

No two audience are not the same, people need to be persuaded, there'll be people in the audience with their arms folded. Would you like to know how to break down those barriers & get them to accept what you're saying?

Well this is what I call the 3 + 1 technique. So let's get started...

### **3+1 IS NOT 4, IN THIS CASE:**

1. When can you use the 3+1 Advanced Technique?

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2. What are undeniable truths? Give some examples...

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3. What is the difference between a pacing statement and a leading statement?

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4. How can the 3+1 Advanced Technique help you?

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