</td> </tr> <tr> <td data-bbox="755 814 828 919">C</td> <td data-bbox="828 814 1511 919">Sociable. Friendly. Kind. Motivated by happiness. Tendency to be inattentive or forgetful. Some narcissism, but only because Cs truly have radiant personalities.</td> </tr> <tr> <td data-bbox="755 919 828 997">D</td> <td data-bbox="828 919 1511 997">Born teacher or mentor. Honest. Sincere. Pragmatic. 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6	<p>Seeking Cooperation I. One way to ensure a client enters with the right mindset for a successful reading is to ask for the client's cooperation. Explain to the client that you are like a messenger, translator, or interpreter, and so while you can read the signs for him or her, the client needs to help you make sense of those signs.</p> <p><i>Observed Example.</i> Almost every psychic or medium I've observed</p>	<p><i>Examples of Phrases to Use.</i></p> <ul style="list-style-type: none"> • "It's important that you remain open and receptive to whatever might come through during our session." • "I see my role today as a messenger, or interpreter. I can read the signs that come through, but I can't always make sense of the signs I'm getting. Often, that final step of a reading is up to you." • "Typically the messages I get in these readings are like fragmented images, focused on one bright, clear spot, but then around it, fuzzy edges. I may need your help to clarify those fuzzy edges." 																										

	<p>does this. To an extent, as a tarot reader, I was using this technique, too, without consciously realizing that's what I was doing.</p>	<ul style="list-style-type: none"> • “What happens is I see the signs and get the message of the reading, but I don't know what I'm talking about exactly, and it's going to be a lot clearer to you than it will be to me. It's going to be like someone who has never seen an elephant before describing the sight of an elephant to someone who knows all about elephants.” • “The cards are always right, but sometimes as an interpreter, prone to human error, I might interpret them incorrectly. So try to connect directly to the cards and read beyond what I'm saying. Contribute your own intuition. Does that make sense?” 				
<p>7</p>	<p>The Power of Ritual. Many tarot practitioners incorporate prayer or ritual into the opening of a reading session. Even when there is a sincere religious belief in the power of ritual, there is also an undeniable psychological effect. Ritual bonds the practitioner with the client and later, that bond will be hard to break. Thus, ritual establishes positive rapport between practitioner and client right from the start of a session.</p> <p><i>Observed Example.</i> An angel reader started the session by closing her eyes and praying aloud, inviting the angels and Spirit to come forth. It was a very effective way of setting the right tone and opening up the audience's receptivity to her angel messages.</p>	<p><i>Optional Opening Rituals</i></p> <ul style="list-style-type: none"> • A prayer or invocation that is spoken aloud by you, and incorporate the client's name into the prayer or invocation to convey a sense of participation and engagement • Set the tarot deck on the table and have the client touch one end of the cards while you touch the other, so the two of you are in effect connected through the cards. Recite a quick prayer or invocation (aloud or close your eyes and quietly to yourself—either way will be effective, as the common touching of the cards already establishes participation and engagement) 				
<p>THE READING SESSION:</p>						
<p>8</p>	<p>Body Language. Is your client open and thus connecting to you? Or is the client skeptical, closed off, and out to test you? Many of these body reading techniques can also help you induce a client's social status, level of</p>	<table border="1"> <tr> <td data-bbox="764 1661 1049 1850" style="text-align: center;"> Eye Blocking (Squinting or Shielding the Eyes While Speaking) </td> <td data-bbox="1049 1661 1503 1850"> <ul style="list-style-type: none"> • Client does not like what he or she is hearing • Client isn't comfortable with the present course of conversation </td> </tr> <tr> <td data-bbox="764 1850 1049 1892" style="text-align: center;"> Crossed Arms </td> <td data-bbox="1049 1850 1503 1892"> <ul style="list-style-type: none"> • May be a bit skeptical </td> </tr> </table>	Eye Blocking (Squinting or Shielding the Eyes While Speaking)	<ul style="list-style-type: none"> • Client does not like what he or she is hearing • Client isn't comfortable with the present course of conversation 	Crossed Arms	<ul style="list-style-type: none"> • May be a bit skeptical
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<p>education, profession (white collar, blue collar, etc.), and even personality traits.</p> <p><i>Note:</i> Establishing an individual’s baseline is the most critical part of effective body language reading. Without a baseline as a point of reference, body language reading can be inaccurate, because, as you may have surmised, each individual is different, and body language can vary from culture to culture. Nonetheless, the table at right provides generalizations on body language in Western society.</p> <p><i>Note:</i> Body language that conveys unease or discomfort can be either physical or emotional discomfort, and is often difficult to tell which it is without more information. Thus, an indication of discomfort in a client’s body language doesn’t necessarily mean he or she is uncomfortable with the reading session; it could very well be indications of physical pain or health issues.</p>		<ul style="list-style-type: none"> • More likely to withhold information • Someone who tends to build up strong walls and defense mechanisms • Client is not comfortable (whether physical, e.g., the room is too cold, or emotional, e.g., feeling guarded about his or her personal space)
	Hands on Lap or Resting on Table (Open Arms)	<ul style="list-style-type: none"> • Eager to experience your reading session • Subconsciously wants you to like him or her, or think positively of this client • Seeks to be accommodating
	Wiping Open Palms on Lap	<ul style="list-style-type: none"> • Client is nervous • Emotional discomfort with present situation
	Leaning In, Toward You	<ul style="list-style-type: none"> • Engaged and attentive • Listening closely to what you have to say
	Leaning Out, Back Against Chair	<ul style="list-style-type: none"> • Uncertain about what to expect from you • Trying to maintain “realistic expectations” for the reading session • Generally, leaning away is an indication of discomfort or disagreement
	Both Feet Pointing Directly At You	<ul style="list-style-type: none"> • Engaged and attentive • Eager to experience your reading session • Is interested in what you have to say
	One Foot or Both Pointing Away From You	<ul style="list-style-type: none"> • Has someplace better to be right now • May have been pressured by someone else to get this reading from you • Is likely skeptical of you • Will be more critical of your reading
	Crossed Legs	<ul style="list-style-type: none"> • Relaxed

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			<ul style="list-style-type: none"> Interested and open-minded about the reading
		Interlocked Ankles	<ul style="list-style-type: none"> Insecurity Uncertainty Feeling guarded Withholding emotional vulnerability
		Tall, Great Posture Or Chest Puffing	<ul style="list-style-type: none"> Confident in his or her own opinions Trying to establish his or her dominance and command of situation Seeks control Must bring compelling evidence for this client to believe you However, is far more likely to believe your compliments than your criticisms
		Slouching Posture	<ul style="list-style-type: none"> Can be very self-critical Self-aware More likely to believe your critiques than your compliments May get embarrassed or bashful if you compliment too much
		Weak or Loose Shoulders	<ul style="list-style-type: none"> Discomfort Insecurity Subconsciously giving up control to other party
		Strong Shoulders	<ul style="list-style-type: none"> Comfort Confidence More extroverted
		Tense Face Knitted brows, slightly contorted facial features, furrowed forehead	<ul style="list-style-type: none"> Discomfort with present situation Uncertain May be feeling defensive Trying to make decisions on the spot; immersed in thought
		Relaxed facial features; relaxed eyes and lips full	<ul style="list-style-type: none"> Confident Open and receptive Not presently analyzing any aspect of the conversation

