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Mode One: Let The Women Know What You're REALLY Thinking

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MODE ONE



Let The Women Know What You're REALLY Thinking

Alan Roger Currie

Mode One Enterprises
Hollywood, CA 90046

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MODE ONE

Let The Women Know What You're REALLY Thinking

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CONTENTS

Introduction.....	1
CHAPTER ONE - Breaking Through The “Small Talk” Barrier: Why We Approach And Interact With Women In The First Place.....	5
CHAPTER TWO - Manipulative “Game Playing”: Why Men Frequently Feel Angry, Frustrated, And Bitter Towards Women	17
CHAPTER THREE - The Men who Exhibit Mode TWO Behavior: The “Pleasant Postponers”	37
CHAPTER FOUR - The Men who Exhibit Mode THREE Behavior: The “Phony Pretenders”	55
CHAPTER FIVE - The Men who Exhibit Mode FOUR Behavior: The “Misogynistic Revenge Seekers”	71
CHAPTER SIX - Casual Sex VS Relationships: “Wholesome Pretenders” and “Erotic Hypocrites”	84
CHAPTER SEVEN - The “Other” Fear: The “Alpha Male Syndrome” and The Fear Of Being “Player Hated”	102
CHAPTER EIGHT - The Men who Exhibit MODE ONE Behavior: The “Self-Assured Straightshooters”	109
FREQUENTLY ASKED QUESTIONS	146
GLOSSARY.....	153
Other Books I Would Recommend	157

Introduction

First, a word about 'self-improvement' books: Most contain more hype and unsubstantiated 'theories' than they do useful information. At least half of the self-help and self-improvement books I've read left me more confused about what I needed help with, than before I read the book. Realistically though, no one self-improvement book can help you more than **you allow it to help you**. Ideally, what a good self-improvement book seeks to do is provoke you to reexamine those thoughts, attitudes, and beliefs, that you currently hold on to, that are either directly or indirectly, preventing you from achieving your ultimate objectives in life.

I'm different from many authors in the sense that, quite frankly, I did not really want to publish this book. I came up with the Four Modes Of Verbal Communication™ way back in October of 1990, and initially, I just looked at them as my own personal principles for evaluating effective behavior vs. ineffective behavior towards the women I was meeting. I noticed that I never felt angry, frustrated, or bitter towards women, even if they failed to reciprocate my interests, whenever I exhibited what I now refer to as **Mode One Behavior**. On the other hand, just about every time that I exhibited either Mode Two Behavior and/or Mode Three Behavior, I seemed to always feel angry, egotistically frustrated, resentful, and even sometimes, misogynistic towards the entire female gender, in those instances where my relationships or interactions didn't work out the way that I had desired them to.

Then, in 1996 while my brother was working in San Diego, he had two young men who worked for him who were having problems with women. One had moved from Wisconsin, and was pretty much 'striking out' with women on a regular basis,

ALAN ROGER CURRIE

despite being a man of good looks and intelligence. The other had broken up with his ex-girlfriend a few months prior, and had become somewhat reclusive and reluctant as far as meeting and dating new women. My brother told them about my Mode One principles, which at the time was simply in the form of a 25-30 page informal pamphlet. They both expressed a high degree of skepticism. "You can't just tell women what you're REALLY thinking ... what you REALLY want from them ... you just can't do that. At least, not in your very first conversation with them."

In Dr. Brad Blanton's book, *Radical Honesty*, he makes the assertion that we have become a nation full of liars. I can't say that I disagree with this statement. I actually have met many men who believe that the #1 key to having success with women is to LIE to them. Tell them 'what they want to hear,' even if it's dishonest or insincere. They perceive this as "getting over" on women. What a shame.

Of all the various aspects of men's and women's behavior that contribute to poor, short-lived relationships, persistent dishonesty has to be at the top of the list. I think what led me to discover the Four Modes Of Verbal Communication™ is that I noticed whenever I went out of my way to be 'liked' by women, and tell women 'what they wanted to hear,' I never got anywhere. On the other hand, whenever I've been totally and unconventionally *straightforward* with women, I've usually received the responses and reactions that I desired.

Needless to say, those two men who worked for my brother ended up reading my pamphlet, and applied the principles to their next few interactions with single women. Within less than two weeks, one of the two men was meeting and dating numerous single women on a regular basis. The other gentlemen met one particular woman he was really interested in romantically, and they connected immediately.

