

**The Inner
CIRCLE**
Female pHd

THE **APPROACH** LADDER



The Wing Girl Method

STEP 2: THE INTERVIEWER

Every three weeks, you are going to have a new step to climb on the approach ladder. Each step will help build you up and get you started in using your approaching muscle.

The second step in the Approach Ladder is The Interviewer. I know. I know. I give tons of advice about how horrible it is to get into interview mode with a woman, but this is different.

Again, this step in the ladder is to get your social muscle moving.

If you ever watch a really good interviewer (Oprah, Barbra Walters), what they do really well is actively listen. They share and ask open-ended questions.

Now, I want you to do the same.

An *open-ended question* is designed to encourage a full, meaningful answer using the subject's own knowledge and/or feelings. It is the opposite of a closed-ended question, which encourages a short or single-word answer. Open-ended questions also tend to be more objective and less leading than closed-ended questions.

Open-ended questions typically begin with words such as "Why" and "How", or phrases such as "Tell me about...". Often, they are not technically a question but a statement, which implicitly asks for a response.

“Why did you choose to become a lawyer?”

“What is it that you love about X (music, surfing, food . . .)?”

After you ask the open-ended question, I want you to listen to their response, and then share what you think about the question.

Anything that happens after that is a bonus. Your success lies in approaching and asking a question.

TIP: When you share use the word “**BECAUSE**” it will trigger you to provide people with an internal response, which helps you inject emotion into the conversation. I talk more about this in Week 7.

APPROACH LADDER – STEP 2

For this week, you must:

Approach **10 PEOPLE** a day (including women you do not find attractive) and ask them an open-ended question.

Random people. People that cannot accept your money. In other words, no one that you can pay to be nice to you! (**NO** waiters, retail clerks, bus drivers etc...)

You are not allowed to go home until you approach ten **PEOPLE**.

People are everywhere:

- the supermarket,
- coffee shops,
- on the street,
- waiting at the bus stop,
- at the gym,
- in your office building,
- **EVERYWHERE!**

This step in the Approach Ladder will get your conversation muscle fully flexed and prepared for Week 10, where I show you how to have continuous conversations with women that create attraction.

Your Job:

Your only job, other than asking, sharing, and listening is to take notice. Take notice of how people react, respond. Are they surprised? Are they nice? Are they not nice? Are they happy to answer and share?

Have fun!



Marni
Your Personal Wing Girl