



CHARISMA
INSTALLED

INSTALLATION GUIDE

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With Marcus Oakey

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Now that you have gone through the module, it is time to put theory into practice, which means going out of the house and doing the exercises to make sure you are learning as efficiently as possible.

These exercises are designed to install the mindsets of a charismatic person and get your creative juices flowing to make you magnetic.

Some of the exercises you can do at home, but for some you will need to get up, leave your computer screen, go out into the world and put yourself out there. With consistent practice you will increase your ability to become more spontaneous and present in the moment.

Aim to do all the exercises within a month. You will find that they don't actually take up a lot of your time and can be fit in you daily routine. All you really need is a public area and you have one of those the moment you step out of the house.

Lets Begin!

Mission 1: Identifying reasons to start a conversation

Your first task will be to discover the reasons why you might want to start a conversation with someone. After all, when you have a reason to start a conversation, it makes it easier to actually do it since you are not at a lost for words.

This exercise develops the conversation “muscle” in your subconscious mind, where after a certain practice you really don’t have to think about it all that much for reasons to start a conversation. It just happens.

You will also make a great first impression and come across as authentic.

Your task is to go to a place where there is a good traffic of people. This could be a mall, a coffee shop or a busy shopping street. Then find 5 things per reason to start a conversation. It really is that simple. For example, find 5 things you are curious about, so you could spot someone wearing a nice jacket and that could make you curious about where they got it from or someone could be carrying a large bag and you might wonder why.

You need to do this until you have 5 conversations for every reason. The reasons to start a conversation are *curiosity, delight, admiration and necessity*.

Look for five things that set that person apart from everyone else. Practicing this will make you more aware to the reasons you can start

a conversation with someone. And make it easier for you to actually start those conversations than ever before. If you feel confident, go up to them and share your observation. Remember to smile!

Mission 2: Breaking the Phatic Speech Cycle

It is time to break the phatic speech cycle. Practicing this regularly will allow you to break the small talk hole you encounter everyday. This will allow you to really make an impact on the other person. The chances they have had someone break this cycle before you are slim so you might end up making their day. If someone already has before you, you have only added to their day.

Your task now is now to a coffee shop or anywhere you routinely. Then go and use each of the four ways described to break out of the phatic speech cycle. After you have done that, combine two of them. And then if you are really up for it, do three together.

The four ways are *exaggeration, misinterpretation, tension and starting a scene*.

You will notice this tends to elicit a positive reaction from the person you are speaking to. At this point get comfortable introducing yourself. This is the point where the other person starts to invest in the conversation.

Mission 3: Spend the next week saying “Yes” to things.

This exercise is relatively simple and straightforward.

For the next week say, “yes” to things especially the things you want to say “no” to. This will not only help you discover your purpose but help you refine it.

So if you get an invite to go somewhere but you feel tired and want to say no, be sure to say yes instead!

Mission 4: Serving people

This exercise is designed to make you aware of all the ways you can connect with people by serving them. We have many people around us and we have no clue what their problems, goals and challenges might be.

Your task is to make a list of all your friends and associates. Next to them write down their goals or challenges they are currently going through. Also write down what they can help other people with.

If you don't know what their goals are, invite them out for a coffee and ask them about their goals. This will help you form solid connections with people very quickly.

Whilst doing this, if you discover two people who can assist one another, introduce them over the phone or email and say you two should meet. This will give you brownie points with both.

Mission 5: Figuring out your boundaries

You are probably have an idea by now that “serving people” actually doesn’t meaning serving them. That is a disease to please and makes your life a mess. The way to counteract this problem is to have boundaries.

Not only will this keep away the troublesome people away but also let you surround yourself with high value individuals who will enjoy being around you and help you.

Your task here is to make a list of boundaries you think you will not put with up. And make sure to assert these boundaries when someone crosses them next time.

At first you may not what your boundaries are, but slowly with experience and time, you will understand what you are willing to put up with and what you aren’t. When you realize that, put it on your list.

Mission 6: Making yourself spontaneous

We discussed how play and spontaneity free you from all the little social rules you follow everyday. Since childhood we have been conditioned to be logical and this makes us lose that innate spontaneity we once had.

This exercise will train your spontaneity muscle and get those juices flowing. The more you practice this, the more you will be able to do it without thinking about it too much and eventually without any thinking.

Go to a public place and ask yourself, how “I can be naughty and break the rules and play.” An example of this is “what if you went ‘down’ on the ‘up’ escalator or vice versa.” Think about jumping over a bench, sliding down a stair railing. Think about the things you can do in your environment. And then go and do it.

This may make you feel silly and that is the point of it. Notice where you are carrying the tension you feel in your body. This will also help you understand how you think about other people’s judgments towards you.

Mission 7: Playing with people

Now that you feel comfortable interacting with your environment, it is time to introduce people into the mix. First it was inanimate objects, now it will be people.

Go to another public area and think how you can interact with people in a way that breaks the rules. Then do it and do it with a smile!

