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SPEAKERS

Scot McKay, Edroy Odem, Gavin Stone



Scot McKay 00:01

The masterclass this month is the long awaited one on how women think. Yes, and Emily is joining me for this one of course, guys finally unravel every mystery about what's going on in that pretty little head of hers. Get this right, and women will think you are magic and treat you like a king. By now you know that Emily tells it like it is and all the secrets will be revealed this coming Wednesday, December 27. Hey, this is right in that downtime between Christmas and New Years, where everyone kind of slows down a bit so the timing is perfect. How women think this month's masterclass, don't miss it. Get your ticket now at mountaintoppodcast.com front slash masterclass.



Edroy Odem 00:57

From the mist-enshrouded mountain top fortress that is x&y Communications Headquarters, you're listening to the world-famous Mountain Top Podcast. And now here's your host, Scot McKay.



Scot McKay 01:10

Greetings, gentlemen, welcome to yet another episode of the world-famous Mountain Top Podcast. As always, I am your host, you can find me all over social media usually at Scot McKay with one T real Scot McKay on Instagram. With me today as a new friend of mine. He's from the UK where he has worked for British intelligence and the British government as a spy in the past. But nowadays, he's right out there in the open, completely ready to talk to you and I about body language. And that's a subject that we don't talk about a whole lot around here. So without anything further, Gavin stone, a best selling author, and a teacher on body language and erstwhile teacher on dating and attraction also is here, Gavin, welcome.



Gavin Stone 01:58

Hello, and thank you for having me.



Scot McKay 01:59

Yes, it's a pleasure to have you on. You know, I was telling you before we hit record on this particular program, and these guys all know this, that I have a pair of body language experts on my team, but they tend to do something that's kind of their own thing. They're specialists, if you will, in kinesiology and human movement and how to be attractive with that. You're more of a holistic practitioner when it comes to these matters of body language and how to read someone's signals having been a spy, aren't you?



Gavin Stone 02:29

Yeah, yeah, that's more me. So kind of well rounded.



Scot McKay 02:33

Well, tell us a little bit about your history. I mean, you're coming from the world of military intelligence. And obviously, the more information you can gather, even about the people in a particular target area or hotspot, as well as the people who your adversaries, you know, the more you know, the better suited you are to go to war with them right or to make. Yeah, tell us a little bit about that. Sure.



Gavin Stone 02:59

So, I mean, the first and most important thing to know that, I've been asked to describe what it means to be a spy. And the best description I ever heard was actually from a friend of mine, he said, it's to make friends. And that's what we do, we go out into the world into foreign countries, and we make friends and give opportunities to people who are working in positions where they have access to secrets. And when we are friends with that person, if we've done our job properly, we can then get them to kind of obtain those secrets for us. So that's a very short summarized version of what we do. And with that in mind, that means you have to go out, you have to build rapport fast, you have to know and be able to gauge somebody fast, whether they're interested or not, whether they are an open and trustworthy person to a degree and whether you can win them over and get them onside. And you have to do that pretty damn quick.



Scot McKay 03:50

What the hacking community would call social engineering. That's right. Yeah, yeah. Okay, very good. So we're all here to get better with women, let's us socially engineer our way into women's hearts. What are the first things you would tell any man listening about how to get better with women by learning how to read their signals, and maybe gauge their interest in you upfront? Because I know Gavin, that's probably in the top five questions I'm ever asked. So these guys are waiting with bated breath for your answer on this one. So go ahead. Sure.

G

Gavin Stone 04:22

So, so what I'll do, I'll start with the output of what a person does and how they act. And then we'll go into the signals of kind of the signals you're spotting, because with women, they are very, very subtle. And, and I will also address something which I mentioned to you earlier called the alpha male fallacy. And if you go into a lot of the kind of, you know, YouTube says, and gurus and that kind of thing, they'll say, Oh, you'll be more alpha be more masculine. And if you just take that into mind, and you're gonna walk into every room like a gorilla I start growling at people the way that these people give advice, you're not really gonna get anywhere, you actually need to be much more approachable. And being this alpha male, if you want to call it that is it's not so much about the physical dominance you have in a room in your stance and how your your body language is perceived, but more about how you are mentally your mental strength that you projected around the room towards people. Does that make sense so far?



Scot McKay 05:31

Well, yeah, I mean, first thing that comes to mind is almost every time I hear someone in the dating advice world or the masculinity community, if you want to call it that, talk about being alpha or beta. They're usually not. It's usually a yes show. Right? So when you're talking about something called the Alpha fallacy, that's the first thing I thought of. You also mentioned the concept of women, you know, kind of giving subtle signals. And I know that tends to be our general understanding of how women operate. And indeed, they'd love when men lead right and they also love not to throw themselves that men because they know that it's generally not going to work well for them. And of course, they don't want to look like Blyton sluts tip. Nowadays, you know, we're headed into the year 2024. Here, women are a lot bolder women will make that first move sometimes if they feel they need to, but they would still rather not. So I think these guys are very, very eager to hear some examples of the subtle signals that women might give. Sure, they're attracted, you know?

