

HOW TO SUCCEED WITH WOMEN *WITHOUT BEING WEIRD*

A PRACTICAL GUIDE
TO DATING



OFER BATT, MD



This is the Phone Strategy chapter of the book "How to Succeed with Women without Being Weird : A Practical Guide to Dating" by Ofer Batt, MD (ISBN 142865000). Please feel free to share this chapter with your friends.

If you want additional information about meeting women and dating you can buy a print copy of the whole book (or an ebook) at www.hollywoodwingmen.com . Our book is also available on Amazon.com under ISBN 142865000.

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PHONE STRATEGY

“The telephone has a romance of its own.”

—Virginia Woolf (English novelist, 1882-1941)

It has happened to all of us. You go to a nightclub and get three phone numbers. The next day when you phone, one girl says she has a boyfriend, another girl doesn't answer, and the third one tells you she won't be able to meet you for two weeks. Three phone numbers and not even one date—where did you go wrong?

Converting a phone number into a date is one of the most difficult aspects of the dating game. The key to converting a phone number into a date is to make a good impression *before* you even ask for her number. If you established enough value and she is attracted to you, she is much more likely to go out with you when you phone her.

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TEXTING VS. CALLING

The best strategy for getting dates involves a mixture of both text messages and phone calls. Use text messages to keep touch and build attraction, but close the deal over the phone. Try sending her a couple of text messages and follow up with a phone call to ask her on a date.

The advantages of calling:

- ◆ Because calling is more personal, girls tend to flake less when you set up a date over the phone.
- ◆ Girls have less time to think of their response and are more likely to spontaneously accept your invitation.

The advantages of text messaging:

- ◆ You get extra time to plan your responses, and therefore you're less likely to make mistakes.
- ◆ You can send the same message to multiple girls simultaneously. This can help you save time and energy.

TIPS FOR TEXT MESSAGING

- ◆ Avoid writing text messages that are too long. Three or four lines is usually the maximum length we

recommend. Anything longer can convey too much interest, or simply look awkward. Remember, you are not writing an e-mail—keep it short and to the point.

- ◆ One important aspect of texting is not to respond too quickly. Responding to a text a second after you receive it can create the impression that you're needy and too enthusiastic. Let her wait ten to twenty minutes before you reply to her texts. This will communicate that you're a busy person and not too eager to reply.
- ◆ Send periodic invitations (to parties or other events) to large numbers of girls via text message. It's a great way to keep in touch without consuming too much of your time.

I GOT HER PHONE NUMBER—WHEN SHOULD I PHONE?

You must distinguish yourself from the other guys that got her phone number in the past. Most guys wait two or three days before phoning a girl, because they don't want to be perceived as too eager or needy. You should take a different approach. Text her within one hour of meeting her!

Texting her soon after you meet her will differentiate you from the other guys she met in the past. First, it reinforces her memory of you (which can fade if you wait two or three

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days to communicate). Texting a girl shortly after you meet her will help you become part of her life. The next time you call, she will remember you for sure—she will “know” you. Second, she is more likely to respond to an immediate text than one that is sent later—her memory of you is still fresh. Lastly, she might even meet you that night—so why wait? On many occasions our clients have met a girl at a bar, texted her, and ended up going out with her on the same night. This works especially well if you made a good connection but for whatever reason (she had to leave with her friends, etc.), you couldn't close the deal. The follow-up text message gives you another chance to hook up that night.

The first text should be short and friendly. Here are some examples of good first texts:

- ◆ “It was great meeting you, Joe.”
- ◆ “How is my favorite actress/model/waitress?”

If a girl seems friendly and eager to meet you, try to meet her the same day. The first text can be an opportunity to set a date on the same day (or night) you got her number:

- ◆ “Hey, what's going on? I'm at an after-party with some friends at Skybar in Hollywood. Want to join?”
- ◆ If you met her during the afternoon, you can text, “Let's meet up today at 8 p.m.” This suggestion is less

intrusive than an instant date (when you take a girl on a date a few minutes after you meet her). This is pretty effective (and different).

- ◆ If you met her in a club: “We’re going to another club, it’s boring here.” Wait for her to respond and then invite her to come with you.

What if she doesn’t reply to your texts? Try phoning in a day or two, and if she still doesn’t respond, erase her number. There are so many other women out there, so don’t dwell on a single girl.

SETTING UP A DATE

Calling a girl to schedule a date can be daunting. The trick is not making it too formal. Just have an informal conversation with a woman and then ask her to meet you (don’t call it a “date”—calling it a date makes it sound too formal). Based on our experience, the best time to call a girl to schedule a date is between 7 and 10 p.m. on Monday to Thursday, and anytime after 5 p.m. on Sunday. She is most likely to respond to your call or text during this time.

Start the conversation by asking her how she is doing. If she responds by asking about you, tell her a short story about something interesting that you’ve been doing lately (see the “How to Tell a Story” section in the “Qualities that Attract Women” chapter).

