

## 1: Psychic - Wikipedia

*There is nothing psychic about psychic cold reading. It is strictly a skill that combines very generalized statements that most people will agree to, the ability to read people at a glance and a few tricks of guile.*

Basic procedure[ edit ] Before starting the actual reading, the reader will typically try to elicit cooperation from the subject, saying something such as, "I often see images that are a bit unclear and which may sometimes mean more to you than to me; if you help, we can together uncover new things about you. While the reader will do most of the talking, it is the subject who provides the meaning. After determining that the subject is cooperative, the reader will make a number of probing statements or questions, typically using variations of the methods noted below. The subject will then reveal further information with their replies whether verbal or non-verbal and the cold reader can continue from there, pursuing promising lines of inquiry and quickly abandoning or avoiding unproductive ones. In general, while revelations seem to come from the reader, most of the facts and statements come from the subject, which are then refined and restated by the reader so as to reinforce the idea that the reader got something correct. Subtle cues such as changes in facial expression or body language can indicate whether a particular line of questioning is effective or not. Combining the techniques of cold reading with information obtained covertly also called " hot reading " can leave a strong impression that the reader knows or has access to a great deal of information about the subject. Because the majority of time during a reading is spent dwelling on the "hits" the reader obtains, while the time spent recognizing "misses" is minimized, the effect gives an impression that the cold reader knows far more about the subject than an ordinary stranger could. James Underdown from Center for Inquiry and Independent Investigations Group said, "In the context of a studio audience full of people, cold reading is not very impressive. A typical studio audience consists of approximately people, divided up into three sections. A conservative estimate assumes each person knows people. Would it be surprising for there to be a dozen Margarets in such a large sample? Edward describes a mental image of a clown placing flowers on graves and adds, "Does that mean anything to someone? She remembers it as Edward specifically stating that she knew a man who dressed as a clown and placed flowers on graves in her hometown. Edward reports that it took some convincing to get her to understand that he was not directly talking to her, but had thrown the statement out to the entire audience of people. She made the connection, and because it seemed so personal and the situation so odd she felt that he was talking to her directly. This technique is named after the manner in which a shotgun fires a cluster of small projectiles in the hope that one or more of them will strike the target. A majority of people in a room will, at some point for example, have lost an older relative or known at least one person with a common name like "Mike" or "John". Shotgunning might include a series of vague statements such as: Barnum , the American showman, are statements that seem personal, yet apply to many people. They are designed to elicit identifying responses from people. The statements can then be developed into longer and more sophisticated paragraphs and seem to reveal great amounts of detail about a person. A talented and charismatic reader can sometimes even bully a subject into admitting a connection, demanding over and over that they acknowledge a particular statement as having some relevance and maintaining that they are just not thinking hard enough, or are repressing some important memory. Statements of this type might include: Warm reading[ edit ] Warm reading is a performance tool used by professional mentalists and psychic scam artists. When these psychological tricks are used properly, the statements give the impression that the mentalist, or psychic scam artist, is intuitively perceptive and psychically gifted. In reality, the statements fit nearly all of humanity, regardless of gender, personal opinions, age, epoch, culture or nationality. Michael Shermer gives the example of jewelry worn by those in mourning. Most people in this situation will be wearing or carrying an item of jewelry with some connection to the person they have lost, but if asked directly in the context of a psychic reading whether they have such an item, the client may be shocked and assume that the reader learned the information directly from the deceased loved one. With such a phrase, a cold reader can "cover all possibilities" and appear to have made an accurate deduction in the mind of the subject, despite the fact that a rainbow ruse statement is vague and contradictory. This technique is used since personality traits are not

quantifiable, and also because nearly everybody has experienced both sides of a particular emotion at some time in their lives. Statements of this type include: Contrasting claims of performers[ edit ] The mentalist branch of the stage-magician community approves of "reading" as long as it is presented strictly as an artistic entertainment and one is not pretending to be psychic. Lynne Kelly , Kari Coleman , [10] Ian Rowland , [11] and Derren Brown [12] have used these techniques at either private fortune-telling sessions or open forum "talking with the dead" sessions in the manner of those who claim to be genuine mediums. Only after receiving acclaim and applause from their audience do they reveal that they needed no psychic power for the performance, only a sound knowledge of psychology and cold reading. Sitter misremembering[ edit ] In a detailed review of four sittings done by medium Tyler Henry , Edward and Susan Gerbic reviewed all statements made by him on the TV show Hollywood Medium. In their opinion not one statement made by Henry was accurate, yet each sitter felt that their reading was highly successful. In interviews done with each sitter afterward, all four claimed specific statements made by Henry but after reviewing the show it was shown that he had not. Each sitter had misremembered the precise statement. One of many examples of this was when Henry, during a session with celebrity Ross Matthews , stated "Bambi, why am I connecting to Bambi"? Matthews stated that his father who was a hunter would not shoot deer because of the movie Bambi. In the post interview, Matthews stated that "it was weird that Henry knew that my father would not shoot deer because of Bambi", demonstrating that Matthews had misremembered what Henry had said. She lists this among a number of techniques or situations that psychics take advantage of. I was never taught cold reading and I never intended to defraud anyone; I simply picked up the technique through cultural osmosis. In order to reduce the appearance of unusual expertise that might have created a power differential, she posed her observations as questions rather than facts. This attempt to be polite, she realized, actually invited the other person, as McLaren has said, to "lean into the reading" and give her more pertinent information. They may ask themselves if their success is because of psychology, intuition or a psychic ability. Please help improve this article by adding citations to reliable sources. Unsourced material may be challenged and removed. July The Wizard of Oz Professor Marvel Frank Morgan utilizes both cold reading and hot reading techniques on Dorothy Judy Garland in an effort to urge her to return home. Depicted ex- carnal and aspiring cult leader Stanton Carlisle Tyrone Power using cold reading and other mentalist techniques to convince people he can communicate with the dead. The film was based on the William Lindsay Gresham novel of the same name. Leap of Faith Early in the film, revival tent evangelist and phony faith healer Jonas Nightengale Steve Martin uses cold reading on a police officer who has pulled over his tour bus, to dissuade him from writing a ticket. Stan then uses cold reading on some passers-by in an attempt to convince his friend Kyle Broflovski that Edward is a fake, only to be mistaken for a child psychic and given his own competing TV show. This leads to a "psychic showdown" between Stan and Edward. High Spirits with Shirley Ghostman BBC TV show in which character comedian Marc Wootton portrays a spoof psychic who parodies the typical cold reading techniques used on an unsuspecting audience. Shawn Spencer, the main character in the show, uses cold reading to convince detectives that he has psychic abilities while actually using logic, keen observation skills, and an eidetic memory to solve cases. The main character is someone who formerly used cold readings to pretend to be psychic, and now uses cold reading to assist him in solving criminal cases, especially when interviewing witnesses and possible suspects. In Series 2 Episode 13 "The Future Job", Dalton Rand Luke Perry is a con artist who uses both hot reading information gathering and cold reading to convince an audience that he can communicate with the dead. The cold reading methods he uses are exposed by the team. One of the Four Horsemen, Merritt McKinley Woody Harrelson , is a mentalist who uses cold reading along with hypnotism to assist in extortion and his illusion act.

