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**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**The Undeniable Power of Suggestion**

**By Lady Camelot**

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How exactly is the Human Psyche effected by the trivial "power of suggestion?" When a thought or seed is planted into the human mind, the psyche responsively triggers a lingering product of that thought. For example, urban legends have been circulated throughout history; in doing so, a mindset is incorporated into the psyche, creating a deceitful illusion that cannot distinguish fact from fiction.

Because the human brain is so very complex, it is sometimes unable to relinquish imbedded legends and trauma – somewhat like a computer, imbedded with a virus. {Coincidentally, the computer virus parallels the human psyche because we tend to go around the harbored culprit by avoidance, until we are compelled to face it when negligence is no longer available to us.}

Eventually, the human psyche begins to hone in on the product whereby the mind can no longer extract necessary information to adequately function. This, in turn, can cause fatigue, insomnia, phobias and various other problems in one's routine. As mentioned earlier, urban legends can distract the human psyche into believing something that is absolutely bogus.

In the mind-altering radio broadcast drama by Orson Wells in the early 50s, not only was the power of suggestion utilized, but also began the era of mythical urban legends of modern day society. At that time, the human psyche was so dramatically effected by the theatrical storyline that the thought patterns were directly influenced and seized for the duration of the broadcast. Or better yet, children are likely portals of trauma-induced, and prison-like mindsets. The human psyche acts as a shield; but eventually, is pierced through power of suggestion, urban legends and unfolding, traumatic events.

In the case of a battered child, the human psyche tends to harbor feelings of guilt, abandonment and residual anger. But because the human psyche has barred all intervention, the emotional side of the psyche will not transmit these deep-seeded feelings and emotions until a "trigger" allows it to escape. The same applies to phobias induced by childhood events like being stung by a bee, or even adult

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phobias where one may have been victimized by crime or other issues; another being the tall-tale, urban legends that have been passed down from generation to generation. These installations of the psyche instinctively retract to the hidden corners of our minds.

So, how do we extract these details so to function more appropriately? Unbelievably, and holistically speaking, the power of suggestion cannot be only mental undoing; but can also be the mental regrouping or intuitive spark of the human psyche. When we force ourselves to encounter events from the past, or discover that certain urban legends aren't real, or face our phobias head on, the human psyche can release frozen material and absolve us from it.

When speaking of the power of suggestion, it simply translates to mind over matter. By coming to terms with an issue, addressing it and affirming your stance over it, the human psyche can and will

bring about unsettled emotions, fears and feelings. In doing so, the human psyche collaboratively enables the mind, body and spirit to release tension and stress; thus allowing total peace of mind, and an overall sense of well-being.

The power of suggestion is indeed omnipotent when used in positive conjunction as a method of self-treatment. Daily affirmations, meditations and Tai-Chi are wonderful vessels for the power of suggestion, spiritual & emotional health, and good anatomical health as well.

In closing, a quote from F. Langbridge from 'A Cluster of Quiet Thoughts' --- "Two men look out through the same bars: One sees the mud, and one the stars..."

In other words, the human psyche has internal insight to control our individual being...the way we view our environments, events and people can be fulfilling and happy if we allow our psyche to free itself --- through power of suggestion.

LadyCamelot currently serves as the Public Relations' Director for Holistic Junction – Your Pathway to Discovery – A community of people interested in all things holistic. Here, you will find what you need; share what you know; discuss what you're not sure about. Create your own web site, participate in online forums (over 80 categories), peruse the Business Directory, publish your original articles, opinions, artwork, and so much more.

### **Winning Sales Letters Always Build Rapport.– Here's How...**

**By Mike Jezek**

Winning Sales Letters Always Build Rapport.– Here's How... by Mike Jezek

Listen, wouldn't you love to have the power to influence people to listen to you, to your ideas, to your demands, maybe even give money to you? And maybe even create a loyal base of customers, fans, or friends? I know I would.

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So how do we go about that? One answer, my friend. Rapport.  
It's a technique not only used by sales superstars.  
Religious leaders, politicians and business leaders also use it.

How do we create rapport?

Here are a few methods for creating rapport:

Yes Sets/A.R.C.ing Statements. In copy we can occasionally sprinkle a few statements that are obvious yes questions.

For example:

(You know it's important to learn this don't you?.

/Isn't it a great time to start a business?

/Going to college will give you an edge won't it.

/You do want more excitement in your life don't you?

/You deserve the best things in life don't you.)

Adding a question mark as opposed to a period is still open for debate so use what you feel will be best for your situation.

Again the point of this technique is to get Mr. Prospect agreeing with you and hopefully be put in a "yes" frame of mind so he'll be more open to saying yes to your offer.

Pacing/Undeniable Truths.

This technique is similar to the above mentioned technique.

With undeniable truths you sprinkle your copy with statements that are obvious statements you and your prospects accept.

A few examples: (As you read this letter you notice I put the words unconditional guarantee in big bold letters.

/Why have I sent you this two–page letter?

/As you saw from the statistics I listed earlier that the rate is 6% now.

/Remember what Bill Woods said in his testimonial?

Well it can happen for you too).

It's been said that you should use three to four pacing statements before you introduce a new thought that directs them to respond the way you want.

Mirroring.

This technique is simply becoming like your prospects in appearance, tone, and using the words that they're familiar with.

For example, you wouldn't want to use graphics that convey the appearance of power for a food product or a cookbook.

And you wouldn't want to talk to an accountant in copy the same way you would to a construction worker.

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Mirroring is simply becoming like your prospects, not just in graphics, but also print.

Rapport is very similar to building credibility.

The main difference between projecting an image of credibility and building rapport is that your prospect may already believe you and yet they don't identify with you enough to open their wallets.

The thing you want to remember is people trust those who are more like them. And you can gain trust using the techniques discussed in this free report.

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