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Flirting

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- **Find out if someone is interested in you**
- **Develop rapport and make sparkling conversation**
- **Understand body language and give out the right signals**

Elizabeth Clark

The 'Flirt Guru' – flirting and charisma expert



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by Elizabeth Clark



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About the Author

Elizabeth Clark, a.k.a 'the Flirt Guru', is an international speaker, broadcaster, author, and trainer. She is the UK's leading expert on flirting and charisma in business and the author of both *Flirt Guru* and *Single to Settled*.

Elizabeth is a member of the Professional Speakers Association, holds MCIPD and BPS qualifications, and possesses over 10 years of human resources management experience with FTSE-listed companies. Whilst there are no formal qualifications required to be a 'flirting expert', Elizabeth professes to have a lifetime of practical application behind her!

As the founder of Rapport Unlimited and www.flirtguru.com (in 2002), Elizabeth has engaged with tens of thousands of people around the globe from FTSE-listed clients. She provides corporate training and carries out speaking work, teaching flirting skills from persuasive presentation to charismatic networking. In doing so, Elizabeth has proved that skills used in flirting, for business or pleasure, are inextricably linked, and that flirting isn't just for dummies!

Elizabeth's cross-demographic appeal sees her feature in everything from *The Times* to *Grazia*. She appears regularly on radio and TV, from BBC1 to Living.

For more information on Elizabeth's work and for more flirting tips, visit her websites at www.rapportunlimited.co.uk and www.flirtguru.com, or contact her directly at info@rapportunlimited.co.uk.

Dedication

To Calum, Lucy, and Glyn – my superstars.

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The *For Dummies* series isn't a global phenomenon by accident, and I'd like to thank the raft of *For Dummies* editors who made this book possible.

What makes this book extra-special is the contribution of the models. Not only do they provide invaluable demonstrations, but they also add a touch of glamour to the book. I'd like to say a huge thanks to my best friend Patri Pennarocha and my gorgeous partner Glyn Powditch for their excellent modeling services, and to Bill Houston – our very patient, but brilliant photographer.

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Introduction

If you could learn one skill to improve your self-confidence and your listening skills, help you meet more people and project the right impression, and show you how to read and react to body language, not only would you want to learn it, you'd probably expect it to be on the curriculum in every school. Unfortunately, it isn't because this particular skill is flirting, and it has a bad press. Rather than being viewed as an essential social skill, flirting is viewed as something a bit grubby, sleazy, or for airheads simply because, in addition to making you friends and improving your relationships, it also gets you dates.

Without flirting, though, life would be duller, lonelier, and a lot less fun. Flirting's a great life skill that you can break down into logical elements, learn, and apply in all sorts of contexts from work to play.

Flirting is important for other reasons, too. A recent study showed that modern living places less value on community and the family unit than in previous generations. With a workforce shortage, everyone is encouraged to work, both young and old. People relocate more readily and commute farther to work than ever before, leaving less time and energy to spend on our families and friends. Children are being brought up by nurseries, instead of learning their communication skills at home around the dinner table with mum and dad.

A culture of alcohol sees teenagers relying on booze for their Dutch courage with the opposite sex rather than their communication skills. University, previously the place for a young person to hone their communication skills, as well as get lashed up at the expense of the taxpayer, is now a vehicle for accumulating debt. Nights on the town are replaced by nights working part time to make ends meet. All the key places and opportunities where you can learn to hone communication skills are changing, not necessarily for the better. Never mind the energy crisis, we're facing a communication skills meltdown and it's everyone's responsibility to do their bit. Honing your flirting skills is a way to reconnect lines of communication and engage with other people, despite all the social and economic forces pulling us apart. That's where this book comes in.

Each time you dip in and out of this book, something new and useful will stand out in your mind for your next flirting exploit. You'll become more likeable and attractive to others, learn how to spot the key signals, and act on them without the fear of rejection. You can teach an old dog new tricks – so get ready to put some work in and become a fabulous flirt.

About This Book

Flirting and courting are constantly practised in the animal kingdom. Surprisingly, we humans behave in much the same way. This book covers lots of information on how we behave, and why, in a simple, logical format that anyone can follow.

I elaborate on some of the more complex points using photographs. Illustrations are also provided to help you visualise and retain useful facts and information.

All the information is easy to access. You don't have to read the whole book to find solutions to your particular flirting difficulties. You can tailor make your own learning journey with the help of the index and the table of contents.

Conventions Used in This Book

This book is stereotype and jargon free. All the terms used here can be found in similar texts and contexts.