### 2: Politics and Psychic Manipulation in Romania | Atlantis Rising Magazine Library

*Psychics using cold reading techniques have trained themselves to spot a lot of these clues very quickly and use them when reading their subject. You can learn much about a person by paying attention to their behavior, clothing, speech patterns, and more.*

Psychic Fraud by kalyani10 Foretelling the future and making contact with the dead are activities which are generally acknowledged to be beyond the pale of human ability. And yet some individuals appear to be able to do these very things which is why they are hailed as psychics. However more often than not, such successes are the result of astute observation techniques, one of which is cold reading. Even though the most successful psychics are expert in face-to-face observation and interpretation, their ultimate success usually owes to a mix of both cold and hot readings. How is cold reading used to convince clients? Elicit co-operation from the subject In cold readings, usually the first step that psychics use is to invite the co-operation of the subject in the exercise. Psychics usually begin rather humbly and are modest about your talents. They are careful not to make excessive claims. Once mellowed, the subject is immediately invited by the psychic to co-operate so as to ensure the success of the reading. This implies that since the psychic already has a successful career at character reading "the psychic is not on trial, the subject is! This approach accomplishes two things at once: One way to do this is to phrase each statement as question, then wait for the reply. If the reply or reaction is positive, then the psychic turns the statement into a positive assertion. One variation of this fishing technique is known as shotgunning which is best used during cold readings in large gatherings. Yet another type of fishing technique is a series of Barnum statements, so named after P. Barnum, the American showman. These statements only seem personal but actually apply to many people. For instance a line about an elder male relative or someone close dying of a heart or chest condition. If the subject is old enough, his or her father is quite likely to have died, and this statement would easily apply to a host of medical conditions. Such statements usually sound specific, but actually they are often open-ended or give the reader the enough room for manipulation in a reading. Once the reader finds a particular statement has evoked an emotional response, it is then developed into longer and more sophisticated paragraphs so that they seem to reveal great amounts of detail about a person and the reader is hailed as a genuine psychic. More importantly, such fishing statements are designed to elicit identifying responses from people. The statements lead to what is known as the Forer effect which relies in part on the eagerness of the subject to fill in details and make connections between what is said and some aspect of their own lives. Even a crude classification based on these can provide the basis for a good reading. The Rainbow ruse An essential part of cold readings is to identify the basic personality trait of the subject and expert psychics often make use of the Rainbow ruse for this purpose. This is a crafted statement which simultaneously describes the subject as a specific personality trait, as well as the opposite of that trait. This technique works well since personality traits are not quantifiable, and also because nearly everybody has experienced both sides of a particular emotion at some time in their lives. Use of props The success of cold readings in convincing subjects depends as much upon creating the right atmosphere as on clever observation and communication. Use of props such as tarot cards and crystal balls props not only lends atmosphere to the reading but more importantly allow the reader enough time to formulate their next question or statement. Instead of just sitting there, thinking of something to say, the psychic appears to be intently studying the cards or gazing at the crystal ball, all the while thinking up the next appropriate thing to say. Finally expert cold readers are really good listeners. And a good psychic will not only satisfy the need of the client to be heard and understood but appear to agree exactly. Most many clients have already made up their minds about what choices they are going to make. They merely want support to carry out their decision.

### 3: Fraudulent Methods Being Used In A Psychic Or Mediumistic Reading – Jennifer Wallens

*Cold reading is a set of techniques used by mentalists, psychics, fortune-tellers, mediums, illusionists (readers), and scam artists to imply that the reader knows much more about the person than the reader actually does.*