MODE ONE

They both came back to the office telling my brother, “You have to tell Alan to publish this as a book!! This Mode One stuff works!” After receiving a few more words of encouragement from male friends and acquaintances, I finally said “What the heck.” And so here it is. The book that is fifteen years overdue.

To eliminate any potential for unsubstantiated ‘hype,’ I’m going to tell you right now what many books that emphasize improving your success in attracting women won’t tell you: **You cannot make a woman who is not interested in you, become interested in you.** The vast majority of these ‘how to pick up women’ type books, and ‘how to get any beautiful woman you want in your bed’ type books tend to mislead you into believing that you have the “magic power” to virtually attract any single woman you meet. NOT TRUE. Take me for example. If I’m just flat out, 100% not interested in a woman, there is very little, if anything that this woman can do to ‘make me’ interested in her. Realistically, it’s just not going to happen. That’s the ‘bad’ news.

The **good news** is that there are many women who hide and/or deny the fact that they are really attracted to you, and interested in dating you and/or having sex with you. For every two women who you meet who will straightforwardly acknowledge that they are interested in you, there are probably another 3-5 women who are interested in you, but will temporarily or indefinitely *pretend* as though they’re not. These are the women who Mode One Behavior primarily targets.

In my opinion, dating in society would be less challenging, less confusing, and less frustrating if everyone was just REAL with one another. The #1 problem with today’s dating climate is that there are too many men and women who are phony, manipulative, and/or very duplicitous in their behavior. Men and women are so obsessed with pleasing everyone, and

ALAN ROGER CURRIE

leaving them with a “good impression,” that we have become a society full of “pleasantly phony” people-pleasers. And in the long-run, this creates a high degree of passive-aggressive behavior in people, and in particular, men.

Don't read the whole book in one sitting. Read one chapter at a time, and then stop and reflect on your past interactions and relationships with women. Jot down some notes on a scrap piece of paper. Then continue. After reading this book, your attitude and demeanor will become a lot more calm, cool, and collected. Your manner of verbal expression will become a lot more honest, self-assured, and straightforward. **You will be a different man.** And women will undoubtedly notice this.

Welcome to the world of MODE ONE Behavior.

CHAPTER ONE

Breaking Through The “Small Talk” Barrier: Why We Approach And Interact With Women In The First Place

“Men today are a mere shadow of what they could be. Many men are putting on a façade to get along in life. Many are wearing masks to conform to the social and political climate. This is especially the case when men deal with women.”

Rom Wills, author of Nice Guys And Players: Becoming The Man Women Want

Small talk. I absolutely **hate** small talk. Why do we engage in what’s known as “small talk” (i.e., conversation that is trivial and meaningless, but usually, to some degree, entertaining) when most of us really don’t care for it? Because we’re being *pleasantly phony*, with the objective of making those who we’re conversing with feel as comfortable around us as possible.

Since I was a child, I was conditioned by my elders, and particularly my female elders, to always be ‘well-mannered’ and tactful. To be the “little gentleman.” I was groomed to always exhibit behavior that was pleasing and flattering to whomever I was speaking with. It was a given that you avoided saying anything that had the potential to be

ALAN ROGER CURRIE

insulting, controversial, or too personal. It has been my experience that most men who were raised in a middle-class, two parent, church-going family were generally groomed in the same manner.

As I grew older, I began to develop a certain degree of ambivalent feelings about my well-mannered behavior. Specifically, in regards to interacting with women. How many times have you observed a guy who was frequently criticized, in one way or another, by a reasonably large percentage of the women who were acquainted with him, but that same guy was never at a lack for romantic and sexual companionship? Or, on the contrary, how many times have you observed a male friend of yours (you maybe?) who was repeatedly complimented on how much of a “gentleman” they were, how much of a “sweetheart” they were, how funny and entertaining they were, and how fun to be around they were . . . BUT . . . this guy was always struggling to maintain the romantic and sexual interest of women? For better or for worse, I have had the interesting perspective of experiencing BOTH sides of that social coin. The former situation was never a problem, but the latter situation was always frustrating to me.