For example, if you are in a sandwich shop and you see someone reaching for a sandwich, run and grab it first. If you see someone is going to sit in a seat, run and sit down on it first.

Always remember to do it with a smile – You are not being a jerk, you are just being playful.

And *remember* when doing this exercise and the previous one, you aren't breaking the law; you are just breaking those social norms you encounter everyday.

Mission 8: Being Present in the moment

One of the best ways to let go of your inhibitions is to be present in the moment. In the present lies happiness and spontaneity. The more you do the following exercise the more you will silence the voice inside your head. Initially, the best way to do this exercise is to go back to part seven of the module and let Marcus guide you. After some practice you will be able to do this on your own anywhere.

Here is the exercise:

“Fix your attention on a single point slightly above eye level. Perhaps where the wall and the ceiling meet. Focus on that point exclusively

for a few moments, making fine distinctions on what you see. Notice the textures and colours of what falls within your vision. Suspend any efforts your mind attempts to label what you see; just accept it.

Then relax your eyes and notice the tendency of your vision to expand. You can see the floor, the ceiling and the sides of the room all at the same time. There is no need to focus on any particular thing.

As you notice your breathing beginning to shift, becoming deeper and calmer, take this sense of visual awareness and wrap it around you and behind you like a velvety cloak. You may not be able to see what is behind you –but you can get a sense of what that would be like.

Now focus on your hearing. Imagine your ears to be like a bat's sonar mechanism. Imagine your hearing stretching out in wider and wider circles. Become aware of the things you hear: people talking, traffic outside, noises in the room.

Then move to your feelings. Imagine your feelings to be centred in your belly. Push your feelings out and around you into the room like a sphere radiating from your abdomen. Get a sense of almost touching the walls with this felt-sense and everything in between. Know what that would feel like.

Finally, become aware of all three senses radiating around you like interlocking circles at the same time. Rest in this expanded awareness for a while, and then come back to your ordinary state –if you wish it!"

CONNECTION

Mission 9: Comfort in Silence

Find a pen, a piece of paper, something to time yourself with and a calculator. Try to keep your mind clear of any thoughts for the next 60 seconds. Every time a conscious thought arises in your mind mark it down as one tally (if you have the same thought, this just counts as one line). After the 60 seconds are up, count how many thoughts you had. Now, use your calculator to multiply this number by 60, and this will show you how many thoughts you have an hour. Multiply this number by the amount of hours you are awake (16 - 18 on average for most people), and this now displays how many thoughts you have a day. Multiply your current number by 30 and you get how many thoughts you have per month. Finally, multiply your last figure by 12. This is how many thoughts you have a year, or at least when you are trying to keep your mind clear. If you consider that you are not practising this most of the time, then that number is realistically much higher. Learning to keep your thoughts in check and stay positive is important, because thoughts become words, words become deeds, deeds become habits, habits become character and your character creates your destiny.

Mission 10: Fostering Silence

Similar to the last exercise, train yourself until you can go for a minute without a single thought. When achieved, then try for an hour. After

this, it is up to you for how long you want to attempt for. This exercise will help you be present in the world around without judgements or attaching meaning to that going on around you.

Mission 11: List Five Things

Go and have conversation with someone that lasts at least five minutes. After you and the person have parted ways, write down at least three to five interesting things about them. If you can do this, it means you have successfully listened and paid attention to that person.

Mission 12: Wise After the Event

This mission is designed to build up your quick wit. After your next conversation is over, think back and consider how you could have improved your “Yes, and” responses. It does not have to be the most funny thing in the world. What is most important is that you are getting your creative juices flowing by training yourself to think in the “Yes, and” spirit. Remember, you do not have to actually use the words “Yes, and”, the sentence just has to embody the spirit of accepting the other person’s conversational offer and building upon it.

MINDSET

Mission 13: Five No's

Go to a coffee shop and ask for a free cup of coffee or tea. You can give a reason, for example that it is your birthday. When you receive your first No - which does not actually have to be verbalised literally as "no" - ask again. Keep asking until you receive five No's. You can try this in other environments too, such as an art gallery. Go over to someone and comment on the piece of art they are looking at. If they smile but ignore you, then that is one of your first No's. Keep on persisting until you get your fifth No.

Mission 14: Seven Day Positivity Challenge

Take up this challenge to master your emotions. Get an elastic band and wear it on your wrist. Now try and go seven days without having a negative thought. If a negative thought does arise, then you have exactly one second to flip it around and make it a positive thought. If you do not do this in that one second, then snap the band. This will remind you to keep checking your emotions. Over time this will train yourself to remain in a more positive emotional state that will influence others quickly and powerfully.

CONCLUSION

Mission 15: Help Someone

Where ever you are, look for the first person in front of you. Ask yourself, how can you help this person? How can you add to their day, in either a small or big way? Whatever that idea you have is, go and put it into practice. By training yourself to help people overcome obstacles, no matter how big or small, you are learning an important tool for connecting with others and expanding your social circle.