Feel free to make your mind think of other applications of similar algorithm. As I said earlier, the subconscious mind does not know the difference between imagined reality and real reality. In which case, it will treat both as reality nonetheless. And for some reason, whatever is programmed into the subconscious mind as reality, gets to be manifested in the outer world. So guys, control your thoughts. Bad thoughts will create a bad reality in this plane. That being said, lemme outline a variation of MLF that programs your subconscious mind to be supersexy and women just stick to you like glue. I believe, this process kicks the butt of verbal affirmation techniques. MLF does not use verbalized thoughts. The conscious, analytical mind thinks in verbalized, language-structured thoughts like, the left side of the brain? Therefore, if you skip the verbalization process altogether, you bypass the conscious mind. MLF to make you sexy with the opposite sex. Here are the steps: As in normal MLF, fire the altered state anchor by joining your index finger and thumb 2. Then, you become a magnet. You radiate that magnetic pull to all of the women around you. And consequently, you feel inside yourself their powerful "tug-back". But YOU are the magnet, and they are the ferrous material. The women around you become kinda bewildered, they feel this powerful pull toward you. YOU are what these women crave for. YOU are the stuff of their dreams. And they give in, and give you warm hugs. Wallow in those pleasant thoughts yourself, not letting up with the magnetic pulling action for about 1 minute. Relax and bring yourself back to your normal waking state. This technique should take about 2 minutes. Practice it everyday, then notice a confluence of events. Are you bumping into women you love to meet? Or are they creating circumstances to meet you? Are your classmates or officemates starting to become warm toward you? Be sensitive, and notice these changes as they happen. Psychic forces do not understand the meaning of physical space. Here is the same as in the next country. Apply the tug on her. Psychic Seduction -- Thoughtballs Tweak hey bros I was experimenting with doing the energy ball thing and i wasnt totally hooked up with it, so i decided to modify it a little bit. I studied Aikido shin shin toitsu and this particular style of Aikido has a very large focus on internal energy development Ki. This is because the founder of Aikido who was a master martial artist in many styles and noticed as he aged that he kept getting slower and weaker and wasnt able to practice with the speed and strength he once enjoyed, yet his technique allowed him to dominate younger stronger students. I was very skeptical as to the effectiveness of this power while I was trying to develop it, until Our Dojo was invited to attend a seminar in Honolulu by the teaching president of the Aikido Society from Japan. I am a white belt and our black belt instructor and I went. When we arrived on the first day of the week long seminar I was shocked to find out I was the only white belt. It was supposed to be for Black belt instructors only. There I was with 75 Black belt aikido instructors wearing my white uniform they wear black hakamas, kinda like big baggy skirts I was immediately noticed and taken to the master who laughed at what had been an obvious miscommunication. He had the class begin and had me sit and do the whole first day. That night I got word that I was invited to stay for the whole seminar and what transpired was nothing short of amazing. Sensei laughed long and hard when I asked. Only a white belt would ask a master to demonstrate such a thing. The culture of respect from the instructors is such that they would never even think of suggesting this to the master. Although I think many wondered if the legend was true. So when he repeated what I had asked to the whole group and started laughing the whole room started laughing too. But I sensed he could feel a strong curiosity from the group and later that day he said without notice. We all lined up, I was last. We one at a time charged him from a full run and our goal was to grab him, throw him down, or take him down any way we could. No one got within two feet of touching him and as he threw you he would look into your eyes and with a big grin toss you flying through the air. I personally tried three times and the harder I charged the harder I hit the mat. This wasnt the only amazing demonstration of his amazing Ki force. The purpose was to learn to develop this force in everyone present. So back to my speed Ki psychic seduction experiment. I went to the gym today where the girls that are familiar with my face usually are quite cold,

especially the more buff ones. In the cardio room I was riding the bike and working on the blue or gold ball technique, suddenly i thought why just make it a ball, in aikido they teach that the Ki force is like a fire hose and you just bring it in from the earth the sky it flows into you and direct it like a fire hose. Picture this energy like water flowing as strongly as you wish as far and broad as you can imagine. Now aim it at them just look in theyre direction and let the flow move-ing connecting them to you. See it, feel it now flowing, flowing stronger and stronger. I started with one girl on the stairmaster then added the girl next to her and then the girl next to her and then the really snotty girl on the treadmill. These girls usually look the other way when I leave so they dont have to be friendly or smile as a polite gesture. I didnt use to be who they were interested in. Girls smiling one getting off and standing in my way so I would talk to her. I was actually late for work at this piont and I was cracking up by the time I hit the locker room. I ran into one of the girls later that evening and she wanted to get together later so i could show her some weight trainig tecniques to improve her butt.

## 4: Psychic Powers PDF: Self Defense & Cold Reading Techniques & Secrets | Blind Hypnosis

*The cold reader must set the scene for the client, manage client expectations, and elicit client cooperation. Presentation. It is vital that the client has full confidence in the professionalism and ability of the psychic or medium and this can be encouraged in various ways, for example.*