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			<ul style="list-style-type: none"> • Listening openly to what you have to say 			
	Covering the neck area with hand or playing with a necklace or necktie		<ul style="list-style-type: none"> • Insecurity • Emotional discomfort 			
	Neck Touching of any Kind		<ul style="list-style-type: none"> • Emotional discomfort • Uncertainty • What you're saying is either making the client uncomfortable or is not resonating with him or her 			
	"Happy Feet" Foot or lower leg that wiggles or bounces with joy, paired with relaxed, open face		<ul style="list-style-type: none"> • High level of confidence • Positive emotions • Positive response to what is being said • <i>Contrast</i> with jittery legs paired with nervous or tense face 			
	Sudden Leg Kick		<ul style="list-style-type: none"> • However, in contrast to "happy feet," if there is a sudden leg kick in response to what was said, then client is displaying discomfort 			
	Hands Behind Back		<ul style="list-style-type: none"> • Does not want you to approach or come near • Believes he or she is of higher status • Self-segregating gesture 			
	Thumbs Outside Pocket; Fingers in Pocket		<ul style="list-style-type: none"> • High status • Confidence • Sends a message of control and authority 			
	Thumbs Inside Pocket; Fingers Outside		<ul style="list-style-type: none"> • Low status • Lack of confidence • Sends a message of submission 			
	Tilted Head		<ul style="list-style-type: none"> • Comfort in situation • Listening attentively • Open and receptive 			
	9	Introvert vs. Extrovert. Determine whether the client is an introvert or an extrovert by the	<table border="1"> <tr> <td>INTROVERT</td> <td>EXTROVERT</td> </tr> <tr> <td> <ul style="list-style-type: none"> • Simple dress • Less talkative </td> <td> <ul style="list-style-type: none"> • Dress stands out • More vibrant colors in </td> </tr> </table>	INTROVERT	EXTROVERT	<ul style="list-style-type: none"> • Simple dress • Less talkative
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	<p>client's clothing choices and behavior.</p>	<ul style="list-style-type: none"> Poor eye contact Appears reserved 	<p>clothing</p> <ul style="list-style-type: none"> Multiple pieces of jewelry 												
		<ul style="list-style-type: none"> Prefers solitude to group Personal hobbies: reading, writing Cerebral careers 	<ul style="list-style-type: none"> Many acquaintances Opinionated Expressive Socially interactive careers 												
<p>10</p>	<p>Yin vs. Yang Personalities. In the way Western cold reading techniques begin categorizing personalities by introverts versus extroverts, Chinese cold reading might subdivided between yin and yang personalities. By determining whether your client has a yin-dominant or yang-dominant personality, you can gain a better grasp of his or her disposition and how that disposition might affect the choices the client makes, which will affect the client's life path.</p> <p>Keep in mind that each person is a combination of both yin and yang traits. However, considering the totality of factors, one will seem to dominate over the other. For instance, even if an individual was born in the winter, i.e., yin, if his physical features all point toward yang, then yang will dominate in his personality. Thus, he would be considered yang-dominant despite having a winter birth.</p>	<table border="1"> <thead> <tr> <th colspan="2" data-bbox="760 550 1505 604"><i>Prevailing Features</i></th> </tr> <tr> <th data-bbox="760 604 1133 646">Yin Personality</th> <th data-bbox="1133 604 1505 646">Yang Personality</th> </tr> </thead> <tbody> <tr> <td data-bbox="760 646 1133 1255"> <ul style="list-style-type: none"> Wider set eyes Brows slant away from nose bridge Long, large nose Large mouth or full lips Softer, rounder features Lank, slender, or curvaceous figure Horizontal lines on face rather than vertical Paler complexion; skin seems translucent Fall, Winter births </td> <td data-bbox="1133 646 1505 1255"> <ul style="list-style-type: none"> Eyes close together, deep set, or narrow Bows slant toward nose bridge Strong, pronounced cheekbones Long, square jaw Angled or chiseled features Square or boxy body shape Smaller mouth or thin lips Vertical lines on face rather than horizontal Sun-kissed complexion Spring, Summer births </td> </tr> <tr> <th colspan="2" data-bbox="760 1255 1505 1310"><i>Corresponding Personality Traits</i></th> </tr> <tr> <th data-bbox="760 1310 1133 1352">Yin Personality</th> <th data-bbox="1133 1310 1505 1352">Yang Personality</th> </tr> <tr> <td data-bbox="760 1352 1133 1892"> <ul style="list-style-type: none"> Introverted A seemingly sweeter or quieter disposition Creative, intuitive Tend to be more influenced by the moon Seeks understanding Writer, researcher, teacher, designer, architect, artist Diplomatic, empathic Open-minded, perceptive Theory-based Cool, cold </td> <td data-bbox="1133 1352 1505 1892"> <ul style="list-style-type: none"> Extroverted A more fiery temperament Progressive, innovative Tend to be more influenced by the sun Seeks glory Engineer, soldier, actor, musician, salesman, entrepreneur, business Authoritarian, argumentative Ambitious, sensory Fact-based Warm, hot </td> </tr> </tbody> </table>		<i>Prevailing Features</i>		Yin Personality	Yang Personality	<ul style="list-style-type: none"> Wider set eyes Brows slant away from nose bridge Long, large nose Large mouth or full lips Softer, rounder features Lank, slender, or curvaceous figure Horizontal lines on face rather than vertical Paler complexion; skin seems translucent Fall, Winter births 	<ul style="list-style-type: none"> Eyes close together, deep set, or narrow Bows slant toward nose bridge Strong, pronounced cheekbones Long, square jaw Angled or chiseled features Square or boxy body shape Smaller mouth or thin lips Vertical lines on face rather than horizontal Sun-kissed complexion Spring, Summer births 	<i>Corresponding Personality Traits</i>		Yin Personality	Yang Personality	<ul style="list-style-type: none"> Introverted A seemingly sweeter or quieter disposition Creative, intuitive Tend to be more influenced by the moon Seeks understanding Writer, researcher, teacher, designer, architect, artist Diplomatic, empathic Open-minded, perceptive Theory-based Cool, cold 	<ul style="list-style-type: none"> Extroverted A more fiery temperament Progressive, innovative Tend to be more influenced by the sun Seeks glory Engineer, soldier, actor, musician, salesman, entrepreneur, business Authoritarian, argumentative Ambitious, sensory Fact-based Warm, hot
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11	<p>Color Dominance in Outfit Choice. Note the color dominance in the client's outfit choice, which include the dominant color in the client's outfit, but more significantly, in the client's choice of jacket or outerwear color, the client's handbag color, and the client's shoe color.</p>	<table border="1"> <tr> <td>BLACK</td> <td> <ul style="list-style-type: none"> • Reserved, pensive • Appreciates formality • Often conceals what he or she is thinking and feeling • Compartmentalizes his or her emotions </td> </tr> <tr> <td>BROWN</td> <td> <ul style="list-style-type: none"> • Stable, reliable • Not interested in the spotlight or standing out • A homebody • Must be in control; uncomfortable when he or she loses control of a situation • Realist; sees life as a struggle </td> </tr> <tr> <td>WHITE</td> <td> <ul style="list-style-type: none"> • Precisionist; hides flaws • Strives for the impression of perfection • Immaculate; can be prudish • Far-sighted; well-balanced • Possesses a great deal of self-control • Can come across cold or detached to others </td> </tr> <tr> <td>BEIGE/ IVORY</td> <td> <ul style="list-style-type: none"> • Prefers simplicity or minimalism • Graceful. Dignified • Complacent; can be a follower rather than a leader • Doesn't want to lead or get noticed, for fear of failure or disappointing others • Secretly insecure or lacks confidence </td> </tr> <tr> <td>GRAY</td> <td> <ul style="list-style-type: none"> • Cerebral • Conservative • Practical • Middle-path individual • A fair and objective critic • Self-sufficient; dislikes relying on others • Often lives a private life </td> </tr> <tr> <td>RED</td> <td> <ul style="list-style-type: none"> • Extroverted, assertive • Vivacious • A go-getter • Sexual and sensual </td> </tr> </table>	BLACK	<ul style="list-style-type: none"> • Reserved, pensive • Appreciates formality • Often conceals what he or she is thinking and feeling • Compartmentalizes his or her emotions 	BROWN	<ul style="list-style-type: none"> • Stable, reliable • Not interested in the spotlight or standing out • A homebody • Must be in control; uncomfortable when he or she loses control of a situation • Realist; sees life as a struggle 	WHITE	<ul style="list-style-type: none"> • Precisionist; hides flaws • Strives for the impression of perfection • Immaculate; can be prudish • Far-sighted; well-balanced • Possesses a great deal of self-control • Can come across cold or detached to others 	BEIGE/ IVORY	<ul style="list-style-type: none"> • Prefers simplicity or minimalism • Graceful. Dignified • Complacent; can be a follower rather than a leader • Doesn't want to lead or get noticed, for fear of failure or disappointing others • Secretly insecure or lacks confidence 	GRAY	<ul style="list-style-type: none"> • Cerebral • Conservative • Practical • Middle-path individual • A fair and objective critic • Self-sufficient; dislikes relying on others • Often lives a private life 	RED	<ul style="list-style-type: none"> • Extroverted, assertive • Vivacious • A go-getter • Sexual and sensual
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			<ul style="list-style-type: none"> • Impulsive • Can have an overactive ego
		PINK	<ul style="list-style-type: none"> • Affectionate • Seeks social acceptance • Flirtatious or playful nature
		ORANGE	<ul style="list-style-type: none"> • Creative, innovative • Enthusiastic • Wants to be seen as being original or different • Thrives on social contact • Open-minded, accepting
		YELLOW	<ul style="list-style-type: none"> • Optimistic • Active, full of vitality • Brave, daring, adventurous • Analytical and methodical • Tend to conceal true emotions • Innate skills with technology
		GREEN	<ul style="list-style-type: none"> • Often nature-loving or interested in outdoor activities • Quick learner, intelligent • Tendency to gossip or quick to judgment of others • Strong need to belong • Compassionate, sense of social justice • <i>Darker green:</i> Power, class • <i>Lighter green:</i> Casual, cheerful
		BLUE	<ul style="list-style-type: none"> • Seeks stability • A traditionalist • Strong moral compass • Strong emphasis on knowledge-seeking • Intellectual, philosophical, or deeply spiritual • Can be overly cautious
		PURPLE	<ul style="list-style-type: none"> • Creative • Spiritual, intuitive • Free-spirited, idealistic • Highly sensitive to environment • Can be impractical • Difficulty with routines
12	Choice of Accessories. How a person accessorizes can speak volumes about that person's	Expensive Watch	He or she is willing to spend substantial money on non-essentials. More likely to try to buy happiness.