G

Gavin Stone 06:41

Yeah. And, and because they also subtle, you know, you need you need to be on board with a lot of them. And I mean, one of the, one of the ones that I remember telling somebody about a few years ago was the change in pitch in voice when they're talking to you. And there was one particular female, I'm not gonna say her name, but she used to do live streams. And she kind of as more and more people would join, she'd call their name. And I always was amused every time she called my name because she got Oh, Hi, John. Hi, Darren. Hi, Dave. Oh, hi, Gavin. As you can hear the increase, and he kind of gave it away immediately. So that, and obviously I did over exaggerate a little bit there. But that very subtle kind of increasing pitch in voice tone. When a woman is talking, believe it or not, is a very, very big sign that she's attracted to you. Well,



Scot McKay 07:32

it's a sign of excitement, isn't it? Yeah, exactly. So yeah, even nervousness, just

G

Gavin Stone 07:39

sometimes it can be. And that's the other thing that you have to be aware of here is sometimes they will kind of say less at first, because they're worried about what they're saying they will, they will want to go for approval, they want to know something is right first, and that you agree with it, before they jump in and go, Oh, yes, I like that. So it's something that you have to be very conscientious of when you're talking to somebody, you know, when you're talking to a female, bear in mind that they're not going to always be as bold as Hey, hey, I'm a Joe Biden fan, or I hate Donald Trump or I'm or the other way around, or whichever way it is. They may wait for you to turn around first and say, Oh, I'm gonna Trumpster throw and throw. And then they'll go, oh, yeah, me too. I like him. You know, something,



Scot McKay 08:23

you know, a couple things just jump right out at me there. First of all, talking about how your pitch goes up, and you're more excited. And he may even be also nervous with that. Notice how I suddenly lowered my pitch right in the middle of a sentence there. Doesn't mean I'm any less excited about this topic, Gavin. I'm actually thrilled about this topic. I'm already all in. I'm deeply fascinated. Anyway, it seems to me that you're dead on accurate as I'm sure you are, because you're an expert in these matters. But I've observed also how when women stumble over their words a little or not necessarily have the right thing to say to you. That isn't a sign, they're disinterested, it's a sign they're trying not to mess up. Yeah. And that's not gender specific. I mean, if we turn the mirror back in our own direction as men, right, that's how we are. We're kind of try not to mess up and we're looking for the right words. And even as grown as adults, even women can be like that. So they're little in all of you or they're initially attracted to you. They may not be as fluid in their conversation as they are even with your friends standing next to you. So I thought that was really, really a good bit of advice for these guys to look for that. The other thing you talked about was how there's a difference in people greeting you. When they're attracted to that excitement that energy is there. You know, the opposite is true. Also, you could tell when someone doesn't like you when they greet you cordially in a way that indicates it's almost an adversarial position, like in the old Seinfeld shows, which are of course, American sitcoms with Jerry Seinfeld. Anytime Newman would come in the character who was kind of the dorky adversary to Seinfeld, you know, the neighbor nobody wants to have right. He would always go Hello new men, right? I think a much more subtle version of that indicates discord or someone being uncomfortable with you like when they greet you. They might go. Hello, Gavin.

G

Gavin Stone 10:30

Yeah, listen for that outward breath. Yeah, right. Yeah, yeah. You did it yourself. Then just when you were demonstrating you got the hell out Gavin. You know, if you're listening for that, it's almost like a kind of the pain themselves to say the words



Scot McKay 10:46

are like maybe another example. if I can put on my theatrical thespian hat here would be like

are like maybe another example, if I can put on my theatrical thespian hat here would be like, hello, Gavin. It could also be like, hello, Gavin. Like, they're just acknowledging you're there. But they want out because they don't want to have this conversation. If they find you tedious, or boring, they may have that up tick in their pitch when they're done. Like, hello, Gavin.

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Gavin Stone 11:10

And with that in mind, I mean, nine times out of 10 that if a female does have an interest in you, they will see you coming. If you do if you work in a particular say, an office or a restaurant or wherever they'll see your car pull up, they'll know you're coming and what they will do, they will be pretending to kind of carry on with their work or having a conversation or whatever. And as you come in, they'll give this very kind of cool Hello. Like, like they didn't notice you. And it's really, really interesting. It's great, because I've seen it so many times. But yeah, that particular person will walk through the door and as the door opens, they'll instantly turn around and and they'll know who exactly who is no Hello, Gavin, how are you? And they're trying to act surprised. But naughty. Yeah, it doesn't work. Yes,



Scot McKay 11:57

right. I don't know if that's more of a British ism than an Americanism does I think British sitcoms all the time. But I'm not sure I see that play out in America. So often, at least, not in the exact context that you mentioned it, although, anytime a woman feigns that she's not interested. And then when she's surprised to see you says, Oh, there you are. That could be kind of a cover that she wasn't wanting to look like she was chasing you, for sure. Yeah, yeah. Yeah. I think anytime a woman remembers you from a past conversation, I think that's always a good sign always. Oh,

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Gavin Stone 12:33

for sure. I mean, compliments are always a major thing to look for, as well, during any conversation if they've got, even if it's, again, females compliments are very, very subtle as well. They're not, they're not just going to say, Oh, you're brilliant, you're amazing, you know, or you're really, if they operate different to men so that they'll they'll say something along the lines of, you know, I feel safe when you're around or something along those lines, and they're complimenting your masculinity, morsels and compliment, you're looking good like a man, a man will tend to go, Oh, you've got beautiful eyes on this should never use that. I'll give them something better later. But they'll tend to compliment on physical features, whereas women will compliment more on personality time.