Create New Often occurs in stuff where Phony Psychics might be involved. One character pretends to be psychic towards another, usually The Watson. I can so read your mind, Tony. No way you could read my mind. And finally, you really want to see me pole-dancing. How did you know that? How did she know what, DiNozzo? Come on, get the truck! There are a few reasons why this works: People have a tendency to take generalized statements and personalize them, believing that they apply specifically to themselves this is called the Forer effect. This is the same reason why people believe in horoscopes despite there being twelve predictions for roughly seven billion people. The mark is usually looking for answers and will latch onto the tiniest detail that will fit their expectations. Age is usually a very good indicator: See also Sherlock Scan , which involves many of the same skills but without the "psychic" aspect. Yuuko asked the same thing to the real psychic, to which the psychic replied that it will rain, and seconds later, it did indeed rain from a seemingly clear sky. Sora scares them when he reveals he knows their secret because he is also an adept cold reader. Steve Martin does this as the lead character in Leap of Faith. The noir Nightmare Alley stars Tyrone Power as an ambitious carny who vaults to fame and fortune as a cold reader after causing an accident that creates the job opening. Lance uses this occasionally in the Quantum Prophecy series. Exaggerated in Second Apocalypse with Anasurimbor Kellhus, a member of a monastic sect that has spent thousands of years honing themselves into the epitome of Awesomeness by Analysis. At one point, he finishes a sentence that another character is thinking. In one of the short stories, Merlini uses this technique on the murderer to figure out where an important piece of evidence is. He is, of course, correct His tapings lasted for upwards of two hours. The Doctor, who is naturally a bit sceptical of this "the actual Devil" thing, then points out that for all its seeming omnipotence, the Beast is actually just playing on very common fears and bringing up incredibly vague statements that could refer to anything. You want voices in the dark, listen to mine. That thing is playing on very basic fears. Darkness, childhood nightmares, all that stuff. Or, a good psychologist. On Hustle the team, primarily Albert, often uses these techniques on a mark. Special Victims Unit episode "Pure" does this to the cops, despite their attempts to suppress their emotional reactions. An episode has the team takes down a Phony Psychic who is using cold reading, among other techniques. After successfully using them on Parker , the team convinces him that they are really psychic. In addition, Sophie often reads marks similarly. This is played with on The Listener. Toby consults with the police as an expert in cold reading and interpreting facial expressions but he is in fact a telepath. However, he can only read surface thoughts so to get the whole story out of a witness or suspect he will tell them generic things about the case and then listen to what they think in response. He will then use that information to steer the conversation in the right direction until the other person is convinced that he knows everything already. This gets even more play when Toby is interrogating a magician who specializes in cold reading. Toby finds the experience surreal because the magician is so good that he can predict what Toby is thinking while Toby is thinking it. The magician, not knowing that Toby is a telepath, is similarly impressed by Toby since he thought that he was immune to the technique but Toby read him perfectly. The Mentalist has Patrick, a skilled cold reader. He uses it to tease details about crimes out of those involved, supplementing his Sherlock Scan. The skeptical Alex deliberately throws in false information about herself to prove that the woman is employing this trope, but decides not to say anything once she sees how comforting Gloria finds the "messages from her grandmother", even though the psychic is blatantly just telling her what she wants to hear. Used by a fake psychic in "Dead Man Talking". Brian brilliantly turns the tables on him by doing his own Sherlock Scan and revealing all kinds of things the psychic would rather have kept secret. Discussed and demonstrated on an episode of QI. Played with on 3rd Rock from the Sun. When Mary goes to a psychic, Dick points out that the psychic is doing this. Then the psychic makes some vague generalisations about Dick. He immediately interprets them as referring to his

extraterrestrial origins and panics. Harry is still impressed by this. When a ten-year-old boy stood in front of it, for example, the fountain took the incredible leap of guessing he liked pizza and video games. Of course, people might actually have it happen because they will it. Virion actually treats this as somewhat of a science. Web Comics Parodied in El Goonish Shive when Grace and Ellen go to school for the first time, and one of the teachers pretends to deduce things about them upon first glance, leading to a confused comment about " In Lackadaisy , Serafine uses cold reading in an attempt to convince Mordecai to join the Maitre Carrefour cult. But you should know " Maitre Carrefour, he set us on dis criss-cross path. He says he knows you. You met him before. On a lonely road somewhere. On a train maybe. When you was in dat same little boat as us. When you was lost. The episode, incidentally, is called "The Biggest Douche in the Universe", and ends with Edward being abducted by aliens to serve as a contestant in a literal Biggest Douche in the Universe contest. He wins against a literal giant douche Stan explicitly explains how he does it more than once. In one example, he gets a middle-aged woman as a volunteer. He says an "older man" wants to talk to her. He then asks if November meant anything special to them. She replies, "My birthday is in November! If nothing else, Thanksgiving is in November. He then validates the information given by the woman and says, "He wishes you a happy birthday! However, very few people are not worried about the money in some sense. This being South Park, the audience misses the point and hails Stan as a psychic. Another episode has Peter, after learning the elements of cold reading, become a "psychic" and assisting the police with finding a missing kid attached to a bomb. Real Life James Randi once passed out a series of horoscopes to a college class which were supposedly based on their astrological information and had them rate its accuracy from 1 to 5. The average rating was approximately 4. Then he had each person pass their horoscope to the person behind them, and they found that everyone got exactly the same paper. This trope can be found in an experiment performed by a French scientist. He placed an ad in a Paris newspaper offering free horoscopes the type based on your time and place of birth , to which about replies were received. In addition to the horoscopes, those who responded to the ad were provided with and asked to send back a questionnaire outlining how accurate they believed their horoscope was. Ninety-four percent of the respondents and ninety percent of their family and friends claimed to be at least recognizable in the horoscope. However, not only did everyone get the same horoscope, but it was one originally drawn up for a serial killer. Orson Welles was a trained magician, and knew a good deal about how to do cold readings. In this video he explains the tricks of the trade and how, after a while, phony psychics can risk believing their own hype, or "becoming a shuteye".

## 5: Cold reading - Wikipedia

*How become Psychic and Cold Read People If you want to learn how to be psychic, then here are 12 Cold reading techniques from The Full Facts Book of Cold Reading by Ian Rowland.*