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<p>character traits. Knowing key traits can inform you on how best to persuade or influence such an individual. For example, you are more likely to persuade an individual wearing an expensive watch to buy the non-essential goods or services that you're selling. In contrast, someone who chooses to wear no jewelry at all may be more tight-fisted with finances, and so it will be more difficult for you to convince such a person to buy non-essential goods or services.</p>	<p>Lack of Jewelry</p>	<p>Simple, unmaterialistic tastes. Less likely to spend money on non-essentials. To appeal to this individual, must appeal to sense of necessity and value.</p>
	<p>Heavy Amounts of Jewelry and Accessorizing</p>	<p>Likes to preen him or herself. Likes to be seen, likes to be envied, and wants to be popular. To appeal to this individual, appeal to his or her ego and sense of fame or prestige.</p>
	<p>Simple Wedding Band Only</p>	<p>Aside from noting marriage, she had a simple wedding ceremony and is generally disinterested in materialism. Not someone who cares too much about what others think of her social status. To appeal to this individual, you must be sincere and authentic.</p>
	<p>Solitaire Diamond Engagement Ring</p>	<p>Ring likely represents a substantial amount of money relative to the couple's earnings. She cares about what others think of her, her social status, and her spouse's social status. Spouse is likely to be a hard-working, industrious individual.</p>
	<p>Engagement or Wedding Ring Encrusted with Diamonds</p>	<p>If she is dressed professionally and carries herself well, she and her spouse make about the same amount of money. She comes from affluence or a well-educated, well-to-do background. Father was likely to be a highly influential and emotionally supportive figure in her life. If she is young and dressed fashionably, her spouse may be substantially older than her; she married into affluence.</p>
	<p>Woman with Diamond Ring on Right-Hand Ring Finger</p>	<p>She is declaring her independence. She wants to be seen as self-sustaining and successful in her own right.</p>
	<p>Designer Accessories with Logos</p>	<p>This individual cares a great deal about what others think of him or her. Make appeals to this individual by appealing to social status and sense of belonging.</p>
	<p>Multiple Rings</p>	<p>Artistic, creative nature; likely to be</p>