Scot McKay 13:18

How about that you've ever listened to my show before? You probably don't even know me from Adam. And you're talking just like, you're a member of our team around here. Guys, you guys listen to us, because he knows what he's talking about. These aren't ideas that we invent. These are observations from the real world. Yes, indeed, women will give you compliments about how they feel based on the masculinity you're projecting. So absolutely, yes, they'll say things like, Oh, I feel so safe when you're around. Or I love how you got everything under

control, or I know you've got this all taken care of. If a woman's really smart, and a man does something to provide and protect, she'll respond accordingly with some sort of approval like amazing is, well, the most amazing thing a guy can ever hear from a woman. And I know women who have mastered the art of this and men just love them. And they love them for reasons above and beyond the simple prospect of having sexual intercourse with them. They're like, Man, this chick is just great. She's such a cool girl. And that's because anytime we make people feel better about themselves, we are cooler people to everybody else. And when we're trying to show our dominance or how alpha we are how much power we have over someone. We're really just douchebags aren't

 Gavin Stone 14:34

yet when you drill down to the heart of it, pretty much. Yeah,

 Scot McKay 14:36


we'll see my my definition of cool as someone who makes other people around them feel cooler. And my definition of douchebag is someone who thinks they're cool, but they're just really not.

 Gavin Stone 14:45

Yeah. And that I tend to see that happen a lot, especially going back tracking slightly to where we were on about this alpha male thing where they there's this fallacy of like, putting all the other people down and round you to try and make yourself look bigger, literally is just simply bullying. And it doesn't actually have the desired effect that these people think it does. It's far from quite the opposite.

 Scot McKay 15:11

No, yeah. And you know what I'll tell guys how to affect these responses and women you're talking about, and they'll come back and they'll still be looking for pickup lines. Like I told a story specifically about not too long ago, about how I use the power of observation, to build a conversation with a woman naturally. And sure enough, I got an email from a guy who took one of the specific things out of that observational conversation and said, I've been going around using your opener where you say this, it's just falling flat, and it's not working? Am I saying it wrong? Do you say it more? Quietly? Do you say it with more energy, and I had to explain to him I go, I've never taught going around and using that as a canned line to meet window just was simply something I observed in the moment. You know, there's a proverbial forest to be seen here for the trees. Yeah.

 Gavin Stone 16:09

Yeah. You've just taken me back to when I used to teach this stuff, and have so many people, you know, the students would be coming up to me, what's the line? What's the line? What do I say? And I've tried to say to them, Look, it's not about what you say, it's nothing to do with

say? And I've tried to say to them, LOOK, it's not about what you say, it's nothing to do with what you say, it's the delivery. And that doesn't just mean the confidence behind the words, it means you have a whole as an entire package, you know, and I used to watch these guys, and I used to do a test. So we'd go we'd go, we'd all arranged to meet at a bar, where I know there'd be a lot of nightlife on one by one, I would send them to ask a girl for a date or for a phone number, or whatever the case may be. And I would watch them from the minute they picked themselves up. And sometimes it take them a while, and several drinks before they finally built up the courage to go for it. And when they watched them kind of build up the courage stand up and say, right, I'm going for it. And the first few paces were big and long and strong and masculine. And by the time they'd walked over to the other side of the room and got to the bar where the female was standing. It was like watching an infant in elementary school go for please Miss, can I? And it was dreadful. absolutely dreadful. They just fell apart. And all



Scot McKay 17:23

their default to the line. Yeah, I'm taking a poll who lies more men or women, you know, right.



Gavin Stone 17:31

So I devised a system to get rid of that completely, to totally get rid of that anxious feeling that they get, and you know, when they're approaching or when they're trying to get the initial contact. And what I did is I put these guys in a minibus, and we drove up to a couple of hours out out of the city where I live to a particular area where there's a nice, great big mall, I pair them up, and I'd say, right, Your challenge is to get rejected as much as possible. And honestly, straight up, this is what I'd say. And I'd say, No, you've got to partner up and your partner has got to pick something really, really, really embarrassing for the other person to say, and he's got to pick the female that you're going to say to. So you're all in the mall. And he got he'll turn around, say, right, I want you to go into the jewelry store, I want you to talk up to the you walk up to the blonde lady behind the counter. And I want you to tell them that you have a small and I don't know what your rules are here with whether you beat things out or whether you but you know, a small manhood or that you suffer with premature problems.