When this book was printed, some Web addresses may have needed to break across two lines of text. Where that happens, rest assured that I haven't put in any extra characters (such as hyphens) to indicate the break. So, when using one of these Web addresses, just type in exactly what you see in this book, as though the line break doesn't exist.

What You're Not to Read

You don't have to read any of the stories in the sidebars to understand the points made in the nearby sections. These sidebars are useful, though, to demonstrate a point and to reassure you that you're not the only person to experience flirting embarrassments or problems. Most of the stories have happy endings and so offer a bit of inspiration in your flirting development.

Nor do you have to follow the Try This icons, but you'll find your comfort zones will stretch more quickly and you'll get to your end goal faster if you do.

Foolish Assumptions

In writing this book, I've made some assumptions about you:

- ✔ You want to meet more people, improve your flirting skills, and have more confidence.
- ✔ You're willing to accept feedback and make changes.
- ✔ You're prepared to put in the work to develop your new skills.

One final word about assumptions: I tried not to make stereotypical assumptions in this book but I do think that men and women sometimes see things or do things differently – particularly when it relates to flirting! Research supports this rather commonsense view.

How This Book Is Organised

The great thing about the *For Dummies* books is that they're designed so you can dip in and out where you please at the parts you feel are most relevant or important for you, and this book is no exception.

Part I: Getting to Grips with Flirting Basics

Whether you're new to flirting or could do with a refresher, this part describes the origins of flirting and why it's all down to Mother Nature (and not some numbers game with a nasty script concocted by some cheesy chat-up merchant). This part reviews your current flirting approach and gets you in the right mindset to become a people magnet. I cover gender differences you need to be aware of and how to get things started with everyone from friends to colleagues to potential dates.

Part II: Getting Noticed! Making Contact

Getting noticed for all the right reasons is the first big step in the flirting process. In this part you find out how to look, sound,

and smell fantastic and to make a head-turning entrance. Spotting who's up for a flirtation and who isn't is the second flirting step. I offer tips on making conversation effortlessly with anyone, anywhere. Being interesting to other people is the third step, which is actually far easier than it sounds.

Part III: Developing Killer Rapport with Body Language

You're moving into the non-verbal territory in this part. Contrary to popular belief, what you say isn't as important as how you say it. The chapters in this part cover how to project all the right signals to let people know how interested you are, make all the right noises without saying a word, spot the secret flirting clues that are specific to men and women, and learn how to spot a liar. Enjoy practising, offering, and interpreting the body language clues you need for successful flirting.

Part IV: Taking the Next Step

Things hot up in this part. Actions speak louder than words – so exit your comfort zone and just do it. Discover how to recognise the right time for making the next move, and how to take things further. The chapters in this part also cover rejection: how to let someone down gently and how to cope if someone makes it plain they don't fancy you.

Part V: The Part of Tens

The chapters in this part take a light-hearted look at opening conversational lines for every situation, flirting gaffes that can make or break a date, dealing with unwanted attention without causing a scene, and having fun and flirting safely.

Icons Used in This Book

To help you navigate your way through this book, I use a number of different icons:



Tips are practical pieces of advice for developing and honing your flirting skills in a particular area and actions you should take to help you achieve a certain level of flirting ability.



Beware of these points; they can make or break a flirting situation.



Commit these points to your memory for later use.



Fact icons highlight information relating to flirting, people, and behaviour.

Where to Go From Here

If you feel you already know the information in a certain section, skip to other sections that are more useful to you. You don't need to read this book from cover to cover, although getting the whole flirting picture and covering all your bases won't hurt.

I provide useful chapter and section cross-references throughout the book; so don't worry about missing vital information by not reading it systematically. Use the table of contents and the index to pinpoint what you're looking for; they also show you where else in the book you can find extra snippets on any given subject.

Beyond this book, I suggest you head straight to the nearest public place and get started. There's no time like the present – if you can't get out of the house, get on the phone or the Internet. Someone's out there just waiting for someone like you to give them a little sign that you'd like to get to know them better. Flirt for more friends, more confidence, and more dates.

If this book awakens an interest in reading non-verbal cues for more general use, check out *Body Language For Dummies* by Elizabeth Kuhnke. If you find change very difficult or a negative outlook impossible to overcome, try *Cognitive Behavioural Therapy For Dummies* by Rob Willson and Rhena Branch. Changing your outlook enables you to get the most from this book.

Part I

Getting to Grips with Flirting

The 5th Wave

By Rich Tennant



"I don't know about the perfume or the dress,
but the duck call is working wonders."

In this part . . .