Are there any Real Psychics or Mediums? I will help to answer these questions and make you more aware of what you can expect during a fraudulent and an Evidential reading. First, Beware when you are going to someone for a psychic or Mediumship reading, or attending a Mediumship Demonstration. There are many fraudulent so called readers who will often use one or all of these methods cold, warm or hot reading to appear to be giving accurate information about the sitter or audience member. None of these methods are used by the evidential and truly gifted psychics and mediums. It is unfortunate that the vast majority of those claiming to be using only psychic or mediumistic abilities are frauds and resort to cold, warm and hot readings to trick people. Cold reading utilizes subtle cues such as changes in facial expression, body language, or vocal modulations which can indicate whether a particular line of questioning is working or not to make the reader appear accurate. A very obviously fraudulent method called shot gunning is used by so called psychics or mediums in a warm reading in audience demonstration. They basically throw out general statements rapidly and know someone will claim that the information is meant for them. Then, the fraudulent medium will use cold reading and other warm reading methods to make the person believe they are actually in contact with a loved one. Many people in the audience can relate to this whether or not the statement is completely true because they so desperately want to connect with a loved one. They may raise their hand whether or not the information fits exactly. That is not real mediumship at all. An authentic medium will have had no prior knowledge or information, and be able to confidently state details regarding events. The reader will then be able to identify the the correct woman in the audience or at least very close to her. He or she then says to the audience member, do you understand all of this? The reading will continue with more specific evidence that could never be obtained via Google. This is an example of how a real medium works as there is never any doubt as to whether cold, warm or hot reading is being utilized. Many mediums including myself have also been trained to give a reading standing backwards, where we do not face the audience and therefore are unable to obtain any visual cues. This training was very influential in my career success. There is a great need for this kind of rigorous training here in the US. Although there are many great spiritualist churches in the states, there are only a few that conduct this type of training found at places like the Arthur Findlay College in Stansted, UK. In order to obtain a higher volume of great evidential mediums, rigorous training through reputable educational institutions and or Spiritualist Churches must be implemented on a much larger scale. Good Mediumship readings can also be conducted through methods of communication other than live audience or private in person without substituting quality. All Mediums and psychics are not created equal. Like most careers, those that are highly experienced and trained do the best work. However, a Medium must also be spiritual and living a life of service and love. If not, I believe their skills will wane and they will not be able to truly connect with the conduit through which they connect with the afterlife and also all psychic information. Egos can get in the way, and impede their spiritual progress and therefore their abilities. I was taught you better have at least five or six pieces of evidential and specific information pertaining to the loved one in spirit before you open your mouth. Your job is to make sure you have connected properly and are bringing through accurate information to help the sitter. Otherwise, it is possible you can do more harm than good. A true Medium for example will be able to do a reading for a client in person, on Skype or over the phone, with no prior knowledge, or even a name of who they are reading for at the time. These real mediums do not ask specific questions. But that is it. A psychic reader or Medium should never ask you questions to obtain information. This is a strong sign of a fraudulent or lazy reader or Medium. There are times when a medium or psychic reader is having a bad day and unable to make a strong connection. In this instance, they should just tell the reader this and not attempt to fill in information by cold or warm reading. Occasionally, a piece of information may come across to an authentic medium that they do not fully understand or know how to place it. For example, I had a reading where I was reading for a woman who had lost her husband. I was able to feel

the connection with an entity who gave several pieces of evidential information including his first name, his age at death, his passing from lung cancer, and specific loved ones names also in spirit world with him. Needless to say, even I was surprised. This kind of questioning is not cold reading, or fraudulent. If a Medium requires you to fill out information about yourself before you attend their event or purchase tickets ahead of time using names and credit cards, I have doubts as to whether they are legitimate because there is a chance of fraud and hot reading by getting information beforehand about the person. They are many well known mediums who sadly do this kind of thing and pretend to know information from communication with the spirit world when in fact their staff or they themselves have obtained knowledge beforehand. No prior knowledge of sitter is known by the Medium or Psychic, the information obtained could not have come through cold, warm or hot reading. Sitter does not provide information, during the reading and only confirms or denies information given. Price is agreed upon beforehand, and is not changed 5. The Medium or psychic has years of training and education behind him and comes recommended or is certified by a reputable institution. There is no talk of a curse, or that a curse is placed on the sitter or their family and can be removed by paying additional monies for a clearing etc. Sitter remains positive and open minded during reading, and the Reader makes them feel comfortable. Healing messages are given during the reading at some point and the sitter feels better after the reading and has received evidence of the afterlife and of their loved ones, or in the case of a psychic only reading, the information given was accurate, valid and helpful but did not impose on the free will of the sitter. The Medium or psychic does not try to get you to come back for future readings, or make a sitter feel reliant on them for any future decisions, if a medium has done a good job, you may never want or think you need another reading. You would refer that a Medium or Psychic to a family member or friend.

## 6: Popular Cold Reading Books

*The more open minded and willing to believe your subject is the better the whole cold reading performance will go. Do everything within your power to choose the best and most willing subjects and try to avoid skeptics at all costs.*