Scot McKay 18:33

A lot of guys listening President company included beat out their members often. Yeah, talk about it in whatever way you prefer. Have no doubt, just pretty shame free around



Gavin Stone 18:45

here. Fair enough. Okay. So with that in mind, it'd be completely embarrassing sentence and I would John Thomas would work. Yeah, why not? And what the idea was, is that do this all day. And I'd say that, you know, the first kind of, before we let them season as it were, they would go and I'd say the rules are, as soon as you've said it, you can go. But then after 11 years is to lunchtime, you have to stay around and get a reaction or a reply. And then after lunchtime, I want you to then try and continue from that awkward conversation. I want you to rescue it. Nine times out of 10 by three o'clock. You were seeing guys who were falling apart only a few

minutes before walking up to beautiful women, or going hey, you know what, my balls hang really low. But I just wondered if I can have your phone number. I know that was a stupid way to start a conversation but I really don't care. And they were getting phone numbers and they were getting dates and they were getting their confidence and their demeanor and their energy had completely changed because they no longer cared. They weren't bothered about whether they were going to get rejected or not. And it built up that reject. It was almost like a form of rejection therapy that built up that kind Have attitude if it happens, or it doesn't, it was like everything was riding on it, there was no pressure. Well,



Scot McKay 20:05

that seems like that approach would be more therapeutic than practical. In other words, you have a bunch of guys who are really scared to talk to women. And this helps cure them of that fear of approaching. But the woman may still look at you funny when you say my balls hanging low first impression. I gotta be honest with you, I take guys out and field and do something very similar, we go to probably the largest outlet mall in the south central part of the United States. I've never seen one bigger anywhere, but I don't want to talk out of turn. It goes literally for half a mile. And if you don't think that's a lot, go put five tenths of a mile on your car in a straight line, and then just consider how far you've really gone. Okay, yeah. Anytime a major league baseball player hits a homerun, that's a 10th of a mile, it would be one of the longest homeruns in Major League history. So this is 10 times as long as that. And you can spend the entire day there going into shop after shop talking to pretty girls, it's a college town, by the way. So pretty good for working there. And you won't run out of time, you will not run out of time. And what I do is I do demos, I walk in there, and I term women over and over again. And most of these guys are a little suspect about what's going on. I've been accused of having hard actresses like you there's no way in hell these women are responding as positively as they are to a guy like you McKay, right. Because a lot of these guys are taller and more handsome, more quote, unquote, genetically gifted than I am. And I'm getting all the attention from the women. And what I'm doing is anything but business, like Oh, show me shoes in a size 10? Or do you have any sunglasses or anything like that, and I just focus on being observant, like what's going on? Does you have a unique name, what music is playing, and I start talking with, you know, warm, positive energy that will make a woman feel safe about anything, but why she's there. And then the next thing you know, she's actually enjoying herself. And then from there, the conversation flows a lot more easily. And what typically happens when the guys start trying this is they realize that women aren't so scary after all, men, and they actually like to have fun. And I'm also a sneaky bastard Gavin. I'm a sneaky bastard. We start by talking to women who aren't really all that beautiful. Now, you gotta be careful about talking to women who are really, really ugly, because they have no practice. And they really don't know why any guy is talking to them. Because they don't get any attention from a guy. Yeah. But if you start talking to women who most men would kind of slot in the quote unquote, average department, right? They're not afraid of those women, because they really don't have a sexual agenda with those women. And they find, hey, you know what these women are, are not so bad to talk to they're, they're not going to reject me rudely. Actually, in 15 years of doing infield work, and I've never seen a quote unquote, rude rejection. I've never seen one. We never give women reason to do that. It's not if I can feel guys will say to me, you know, now I understand why you've never had a rude rejection. We haven't given them anything to reject rudely. I go, Yeah, they'd have to be some kind of maniac to you know, some kind of psycho, responsive negatively to someone who's presenting something so positive. And then, like I said, I'm a sneaky bastard. You know, a couple hours later, it's kind of like the proverbial boiling of the frog, right? If we started talking to these gorgeous, beautiful, attractive women, you know, straight away, these guys would

jump out of the hot pot, you know, ouch. I don't want to do that. But yeah, kind of boil that proverbial frog over time. And after they see the consistency of these conversations with women, suddenly, sneaky bastards such that I am, I've started talking to more and more beautiful women. And we're suddenly talking to women who are absolutely desirable. And guess what? The conversation isn't much different. Yeah. And one of the things you hit the nail on the head, in my estimation, and of course you did because you're an expert, right? Is how women start acknowledging masculinity in men as a sign of attraction. Because that masculine feminine dance is what attraction is all about. masculinity and femininity around here are defined as the polarizing effect of masculinity and femininity, right? It's the language of sexual attraction. And so when a woman is acting feminine towards you, she's acting like a female human being, it's usually a sign of attraction that kind of goes hand in hand with acknowledging your masculinity. So when you start acknowledging that she's feminine, next thing you know, you're having a conversation that is no longer platonic. You're actually flirting.

 Gavin Stone 24:57

Yeah, the more masculine traits you display, the more feminine she will become around you. Elaborate,

 Scot McKay 25:03

give us some examples, I don't want to keep talking about my own stuff, because these guys have heard it all. Give me some examples from your toolbox, Gavin.