What I began to slowly, but surely come to realize was that, generally, the women who had the highest degree of romantic and sexual interest in me were those women with whom I behaved in a

MODE ONE

very natural, relaxed, self-assured, and egotistically indifferent manner. In other words, I was **REAL** with them, and I didn't really care whether or not those women 'liked' me, or approved of my behavior. On the flip side though, most of the women who I had very disappointing and frustrating interactions with were generally those who I tried too hard to be "Mr. Perfect Gentleman": Always trying to say the 'right' thing, do the 'right' thing, and generally communicate with them in a manner that was exceptionally pleasing and flattering to that woman's ego.

I truly believe that deep down, all men want to consistently exhibit what I would categorize as "**Mode One Behavior.**" The one factor that probably prevents men from doing so is also the one factor that probably has the most detrimental effect on our day-to-day, week-to-week behavior while interacting with others:

THE FEAR OF WHAT OTHER PEOPLE ARE GOING TO THINK AND SAY ABOUT OUR BEHAVIOR.

Think about it. How many times have you been around friends, family, and/or social acquaintances, and have felt the desire to exhibit free-spirited, uninhibited behavior, only to be held back by the paralyzing fear of being criticized, 'looked at funny,' reprimanded, disliked, or causing others to feel uncomfortable?

ALAN ROGER CURRIE

I've been in this position too many times to mention. I've definitely been guilty of this in the company of **new female acquaintances** more so than in the company of new male acquaintances. I generally always 'speak my mind' around males, regardless of whether I've known them for two years or two hours. Expressing myself in a candid, extremely straightforward manner in the company of desirable women has always been more of a challenge for me, and based on the many conversations I've had with other men, I found that I was definitely not alone.

THE PRIMARY BASIS BEHIND THE FOUR MODES OF VERBAL COMMUNICATION™

Here is the fundamental truth regarding most male-female interactions: **WE ALL WANT SOMETHING**. The biggest lie you can tell yourself when you approach a woman who you're romantically and/or sexually interested in is that you "don't want anything" from this woman. **YES YOU DO**. Just about everybody who we interact with on a regular or semi-regular basis, we have a need and/or desire that we would like to see fulfilled and satisfied. What we desire can be something intangible such as flattering attention or respect. It can be something tangible such as a monetary favor or an offer of employment. Bottom line ... very rarely, if ever, do you approach a woman "just for the heck of it."

MODE ONE

Most of my adult life, my behavior had always vacillated between being confident, forthright, and provocative, and being well-mannered, cautious, and indirect. But prior to Fall of 1990, I had never actually thought to “categorize” my behavior, or anyone else’s behavior. It wasn’t until an interaction I had one evening in October of 1990, with a young lady who was acquainted with my mother, that I first came up with what is now known as **The Four Modes Of Verbal Communication™**.

That evening, I had a chance run in with this woman who was more familiar with my mother than myself. Now, as I alluded to earlier, this was the very type of woman who I usually had the most problems being my “real” self around. Anytime a young lady mentioned that she knew “Mrs. Currie,” my brain would immediately provoke me to exhibit behavior that was totally representative of being “Mr. Perfect Gentleman.” Sure enough, we ended up initially engaging in about fifteen to twenty minutes of uninteresting, irrelevant “small talk.” **And you KNOW how much I HATE SMALL TALK.**

Why do men frequently engage in trivial, meaningless small talk with women with whom they’re attracted to, when they know that this type of conversation is usually ineffective and unproductive? Because they are either a) **confused** about what it is they really want from this woman (a relationship? casual sex? a platonic friendship?), or b) they

ALAN ROGER CURRIE

know **specifically** what they want, but they are *afraid* to communicate this to women. In my experiences and observations, it's usually the latter.

This is what basically distinguishes the difference between **effective** verbal communication and **ineffective** verbal communication. When you know what you want from women, and you communicate your needs and desires to them in a confident, honest, and clearly understandable manner, this is representative of *effective verbal communication*. On the other hand, when you're confused about what it is you really want from women, or you know exactly what you want from women, but you are afraid to communicate this information to them, this is representative of *ineffective verbal communication*.

