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How to  
**Influence**  
and **Persuade**  
**Anyone Anytime**



Uncover the Secret to  
Connecting With People and  
Get What You Want Out of Life

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Persuade Anyone  
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# Introduction

Congratulations in your curiosity about the subject of influence. Nowadays, not very many people would bother to understand about how big of an impact influence could have in their daily life.

As a society, we grow up learning about what is expected of us and what we can do in order to establish a successful future. We are taught that college is essential for a bright future and a successful career.

However, the reality doesn't necessarily hit us until we reach near the age of adulthood. Even an adult with a degree will have trouble obtaining a successful future in life without the ability to influence others.

Degrees and intelligence will only get you so far in life. How are you going to portray your intelligence to another individual if you don't have the communication skills to do so?

By learning about the power of influence, you bring yourself to improving your overall life as well as your social skills. You won't have to worry about feeling awkward in any social situation. Not only will your body language improve, but your speech will too. Best of all, influence is a skill that you can use for any situation.

You can influence your friends to make wise choices, you can influence your future kids to act and think positively, and you can influence your family to stay active and eat healthy.

The possibilities are endless once you've mastered the power of influence. What's more is that you've already had a taste of influence. Whether you realize it or not, influence has already become an important part of your life.

Influence shapes your daily life, the choices you make, and the people you interact with. Everyday, you are being influenced by something or someone around you.

The truth is, there may have even been moments in your life where you have influenced others in a positive aspect. So the fact that you're interested in reading this book means that you want to move further with your ability to influence.

Of course, having the ability to influence others can be used negatively. It's definitely not something that you should try. Your goal isn't to control the people around you. Your goal is to let the other party notice something significant about your point of view without them having to agree with your ideas.

Note that influence is not like persuasion. Persuasion is more demanding since it requires the other party to agree with your viewpoints.

However, once you've reached the peak of your ability to influence, you will be able alter the belief of others to match yours. Remember, influence is a skill and like all skills, it must be practiced in order to achieve results.

So start motivating yourself to follow through with this book no matter how lazy you might feel at some point in time. Influence is a learn-and-apply type of skill and this is what this book will require you to do.

You cannot read this book in one sitting. You need to read a chapter and apply what you've learned before you can continue on. Take baby steps to learning about the power of influence.

It will be a powerful skill for you in the future once you've mastered it. By learning how to influence, you will become a better version of your current self and you will see life in a whole new meaning.

Don't worry about failing or making mistakes throughout this book. Trial and error is all part of the learning process. By already filling your thoughts with negative outcomes, you are dooming yourself into an inevitable failure. Always maintain a positive mind and good luck.

# **Chapter 1: Introduction to Influence**

Nowadays, many people do not generally take note of their ability to influence others because they are constantly too busy to deal with trivial details in life.

They do not realize that they are being affected by the world around them on a consistent basis, nor do they realize that they play a part in changing a small aspect of the world.

For the most part, they will focus more on the negative aspect of their life rather than the positive aspect. Because of this, many people will start to develop a poor mentality about life and, when that happens, their mentality will start to affect their overall behavior.

So, what does your overall behavior have anything to do with your interest in learning how to influence others? The reason is because your overall behavior is going to be the deciding factor on whether you will fail or not.

Influence, as you might not have known, deals a lot more with yourself rather than other individuals. That is because before you can expect to successfully influence others, you must be able to influence yourself.

You have to turn the negative aspects in your life into positive aspects that you can proudly show to others. That's why, in order to take the first step into becoming an influential person to other individuals, you have to first be able to take control of your own mind and emotions.

Although the overall idea of change might seem difficult and tiresome for you, you'll learn about how beneficial it can be if you were to adopt some new positive habits into your life. Anything is possible through self-motivation and that is what influencing yourself is all about.

So before we start, you have to know that this is going to be a very busy chapter. Since this is the first chapter of the whole book, it's going to cover the basics of what you should know about influence. We're going to mainly focus on what you can do to influence yourself to have a better and healthier life as well as the basic techniques of observation.

## **Influence is Universal**

As the title states, influence is universal. It doesn't matter who you are, everyone in this world has the ability to influence other individuals if given the skill and knowledge to.

It doesn't matter about the quality of their education, nor does it matter about their past. In general, if people took the time to hone their skills

in influence, they would be able to become an influential person without much effort.

Unfortunately, not very many people realize their ability to influence others, nor do they care much about improving their influential abilities since they have “better” things to worry about in life. Not only that but many people also believes that influence is a waste of time.

The current idea now is that influence can only work for those who are respected and well known. That is true, but not precisely. In order for a person to become influential, they need to have the proper mindset to deal with situations that life throws at them.

Since people do not generally have control over what may happen in their life, they can have control of how they react to each situation. So influence isn't about the power, the glory, the respect, or the popularity. Influence is mainly about admiration, motivation, and discipline. You'll find out why by the end of this book.

Even if you believe that you don't have the capability to influence others, just know that you can. Like all skills, influence is an ability that you can master with enough practice and knowledge.

Of course, there will be others who will be able to show results faster while there will be others who will have trouble showing results. The rate of learning does not matter. What matters is if you are

able to properly apply what you've learned in order to benefit yourself. Although, you must know that influence does depend on your state of mind.

You can't expect yourself to produce good results if your state of mind is filled with negative thoughts. You're going to have to constantly push yourself to be the happy person no matter what happens. Well, you don't want to pretend to be the happy person.