Etymology[ edit ] The word "psychic" is derived from the Greek word psychikos "of the mind" or "mental" , and refers in part to the human mind or psyche ex. The Greek word also means "soul". In Greek mythology , the maiden Psyche was the deification of the human soul. Some fortune-tellers were said to be able to make predictions without the use of these elaborate systems or in conjunction with them , through some sort of direct apprehension or vision of the future. These people were known as seers or prophets , and in later times as clairvoyants French word meaning "clear sight" or "clear seeing" and psychics. Seers formed a functionary role in early civilization, often serving as advisors, priests, and judges. The book of 1 Samuel Chapter 9 illustrates one such functionary task when Samuel is asked to find the donkeys of the future king Saul. In Egypt , the priests of the sun deity Ra at Memphis acted as seers. In ancient Assyria seers were referred to as nabu, meaning "to call" or "announce". The Pythia , the priestess presiding over the Oracle of Apollo at Delphi , was believed to be able to deliver prophecies inspired by Apollo during rituals beginning in the 8th century BC. Other scholars believe records from the time indicate that the Pythia spoke intelligibly, and gave prophecies in her own voice. The last recorded response was given in AD, when the emperor Theodosius I ordered pagan temples to cease operation. Nostradamus was a French apothecary and seer who wrote collections of prophecies that have since become famous worldwide and have rarely been out of print since his death. He is best known for his book Les Propheties, the first edition of which appeared in Taken together, his written works are known to have contained at least 6, quatrains or prophecies, [17] as well as at least eleven annual calendars. Most of the quatrains deal with disasters, such as plagues, earthquakes, wars, floods, invasions, murders, droughts, and battles " all undated. Nostradamus is a controversial figure. His many enthusiasts, as well as the popular press, credit him with predicting many major world events. Interest in his work is still considerable, especially in the media and in popular culture. For example, the belief in prophetic dreams was common and persistent in many ancient cultures. One such person believed to have extraordinary abilities was Daniel Dunglas Home , who gained fame during the Victorian period for his reported ability to levitate to various heights and speak to the dead. Theosophy coupled spiritualist elements with Eastern mysticism and was influential in the early 20th century, later influencing the New Age movement during the s. Blavatsky herself claimed numerous psychic powers. A poll of college students conducted in by researchers Bryan Farha of Oklahoma City University and Gary Steward of University of Central Oklahoma , suggested that college seniors and graduate students were more likely to believe in psychic phenomena than college freshmen. Some people also believe that anyone can have psychic abilities which can be activated or enhanced through the study and practice of various disciplines and techniques such as meditation and divination, with a number of books and websites being dedicated to instruction in these methods. Please help improve this section by adding citations to reliable sources. Unsourced material may be challenged and removed. September Learn how and when to remove this template message Psychic abilities are common in science fiction , often under the term " psionic ". Another recurring trope is the conveyance of psychic power through psychoactive drugs, as in the Dune novels and indirectly in the Scanners films, as well as the ghosts in the Starcraft franchise. Popular movies include The Initiation of Sarah. Jake Long features recurring characters Cara and Sara, who are twin psychics claimed to be the descendants of the Oracle of Delphi , their visions also contrast their personalities Cara is a Goth that sees only positive visions, while Sara is always in a good mood despite only seeing negative visions. Criticism and research[ edit ] Participant of a Ganzfeld Experiment whose results have been criticized as being misinterpreted as evidence for telepathy Parapsychological research has attempted to use random number generators to test for psychokinesis , mild sensory deprivation in the Ganzfeld experiment to test for extrasensory perception , and research trials conducted under contract by the U. Critics such as Ed J. Gracely say that this evidence is not sufficient for acceptance, partly because the intrinsic probability of psychic phenomena is very small. This has largely been due to lack of replication of

results by independent experimenters. Parapsychologists , who generally believe that there is some evidence for psychic ability, disagree with critics who believe that no psychic ability exists and that many of the instances of more popular psychic phenomena such as mediumism , can be attributed to non-paranormal techniques such as cold reading , hot reading , or even self- delusion. To provide what are purported to be the most favorable experimental conditions, the study included appropriate emotional stimuli and had participants who are biologically or emotionally related, such as twins. The experiment was designed to produce positive results if telepathy , clairvoyance or precognition occurred, but despite this no distinguishable neuronal responses were found between psychic stimuli and non-psychic stimuli, while variations in the same stimuli showed anticipated effects on patterns of brain activation. The researchers concluded that "These findings are the strongest evidence yet obtained against the existence of paranormal mental phenomena. The editor controls everything; they can make a psychic look superior or ridiculous depending on direction from the producer.

### 7: How To Be Psychic - Cold Reading Techniques - Video Dailymotion

*A psychic wouldn't make a strong, declarative statement, such as, "You suffer from clinical social anxiety," but they might say, "At times, social anxiety has been a problem for you in your life."*

Re-engineer your life force for success. Or appear to do so. There is nothing psychic about psychic cold reading. It is strictly a skill that combines very generalized statements that most people will agree to, the ability to read people at a glance and a few tricks of guile. At the same time will create a foundation upon which you can expand into many areas of psychic reading. Profit and Social Success! One use of these skills that has been put to effect quite well is in fund raising for nonprofit organizations. The mothers of the students agreed to learn cold reading to help earn the school some income. It was quite a sight. Everyone knew it was all for fun and lots of fun was certainly had. To do this gypsy wagon event they all took a short two hour class in psychic cold reading proving that the basics of cold reading can be learned in a very short time. Another use of this skill is in meeting people. A few wise men have found that women love to have their palm read and be given psychic readings. These men end up having very active lives operating in social circles where beautiful women eagerly introduce him to other beautiful women. Need I say more? It can be very mundane or very dramatic just be willing to tell it whenever someone asks. People in our neighborhood would visit her in these secret meetings where she would tell their fortunes. One day she sat me aside to teach me. Many people have a standard order in which they do these. If that works for you, great. In fact, I sense that you perceive things and think about things on a slightly different level than most people. You are one not inclined to put up with others nonsense. However you began to gain more confidence as you grew older. Any man you choose to show an interest in MUST have a sense of humor and has to be able to appreciate your off-beat sense of humor. You are not sick a lot and rarely miss work. It would benefit you to not wait to be offered that chance but instead choose to act and genuinely prove your professional competence. This is where you must hold fast to your professional goals and ambitions. I can comment on health and the vitality of your body. The Dark Side of Cold Reading Some master manipulators combine cold reading with stealthy gestures, energy control and mind spinning phrases that rapidly drop the listener into a dazed trance that last for hours. There have been several recorded cases of individuals yielding not just bank accounts, credit details, but even their virginity in the hands of such master coercers. Here are some news reports in Indonesia and Dubai.