When I was conversing with this young lady who was acquainted with my mother, I knew **exactly** what I wanted from her. I wanted to have casual sex with her. She was physically attractive, and had a very sexy demeanor about her. Was it shallow or superficial on my part to want to have [casual] sexual relations with her so quickly? Maybe, maybe not. Is it to your long-term detriment to interact with women in a phony, ineffective manner, while attempting to "hide" your true desires, interests, and intentions from them? **MOST DEFINITELY.**

MODE ONE

Now some people would argue that introducing the idea of having sex with a woman in your *very first conversation* with her is “socially inappropriate,” or at minimum, representative of “bad manners.” They would contend that this type of conversational behavior is not representative of a true “gentleman.” **I DISAGREE.** In my opinion, there is a fine line difference between exhibiting behavior that is *socially appropriate*, and behavior that is *phony* and *insincere*. I think the former has value most of the time, but the latter leads to ineffective and unproductive relationships with women. I’m not at all suggesting that any man should be intentionally ‘rude’ or ‘disrespectful’ towards women. That won’t get you anywhere. On the other hand though, you want to avoid making comments, and expressing desires and interests that are not representative of what you’re **REALLY** thinking.

That’s my definition of “real” behavior. **REAL behavior is behavior that is representative of your true and honest needs, thoughts, desires, interests, and intentions.** On the contrary, **PHONY behavior is behavior that gives people a deceitful and/or misleading impression of what your true needs, thoughts, desires, interests, and intentions are.** If I interact with you primarily because I want you to help me find a job, and everything about my behavior allows you to know clearly that this is my main objective, I’m being **real** with you. On the other hand, if I interact with you,

ALAN ROGER CURRIE

and I give you the impression that I just want to “enjoy your company and conversation,” when in reality, I want you to introduce me to someone who can help me land a job, I would be guilty of being **phony and manipulative**.

Returning to my conversation with the young lady in 1990, my frustration finally reached a breaking point. I couldn't take any more of this unproductive “small talk” any longer. I abruptly interrupted her while she was talking, and finally communicated to her in a very **bold, ultra-confident, and extremely straightforward manner** what my **real** desires, interests, and intentions were (I let her know I wanted to have casual sex with her). **THE MANNER IN WHICH I EXPRESSED MYSELF TOTALLY CAUGHT HER OFF GUARD.**

“Excuse me??! I beg your pardon??!”

As anticipated, my bold, extremely provocative, and straightforward manner of expression threw her for a loop. “*Excuse me?!?!*” was her first response. “*I beg your pardon?!?!*” came next. “*I cannot believe you just said that!!*” immediately followed. Now if I had received those types of shocked and flabbergasted responses from any other woman who was acquainted with my mother prior to this night, I might have been tempted to immediately become apologetic and regretful. **Afraid** that my “Mr. Perfect Gentleman” reputation would possibly be tarnished. But on this night ... in this conversation ... I

MODE ONE

COULD CARE LESS. The desire to be REAL outweighed my desire to maintain an “innocent,” “wholesome,” and/or “well-mannered” image.

“Do you talk like this to ALL WOMEN in your very FIRST CONVERSATION with them?!?!” was the question she asked. My response? “What difference does it make to you how I approach other women ... the important thing right now is that I approached **you** in the manner that I did because I’m interested in getting together with **you**.”

HER SURPRISING RESPONSE

She paused. She then just sat in my car for a moment and stared out the window. I figured after expressing to her why I REALLY wanted to share her company, either one of two things was about to happen: a) she was going to express to me, in one way or another, that she was uncomfortable with my provocative, straight-to-the-point manner of expressing myself, and convey to me that she had no desire in sharing my company in the near future; OR b) she was going to slowly, but surely acknowledge that the idea of us getting together wasn’t so bad after all, and subsequently invite me to share her company in the very near future (hey, it had happened before). After a few more moments of silence, she finally chose the latter response.

ALAN ROGER CURRIE

She gazed at me with a look of amazement and admiration, and soon let me know that she was *incredibly turned on* by my ultra-bold approach, my highly self-assured demeanor, and my fearlessly straightforward manner of verbal communication. Once she relaxed, she confessed that even when she was behaving in a shocked and startled manner, deep down, she actually found my manner of expression *highly appealing*. In particular, she acknowledged that once she realized that I wasn't going to *wimp out* and apologize for expressing my desires and interests in such an unconventionally straightforward manner, she became *even more turned on*. “*That is how I've always wanted a man ... at least, one who I'm physically attracted to ... to talk to me. But realistically, I would never expect most men to have the guts to ... at least, not in their very first conversation with me...*”

LIGHT BULB ON TOP OF THE HEAD TIME

That comment she made about me saying “what she *wanted to hear*, but *wouldn't* [normally] *expect to hear*” intrigued me. After about 20-30 minutes of kissing and making out in the car, she wrote down her number and told me to feel free to come by her place the next day.