Chapter Sample Screens

Continue the conversation and ask her out. Don’t phrase your invitation as a question, present it as a fact. Phrasing you offer as a question can make you seem like a guy with low self-confidence and encourage her to think about whether she should accept your offer or not. Be a leader and take the initiative—expect her to follow your lead.

Examples of *bad* phrasing:

- ◆ “When are you free this week?”
- ◆ “Do you want to meet tomorrow at 8?”
- ◆ “What do you want to do when we meet?”
- ◆ “Do you want me to pick you up from your house?”

Notice that in the above examples, the guy is subtly deferring to the woman and seeking her approval, instead of taking the lead and expecting her to follow. Also, the guy doesn’t set a specific time and place to meet, as if he doesn’t really believe that she will meet him. Don’t do this!

Examples of *good* phrasing:

- ◆ “Let’s meet up tomorrow at 8 at the promenade.”
- ◆ “You should definitely come to the party tonight. It starts at 9.”

- ◆ “I want to go to the pier in Santa Monica tomorrow night—join me.”
- ◆ “I’ll pick you up from your house today at 10, what’s your address?”

Notice in the above examples, the guy is taking the lead and expecting her to follow. Also, he suggests a specific time and place to meet—it makes the plans seem more concrete.

If she says she’s busy at the time you want to meet her, then you should offer another alternative. Offering an alternative is always better than asking her to set a time.

Another technique is to offer her a false choice. Present two options, both of which involve the same end point: meeting up with you. Since she made the choice, she will feel more obliged. In the examples below, pay attention that both choices are not very different from each other; you let her choose *when* she wants to meet you, rather than *if* she wants to meet you.

- ◆ “Let’s meet up next week. Are you free Tuesday or Thursday?”
- ◆ “We’ll get together Tuesday evening. Do you prefer 8 or 9?”

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You should agree on a specific time and place to meet. Work out all of the logistics of the meeting when you schedule the date. Get directions (even if you don’t need them), as the simple act of giving or getting directions makes the commitment seem more real. She will be less likely to flake.

If she can’t make it, wait a couple of days and try again. You can text or phone her in between the two date invitations for a small chitchat, without asking her to go out. The purpose of this chitchat is to build comfort and to show that you’re not phoning her for the sole purpose of meeting up. In case she refuses again, repeat the process again.

Do not dwell on a specific phone number. Motivate yourself to go out and get new numbers. A good rule is to erase the phone number if the girl refuses three of your offers and does not offer an alternative time. Usually, if a girl is interested in you, she will offer alternative times when you can meet her. The fact that she refuses and does not offer an alternative is an indicator that you did not convey enough value during the initial interaction (before you took her phone number) and subsequent phone calls. Move on to the next girl.

HOW LONG TO SPEAK ON THE PHONE

Your initial conversation with a girl should be very brief (five to ten minutes). Anything you say on the phone can be used against you, so don’t talk too much. If she doesn’t like something that you say, she might say she has to go and hang up.

When you are on a date, she will have harder time ending the date so abruptly, giving you time to correct a bad impression.

When you see her face to face, it will be easier for you to know if the topic of your conversation is interesting to her. Over 90 percent of human communication is nonverbal, so when you see her, it is much easier to gauge whether what you say is interesting or attractive in her eyes. It's hard to assess her response to something you say over the phone, so talk less and be more careful about what you say. If you give a bad impression over the phone, you will ruin your chance to get a date. Whenever possible, talk face to face, rather than over the phone.

ENDING PHONE CONVERSATIONS

Generally, your phone calls with a woman should not be longer than five to ten minutes. You should always be the first one to end the conversation. You will seem less needy and will leave her with a desire for more. At some point early on in the phone call, you should mention a time constraint, such as something you need to do after the conversation. This will help you end the phone call more naturally. This does not mean that you should cut her off midsentence and hang up—try not to end the call too abruptly. Let's look at an example:

You (after talking for awhile): “So, I will pick you up at 7 tonight.”

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She: “Sure, that's fine.”

You: “I'm sorry, but I have to return a call to my friend John, as I mentioned earlier. See you at 7, OK?”

She: “Sure, bye.”

The same usually applies to text messaging. Try to be the first one who ends a text conversation.

LEAVING VOICE MAIL

We generally advise against leaving voice mail. It's better to text her something funny instead, wait for her to respond positively, and then call her. If you're really good at the phone game, sometimes you can leave a short, funny message that builds attraction, but in general it is better to stick with text messaging.

