

HYPOTHETICALS

**Power Conversation Tactics To Get You Past
“Small Talk” With Her**

By Dean Cortez

Hypotheticals are one of my favorite conversational tools. These are hypothetical questions that you can pose during a conversation.

A good Hypothetical will accomplish a number of things. First, they're a great way to inject some fun and energy into the interaction. (Remember, as long as she's having *fun* with you, she won't want to go anywhere else.)

Second, they are an excellent means of gathering Intel about her (meaning, you're learning more about what makes her tick).

Third, they allow you to highlight your own best qualities and tell *her* the qualities you value in a woman. Instead of stating these things outright, Hypotheticals allow you to plant seeds in her brain which work in your favor.

Let's say you've been talking about music. She told you which bands she's into, and now you're telling her which ones you like. You know that in a matter of moments you're going to have to guide the conversation to the next topic, since it's important to keep things flowing and progressing.

A good Hypothetical will make her smile and think, open a whole new conversational gateway, and prompt her to reveal things about herself. Then, you will reveal a positive quality of your own.

Hypothetical A: The Dinner Party

“OK, so let me ask you this,” you ask her. “If you could have a dinner party and have any three famous people show up, whether they're alive now or they're from way back in history, who would they be?”

The point here is to learn more about this girl and what she's into. If she includes any "bad boy" celebrities, you know she has a weak spot for guys with swagger and an edgy style.

If she says a politician's name, you know you're dealing with a girl who keeps up with current events and has opinions about world affairs. Whether this type of girl appeals to you or not, you've just gathered some important Intel on her.

And if she throws out some goofy pick, like some hunky young actor or pop star, you can tease her ("I cannot believe you would choose to invite that person. That's it, we're breaking up.") Then you should playfully push her to come up with a better pick.

(If she really can't think of anyone truly interesting to invite, then it's safe to say this girl isn't the sharpest knife in the drawer.)

Get to explain *why* these three people are significant to her. What is it about them, exactly, that she finds fascinating?

After she finishes explaining her choices, it's your turn to give your own three picks. Make sure you've done your homework before you use this Hypothetical. You should already have several answers prepared, with reasons to back them up.

You shouldn't have to be disingenuous and name people you aren't actually interested in, just for the sake of trying to impress her. Come up with people who have accomplished great things in different fields, who you genuinely find fascinating.

When figuring out your choices, you might want to think about two categories: a famous and impressive person who happens to be in a strong, committed relationship (you can mention how you respect this, which shows the value you place on loyalty and commitment), and someone who rose from humble beginnings to achieve greatness (which implies that you are an ambitious person who respects that quality in others).

In the first category, I've used Bono as an example. I love the guy's music. And for someone who's been a massive rock star for decades, he seems like a down-to-earth dude. He's been married to his wife since 1982 and they have four children. He's also a tireless activist, crusading for human rights organizations and winning all kinds of humanitarian awards. (He's even a shrewd investor; did you know Bono owns a stake in Facebook valued at around \$1 billion?)

In the second category, I've used Oprah Winfrey. This might take the girl I'm talking to by surprise, since Oprah is normally considered an icon by women, not men.

Why would I give Oprah a place at my table? Well, she's considered to be the most influential woman in the world. She's the greatest black philanthropist in history. And yet she was born to a single teenage mother, raised in poverty, and suffered terrible abuse in her childhood. That's inspiring stuff.

Whatever your choices may be, have interesting reasons to support them. Explain why they spark your imagination and how you'd love the opportunity to ask that person a certain question.

A word of warning: you'll probably want to stay away from politics. Unless you're macking women at a political rally, this isn't the time to debate abortion laws or the situation in Iraq. Maintain the comfort zone. Keep things light, fun and stimulating.

Hypothetical B: Cops At The Door

Loyalty is a quality that women, and Macks, take seriously. Here is an example of a Hypothetical that allows you to A) gauge how important loyalty is to her, and B) establish that you are loyal person.

This Hypothetical should be used once you're deep into the conversation and she feels comfortable with you (don't spring it on her five minutes into the conversation). "Let me run this by you," you say with a sly smile. "It's a hypothetical situation."

"You've been dating a guy for a few weeks, and you really like him. One night you're at his house having dinner with him, and a police car pulls up outside. The guy suddenly jumps up and says to you, 'Tell them I'm not home.' Then he runs into the bedroom and hides in the closet."

"So the cops come knocking on the door. You answer. The cops ask you if he's home. What do you do? Do you lie and say he's not home? Or do you point them towards the bedroom?"

Girls will reveal a lot about themselves by the way they answer this question. If she says "I'd cover for him," you know that she holds loyalty in high regard. When she cares about someone, she has their back, and she's passionate with the men she loves. Therefore you need to

play up how important these qualities are to you. Give a reply along these lines:

“That’s interesting that you would say that. Because honestly, if you flipped the situation, and I was dating you and I was the one answering the door...I would have to cover for you. Loyalty is at the top of my list.”

If you want to rack up extra points, throw in a reference to the classic movie *Bonnie & Clyde* (1967). It’s about a guy and a girl, played by Warren Beatty and Faye Dunaway, who fall madly in love and embark on a bank-robbing spree. They’re fiercely loyal to each other. It’s them against the world—a notion that women find incredibly romantic.