When I got home that evening, I was like a man on a mission. I was so excited that I had conquered my fear of *speaking my mind*, and risking my “Mr. Perfect Gentleman” reputation, that I didn't know

MODE ONE

what to do. The fact that I had aroused her sexually was irrelevant and secondary. For me, the biggest thing was *avoiding engaging in small talk, and feeling as though I was being phony*. I had an adrenaline rush that was incredible. The biggest thing was that I kept repeating that comment in my head: “what she **wanted to hear**, but **didn’t expect to hear**.”

Beginning with that night, and on through the weekend, I began reading magazine articles on male-female relationships, books on what men and women found appealing and arousing in each other, and listening to men and women on TV talk shows talk about good and bad first date experiences. I began to think about all of my own experiences with women, as well as some of the experiences of most of the males who I was close friends with. After days of thought, I finally came to the conclusion that *all conversational behavior* exhibited by men towards women who they’re attracted to generally falls into one of four categories:

- Saying what women generally **WANT TO HEAR**, but for the most part, **DON’T EXPECT TO HEAR** (primarily, because they don’t think you have the “guts” to say what’s really on your mind); I categorized this behavior as “**Mode One Behavior**.”
- Saying what women generally **WANT TO HEAR**, and also what they generally **EXPECT TO HEAR** (primarily, because you’re being

ALAN ROGER CURRIE

“well-mannered” and “conventional”); I categorized this behavior as **“Mode Two Behavior.”**

- Saying what women generally **DON'T WANT TO HEAR**, but what they typically **EXPECT TO HEAR** (primarily, because everything you're saying is phony, insincere, timid, and/or cliché); I categorized this behavior as **“Mode Three Behavior.”**

- Saying what women generally **DON'T WANT TO HEAR**, and also what they **DON'T EXPECT TO HEAR** (primarily, because you're being rude, crass, insulting, and/or blatantly disrespectful); I categorized this behavior as **“Mode Four Behavior.”**

And thus, THE FOUR MODES OF VERBAL COMMUNICATION™ were born.

But why is Mode One Behavior **necessary**? What makes it so **effective**? Read on.

CHAPTER TWO

Manipulative “Game Playing”: Why Men Frequently Feel Angry, Frustrated, And Bitter Towards Women

“I will always try to manipulate men and dominate them egotistically ... always. Why? Because it’s fun, and because I can. If I’m successful, I will play them for everything they have to offer until I get bored. If I can’t, and I’m attracted to them, I will pursue them relentlessly until they’re mine.”

A female making a confession in the popular women’s magazine, ESSENCE

Generally speaking, I typically evaluate all behavior exhibited towards others from two primary perspectives: ***Strong Behavior VS Weak Behavior***, and ***Effective Behavior VS Ineffective Behavior***. As I emphasized in the previous chapter, we all are interested in having some sort of need and/or desire fulfilled and satisfied when we interact with others, and in particular, women who we have some degree of romantic and/or sexual interest in.

STRONG BEHAVIOR vs WEAK BEHAVIOR

One of the dictionary definitions of the term “strong” is “incapable of being easily damaged, destroyed, or broken down; securely fixed, firm” I define **strong behavior** as behavior that is very firm in its

ALAN ROGER CURRIE

principles and values. When you exhibit strong behavior, it is virtually impossible for you to be easily manipulated or taken advantage of. When you interact with people who have principles and values that are in stark contrast to your own, their behavior will have very little, if any influence on how you behave.

Weak behavior on the other hand, is behavior that is easily affected by the opinions and influence of others. Any time another person can easily provoke you to change, modify, and/or compromise your principles, values, and moral character without valid cause, then this is representative of weak behavior. Similarly, if you're a person who can very easily and frequently be manipulated by others, disrespected by others, or egotistically dominated by others, that means your behavior is weak.