### 8: Training Course In Psychic & Fortune Telling Tuition In Cold Reading Techniques | eBay

*Although no division is going to be perfect, they can be divided into three categories (with some overlap): basic techniques that almost all psychics use, techniques used to increase the probability of getting a hit and techniques used to salvage a miss.*

It is as if someone looked at you like an open book and read you page by page. In so doing he could set back and bask in his self righteous superiority and believe he did the world a favor by destroying someones dream. If you are reading this book with any of these aforementioned predispositions then it is recommended that you return the book at once because you are surely missing the point. Instead you are best to start learning this skill for fun, to meet new people and get to know them. In one day the ballet school earned 9: Another use of this skill is in meeting people. If the reader does set a specific topic of interest it tells the reader where they might focus. A reader may be able to charge more for a serious sitting in the long run they are very demanding. If you do use magic tricks during your psychic presentation use them sparingly and only to add impact to your presentation. As much as possible avoid telling the sitter anything directly. A few cold readers have made themselves more convincing by telling their sitter not to reveal that the psychic has an intuitive gift. If the reply or reaction is positive, then you turn the statement into a positive assertion. Another value of listening is that most clients that seek the services of a reader actually want someone to listen to their problems. In addition, many clients have already made up their minds about what choices they are going to make. Live back what little information you do have or pick up a little bit at a time. In the moment that you are speaking the words believe and feel what you are saying. If that works for you, great. As you cover these topics they provide a great opportunity to give simple and common sense advise which will easily be accepted in a reading. In fact, I sense that you perceive things and think about things on a slightly different level than most people. I see someone who can set goals and more in a forthright manner to achieve them. It would benefit you to not wait to be offered that chance but instead choose to act and genuinely prove your professional competence. I can comment on health and the vitality of your body. BB; and then add together those numbers: B and then adding those two digits together: If at any point your total is either:: Lo ahead and determine what your soul path number is. O lore than anything else people with this number desire to be number one in all areas of their life. Individuals with this number have a deep desire to always be right but they see things at a higher level and are able to move things and people in a diplomatic way. As they often lead difficult lives that are fraught with criticism from others, especially in child hood, it is their desire for respect that leads them to be so difficult sometimes. In childhood they are usually the ugly ducklings and even though many of them do grow into swans, they still often feel that there is something wrong with their appearance. As a result they will work very hard to achieve what they need first then what they want second. If you lay the book face down it can make a useful crib sheet while doing a reading and no one will be the wiser.. In this latter case, and with people who are more skeptical, the following statement can be used. It implies that someone is in the midst of a lovers triangle but it can easily apply to many other interpretations. First, it is very likely to be accepted as fact and secondly, is general enough that it leaves room to be developed into something more specific. It does two things. From that the psychic can say? Gro" in up you immediately! Pnowing how guitar players get callouses on the tips of their fingers can be used a lot of different ways. Act or do nothing. G; the key is to deliver your answer with unshakable confidence.

## 9: Cold Reading - TV Tropes

*pendium by a professional cold reader w ho Hours“ w ritten after his appearance as a ersatz psychic on ing heavy on their hearts (the heart.*

Cold reading techniques[ edit ] The Barnum effect[ edit ] Probably one of the most pervasive techniques in cold reading, horoscopes and the likes is the Barnum effect. Barnum, it is also known as the Forer effect, after the psychologist who first described it experimentally. The Barnum effect relies on the natural tendency of people to assign detail and specific meaning to generalized statements or events. Ideas can be presented in such a way that they are pretty much true for everyone or are all encompassing such as "while you sometimes spend hours talking to people, on other days, you can be quite content with your own company". Sometimes the effect can be made to be more pronounced by tailoring it to a particular demographic, such as students, who would be more responsive to specifics, such as intellectual insecurities or academic issues, that may not apply to the wider public. The power of the Barnum effect lies in the tendency for people to not view these statements as generalizations. They instead seek out specific examples in their lives that match the generalization, and project the knowledge about this specific to the reader. With respect to cold reading, this allows a reader to start with vague statements to get their target comfortable and more willing to divulge the specifics needed for later. He invited each of them to rate the analysis on a scale of 0 very poor to 5 excellent as it applied to themselves: He then revealed that each student had been given the same analysis: You have a need for other people to like and admire you, and yet you tend to be critical of yourself. While you have some personality weaknesses you are generally able to compensate for them. You have considerable unused capacity that you have not turned to your advantage. Disciplined and self-controlled on the outside, you tend to be worrisome and insecure on the inside. At times you have serious doubts as to whether you have made the right decision or done the right thing. You prefer a certain amount of change and variety and become dissatisfied when hemmed in by restrictions and limitations. But you have found it unwise to be too frank in revealing yourself to others. At times you are extroverted, affable, and sociable, while at other times you are introverted, wary, and reserved. Some of your aspirations tend to be rather unrealistic. Forer had, in fact, assembled this text from various conflicting horoscopes. Criss Angel of the TV show Mindfreak used a similar method to give the exact same tarot card reading to five different people, all of whom said it described them perfectly. Specific statements that are often used in cold reading techniques that rely on the Barnum effect include: This lack of a need for feedback leads to the Barnum effect being the most common technique used in written cold readings such as horoscopes. Some use divination systems tarot , I Ching , etc. And in the case of tarot, admire some pretty art. As soon as he does get a reaction he focuses on that. One of the most famous users of shotgunning is charlatan John Edward who pretends he can talk to the dead. Using the fact that he has a large number of people assembled before him, many of whom have had someone they know die and practically all of whom will have at least one dead friend or relative , Edward can start targeting more or less at random, rattling off possible relationships: There is a certain art in this - you must focus on successful matches quickly so that everyone ignores your many previous unsuccessful guesses. A successful use of shotgunning links the reader and the subject alike in an act of selective reporting , where both, either deliberately or subconsciously, will over-emphasize vaguely successful guesses and forget to mention the failures. The shotgun technique, almost by definition, results in many misses but experienced readers can turn such misses into hits with some clever reversals. Suddenly this "miss" gives the reader a lot of information, and no one cares to remember that they actually got it wrong the first time. If given the right opportunity and enough subsequent information, they can return to a wrong guess later on and explain away why it was wrong, like "oh, that thing about the old chair explains why I thought it was your grandmother, not your brother", making it appear as if they are, at least, talking with someone from the "other side". Shotgunning might include a series of vague statements such as: Someone around when you were growing up, an aunt, a friend of your mother, a stepmother with blackness in the chest, lung cancer, heart disease, breast cancer Sylvia Browne made a lot of use of fishing. How old are they? Are they likely to be going through a transition such as