A more modern reference is the movie *True Romance*, which was inspired by *Bonnie & Clyde*. This time it’s Christian Slater and Patricia Arquette on the run, road-tripping from Detroit to Hollywood. Girls love this movie for the same reasons: two star-crossed lovers on the run, against all odds. *Bonnie & Clyde* ended on the more powerful note, with the two doomed lovers dying together in a hail of bullets—bloody, tragic, but still an incredibly romantic notion.

Or, she might give the opposite response to your Hypothetical: “I’d tell the cops that he’s in the closet! I haven’t known the guy that long...what if he’s a murderer or something, and he didn’t tell me?”

In this situation, you give an equally smooth reply: “I respect what you’re saying. You believe in honesty, and if this guy wasn’t being straight with you about himself, and what he’s involved in, then there’s no reason for you to cover for him. I also believe in honesty, I think it’s very important.”

You don't want to bust out this Hypothetical on a woman five minutes after you meet her. (She might wonder whether you're trying to find a girl who really *will* cover for you when the cops come serving an arrest warrant!) But once you're getting to know each other, and the conversation is in a nice groove, this one's a gem.

Hypothetical C: The Million Dollar House

Another provocative question you can pose: "OK, check this out. If I was to give you ten million dollars to build your dream house, but you had to build it out of either wood, glass, or concrete, which material would you choose? And be careful how you answer...because it's going to say a lot about the type of person you are."

The purpose here is to learn more about her personality. It also allows you to tell *her* how much you value certain qualities in a woman.

Once she gives her answer, compliment her on it. Whether she chose wood, glass, or concrete, say "that's exactly what I thought you would say." Now you've got her intrigued. When she asks why, explain to her what her answer means about her. She'll be hanging on every word.

If she says "glass," tell her she's an open book. She's not afraid to reveal herself and her emotions. She has a wide circle of friends. People like to be around her because she is outgoing and expresses her feelings.

If she answers "wood," tell her she's creative. She has an artistic side. Even if she doesn't have any creative or artistic hobbies right now, you can tell her that she *does* have these talents—it's just a side of her she isn't expressing. Women will usually agree with this

assessment, because they all like to think they have an artistic or creative side—whether it’s an interest in writing, painting or music, or the way they express themselves through their clothes and style.

If she answers “concrete,” she probably has her legs crossed when she’s sitting down. This is a person who needs to feel secure and puts a big value on stability. “Basically, it means you’re very concerned about security,” you tell her. “Not just *your* security, but the people close to you. And you want stability in your life. I do, too, so I can definitely appreciate that answer.”

Most women who pick “concrete” have security issues because of a difficult relationship they’ve had in the past with a man. It could be her father, or an ex-boyfriend. Another interesting piece of Intel to file away.

All of these interpretations are broad enough that they apply to most women. But you should always be ready with a further explanation in the event that she disagrees with your interpretation. If she chooses glass, and you tell her she’s an open person, she might say she’s not: “Actually, I keep my feelings locked up inside. It takes me a while to open up to people.”

To this, you would say “but I can tell that you *want* to be more open. You want to let more people into your life, but something is holding you back.” Now let her respond. A gateway has just opened to a very personal, intimate discussion.

Likewise, if she chooses wood but tells you she’s not creative, you can say “but I can tell you’ve got a creative side you haven’t really explored.” Chances are she will be flattered by this statement and see some truth in it.

She'll find a reason to agree; maybe she's always been interested in art, or would love to learn how to play a musical instrument, but hasn't explored these areas.

Encourage her to do so. And as she shares these personal details about herself, and you show appreciation, the bond between you and her is strengthened.

Hypothetical D: Age is Just A Number

“My friends and I were talking about this the other day, and I'm curious what you think. Which do you think is more appropriate: an older guy with a much younger girlfriend, or a young guy dating a much older woman?”

Notice you phrased this politely by using the word “appropriate.” You didn't pass judgment on either option. This Hypothetical opens a gateway for you to discuss life, love, and the possibility of two people being soul mates even if society doesn't think they belong together. Great stuff.

She might answer, “I think it's gross when I see some 50-year-old guy with a 25-year-old.”

To this, you can say something like, “I'll admit, it does look a little strange. But look at the deeper part of it: if they're truly in love with each other, and they make each other's lives complete, does age really matter?”

On the other hand, if she says, “Age shouldn't matter, as long as they're in love,” then you can wholeheartedly agree. If your parents or grandparents have been married for many years, or you can relate a sweet story about a couple that you know that has been together forever, tell her about it. Women find this notion very romantic. You

can't go wrong with this Hypothetical; every woman has an opinion on it, and it opens excellent conversational gateways.

Hypothetical E: The Five Senses

Women tend to be more sensual than men. They have a deeper appreciation for breathtaking scenery, soothing sounds, and gentle caresses. Since romance is about stimulating a woman's senses, here is a Hypothetical that opens gateways to romantic and sensual subjects:

“If you had to lose one of your senses—sight, sound, smell, taste, or touch—which is the one you would never be able to give up?”