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13	<p>Gender Assumptions. Note common social gender assumptions and using inductive reasoning, determine whether those gender assumptions apply to the client.</p>	<table border="1"> <tr> <td colspan="2"><i>How client wants to be described.</i></td> </tr> <tr> <td>Female</td> <td>Male</td> </tr> <tr> <td> <ul style="list-style-type: none"> • Caring, nurturing • Intuitive • Too self-critical • Underappreciated • Resilient • Stronger than people give her credit for </td> <td> <ul style="list-style-type: none"> • Talented • Brave • Good problem solver • Intelligent • Physically and mentally strong • Able to succeed in life </td> </tr> </table>		<i>How client wants to be described.</i>		Female	Male	<ul style="list-style-type: none"> • Caring, nurturing • Intuitive • Too self-critical • Underappreciated • Resilient • Stronger than people give her credit for 	<ul style="list-style-type: none"> • Talented • Brave • Good problem solver • Intelligent • Physically and mentally strong • Able to succeed in life
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14	<p>Age. Estimate the age of the client and what common life experiences, hopes, and fears might be attributed to the client because of age.</p>	<table border="1"> <tr> <th>Age</th> <th>Typical Life Experiences and Behavior</th> </tr> <tr> <td>18-22</td> <td> <ul style="list-style-type: none"> • Seeks independence • Secret fear of whether will be successful in life • Uncertainty about what he or she wants out of life • Wants to know what peers think of him or her • Still learning to have a positive rapport with him or herself; making sense of personal identity </td> </tr> <tr> <td>22-29</td> <td> <p><i>Type 1: Pursuing Education</i></p> <ul style="list-style-type: none"> • Optimistic about career path • Experiencing initial professional difficulties • Wants to find a career he or she loves and is passionate about • Seeks recognition for accomplishments • Beginning to better define what he or she wants and to define “success” and aspire toward it </td> </tr> </table>		Age	Typical Life Experiences and Behavior	18-22	<ul style="list-style-type: none"> • Seeks independence • Secret fear of whether will be successful in life • Uncertainty about what he or she wants out of life • Wants to know what peers think of him or her • Still learning to have a positive rapport with him or herself; making sense of personal identity 	22-29	<p><i>Type 1: Pursuing Education</i></p> <ul style="list-style-type: none"> • Optimistic about career path • Experiencing initial professional difficulties • Wants to find a career he or she loves and is passionate about • Seeks recognition for accomplishments • Beginning to better define what he or she wants and to define “success” and aspire toward it
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		<p><i>Type 2: Have Young Children</i></p> <ul style="list-style-type: none"> • Feeling trapped by present circumstances • Feel like he or she has hit a plateau in life path • Feeling overworked and exhausted • Ever present financial concerns and worries <p><i>Type 3: Pampered</i></p> <ul style="list-style-type: none"> • Either a “trust fund baby” or an overachiever • Strong family support, whether that’s financial or emotional (not always both) • Careful, a planner • Intelligent because educated • Strong intellectual foundations in early childhood • Wants life to have meaning, to be of value to the world in some significant way 	
		<p>30-34</p>	<ul style="list-style-type: none"> • Is questioning the choices he or she made earlier on in life with regard to both career and relationships • Seeking long-term investments, whether that’s with regard to relationships or financial assets/property • Sensory acuity: more analytical and rational about what is going on in personal environment and what is happening to him or her • May feel like he or she is on a plateau, unable to get beyond limiting conditions or circumstances • Pines for a childhood or youthful dream or ambition that has fallen to the wayside and he or she has not pursued in years
			<ul style="list-style-type: none"> • Regrets past choices

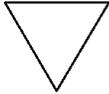
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		<p>35-43</p>	<ul style="list-style-type: none"> • Dwindling physical health and vigor • Awareness of personal limitations • Feeling more “true” to his or her self-identity than ever • Feeling tired, worn out, and underappreciated at work • Seeking to reorganize life in a dynamic way • Sensory acuity: more analytical and rational about what is going on in personal environment and what is happening to him or her
		<p>43-60</p>	<ul style="list-style-type: none"> • Often the most rewarding time in life • Time in life to “go for it” • If single during this age, fear of loneliness, isolation • Reflective of choices made in young adulthood leading to this particular life path • Often feel that in life, he or she has had to learn lessons the hard way • Often feel like he or she has had to work really hard for what he or she has; nothing was handed on a silver platter (<i>if client appears well-to-do, add, even if at times it might have appeared that way to others</i>)
		<p>60+</p>	<ul style="list-style-type: none"> • Hyper-aware of declining health • More disciplined about healthy habits • Oftentimes more pessimistic (or realistic) about life and humanity • Has had to learn the “hard way” what “unconditional love” means • Desire to help the new generation; desire to teach or mentor the younger up and coming generation • Desire to contribute and be useful to family, society, or community in some way
<p>15</p>	<p>Reading the Eyes.</p>	<p>LARGE,</p>	<ul style="list-style-type: none"> • Gregarious, generous

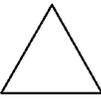
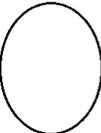
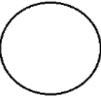
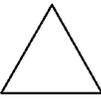
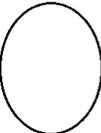
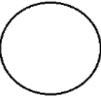
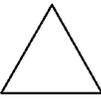
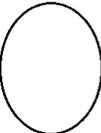
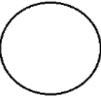
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<p>This is a Chinese face reading technique that might offer you some initial insights into a client's personality and disposition.</p>	<p>OPEN EYES</p> 	<ul style="list-style-type: none"> • Adaptable • Often lead an easier life than others because people view them as attractive and likeable • More direct forms of communication social expression: verbalization often mirrors body language
	<p>SMALL EYES OR CAT EYES</p> 	<ul style="list-style-type: none"> • Generally quiet, mild disposition • More indirect with forms of communication and social expression: will need to read client's body language for cues, rather than rely on what client verbalizes • Outwardly appears agreeable, but inwardly remains highly skeptical • Less trusting of others' intentions. • Ironically, those with small eyes "see everything," every last detail, and remember everything. They can hold a grudge. • Often have a high guard up and strong, reinforced defense mechanisms.
	<p>LARGE, ROUND EYES</p> 	<ul style="list-style-type: none"> • Creative, expressive • Naïve; tend to trust people too easily • Great communicator • Seeks attention and social acceptance
	<p>EYEBALLS REST IN UPPER TWO-THIRDS OF EYE; CAN SEE WHITES OF EYES BELOW THE EYEBALL</p> 	<ul style="list-style-type: none"> • High social standing • Can be an elitist • Intellectual, cerebral • <i>Note:</i> To be distinguished from eye-rolling. This indication is for eyeballs in resting position.
	<p>SLIGHTLY CROSS-EYED OR BOTH EYEBALLS SEEM TO FOCUS NEAR CENTER OF FACE</p>	<ul style="list-style-type: none"> • Sensitive, emotive, but perhaps not as cerebral or analytical • May experience greater risk of