graduating college or retirement? Are they old enough to have parents or grandparents that have died? Do they have a wedding ring on? With a few basic observations the "reader" can move in slowly and drop some bait such as "I see someone behind you, an older person who has passed on, your father maybe? The victim will almost never sit there in silence, but will reveal some information. If the victim appears hesitant the fisher will quickly move on using the shotgun technique till they hit on something. Once something is hit on, the fisher can use common statistical information to really appear to be psychic, such as the fact that most people die involving something in their chest or gut or throat. For example if the victim had said "yes, he died of a heart attack" the fish will say "oh yes, he is pointing at his heart. Using the Barnum effect with personality traits, the "rainbow ruse" covers all bases by providing a statement that contains both a character trait usually positive combined with its exact opposite. As a result, the reader can produce a seemingly accurate statement that is, in reality, nonsense. These statements often take the general form of "you are mostly x, but sometimes you are y" - these, of course, can apply practically to anyone. Statements of this type might include: This is often done by ascribing a greater-than-average capacity for honesty, compassion or diligence to the client. Commending the client for his or her open-mindedness has the additional effect of subtly encouraging acceptance of the method used for delivering the reading itself. Sometimes, readers employ a special variant of this technique by crediting clients with some psychic ability of their own in an attempt to bolster the belief system supporting the reading. This is usually done by offering anecdotes experienced by many people such as receiving a phone call from someone you just thought about, which the reader will interpret as evidence of a sixth sense [1]. For example, the reader might initially claim that the client has an unspecified geographical connection to a vast area such as Europe, or that a relative of the client died due to problems in the chest heart and lungs area, which includes a large number of common causes of death. If there is any connection at all, no matter how slight, the client will reveal more specific information by himself when trying to make sense of the statement.

Warm reading[ edit ] Warm reading is a method used by psychics, spiritualists, mediums and other charlatans which falls between cold reading and hot reading. Where a "cold" reading means they go in with no information, and a "hot" reading means they go in with information from other sources, a "warm" reading means they go in with a vague idea of where to aim for and use cold reading techniques to expand on it. Instead of fishing for a response from their "victim" they utilize known techniques of psychology and statistics which apply to nearly everyone, or at least the majority of people. For example, most people in the western world will have a box with old photographs, or, if grieving for a loved one, will have kept a memento which belonged to the deceased such as a watch or piece of jewelry. Additionally, common causes of death such as stroke, heart attack, cancer, falls, or car-crashes often affect or damage the head or chest as these are where most vital organs are situated, so the reader will suggest this area of the body for how somebody died. Similarly, people will have both introverted and extroverted sides to their nature which the reader will amazingly identify as two different aspects of their personality. At some time in their lives, most people will have dabbled with an artistic, musical, or literary endeavour, but the reader will make this seem like a special insight. This is an example of style over substance.

Hot reading[ edit ] Hot reading refers to giving a seance or other exhibition of psychic powers in which the psychic has actively researched beforehand the details he or she is expected to supply. This is usually by researching the dead relatives of prospective suckers, studying newspaper obituaries and other public documentation on the recently deceased, examining graveyards for recent tombstones, and exchanging information with other mediums, or even buying it. Nowadays, presumably, the Internet is also a useful tool for this purpose. This can be contrasted with cold reading where the purported psychic does not gather information before hand but instead relies on vague readings and generalizations that are universally true. One interesting modern technique of hot reading, suited to the television age, is breathtaking in its simplicity. During the show the medium can repeat the information: Passed over within the last six months or so? From the viewpoint of the television or live audience, however, the psychic is getting "hits" at a rate which cannot be explained by cold reading.

List of people who use cold reading to con people[ edit ] Edgar Cayce well, he used to. Has permanently joined her spirit guide Francine.

Assistive technology Donna Cowan and Alice Wintergold Handbook for boys walter dean myers Proserpina, Ariadne Florentina And The Opening Of The Crystal Palace The attitude of the Polish Home Army (AK to the Jewish question during the Holocaust : the case of the Wa Records of the Almshouse of Prince Georges County, Maryland The War Department Physical Training Manual American history first hand second edition vol 1 Wareham, gateway to Purbeck Term paper proposal on harmonization of convergence Tiger scroll of the Koga Ninja A single stage submaximal treadmill jog test to estimate  $V_{O_{2max}}$  in subjects ages 30 to 39 years V.K. : for me it was so wonderful to go to Germany How the Irish Invented Slang From Normandy to the Ardennes 100 Years in Photographs The Thorney Annals 963-1412 A.D. At the crossroads : politics of inclusion and emancipation U00a7 3. The Shepherd of Hennas 111 Diary of John Sturrock, millwright, Dundee, 1864-65 Moon called by patricia briggs Ursulas life story : portraits and portrayals The Corrupt Kingdom Prayer and Praying Men Pathways to Parenthood Market and economic factors, columbia point feasibility study. Physics (Single circle) The Federal deficit Special effects in the movies The Amazing Family Game Board Book (Amazing Game Board Books) Darkest Truths of Black Gold Discourses of caregiving talk Gauteng economic development agency The Tarot Court Cards Learning without burden Peter and the Wolf and Tubby the Tuba Section 3. Government Agencies 13./tRelief against Forfeiture/t/t67 French literary laughter Nonlinear wave processes in excitable media In defense of historical literature