

Using Your Voice Hypnotically

For Better Objection Handling and Sales

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I get asked a lot about how to use your voice to exert mind control, particularly with regards to handling objections and improving overall sales techniques.

When you want to use hypnotic mind control for sales and achieving ideal objection handling results, you need to develop a hypnotic speaking voice.

A rate of about 60 beats a minute is a good pace because that is about the average heart rate.

Objection handling in sales comes down to good rapport. By speaking at 60 beats a minute you're speaking at someone's heart rate. And anytime you can match someone's rate of breathing or their heart rate you quickly gain a hypnotic and trance-like rapport. So by speaking at 60 beats per minute, you develop a tremendous amount of rapport because you're speaking in time with their heart beat, which is powerful.

To really get sales results through hypnotic voice control, slow your speaking down to a slow pace. That's one of the key ways of developing a hypnotic voice.

You'll be surprised at how the tone of your objection handling shifts just by slowing down.

It's a good idea to get a metronome. You can find a free one at <http://www.metronomeonline.com>. 'How could this help with objection handling?' you may ask.

Well, once you have your metronome set at 84 beats a minute, start speaking in time and you'll discover how quickly you speak. When speaking at this kind of pace it's very fast, making it difficult to negotiate sales and objection handling.

When I first started learning how to speak more hypnotically, I realized as a New Yorker I spoke very quickly-so I was probably always speaking at 84 beats per minute. What you want to do to give your voice that hypnotic sales edge for better objections handling, is to get it down to about 60 beats a minute.

What will normally happen as you practice this is you will naturally choose a pace or speed, and you'll start to naturally speak at that pace.

A lot of sales people will start trying to speak single words with the beats per minute. This can sound odd! So let it flow naturally, and remember you don't need to be exactly 60 beats per minute.

You can develop a hypnotic voice and pace by using a metronome, listening to it and practicing speaking at the metronome pace.

Try it out to see if it improves the quality of your objection handling, and combine it with hypnotic mind control techniques in your sales.