 Gavin Stone 25:11

So if we start with like, understanding a little bit more about, like what are called the multi alpha, there are these areas where you can be an alpha male in business, for example, but still fall apart around women, you can be an alpha male, yeah, you can be an alpha male at sports. And this is where so many people go wrong. And I've seen this time and time again, I'm going to buy a Porsche because I want to look more masculine and successful. I want to go to the gym and build muscles. And I have seen like you said, you some of the most chiseled chin, good looking guys with six pack abs and everything, and they've gone out and they don't understand why they're getting rejected, or why they, you know, the women that they're talking to very, very quickly go off the boil. Women are amazing at subconsciously testing you to see if you're alpha and the way to kind of be aware of this is listen to the questions they're asking. And, and this isn't this shouldn't be by any means kind of been derogatory towards women. This is what they do. This is what they have to do. It's a survival mechanism. So they might turn around or something like that say something along the lines of hey, you know, you've got a Gucci shirt really Gucci I didn't think you know, kind of decent guys wore Gucci anymore. And they'll listen to how you respond. Here. You might turn on all Gucci? Yeah, no, I don't normally wear Gucci. I just, I couldn't click you know, I normally wear What brands do you like? No, no, no. I own it. Be the man go. Yeah, like Gucci. I got a Gucci shirt. You don't

 Scot McKay 26:47

like scared men? Exactly. they'll forgive you for being nervous when you approach them all for

like scared men. Exactly. they'll forgive you for being nervous when you approach them all for sure. But over the course of a few minutes, if you're too supplicated, or being too bait, I guess would be the word we're using around here today. They're going to think Well, this guy can't provide can't protect, I'm going to be the mommy figure as though the lover figure here. Protect him. Instead of vice versa. This guy's fragile. Yep.

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Gavin Stone 27:14

And this is what you don't want to be. And this is what I teach guys, one of my favorite sentences that I say to them is no, is a complete sentence. How's that mental strength for you. And when you're going back to what you said, as well about leading, which is really this is really, really a great one I teach our youth to teach, so I don't really teach much anymore. But the whole kind of leading concept, stop turning around and saying things like, Would you like to go for ice cream? Would you like to go for pizza? We what you do is you grab your jacket, you put it on? You go I'm going for pizza? Do you want to come? Well,



Scot McKay 27:48

I would even go Do you want to come? Because that's still like a question. I always couch it in terms of a suggestion rather than a question. Yeah, like, Let's go all the way back to the beginning. Can I have your phone number turns into Give me your phone number. And my favorite three words of all time when going from conversation to getting the number. Our let's make plans. I love hey, let's make plans. That's four words, but hey, doesn't count. Right? Exactly. I just think that's so masculine. And it just tickles women when you say that like okay, you know, because in three simple words, you're going I want to talk to you more, we're going to see each other again, and I'm not going to flake on you all with those three little words. Yeah.

G

Gavin Stone 28:31

And a lot of the times just like what you've done there simplifying things, works out so much better. All round. There's no need to get over complicated. There's no need to worry about lines or being smart or being or being anything else. And this goes back to what you were saying about you've never had a rude rejection that there's a lot a lot of people don't realize is that deep down, she's rooting for you. Oh, of course she wants you to be exactly what she wants. So you know, she will be forgiving if you're a bit nervous. She will be forgiving if you mumble and stumble a little bit mentally sorry. And carry on. She will she will give you that benefit of the doubt. And that's where you've got to use it to your advantage and and really kind of you know, move forward and let you say lead with let's make plans. Let's do something. You know, I like you enough to move this forward.



Scot McKay 29:24

Let's use the F word. Okay. Yeah, do you know when a woman's flirting with you gammon



Scot McKay 29:31



Gavin Stone 29:31

fleurs right. Okay, so there are some obvious ones which is a touching and physical contact when there isn't necessarily a need. So there's a big difference between a female saying to you Hey, I like your shirt, and a female rubbing your bicep balls you saying hey, I like I love this shirt. And this is something that women won't touch a man they're not attracted to unless obviously You know, for medical reasons, or there's no reason.



Scot McKay 30:04

If you go to the doctor's office and the nurse comes in and goes, You know what? Injection your shirt on, I'm not touching you. We do have a creepiness problem now, don't we? Yeah. But yeah, well, we have a yes, problem. So



Gavin Stone 30:16

so, you know, without all the exceptions without going into all the, you know, the sub clauses. If a woman is touching you frequently, then that is a definitive sign of attraction. You know, especially when there's no need to,



Scot McKay 30:31

can I add a quickie on top of that? Oh, please do if they start talking about sex with you at all, even in the most inane way? Yeah. They're not repulsed by you sexually. They'll never talk about sex by accident. They'll never mention sexual interest by accident. Like guys economy and these women have said nearly preposterous ly flirtatious thing. Like, you know, I had this urge just to get naked and strut around the office this morning. What would you have thought about that? If I would have done that, and he'll come back to me to go. Why did she say that to me? Is that a sign? Maybe she would want to get naked with me sometime? I'd like Yeah. Anytime women are planning sexual thoughts in your head, or inviting you to think of them naked? That's pretty blatant. Yeah, interest without



Gavin Stone 31:21

doubt. And a lot of the time again, where if women are talking sexually, it's to respond, engage. You're interested in them?



Scot McKay 31:29

So your comfort with it?