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			<p>physical health complications in life</p> <ul style="list-style-type: none"> • Often from a family with a strong, indomitable patriarch (father or grandfather)
		<p>HIGH-SET EYEBROWS</p> 	<ul style="list-style-type: none"> • More observant; more pensive • Will take a longer time to make a decision • More trusting of other people's intentions • Often lead an easier, more privileged, comfortable, well-supported life • Tend to be born into easier fates, and so do not have to try as hard • More generous in matters of the heart • More transparent with his or her thoughts and emotions
		<p>LOW-SET EYEBROWS</p> 	<ul style="list-style-type: none"> • More critical • Tends to make decisions quickly; can be judgmental • Processes information very quickly • Willful, stubborn • Ambitions, determined • Often lead a more difficult, troubled, challenging life • Tend to be born into more difficult fates, and so must work hard and exert greater willpower for achievement • More reserved and guarded in matters of the heart • Will often conceal what he or she really thinks and feels
<p>16</p>	<p>Reading Face Shape. This is a Chinese face reading technique for assessing an individual's fate or fortune. There are five main face shapes that are associated with the Wu Xing, or Chinese five metaphysical elements (Wood, Fire, Earth, Metal, and</p>	<p>WOOD</p>  <p>Pointy Chin Wider Forehead</p>	<ul style="list-style-type: none"> • Intellectual, quick-minded • Organized • Persuasive • Often have strong verbal skills • Idealistic, a visionary • Pioneers in life • Benevolent spirit • Noble

Reading Tarot and Social Inductive Reasoning
MATRIX OF THE MOST COMMON TECHNIQUES

	<p>Water).</p>	<table border="1"> <tr> <td data-bbox="753 222 948 289"></td> <td data-bbox="948 222 1515 289"> <ul style="list-style-type: none"> • Restless; lacks focus </td> </tr> <tr> <td data-bbox="753 289 948 674"> <p>FIRE</p>  <p>Narrow Forehead Wider Jawline</p> </td> <td data-bbox="948 289 1515 674"> <ul style="list-style-type: none"> • Entrepreneurial • Assertive, outgoing • Innovative, creative • Natural born leaders • Care about propriety • Values bravery and power • Suppresses emotions • Willful, prideful • May be prone to extremes • Can be very stubborn and bull-headed </td> </tr> <tr> <td data-bbox="753 674 948 982"> <p>EARTH</p>  <p>Squarish Face Angular, Wide</p> </td> <td data-bbox="948 674 1515 982"> <ul style="list-style-type: none"> • Determined • Reliable, steadfast • Cautious, prudent • Values fidelity, honesty, and loyalty in others • Acts with integrity • Can become a misanthrope • Finds security in routines </td> </tr> <tr> <td data-bbox="753 982 948 1304"> <p>METAL (GOLD)</p>  <p>Oval Face</p> </td> <td data-bbox="948 982 1515 1304"> <ul style="list-style-type: none"> • Caring, compassionate • Righteous and ambitious • Fiercely independent • Analytical, knowledgeable • Can come across cold or detached • May have innate musical talent </td> </tr> <tr> <td data-bbox="753 1304 948 1619"> <p>WATER</p>  <p>Perfectly Round Face</p> </td> <td data-bbox="948 1304 1515 1619"> <ul style="list-style-type: none"> • Affectionate, tender • Sociable, empathic, intuitive • Sensitive to others • Optimistic • Nurturing, motherly • Strong diplomatic abilities • Can be mercurial • Emotionally manipulative </td> </tr> </table>		<ul style="list-style-type: none"> • Restless; lacks focus 	<p>FIRE</p>  <p>Narrow Forehead Wider Jawline</p>	<ul style="list-style-type: none"> • Entrepreneurial • Assertive, outgoing • Innovative, creative • Natural born leaders • Care about propriety • Values bravery and power • Suppresses emotions • Willful, prideful • May be prone to extremes • Can be very stubborn and bull-headed 	<p>EARTH</p>  <p>Squarish Face Angular, Wide</p>	<ul style="list-style-type: none"> • Determined • Reliable, steadfast • Cautious, prudent • Values fidelity, honesty, and loyalty in others • Acts with integrity • Can become a misanthrope • Finds security in routines 	<p>METAL (GOLD)</p>  <p>Oval Face</p>	<ul style="list-style-type: none"> • Caring, compassionate • Righteous and ambitious • Fiercely independent • Analytical, knowledgeable • Can come across cold or detached • May have innate musical talent 	<p>WATER</p>  <p>Perfectly Round Face</p>	<ul style="list-style-type: none"> • Affectionate, tender • Sociable, empathic, intuitive • Sensitive to others • Optimistic • Nurturing, motherly • Strong diplomatic abilities • Can be mercurial • Emotionally manipulative
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<p>17</p>	<p>Understand the Narrative Arc. Every reading session consists of one or more of the Main Themes, which are then developed into Minor Themes as threads or offshoots of the Main Themes. There are also three main components to every reading:</p>	<table border="1"> <thead> <tr> <th data-bbox="753 1640 1105 1703"><i>Main Themes</i></th> <th data-bbox="1105 1640 1515 1703"><i>Minor Themes</i></th> </tr> </thead> <tbody> <tr> <td data-bbox="753 1703 1105 1755">Love</td> <td data-bbox="1105 1703 1515 1755">Life Changes</td> </tr> <tr> <td data-bbox="753 1755 1105 1808">Relationships</td> <td data-bbox="1105 1755 1515 1808">Hopes and Dreams</td> </tr> <tr> <td data-bbox="753 1808 1105 1860">Finances</td> <td data-bbox="1105 1808 1515 1860">Fears; Fear of Change</td> </tr> <tr> <td data-bbox="753 1860 1105 1913">Career</td> <td data-bbox="1105 1860 1515 1913">Education, Knowledge</td> </tr> </tbody> </table>	<i>Main Themes</i>	<i>Minor Themes</i>	Love	Life Changes	Relationships	Hopes and Dreams	Finances	Fears; Fear of Change	Career	Education, Knowledge
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	<p>(1) discussing the client’s prevailing character traits and disposition, (2) discussing life events and circumstances, and (3) forecasts, projections, or predictions of what is to come for the client.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;">Health</td> <td style="width: 50%; text-align: center;">Making a Difference</td> </tr> <tr> <td colspan="2" style="text-align: center;"><i>Main Components of a Reading</i></td> </tr> <tr> <td style="text-align: center;">Character Traits</td> <td>Describe the client to him or herself. Note the client’s prevailing traits. This anchors the reading toward the client’s ego.</td> </tr> <tr> <td style="text-align: center;">Events, Circumstances</td> <td>Describe events, facts, and experiences in the client’s life. This provides context and also allows for the client to fill in your general reading with his or her own specificities, ultimately leaving the client with the sense that your reading was very specific and personal.</td> </tr> <tr> <td style="text-align: center;">Forecasts or Projections</td> <td>The whole point of a reading for most clients is to hear forecasts and projections. Harness the power of suggestion and set the client’s frame of mind toward observing future patterns that the client can associate back to your forecasts.</td> </tr> </table>	Health	Making a Difference	<i>Main Components of a Reading</i>		Character Traits	Describe the client to him or herself. Note the client’s prevailing traits. This anchors the reading toward the client’s ego.	Events, Circumstances	Describe events, facts, and experiences in the client’s life. This provides context and also allows for the client to fill in your general reading with his or her own specificities, ultimately leaving the client with the sense that your reading was very specific and personal.	Forecasts or Projections	The whole point of a reading for most clients is to hear forecasts and projections. Harness the power of suggestion and set the client’s frame of mind toward observing future patterns that the client can associate back to your forecasts.
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<p>18</p>	<p>Seeking Cooperation II. Recall “Seeking Cooperation I” in the greetings and introductions. During the reading session, end some of your sentences with a question to invite participation or validation. Doing so establishes rapport, builds your confidence so you can operate at your best, and psychologically, conditions the client toward positive feedback and responses.</p> <p>Negative Phrasing for Immediate Confirmation Response. When you’re not sure about what meaning a card is taking on, phrase it as a negative. If the client says yes, that’s true and confirms what you said was true, even though you</p>	<p><i>Sample Phrasing</i></p> <ul style="list-style-type: none"> • “[Statement]... does that make sense?” • “[Statement]... do you know what I mean?” <p><i>Negative Phrasing for Confirmation Response</i></p> <ul style="list-style-type: none"> • Observe what it was <u>not</u>. “This wasn’t like... [state what the situation was <u>not</u> like], was it?” <ul style="list-style-type: none"> ○ <i>Example.</i> “Here I see the Two of Coins, which is about having to juggle two different responsibilities and having to multi-task. This isn’t related to two jobs you’re juggling at the same time, is it?” <ul style="list-style-type: none"> ▪ <i>Client says “Yes.”</i> Nodding, you respond with, “Yes, that’s the sense I got and juggling both jobs is sort of like the cause to all these other peripheral effects going on in your life. Does that make sense?” ▪ <i>Client says “No.”</i> Shake your head and confirm, “No, I didn’t think so. The Two of 										