You want to genuinely be the happy person. So how does that exactly work? Read the next section and find out.

### **Self-Influence**

Now before you can expect yourself to successfully and positively influence others, you have to be able to positively influence yourself. You're going to have to make certain changes to your lifestyle in order to be seen as an influential person.

By the fact that you're trying to learn how to be more influential, you obviously don't have exactly what you want in life. You probably feel as if your life is a roller coaster of conflicts and contradicting emotions.

At times you're feeling happy, and at times you're feeling sad. Sometimes you won't even know why you're feeling how you currently feel and that is perfectly normal.

However, once you start influencing yourself to make changes to your life, your emotions will be stable and you'll realize that your life wasn't as bad as you believed it to be.

If shaping up your life for the better wasn't enough to motivate you then who know what will. Anyhow, the first step that you should take is to take better care of your health. If you haven't realized it by now, your health plays a crucial part in your life.

You may think that health has nothing to do with success. In fact, health is the start of all future successes. Even if you may believe that your health holds a small role in your overall success in life, you need to understand that it still plays an important part in your future.

Every part of your body is connected and, therefore, nothing in your life is separated. Your sleep will affect your mind, your mind affects your body, and your body affects your overall performance on a day-to-day basis. So it's best if you start looking at the smaller details in the bigger picture of life.

Once you start to focus on improving your overall health, everything else will flow in smoothly. You'll find that not only will your mood improves for the better, but that it'll be plenty times easier to finish the work that you've been dreading to do for so long.

You won't even have to worry about whether you're happy with your life or not. Even your financial problems won't seem as troublesome as it did before. Once you are able to change the foundation of your life, the rest of the work will move itself in smoothly before you realize it.

As a starting factor to your big change in life, you can start with your sleeping habits. Besides the need of eating food, you also need to obtain a certain amount of sleep per day to function properly.

Once we're done discussing about that, we'll then move on to your diet and exercise routines in order for you to stay healthy on a consistent basis. After that, we'll finish up with some tips about time management. You don't want to start repeating your routine of four hours of sleep because you couldn't finish your dealings on time for work.

Because you need to sleep for a certain amount of hours, you'll want to schedule your day in order to ensure you constantly have those hours of sleep. It's going to be a huge shift in your normal routine, and it's going to be difficult to adjust because you're not used to it.

However, you need to make this your lifestyle in order to move on with the lesson. You need to change yourself before you can help change others. You're not going to be able to change overnight so just take it slow. Try your best and move at a steady pace. As long as you don't give up, nothing else will be expected of you.

## **Sleeping Habits**

If you haven't done so already, start changing up your sleeping habits. Besides food, sleep is the most important factor for survival. If anything, sleep might even be at the top of the list before food.

Without proper sleep, you won't be able to function properly. In the worst-case scenario, you might not even be able to consume your food properly because your body hasn't been resting enough. Living off on easy and quick junk food all the time isn't going to help you either. It's just going to make you feel a lot worse than before.

There's no excuse for sleeping hours either. Just because your total accumulation of sleep is enough on a per day basis doesn't mean that you're sleeping properly on a per day basis.

Like all plans, you have to incorporate enough sleep into your schedule everyday. You cannot expect to function well through short naps through the day. You must lie on your back and actually sleep for a few hours straight. If you do not do this, you can run the risk of wreaking havoc on your mind and body, and it's not going to be something that will be easy to recover from.

People have come up with many excuses as to why they aren't gaining the proper sleep they need everyday. However, the most notorious one is work. Businessmen, businesswomen, and even students have used the same excused to ditch sleep.

No matter how packed your schedule may be, there is no excuse as to why you can't have proper sleep. Your workload is only as great as your poor management skills. If you don't know how to manage your time and work properly, it's only going to be natural that you'll be suffering from stress and lack of sleep.

Sometimes, it may not even be about a person's workload. If you're one of the many that have a hard time sleeping every night then you're most likely either too stressed or too worried to sleep.

Rather than letting your mind relax and shut down for the night, you're occupying it with an overload amount of thoughts that you don't need to think about.

Don't give yourself the excuse that you can live a healthy life-style with only five, or less, hours of sleep per night. Sorry, you can't. There are very few people in this world that can do that and it's more of a condition from their genes than a gift.

Unless if your doctor had specifically told you that you had that condition, expect to give yourself about 7-8 hours of sleep per day. On average, most people go for eight for the maximum amount of sleep, but the number will vary among people.

Do not believe that if you miss certain hours of sleep a day, you can make it up the next day. Your body will not work like that. It can become very common for people to stack on their sleeping hours

because they did not get enough sleep for the day. Eventually, they end up sleeping for more than twelve hours in a whole day.

That is not good. Not only will your body feel exhausted for the days that you missed sleep, but your body will feel completely lazy and drained when you wake up from your twelve-hour-plus nap.

The truth is, without sleep, your body reacts slower than average. Your reaction rate quickly decreases as well as your ability to think critically to certain situations.

Basically, your mind will be twice as slow and your memorization abilities will dampen. Not to mention that your attention span will also be reduced, which is especially bad for if you're planning on finishing any last minute work for the day.

Shall we go into more details as to the side effects of lack of sleep that you will experience? There are a lot more dangerous effects that sleeping can do to your body. It's not just about your mind and your reactions. If you think that those effects mean nothing to you then continue on to these.

Without proper sleep, you will also experience severe mood swings. It will be very common for you to suffer through bipolar if you continue to ignore the previous side effects of your poor sleeping habits.