EFFECTIVE BEHAVIOR vs INEFFECTIVE BEHAVIOR

The dictionary definition for "effective" is "capable of producing an intended or desired result." So basically, **effective behavior** is representative of any behavior that you exhibit that has the potential to produce the results that you ultimately desire. If your primary desire is to provoke a woman to share your company in a romantic manner, and the behavior you're currently exhibiting has the potential to lead to that objective, then you're exhibiting effective behavior.

MODE ONE

If the behavior which you exhibit is frequently counterproductive to your desired goals and objectives, then this means that your behavior is ineffective. **Ineffective behavior** is synonymous with unproductive, time-wasting behavior. Any time you're exhibiting behavior that has very little, if any chance of leading to the results that you desire, you're wasting time in an unproductive manner.

Quick Recap:

Strong Behavior: Any form of behavior you exhibit that makes it virtually impossible for others to manipulate you, disrespect you, and/or cause you to change or compromise your personal principles and values without a valid purpose;

Weak Behavior: Any form of behavior you exhibit that makes it fairly easy for others to manipulate you, disrespect you, and/or provoke you to change or compromise your personal principles and values without valid cause;

Effective Behavior: Any form of behavior you exhibit that is highly conducive to the achievement of your desired goals and objectives;

ALAN ROGER CURRIE

Ineffective Behavior: Any form of behavior you exhibit that is generally counterproductive to the achievement of your desired goals and objectives.

It's these various forms of behavior that contribute to what distinguishes the four modes of behavior. The "starting point" of all relationships with women begins with one basic concept:

What it is you really want from women, and how do you go about choosing to communicate this to them.

In my experience with women, as well as my observation of other men's experiences, I would tend to distinguish all behavior towards women into four basic categories:

- Behavior that is **strong AND effective**; This is representative of **MODE ONE BEHAVIOR**.
- Behavior that is **weak, BUT effective**; This is representative of **MODE TWO BEHAVIOR**.
- Behavior that is **weak AND ineffective**; This is representative of **MODE THREE BEHAVIOR**.

MODE ONE

- Behavior that is **strong, BUT ineffective**; This is representative of MODE FOUR BEHAVIOR.

MODE ONE BEHAVIOR IS ABOUT CONQUERING YOUR FEARS

I have found that the primary factor that distinguishes Mode One Behavior from Mode Two Behavior, Mode Two Behavior from Mode Three Behavior, and so on, basically revolves around the *degree of fear you have towards letting women know **what it is that you really want from them**; Why you really want to share their company.*

When you exhibit Mode Two Behavior, your primary fear is...

- **THE FEAR OF HARSH, SUBJECTIVE CRITICISM**

(i.e., the fear of having a woman express “disapproval” of your real desires, interests, and intentions, OR, the manner in which you chose to verbally communicate them to her)

When you exhibit Mode Three Behavior, your primary fear is...

- **THE FEAR OF BEING REJECTED and/or IGNORED**

(i.e., the fear of not having your real desires, interests, and intentions reciprocated by a woman, and/or the fear of being indefinitely ignored)

When you exhibit Mode Two Behavior, you're not so much concerned with anticipating a negative reaction to ***what desires and***

CHAPTER SIX

Casual Sex VS Relationships: “Wholesome Pretenders” and “Erotic Hypocrites”

“Most women love sex just as much as men, if not more. Many women are just as sexually uninhibited as a lot of the kinky men out there. The problem is, men are admired and patted on the back when they successfully seduce a lot of women; Women are usually ‘looked down on,’ criticized, and made to feel like whores if they reveal that they’ve enjoyed sexual pleasure with someone other than their boyfriend, fiancé, or husband. It’s unfair, but that’s life.”
A female friend of mine from college

Sex. If men and women were socialized in the exact same manner regarding their attitudes towards sexual relations, our dialogue with each other would probably be a lot more honest, and a lot less manipulative. Men would probably be a lot more honest and straightforward with women regarding their sexual desires and interests, particularly as it relates to their desire for *casual* sex. Then again, there have actually been studies conducted that revealed that men in serious relationships, or even married men, are many times close-mouthed when it comes to expressing their thoughts and desires related to sex. Why?

Nobody likes to be judged. What many men fail to consciously realize is that we indirectly cause women to behave in a manipulative manner

If a woman is really “wild,” but made every attempt to present herself as a wholesome, prudish, “good girl,” how would you know the difference? “Mode One: Let The Women Know What You’re REALLY Thinking shows you how. Read it.

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