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	<p>phrased it as a negative, nod, mimicking the client’s affirmative response, and now repeat the meaning as a positive statement. If the client says no, then also shake your head and confidently state that you didn’t think so, that you knew it was something else.</p>	<p>Coins here is really about just two distinct obligations in your life that you’re trying to bring to balance. Do you know what I mean by that?”</p> <ul style="list-style-type: none"> ○ <i>Example.</i> “This is the Knight of Swords. A male energy with an Air sign, like Gemini, Libra, or Sagittarius, doesn’t resonate with you, does it?” <ul style="list-style-type: none"> ▪ <i>Client says “Yes.”</i> Nodding, you respond with, “Yes, that’s exactly what I thought when I saw the Knight of Swords. The suit of Swords is related to Air signs in astrology. [<i>Proceed to describe the traits of the Knight of Swords.</i>] Does that resonate with your understanding of this person?” ▪ <i>Client says “No.”</i> Shake your head and confirm, “No, I didn’t think so. Court cards are in tarot can take on a literal or figurative meaning. Literal is when it’s an actual person. Figurative is when it represents a facet of yourself or something that’s about to happen. [<i>Proceed to describe figurative meanings for the Knight of Swords.</i>] Does that make sense to you?” 				
<p>19</p>	<p>Pacing. Establish rapport with the client by mirroring the client’s gestures and mannerisms. This has an impact on the client’s subconscious, giving the client a sense that you two are alike. Remember: it has to be subtle. If the client notices that you are mirroring his or her mannerisms, then the technique will not work.</p>	<p><i>Pacing Behavior</i></p> <ul style="list-style-type: none"> ● Arm crossing ● Posture ● Rhythm of speech ● Tone of voice ● Blinking patterns ● Speed and frequency of hand gestures ● Specific hand gestures while the client is speaking (if you observe this, remember the client’s gesture, wait, and a few moments later when it’s your turn to speak, mimic that specific gesture) ● Repeating unique vocabulary (if client happens to use a unique or distinct word during conversation, remember it, and repeat it back to the client at a later time during the session) 				
<p>20</p>	<p>Vague Facts That Become Specific. Offer a factual statement that is phrased vaguely and open in scope to then invite the client to respond with factual specifics.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2" style="text-align: center;">Medical Generalities</td> </tr> <tr> <td style="width: 50%; text-align: center;">Age 20-35</td> <td style="width: 50%;">Throat Chakra Issues around the mouth and throat area</td> </tr> </table>	Medical Generalities		Age 20-35	Throat Chakra Issues around the mouth and throat area
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	<p><i>Observed Example.</i> A well-known celebrity psychic medium to a 20-something woman in the audience: “The throat. She’s pointing to the throat area for some reason. Does that mean anything to you?” Woman: “I’m a singer!” The celebrity psychic is confident, nods, and says, “That’s exactly what I was getting. That’s why the throat area.” The celebrity psychic then proceeds to talk about music and singing talent, supplementing with generalities, such as “just can’t seem to catch a break...have the talent, but always missing opportunities to show that talent...”</p> <p>Letter Frequency. An oft-used technique of giving out a letter in a name that the client then connects to is little more than applying statistical analysis. After the practitioner gives out a letter, the client often jumps in and immediately offers possibilities, which the practitioner can then utilize further through cold-reading techniques. The client ends up convinced that the practitioner successfully named the precise name in question.</p> <p><i>Observed Example.</i> Well-known celebrity psychic: “I’m seeing a man, very confident with himself, kind of puffing his chest out a bit, J... J sounding name, like Jah- Joh- Jeh-...” Man: “That’s my brother Jack!”</p>	<table border="1"> <tr> <td>Age 36-50</td> <td>Heart Chakra Chest area; respiratory or nervous system</td> </tr> <tr> <td>Women</td> <td>Fatigue, low energy, physical issues with exhaustion</td> </tr> <tr> <td>Men</td> <td>Bothersome, recurring allergy symptoms that seemed to have intensified in recent years that weren’t so bad before</td> </tr> <tr> <td>Tall, Slender Figure</td> <td>Back troubles; issues with your back; unaccounted for aches and pains in the back area</td> </tr> <tr> <td>General (Past)</td> <td>Childhood accident that involved water [Urge client to follow that memory and the emotions that memory evokes to the real heart of the matter, or the greater personal significance arising from that memory.]</td> </tr> </table>	Age 36-50	Heart Chakra Chest area; respiratory or nervous system	Women	Fatigue, low energy, physical issues with exhaustion	Men	Bothersome, recurring allergy symptoms that seemed to have intensified in recent years that weren’t so bad before	Tall, Slender Figure	Back troubles; issues with your back; unaccounted for aches and pains in the back area	General (Past)	Childhood accident that involved water [Urge client to follow that memory and the emotions that memory evokes to the real heart of the matter, or the greater personal significance arising from that memory.]
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21	<p>Applying the Milton Model. Milton H. Erickson was a psychiatrist and hypnotherapist who taught about the power of verbal suggestion. Vague affirmative statements that</p>	<p><i>Sample Milton Model Statements</i></p> <ul style="list-style-type: none"> Lately you’ve begun to notice physical changes or physical symptoms in your body that are stronger than they used to be. [Follow up with: That’s your body connecting to your intuition subconsciously 										

