How the FBI uses NLP on YOU

Presenter: Brad Smith, RN, CISSP...

Computer Institute of the Rockies

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How the FBI uses NLP on YOU!
Please Do Not Distribute

• Seldom taught to outsiders
• Used by
  – Law Enforcement
  – Psychologist, Social Workers
  – Medical Professionals
  – TV Host

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What You Will Learn

1. Basis of Social Engineering and Neuro-Linguistic Programming
2. Basic NLP Practice session
3. Concepts of Interrogation
4. “Cops Stop” Group Practice

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What You Won’t Learn

• How to talk with Angels
• How to fix your liver
• How to Hypnotize (no self or others)
• Milton Model, Super Model
• Anchoring
• How to pick-up Vegas Show Girls
Caution

• *Don’t use to trick people!*
  – Will almost always backfire
  – Not for Emergency Situations
  – Use strategies for sanctioned ethical gain only!

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FBI Law Enforcement Bulletin

Subtle Skills for Building Rapport
Using Neuro-Linguistic Programming in the Interview Room

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I See What You Hear

“Simply conforming your nonverbal behavior to the client, using language from the client’s preferred representational system and matching speech volume, tone and rate of speech often overcomes client reluctance to communicate”

“Subtle Skills for Building Rapport” FBI Bulletin

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Re-presenting the Senses

- Senses bring data to CPU for instruction
- Strongest sense shows in conversation
- Listen to What is said *not* What is said!
- “Client’s preferred representational system”

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History of NLP

• Richard Bandler / John Grinder (1970’s)
• Studied successful therapists
• Packaged so anyone can learn
• Rarely taught outside medical, or law enforcement fields
• Disagreement on teaching to others

www.SeductionScience.com

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Visual Phrases:

- I see what you mean
- We see eye to eye
- That looks good to me
- I get the picture

EXERCISE: Speak in Visual Phrases
Auditory Phrases

• Loud and clear
• Something tells me…
• That rings a bell…
• That sounds OK to me

EXERCISE: Speak in Auditory Phrases

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Kinesthetic Phrases

• I can grasp that idea
• I got the hang of it
• How does that grab you
• You don’t have to get so pushy
• I’ll get in touch with you

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Olfactory / Gustatory Phrases

- A sweet person
- Something smells fishy
- That's bitter-sweet
- I smell success

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Using NLP in SE

• **Listen** and **Watch** for data about:
  – Speech Patterns
  – Word Patterns
  – Posture Patterns
  – Gesture Patterns
  – Physical Patterns
Speech / Word Patterns

• People are sensory driven
  – Auditory “I hear what you say”
  – Visual “I see what you say”
  – Kinesthetic “I grasp what you say”
• People speak at different speeds
• People speak in different packets size

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Speed

- Easier for victim to understand
- Moderate skill practice
- Speed kills
- Stretch vowel

PRACTICE: Slow Speed
PRACTICE: Fast Speed

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Words

• Easiest to identify
• People use different words for the same thing:
  - Couch, sofa, davenport, divan
• Refer to what they say
• Words with Facial is common
• Regional, cultural based

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Posture

- Easiest to detect as fake
- Lean as they do,
- Sit as they do
- Use for leading
  - Mirror their postures then change your posture to a different posture (hostile to neutral)
  - Change to verify access

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Putting it Altogether

• Be aware first
• Practice combinations (Fast Visual, Slow Aural)
• Start with words, posture
• Just a few of the Major points

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The Eyes Have It

- People’s eyes usually give clues to their representational system
- Watch for difference in eyes VS speaking style
- Ask recall question and watch eyes

<table>
<thead>
<tr>
<th>Sensory Model</th>
<th>Eyes Look</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auditory</td>
<td>Sideways</td>
</tr>
<tr>
<td>Visual</td>
<td>Up, to side</td>
</tr>
<tr>
<td>Kinetics</td>
<td>Down, to side</td>
</tr>
</tbody>
</table>

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Eye’ll have Another

Visual Construct
Visual Recall

Auditory Construct
Auditory Recall

Kinesthetic
Internal Dialog

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The Cop Stop (You’re the Cop)

• Stop the suspicious car
• WAIT, Watch (are they fumbling under the seat?)
• Ask 3 questions
  – Simple recall
  – More difficult recall
  – What you want to know

PRACTICE: Ask recall - lie and WATCH

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Review

“Simply conforming your nonverbal behavior to the client, using language from the client’s **preferred representational system** and matching speech volume, tone and **rate of speech** often overcomes client reluctance to communicate”

“Subtle Skills for Building Rapport” FBI Bulletin

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Online Reference

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- Free online tutorials on HYPNOSIS, NLP, Manipulation of Power. http://nlp.snowseed.com/
- www.nlpu.com/whаtnlр.htm
- www.saladltd.co.uk/
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FINAL Exercise

What *preferred representational system* are You?

“Perception is Reality”

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Handout Bonus!

How to Pickup Vegas Show People

• Be Ready for Next YEAR
  – Most show people knows their 9-10, old ways out
  – FIRST find representational system
  – NegHit: Negative Compliments “Are those your real nails? Oh they’re acrylic” Turn your back, don’t walk, just divert attention
  – No looks compliments; style/brains compliments OK

www.SeduceNow.com

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