Gavin Stone 31:30

Exactly. Yeah. Because if you're if you're somebody who shows away from and go, Oh, yeah, when you get embarrassed by it, they're probably not going to want to move forward. And

you're gonna be crappy in bed. Yeah, exactly. Yeah, and probably won't be able to dance and probably won't be able to cook. But the end of the day is if they're talking about sex, they are they are telling you, I'm talking about it, because I'm thinking about it. And I'm talking about it with you, because I'm thinking about it with you. So they're gauging what your response would be. And the best advice here for anybody is, if it were a woman turns around and says, Yeah, I'd love to strip my clothes off and get naked and dance around here. What would you do? You know, your turn around, and you can, you've got two ways you can do this, you can either flirt back and say, Well, I would take all my clothes off as well, but it's so cold, and I'd shrink right down to 15 inches. So there's no way I'm doing that in public. And you know, who kind of see how they respond, or you turn around and say, probably film it and bribe you. And then I could use that as blackmail material to get you to do anything I wanted you to do. And then see whether she is kind of how she reacts to that kind of what would you have me doing? So you know, and this because this whole flirtation is where it's at? That's more fun for them than direct, you know, the innuendos that are much more fun than I want to do X to you.



Scot McKay 32:44

Well, something you bring up there something we've talked about quite a bit on this show, which is most men see flirting is a binary act. Either I'm avoiding you or I'm showing blatant sexual interest in you. Are you flipping a light switch? Yeah. Whereas almost all women inherently understand, at least more naturally. So than men do that flirting is like a dial you turn up. Yeah, so perfectly happily, married adults can acknowledge each other's masculinity and femininity during a conversation and stay pretty innocent about it. And then when that starts turning up sexually, a little bit over time, then you can start reading each other's sexual interest. And if you're available, and you're getting along, then it gets really horny. Then the next thing you know, you do strip naked and tear each other up in bed. Exactly. Women see that more as a process. Yeah. Yeah.



Gavin Stone 33:38

It's very rare. You can kind of walk straight up to a woman and say, Hey, you want to jump into the bed with me? You know, and they're gonna they're not gonna turn around and go look at your goal. Yeah, yes, please. You know, unless Channing Tatum or something.



Scot McKay 33:52

Probably wouldn't even work for him. Frankly. It'd be creepy. Yeah,



Gavin Stone 33:57

exactly. So it is like you say it is it is an entire process where it's it's almost like a dance, you know? Yeah. Yeah, you've got to gauge it and speed up as they speed up. And as the tempo changes and increases as they go, but not you go up a notch. And it makes the whole process much more enjoyable.





Scot McKay 34:14

You know, one particular thing you just said is worth underscoring. I think it's extremely important. This idea of a binary flirting situation where you go from ignoring her to expressing blatant sexual interest that most guys define flirting as, it's actually an extraordinarily rare happenstance. I mean, it almost never is teed up for you like that. And most guys daring never to flirt because we know that yet where you have it the wherewithal to realize hey, you know what, maybe we can be a little bit more subtle upfront, like women respond so powerfully to this is a huge breakthrough for a lot of guys. You know, they could just be a little playful women love to have fun. I don't care what age they are. They love to be playful and the other Other thing that comes from that Gavin, is you don't hold quote unquote flirtation and reserved only for women you're attracted to. Yeah, because it isn't about necessarily demonstrating sexual interest, you could start simply talking to all women like you wouldn't talk to other men. And in every situation with every female human being, is practice.



Gavin Stone 35:21

Yeah. And and that in itself, is going to bring you right up in the in the kind of desirability area as it were. This sounds really, really crazy. But if you're flirting with a lot of women, and therefore a lot of women have flirted with you, when women don't want to pick the last tin of beans on the shelf, oh, boy, you know, they want to know that you as a person have options, they want to know that you can go out and and take your pick, even if it's not the pick from everything on the top shelf, they want to know that, you know, other women want you and if other women find you desirable, then they will find you even more desirable. So you know by by being and this is where again, so many guys go wrong, because they've concentrated on one I want this one woman She means everything to me. And I'm saying look, if you want that one woman then you got to get a whole load of other women interested in you not saying you have to have sex with them. You don't have to do the got to be at least of interest. Your social desirability has to be there. Yeah,



Scot McKay 36:24

you know, you're either sexually desirable or you're not I have an exercise I run with guys, I coach where I say Okay, imagine a beautiful actress. All right. Do you think only men who are almost universally attractive to all women find her attractive? Or do you think these ugly schmoes, who have you know, no chance with any woman are basically in cells or whatever? Do you think they find her attractive also, and the guys will look at me like that's a silly question. Well, okay, now imagine an actress who find unattractive, right? Do only the desirable men find her unattractive? Or do all those insole guys also find her unattractive? And they're like, wait a minute, I think I know where you're going with this. I know exactly. You're either a guy who's masculine, and is putting off that vibe that women like, or you're not. So guys will come up to me Gavin, and they'll go well, I can get all the average women to fall in love with me. But when it comes time to talk to a woman, I'm really attracted to the wheels fall off. Yeah, no, that's because something changes. You. You take that well practiced confidence and demeanor from talking to all those women, and carry it over naturally, in a situation where you're attracted to her. And you'll find that response is going to be similar. In almost every time, that's exactly what's going on their body language, their demeanor changes. So the million dollar question there is how do we do that? Gavin? What do we pay particular attention

to and ride herd on in terms of our own presentation, our own presence, our own body language when talking to a particularly attractive woman, because Gavin, we are going to be more nervous. What can we do practically

