



The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over

Jack Schafer, Marvin Karlins

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From a former FBI Special Agent specializing in behavior analysis and recruiting spies comes a handbook filled with his proven strategies on how to instantly read people and influence how they perceive you, so you can easily turn on *the like switch*.

The Like Switch is packed with all the tools you need for turning strangers into friends, whether you are on a sales call, a first date, or a job interview. As a Special Agent for the FBI's National Security Division's Behavioral Analysis Program, Dr. Jack Schafer developed dynamic and breakthrough strategies for profiling terrorists and detecting deception. Now, Dr. Schafer has evolved his proven-on-the-battlefield tactics for the day-to-day, but no less critical battle of getting people to like you.

In *The Like Switch*, he presents these techniques for how you can influence, attract, and win people over. Learn how to think and react like your favorite TV investigators from *Criminal Minds* or *CSI* as Dr. Schafer shows you how to improve your LQ (Likeability Quotient), "spot the lie" both in person and online, master nonverbal cues that influence how people perceive you, and turn up or turn down the intensity of a relationship.

Dr. Schafer cracks the code on making great first impressions, building lasting relationships, and understanding others' behavior to learn what they *really* think about you. With tips and techniques that hold the key to taking control of your communications, interactions, and relationships, *The Like Switch* shows you how to read others and get people to like you for a moment or a lifetime.

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Kathy Donnelly:

Reading can called imagination hangout, why? Because if you are reading a book mainly book entitled *The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over* your mind will drift away trough every dimension, wandering in every aspect that maybe unfamiliar for but surely will become your mind friends. Imaging every word written in a guide then become one type conclusion and explanation that will maybe you never get prior to. The *The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over* giving you yet another experience more than blown away your thoughts but also giving you useful facts for your better life within this era. So now let us show you the relaxing pattern the following is your body and mind will probably be pleased when you are finished looking at it, like winning a game. Do you want to try this extraordinary shelling out spare time activity?

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Roberta Lawrence:

In this era globalization it is important to someone to obtain information. The information will make you to definitely understand the condition of the world. The condition of the world makes the information much easier to share. You can find a lot of personal references to get information example: internet, newspaper, book, and soon. You will see that now, a lot of publisher that print many kinds of book. The book that recommended for your requirements is *The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over* this e-book consist a lot of the information from the condition of this world now. This book was represented so why is the world has grown up. The dialect styles that writer use

for explain it is easy to understand. The particular writer made some study when he makes this book. This is why this book ideal all of you.

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