It's a tricky question that will make them think for a moment. Her answer isn't the point. It's all about you asking her *why* that sense is so important to her, and taking it from there. Then, you need to have an answer of your own, ready to go. Think about it: which sense would you absolutely need to keep, if you had to lose the others? And why?

Maybe she values her sight above all other senses, because she couldn't imagine never seeing another sunset. Perhaps she would choose to keep her sense of touch. Ask her, what are the things she would miss touching? Here's a perfect opportunity for you to stress how you're an affectionate person, and you could never live without touch, either. You can say “Touch has to be the most powerful of all the senses. It's amazing what it can do. I could be having a terrible day, feeling really down, and a simple touch from someone you love can heal everything.” Give her forearm a gentle touch while you say this.

Whatever her answer is, say “I can understand why you feel that way.” Now tell her about your pick. It should reveal something about you, and the things you treasure most.

By playing upon her senses, you develop a romantic bubble around the two of you. You are communicating and connecting on a level that goes way beyond normal conversation.

Hypothetical F: The Voyeur

This one is flirtatious and fun. Don’t use it until the two of you have established a solid connection. If she has a strong sexual energy—for example, she’s dressed provocatively and is partying it up tonight—this one can really get her in the right mood.

“Let’s say you’ve just moved into a new place, and you realize that you can see into the house across the street from you. A guy and a girl live there, both very attractive people. One night you look through your blinds and you see them having wild, passionate sex. They’re so into each other, there’s no way they’re going to notice you. So the question is this: do you close your blinds, or do you watch?”

With this one, you’re steering the conversation into sexual territory. As long as the chemistry between you is good, she will find this question sexy, intriguing and a bit naughty—in a good way.

There is no wrong answer. Again, the key is to ask her why she answers the way she does. If she says “I wouldn’t look,” you might say, “What is it that would stop you from looking? I’m not saying that I would watch, but what

exactly would hold you back?” Allow her to explain her view of sex and intimacy. Now *there* is some valuable Intell.

An answer you can give is, “I’m not going to lie; curiosity would probably get the better of me. But I would also think, ‘how would I feel if someone was watching me and my girlfriend?’ I do think it’s a very personal thing between two people.” This way, you’re playing both sides of the fence: you’re establishing that you have a sexual side, while still sounding like you respect privacy.

She might admit that she would watch. This means you’re dealing with a sexual person and there are some nice possibilities. You can use the same response as above: you’re no Peeping Tom, but curiosity probably *would* get the better of you...

More Hypotheticals

Here are some quick hypothetical questions that can go a long way. Anytime you ask a woman one of the following questions, she will reveal something about herself—and then it’s your turn to answer, and plant seeds.

- If could you teleport right now to any place in the world, where would you go?
- Which would rather have for one day: the power to fly, or the power to be invisible? (And how would you use this power?)
- If you won a hundred million dollars, what’s the first thing you would do?
- If Hollywood makes a movie about your life one day, which actress would you want playing you?
- If you could eat one food as much as you want, and

never gain a single ounce, what would it be?

- If you could gaze into a crystal ball and see a single day in your future, which day would you want to see?
- What's the best purchase you've ever made?
- If you could choose between fifty years of being ridiculously happy, or to live forever and be unhappy, which would you choose?
- If it had to always be nighttime or always daytime, which would you choose? And why?
- If you were a superhero, which of your friends would you choose as your sidekick? And what would you want your respective powers to be?
- If you could go back and be any age you want for a month, what would you choose?
- If you could travel 100 years into the past or 100 years into the future, which would you choose?
- If you had a week to live and could do any five things in the world, what would they be?
- If you could pick any three people in the world to be stuck on a deserted island with, who would you choose, and why?
- If after dying you could come back as any living thing other than a human, what would you want to come back as?
- If you could be one age forever, what age would you choose?
- What one piece of advice would you give to your younger self?
- If you could only wear one piece of clothing for the rest of your life, what would it be?
- If you could only listen to one band for the rest of your life, what band would you pick?
- Would you rather be a cat or a dog?

- If you could live the life of any movie character, who would you choose?
- What is the one thing in life you can't live without?
- If you could have any job in the world, what would you pick?
- If you had to pick an animal that best describes your personality, which animal would you choose? And why?
- If you were the President of the United States, what would you do on your first day in office?

Enjoy these Hypotheticals. See if you can come up with some of your own. Try them out the next time you're chatting up a girl, and watch the sparks fly.

Your Wingman,

A handwritten signature in black ink that reads "Dean Cortez". The signature is written in a cursive, slightly slanted style.

Your Wingman,

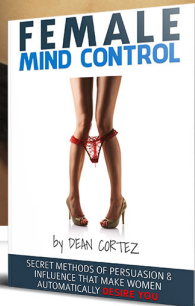
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EXTRA RESOURCES

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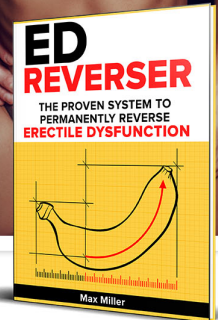
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