G

Gavin Stone 38:00

realize that, you know, whatever the outcome is, whether it whether you do or don't get a date, you have to be completely Cavalier, or totally careless about whether you do or don't go because the minute you're going into this with an objective, the minute you turn around, say I'm really, really want to get her on a date, you've screwed up already. So you know, once once it gets like way where you don't care, you're detached from the outcome, you're like, I'm just gonna talk to her. And if we get a date this time than we do, and if we don't, then we don't really don't care. Because there are plenty of women out there. You know, there's, there's a population of 9 billion people on the planet or something at the minute. There's plenty of them. And if you don't get a date with this one, it doesn't matter. Yes, you might be nice yesterday, there might be things about her that you that you find really, really attractive, but I promise you, there's another one down the road and around the corner and in the next town and all over the place. So there's no need to kind of put all your focus on this is the one it doesn't matter whether it should or whether it's the one you need to be looking at, like kind of having several options. And if this one doesn't end up going on, I doubt you're working out. There's plenty of others and once you get into that mindset, you get into that kind of change in the tables and the outcome for yourself. That's when when things change so in order to do that, you have to turn it around you have to stop looking at this is the girl or the female or the woman I want you have to go you know what, I'm a great guy. I'm a really great guy. I'm getting good at this I'm doing well for myself, I'm good my life's on track. There are a lot of losers and douchebags out there and she could end up with one of them or if she's lucky, she could get with me. There



Scot McKay 39:48

you go. You know what, what would the body language expert add there? I mean as an example, you know, kind of bringing this back full circle if you go real high pitch and you speed up like Joe Pesci you know, you're probably less attractive, then if you take a deep breath recognize that's likely to happen. Keep your composure slow down and enter the interaction more relaxed. Yeah, it'd be one example. What are some others?

G

Gavin Stone 40:13

So the first thing that I love this I know I actually picked it up from somebody else. Whenever you move, move like you're underwater.



Scot McKay 40:20

Okay, the Angelo blink slowly.

G

Gavin Stone 40:23

Yeah. So you're you're basically you know, if you look at like a ferret that's running around and making all these sudden fast movements, it's not something that is considered attractive because it doesn't look like you're in control. It looks like you're you're very panicking and jittery. Or maybe lady ferrets would like that. Maybe you never know. So I've not dated any photo. Actually,



Scot McKay 40:43

I don't want to interrupt you, but we had a mated pair of American hairless terriers. When I first met Emily and we got married. And the female was a jet black looked like a little Leather Dog, right? Jet Black little puppy with lots of dignity. You know, as far as canines go, she basically carried herself like the Princess of Wales. Meanwhile, the male was like Enos from Dukes of Hazzard had no game whatsoever would spin around when people came in the door and was just the biggest dork ever. And the parallels between the canine world of sexual attraction and the human one were uncanny. I mean, you know, this little Princess Diana dog would go, Oh, my God, if this were the last American Hairless Terrier on Earth, I wouldn't let it stick it stick in me. And they literally would not meet. She had give him no time a day, right? I mean, she would go and heat and run and hide from it. So we had to do artificial insemination and all this crazy stuff. Because literally the little dog had no game. It was crazy.

G

Gavin Stone 41:51

Wow. Yeah, absolutely crazy. And well, that is a brilliant poem that there is a lot that you can learn from animals, especially in the body language world, where if you watch them, you'll see so many similarities to humans. So but yeah, I mean, you know, it's so that that in itself, that what you talk about, like having no game, you know, you need to wherever you're going, you need to walk into whatever it is like you own the place. I've I've been in restaurants as as a diner. And had people think I'm the owner, they've come up to me and said, Excuse me, do you own the place? And I say, No, I'm just here for a meal. You know, why? Unless you just looked like you own the place.



Scot McKay 42:28

Out there. Isn't that something? Yeah, I

G

Gavin Stone 42:31

kind of don't get it so much any more. But I used to get it a hell of a lot. Yeah, we'd be in department stores. And people would come up and say, Are you the manager, and I'd be in there shopping. Yeah, would have known nothing on me to make the to give the impression it's not looking at a name label on me or something like that. And people would just assume I was the manager. So this is this is the kind of stance you have to have. You know, wherever you sit, sit down, look at your home. You know, it doesn't matter where you are, whether it's a bar,

whether it's whether you're on a cruise, wherever you sit in the middle of that sofa, put your arms out on the back or the even if you sit at the end of the sofa, put your arms out either solid, if you cross your legs and look luggage your sofa.



