

THE **APPROACH** LADDER



STEP 3: OSA

OBSERVATION, SHARE, ASK

Every week 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 third step in your approaching ladder is called OSA (Observation, Sharing, Asking) step. OSA is what will assist you in having **REAL** conversations with women (and people) that feel effortless.

You will find detailed instructions within this week's workbook and exercises on how to properly use OSA to engage others in conversation.

OSA GUIDELINES

OSA – Observation, Sharing, Asking

OSA is The Wing Girl Method's system for approaching and talking to women.

Observation – Make an observation about the world around you. The woman, the weather, the surroundings.

E.g. – At grocery store and seeing a woman loading up on food
“That's a lot of food for a little lady”

It will seem strange at first simply just speaking to women and not using formalities like “hi, my name is Dave and I saw you from across the room...” but it will be way more effective.

WHY?

Because when you use observation, you start the conversation as if you already know the woman you are attempting to engage. You're already 2 steps into the interaction.

If you engage her as if you already know her, it will allow her to feel more comfortable with you. She'll think "he's talking to me like he knows me, I must know him." Or she'll think, "He's caught my attention. He's so comfortable". Either way it's a good thing.

At first, simply blurting out an observation may seem strange to you but as you start to work your conversation muscle, it will become easier and easier. We can practice OSA on our weekly Wednesday call.

**For a quick lesson and exercise on how to pull conversation out of thin air by using observation, check out your GYOB Exercises for this week. In your bonuses for this week you will find a case study on how to use OSA effectively.

Reminder: After an observational statement is made you will get 1 of 2 responses.

- 1.** The woman will latch on to your observation and come back at you with a joking line of banter. This response is typically from more outgoing women.
- 2.** The woman will stare at you, while she internally says to herself "what does this guy want from me".

Both responses can lead into either sharing or asking a question.

Sharing: Share an opinion, experience, interesting fact or story about yourself pertaining to the observation.

E.g. – I was here about a week ago buying food for my weekly summer bbq and had a cart that looked similar to yours. I probably got about 30 stares from people thinking to themselves that guys a pig OR that guys in for a good time.



This gives the woman a second to let her guard down and see that you are simply sharing and engaging in conversation with her **NOT** trying to get anything from her.

Then you can lead into a asking a question.

Asking: Make sure your questions are open ended and require more than a 1 or -2word response. If you are unsure of what an openended question is, please go back to week 2's approach ladder.

After you ask your questions, which I call opening up the conversation to her, **LISTEN**.

This step is in the ladder is where you switch from asking for permission to engage in conversation to engaging in conversation and then deciding how you would like to proceed.

For this week, you must:

Approach 10 PEOPLE (including women you do find attractive) a day and Observe, Share and Ask – OSA.

For this week it is not essential to find random people/women. You can use OSA on people that you interact with on a daily basis. It will take the way you communicate with them to the next level.

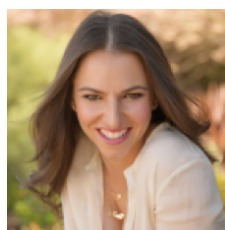
Make sure that you use OSA on at least 3 strangers a day, preferably attractive women.

This step in the ladder will get your conversation muscle fully flexed and prepared for week 4 where I show you how to have continuous conversation with women that create attraction.

Your Job:

Your only job, other than OSA 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