	<p>sound or are perceived as specific by the client can be used to move the client toward positive changes. A classic Milton Model example is, “You are beginning to notice sensations in your body.”</p> <p>Look at the cards drawn during a reading and assess how the card meanings can be phrased as vague affirmative statements per the Milton Model.</p> <p><i>Observed Example.</i> Well-known celebrity psychic combines the Milton Model technique with medical generalities. To a woman client: “Lately you’ve been noting feeling more tired than usual, experiencing a lot of fatigue that you can’t really explain. It feels out of the ordinary for you, this exhaustion.” The client lights up. “Yes! How did you know? And I’m usually so healthy, so it’s definitely been peculiar.” Celebrity psychic nods confidently and continues, “That fatigue is a form of psychic drain, where spirit entities around you are drawing on your strength and vitality. That’s why you’ve been feeling more drained than usual. There a strong spirit or spirits around you.” Client: “It must be father. He passed 6 months ago.” Celebrity doesn’t miss a beat and nods, “It’s your father. He’s coming through because he’s worried about you.”</p>	<p>and trying to alert you to significant changes to come in your life path.]</p> <ul style="list-style-type: none"> • <i>Ex. For the Hierophant:</i> You are just beginning to make sense of what role you serve within a particular institution, whether it’s a government, civic, religious institution, or even the institution of marriage, and experiencing an acute fear that maybe you don’t quite belong here. This part of your life is about trying to make sense of your relationship with that particular relationship. It doesn’t seem to be about people or individuals exactly, but about the institution itself. • <i>Ex. For the Eight of Swords:</i> A situation related to words, writing, ideas, ideologies, communication, or community is tying your hands behind your back, or at least that’s how it feels to you. But there is a creative solution available to you to get out of this feeling of false imprisonment. You feel helpless, but you’re not. It’s a matter of changing your perspective. [<i>proceed to describe the Eight of Swords and using the blades to cut away the bondage</i>] • <i>Ex. For the Queen of Cups:</i> Lately your emotions have been tied to themes of creativity or fertility, whether that is manifesting as a creative or spiritual endeavor, heightened intuition, or even simply motherhood, maternal instincts, and taking on a parent-ego. 						
22	<p>Touch Upon the Truths of Human Nature. Consider which human flaws or shortcomings come up as most applicable to the client per the cards drawn during the tarot reading.</p>	<table border="1"> <tr> <td colspan="2" style="text-align: center;"><i>Most Common Human Flaws</i></td> </tr> <tr> <td style="text-align: center;">1.</td> <td>We want something for nothing. We want to do the least amount of work to get the most amount of reward.</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>The hardest part is motivating ourselves toward completing a task.</td> </tr> </table>	<i>Most Common Human Flaws</i>		1.	We want something for nothing. We want to do the least amount of work to get the most amount of reward.	2.	The hardest part is motivating ourselves toward completing a task.
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		<ol style="list-style-type: none"> 3. Breaking bad habits is difficult. 4. We know what is not good for us, but we do it anyway. 5. It's easier for us to go for instant gratification than to wait for delayed gratification, even when we know delayed gratification is more fulfilling. 6. We experience difficulty in the morning to find the motivation to do the mundane tasks we know we must do that day. 7. We procrastinate. 8. We overspend our money. 9. We are hypersensitive to criticism and take criticism too personally. 10. We use excuses and alibis to rationalize our personal failings. 11. We talk more than we listen. 							
23	<p>Grass is Always Greener... Whatever positive attribute, achievement, or life circumstance the client possesses, the client will pine for the counter-positive and inwardly wonder the "what if" about possessing the counter-positive. This is a variation of the "grass is greener on the other side" condition.</p> <p>An effective reading technique is to validate what the client possesses, note what the client secretly pines for, and then circle back and confirm to the client that the path he or she chose was the correct one, and that there is no need to pine for what might have been.</p>	<table border="1"> <thead> <tr> <th data-bbox="755 808 1031 863"><i>If Client Has...</i></th> <th data-bbox="1031 808 1497 863"><i>Sample Phrasing...</i></th> </tr> </thead> <tbody> <tr> <td data-bbox="755 863 1031 1514">Successful professional career</td> <td data-bbox="1031 863 1497 1514">"By most accounts you've had a very successful professional career. Yet in the back of your mind you do wonder what it might have been like had you pursued a more intimate family life instead, or devoted more time to the domestic sphere. While balance is key and you want to temper both spheres in your life, I do think that career is so important to your sense of self that you're already making all the sacrifices you can. It's through your career path that you make the most contributions to the world."</td> </tr> <tr> <td data-bbox="755 1514 1031 1896">Jet-setting world traveler or peripatetic</td> <td data-bbox="1031 1514 1497 1896">"So you've been kind of a jet-setter and seen much of the world, done much, have led an active, adventurous life that most can only dream of. But you seek stability, and you inwardly pine for just one single place to unequivocally call 'home.' I think doing what you love, always, but also having that very strong,</td> </tr> </tbody> </table>		<i>If Client Has...</i>	<i>Sample Phrasing...</i>	Successful professional career	"By most accounts you've had a very successful professional career. Yet in the back of your mind you do wonder what it might have been like had you pursued a more intimate family life instead, or devoted more time to the domestic sphere. While balance is key and you want to temper both spheres in your life, I do think that career is so important to your sense of self that you're already making all the sacrifices you can. It's through your career path that you make the most contributions to the world."	Jet-setting world traveler or peripatetic	"So you've been kind of a jet-setter and seen much of the world, done much, have led an active, adventurous life that most can only dream of. But you seek stability, and you inwardly pine for just one single place to unequivocally call 'home.' I think doing what you love, always, but also having that very strong,
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24	<p>Crediting the Client Note personality traits, talents, gifts, or skills that the client possesses, characterizing these assets as innate, inherent, or latent. A well-worn example is crediting the client with innate intuitive, psychic, or clairvoyant abilities and then urging the client to use or further develop those abilities.</p>	<p><i>Sample Phrasing</i></p> <ul style="list-style-type: none"> • “There is an inherent ability for...” • “You possess a latent talent of...” • “I don’t know whether you’re aware of this, but you...” • “Did you know you have the potential for...?” 						
25	<p>Second Positive Association. During the reading session, remind client of a happier time in his or her life. This helps to establish a positive subconscious connection or impression between the client and you. This also helps to alleviate the</p>	<p><i>Installing Pleasure.</i> Note the First Positive Association during greetings and introduction. Raising positive associations during a reading session will help establish positive emotional anchors in the client’s subconscious long after the session is over. Later on, when the client thinks of the negative situation, the client is also more</p>						