This part contains all the fundamentals of flirting you need, as well as info on how to fix your flirting approach. I aim to make you ready and motivated to get out there and start mixing it up with friends, colleagues, and potential dates.

Chapter 1

The Making of a Successful Flirt

In This Chapter

- ▶ Understanding the fundamentals of flirting
 - ▶ Recognising and sending flirting signals
 - ▶ Putting yourself in the flirting zone
-

Mother Nature has blessed you with all the skills you need to be a super flirt. Perhaps you've lost touch with these skills along the way or haven't used them enough to have full confidence in them, but believe me you do have the skills and you can improve them to whatever degree you desire.

Flirting is a subtle combination of body language, confidence, attitude, and appearance. You can employ these features of your character to flirt in different ways, from the innocent, non-sexual, mutual kind of flirting where you're not attracted to the other person to full-on flirting when you're madly attracted to someone. Flirting's not just about sex, although that is a very pleasant by-product when the feeling's mutual, but about making personal connections with people you find interesting and want to get to know.

When you flirt with someone they feel good about themselves, and in return you feel good too. Being flirted with is the ultimate confidence booster and it's free.

If you've ever felt that a chapter out of your flirting life felt more like 'How to lose friends and alienate people', then your flirting exploits are just about to make a huge paradigm shift.

Flirting Fundamentals

For most people, the big flirting concerns are:

- ✔ How do I get people to notice me?
- ✔ How can I tell if they fancy me?
- ✔ What am I going to say?
- ✔ How do I move things on from being just friends?

I cover all of these issues in this book. What you need to know now are some of the basic principles that apply to flirting, explained in the following sections.

Tuning animal instincts

Flirting in the human and animal worlds has been studied by everyone from anthropologists to psychologists and you can use their findings to your benefit.

In the animal kingdom, the males are adorned with ornate tail feathers, impressive manes, or striking markings to attract a female. In humans, however, the situation's reversed: with the exception of the sixteenth and seventeenth centuries when men sported massive wigs and flamboyant clothing, women have taken on the role of prettying themselves to attract a mate.



Studies show that women initiate flirting 90 per cent of the time. Although men appear to do most of the running, they actually do so because women have invited their advances with their flirting signals.

In addition, both humans and animals follow species-specific mating rituals and displays that the other members are familiar with. Human courtship follows a five-step pattern when you meet someone you're attracted to:

1. **You make eye contact.** A passing glance doesn't cut it; flirting requires a deliberate eye contact that's held long enough for the other person to definitely notice.
2. **You smile.** Smiling shows you have an interest and is a non-verbal way to invite someone's attention.
3. **You preen a bit.** Arranging your hair, smoothing your clothes, and positioning yourself on your best side catches the attention of interested parties.
4. **You build rapport.** Disclosing personal information about yourself and asking questions about the other person accelerates the attraction process.

Disco dummy

Jake went to his first ever school disco. He'd looked up some tips online and spoken to his big brother about meeting girls. He came back with his ego deflated. 'I flirted at loads of girls and none of them were interested,' he told his mother. 'What made you think they were interested in the first place?' she asked. 'Nothing, I just fancied them, so I flirted at them,' he replied. Jake was lucky enough to have a mum that could give him the lowdown on how girls think and his next disco was much more successful.

Jake made a schoolboy error that many men continue to make throughout their adult lives. First, you need to find someone who's available; then you flirt with them, not at them. To be a successful flirt, look for the signs and follow your instincts.

- 5. You find reasons to touch both yourself and the other person.** Touching yourself in autoerotic gestures and touching them at moments of increased rapport lets them know you're interested.



Follow your animal instincts to attract more friends and lovers. If you want to attract the opposite sex, emphasise your sexual differences; to discourage an attraction, downplay your differences.

Flirting: A game of two halves

It takes two to flirt. You can't flirt *at* someone; to have any chance of success, you flirt *with* them. Flirting with someone is like dancing: the movements are co-ordinated, but different.



In general, your role in and success with a romantic flirtation is determined by your gender. Women's success with men is directly related to their ability to send out courtship signals and to interpret how they reciprocate. Men's success with women relies on their ability to read the signals being sent to them, as opposed to being able to initiate their own flirting rituals. Both women and men need to accurately interpret the signals they receive and respond accordingly.



Men's difficulties in finding mates result from their lack of perception in reading women's signals; women's lie in not being able to find men who match their ideals. Guys start paying more attention; girls, stop being so fussy!

Flirting to attract new friends can be daunting because of the tendency to wait for the other person to make the move to engage you. However, that other person could well be employing