HOW TO DEAL WITH A FLAKE

A flake is a girl that doesn't show up or cancels a date at the last minute. An easy way to prevent flaking is showing her that you're a cool guy before you take her number, and subsequently over the phone. Flaking occurs because she looks at the date with you as an option, and if something better comes along (even a TV show, if you didn't communicate enough value), then she will flake. You can waste valuable time

commuting and waiting for a flaker. For this reason, you should use one of the following tactics to prevent frustration:

- ◆ Tell her to come to your place. Explain that once she arrives, you'll take your car and head out from there. This way you won't have to drive and waste time in case she flakes. Another advantage of this strategy is that you have to take her back to your house at the end of the date (if she parked her car there). Use this opportunity to invite her to have a drink (or see your goldfish or whatever) at your place after the date.
- ◆ If you phone her before the date and ask whether she is going to show up, she may think you're insecure. Instead, you can phone or text her one hour before the date, telling her you will be fifteen minutes late. Her response will reveal whether she plans to show up. By telling her you will be late, you're indirectly confirming whether she is going to show up.
- ◆ Tell her, "Don't be late." Mentioning that you don't want her to be late shows that you have high standards, and she should behave.
- ◆ Avoid going out of your way to meet a date. Don't drive very far to meet a girl. That way, if she flakes, you won't waste too much time.

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What if she cancels before the date? Simply tell her that it is not a big deal and you can meet at some other time. Don't be angry at her or ask her why she cancelled. Anyway, chances are good that the reason she will give you is just an excuse. Even if she does give you the real reason, does it really matter? You should communicate higher value over your subsequent phone calls, and ask her out again a few days later.

KEEP IN TOUCH

Even if things don't work out with a girl, you should keep in touch with her. Make a point to keep in contact with the girls you meet using text messages, phone and e-mail once every few weeks or months. Send her a text message on major holidays wishing her a "Happy [holiday name]!" If she lives near you, send her an e-mail or text message inviting her to parties and events. Be patient, and don't be discouraged if she doesn't always respond; just keep in touch. Sometimes women are in relationships or have social situations that prevent them from dating you. If you make a point to keep in touch with a woman, you will be the first person that she thinks about when she becomes available. Persistence can pay off.

One of our instructors lived in Boston for several years. He went out to lunch one time with a very beautiful girl named Cynthia, shortly before he moved to Los Angeles. Thinking he might move back to Boston, the instructor kept in touch with Cynthia by e-mailing her every once in awhile.

A year later, Cynthia broke up with her boyfriend and flew out to Los Angeles to spend the weekend with him.

Keeping in touch created the opportunity.

KEY TAKEAWAYS FROM THIS CHAPTER

- ◆ Text and phone are both great ways to communicate with women. We suggest you use both.
- ◆ Dates made over the phone are less flaky than dates made over text.
- ◆ Text a girl within an hour of meeting her to reinforce the fact that you are both now friends.
- ◆ Wait ten to twenty minutes before responding to texts.
- ◆ When asking a girl on a date, have a short, informal conversation in which you set up a specific time and place to meet.
- ◆ Don't ask her whether she wants to meet; assume she does and suggest a specific time and place.
- ◆ Don't talk on the phone for too long; five to ten minutes is usually best.

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- ◆ Generally avoid leaving voice mails.
- ◆ Flakes are girls who make plans and then cancel at the last minute. If a girl flakes on you, don't take it too seriously. Be the cool guy who did not care that much.
- ◆ If things don't work out with a girl, keep in touch. It might work out later.

REVIEWS

The following reviews were written by our clients who got the “beta” version of this book, or, as we used to call it, *The Manual for Attracting Women*.

“This book is great. They set the standard for attraction and dating books. The techniques and principles are crystal clear.” —Vikas, California

“I was sick of hearing so-called pickup artists tell me say weird things to women. I actually felt comfortable doing the things they recommended.”—Fred, California

“It really opened my eyes and changed the way I thought about dating.”—Mindbender

“Everything was so practical. They gave me specific, practical things I could do when I was on a date with a woman. I could implement the advice immediately.”—Speedy Gonzales

“I think it is the best book out there about women and dating.”—Evan, New York

“It changed my life. I went on two dates this week. That’s more than the previous two months.”—Paul, Arizona

ARE YOU EMBARRASSED TO APPROACH WOMEN? HAS A WOMAN EVER TOLD YOU, “LET’S JUST BE FRIENDS”?

Do you hate cheesy pickup lines? Have you ever felt like you don’t know what to say or do on a date? If you answered “yes” to any of these questions, then this book is for you.

Dr. Ofer, a professional dating coach, wrote this practical guide to help regular guys achieve extraordinary success with women. This guide will teach you how to get dates with beautiful women while avoiding weird behavior and cheesy pickup lines. In this book, you’ll learn:

- How to approach women to get phone numbers and dates
- How to speak and behave in order to attract women
- How to plan a successful date (and get a second one, too)
- How to avoid the dreaded “friendship zone”
- How to improve your appearance to attract more women
- How to use the Internet to get dates
- How to improve your sex life

Don’t wait for tomorrow when you can date beautiful women today. Pick up this book and learn how to get the woman of your dreams.

Ofer Batt, MD is a professional dating coach and the founder of Hollywood Wingman Date Coaching in Los Angeles, California. His experiences and observations meeting women around the world led him to create a method for meeting women and dating that worked in many nations, different cultures, and several languages. Over the years, Ofer’s methods have helped thousands of men to achieve extraordinary success with women.



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