	<p>client’s tensions, stress, and worry. Psychologically, the positive memory can help to neutralize present negativities or feelings of conflict in the client’s life. After the reading session, when the client thinks about the negative present/future matter, will also subconsciously simultaneously recall the positive memory. Slowly, the client will adjust negative associations to positive and the effect is a feeling that your tarot reading session improved the negative situation.</p>	<p>likely to remember your reading session and recall that positive memory or happier time that was raised. The feelings experienced from recalling the happier time will slowly replace the darker feelings from the negative situation and at the subconscious level, adjust the client’s mental state toward more positive associations.</p>
26	<p>The Power of Suggestion. Narrate visions with the client that implant positive associations and allows the client to reflect on his or her dreams, aspirations, and fantasies.</p> <p>Also, phrasing your sentences about future projections in a way that invites the client to visualize desired outcomes reinforces that future possibility in the client’s mind and can even become a self-fulfilling prophecy.</p>	<p><i>Sample Phrasing</i></p> <ul style="list-style-type: none"> • “Imagine...” • “Remember when you believed...” • “If you were to imagine yourself...” • “You must have wished...” • “How would you feel if you could...” • “Visualize [<i>describe desired future outcome or forecast, using second person, i.e., “you”</i>] • “Focus on [<i>note positive sign in card imagery that prognosticates positive future outcome</i>] in this card. That’s your future. That’s what is to come. Imagine this scene again, but with you in it as the subject.” • “The message of this card is coming through loud and clear.”
27	<p>Pregnant Pauses Occasionally during the reading, assert a statement based on the cards drawn, and then take a pause. Stop and look up to make eye contact with the client.</p>	<p><i>Establishing a Strong Connection.</i> When you oblige the client to speak and offer personal or even confidential information, the client feels a sense of trust or closeness to the practitioner, establishing a stronger connection between the two. Also, people like to hear themselves talk, or often have feelings they need to get off their chests, so talking gives them the chance to do so. By being the one who lets the client do so, the client forms positive associations about you.</p>
28	<p>Consider Common Items in Every Home. As you read the cards, note whether</p>	<ul style="list-style-type: none"> • Unsorted box of old photographs • Expired medicine • Books, toys, or mementos from childhood

	<p>any of the imagery or symbolism in the cards call to mind common items that might be in the client’s home. If yes, note this to the client and indicate that the reference may be significant, or may be a sign pointing the client in the right direction toward something that <i>is</i> important.</p>	<ul style="list-style-type: none"> • Jewelry gifted or once worn by a deceased family relative • Pack of cards, usually with a card or two missing • A book on a hobby or interest the client was once interested in but is no longer actively pursuing <p><i>Example.</i> Seeing the Seven of Cups or Eight of Cups might compel you intuitively to think about unsorted boxes of old photographs. Note: “I’m also seeing an unsorted box of old photographs. Now, I don’t think that by itself is significant, but I do sense that it’s a sign pointing you in the right direction toward what <i>is</i> going to be emotionally and maybe even spiritually significant for you.”</p> <p><i>Example.</i> Seeing the Six of Cups might compel you intuitively to think about mementos from childhood. Note: “I’m also seeing mementos from your childhood that you’ve kept in your home, never too far out of reach, and maybe there’s a deeper subconscious reason why that is. Whether seeing this memento right now is significant, I’m not sure, but I am absolutely positive that it’s a sign pointing you in the right direction toward what <i>is</i> going to be significant for you.”</p>
29	<p>Statistically Probable Projections. Although they may seem vague, in real time during a reading session, they can sound quite specific to the client. Consider statistically probable projections or predictions.</p>	<ul style="list-style-type: none"> • A minor accident involving a family member this coming year • Broken or falling glass • Unexpected expenditure of some importance • A change in your personal circumstances that will affect the way you approach your job or career • A long journey ahead; travel plans this year or next • Meeting someone new • Family get-together “that I’m seeing as being significant in some way.” • An active interest in or exploration of East Asian spirituality, and it seems to be related directly with your karmic path. <p style="text-align: center;"><i>Commonly Asked Questions</i></p> <p>Q: Will I have a successful career in the future? A: [Note the positive innate character traits or natural talents of client that lead to success.] But for you, it’s going to be a matter of location, location, location. Can you be at</p>

		<p>the right place at the right time? I don't know, to be honest. The way you are, it's really hard to say. But just remember that for you, it's going to boil down to location.</p> <p>Q: Will I get the raise or promotion I want? A: It's a very competitive, cut-throat environment you work in and it's not always a merit-based promotion scheme. You're qualified, if not over-qualified for a promotion and a higher position, but those in authority don't always see what you do. Be more visible with your accomplishments. If you can be more visible with your accomplishments, then you can get that promotion.</p> <p>Q: Will I have children in the future? A: There's two of something. There's one to the left and one to the right. I can't tell whether they're all from the same marriage, biological, stepchildren, twins, or what, but I do seem to get the sense of 2.</p>
<p>CLOSING THE READING</p>		
<p>30</p>	<p>Final Moment of Positive Rapport. Closing a reading with human touch, such as a hug or hand holding builds trust and emotional intimacy between you and the client, which the client will then subconsciously associate with the reading session, which leaves the client trusting everything you've said during the session.</p>	<p><i>Again, the self-fulfilling prophecy</i> That trust creates positive affirmations within the client's mind, and in many ways, can lead to a "self-fulfilling prophecy" effect, where the client visualizes and believes your forecast so intensely that the client in effect wills the forecast to come true. That final moment of rapport does not need to be physical touch, however. Verbalizing your faith or confidence in the client will also help to establish that trust and emotional intimacy.</p>
<p>31</p>	<p>Persuasion Through Reverse Psychology. This is also known as the "pink elephant principle." If I say, "Don't think about a pink elephant," the one thing that you think about is a pink elephant. Concluding a reading session with this technique can help to leave a client believing in everything you've said.</p>	<p><i>Sample phrasing</i></p> <ul style="list-style-type: none"> • "Don't believe everything I say." • "Don't just trust what I have to say. What does your own intuition tell you?" [<i>Paradoxically, this statement elicits a client to then trust what you had to say over his or her own intuition.</i>] • "You don't have to believe in any metaphysical or supernatural powers of tarot." • "Don't think too much about what was said today."

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