Scot McKay 43:14

Let me jump in here for a second because you're mentioning something that is not a new concept. It goes all the way back again to David de Angeles sit in a booth when you take a girl out to a diner for breakfast or whatever, and sit in the whole side of the booth and put your arm out. The feminists would decry this idea of quote unquote, man spreading but remember angry feminists are trying to diminish masculinity. Yeah, and call it all toxic. Meanwhile, right? The women find that incredibly attractive if they actually like men and want to be attracted to men. So this idea of taking up space is actually something men are told by the media and by angry women to stop doing you know, we've all seen that guy at the party who's trying to protect himself with his beer. He's got it in front of him, like hiding behind the beard looking around it. You know, the opposite of that is actually more masculine. So you're going these places and people are coming up to you and going Excuse me, sir, can you help me with this problem? I'm having thinking you own the place. That's a projection on your part of confidence really having a plan. You have this place handled. You've case the whole place, you know it like the back of your hand. You're good. You've got this down. One of the most amazing men I know, carries himself such that when he walks into the room, I joke with him about this. Everybody within a half mile feel safe. Oh, so and so is here, nothing bad could possibly happen. And it's a remarkable, remarkable presence. I don't know if we can all naturally match that. But I have had people come to me in situations where I feel particularly comfortable and accomplished and like I have a plan of action and I know what I'm doing And they'll treat me like I own the place or I'm in charge when I'm not. I know exactly what you're talking about. And yes, this is incredibly attractive to women. Oh, for sure every bit of what you're saying. Yeah.



Gavin Stone 45:09

And going back to what you said there about where the other dating advice was sitting in a booth. And the truth of the matter is, it doesn't matter where you sit, it doesn't matter where you stand, where you sit, where you go, as long as you do it with such purpose and confidence that even if you're sitting in a corner, you like that corner up. Yeah.



Scot McKay 45:30

And you know, the thing is, most men obviously don't process attraction the way women do. This idea of having a plan, this idea of fomenting a safe environment, literally makes women horny. That is the masculine impulse. So when a woman is acting more female, when she's getting more playful, when she's starting to smile, more women laugh when they're having fun. You don't even need to be a comedian, although we all know around here that if you're funny, it's a superpower. Oh, yeah. But you can make a woman laugh simply by helping her have fun. And you do that by creating a safe environment and having everything under control. So she doesn't have to worry anymore. No.



G

Gavin Stone 46:11

Metaphor. And of course, fun and funny are two different things. And you've got to be very careful. I mean, yes, you know, you have that superpower of being funny. As long as you don't turn yourself into the, the jester that she runs through every time she's, you know, kind of having a bad patch or dumped by an alpha or whatever you want to call the terminology these days. You don't want to be that go to kind of HTML clown with dignity.



Scot McKay 46:35

Yeah, exactly. You can't be Chris Farley and expect to be attractive. You can watch this. I love Chris.

G

Gavin Stone 46:43

Yeah, I mean, pepper, a few jokes in throughout your your data, if you want that kind of person, which is more than plenty. And it's the same as if you decide to go down the road looks so fun and funny and fun with flirting. But I do something which I call Flinter, flirty, banter. Nice. And, and what we do with this is, this is where this goes back again, to what you're saying about the dial, you're starting at zero, you don't want to go straight into complete sexual innuendos from from day one. You know, when I say day one, obviously, I mean, within the first few minutes, when you're when you're when you're first starting this, what you want to do is it's got to be subtle to start with, you know, it's got to be Hey, you know what, what you're doing otherwise, I won't be responsible for my actions, or, you know, you keep doing that now, you know, you never know what I'm going to end up doing to you. And I'm waiting to have the gun. What do you mean by that? They've got it. It's got to be something that they've got a question. Is he flirting with me to start with?



Scot McKay 47:42

I think the magic combination for men in terms of understanding how this all works, is women are very heterosexual and very horny. But they're also very scared. Oh, yeah. So when you lift the fear of you or of the situation, and replace it with that aura of safety, and I've got everything handled, then they come out to play a little bit, and then you can start turning things a little more playfully horny. And they eat out of your hand like, yeah, yeah. And men don't understand this. And then they see it happen in action. When I take them out in field and they see how replicable and how, Gosh, darn consistent it is. And they're just freaked out almost. Yeah.

G

Gavin Stone 48:27

And so you have to remember this goes back to what we were saying earlier about the rejection. They're more more frightened of being rejected them. Well. That's why it's left last why? Yeah. They don't want to walk up to a guy and say, Hey, handsome. Do you want to come on a date with me? And the guy with? No? Well, yeah,



Scot McKay 48:46

hold on a second. The whole idea and we can go back obviously, you were like I said, an erstwhile teacher of Men and Dating and flirting, right? There was a lot of bad advice that came out during the early pickup artist era, because really mystery and David DeAngelo and Ross Jeffries were ruling the roost and whatever they said was parroted and copied by, you know, other wannabes. This whole idea of neg hits, like oh, you need to knock her off her pedestal a little bit. So you don't know that you're easy. is the worst advice ever. Because I mean, okay, you might succeed at showing her. You're not all that impressed by her yet. Therefore, she might try a little bit harder. But that's only if she has low self esteem. And most women do have low self esteem. So on the surface, it may look like it's working a little bit. But when you started assaulting women, and when you start saying you're not interested, this is the opposite of making them feel safe and comfortable and see really it's just a camouflage of your own insecurity. Yes, if you're secure enough to go, hey, you know what, there are a lot of women in this room but I think I'd rather talk to you. You I like you're projecting that confidence and you're choosing her without the need to like knock her off a pedestal. Exactly. The next thing you know simply because you're the guy who isn't fawning all over her and so utterly in all of her, she feels like okay, here's a guy in my league and I could talk to him and there's no mess, no fuss. It's all on the up and up.



Gavin Stone 50:12

Yeah, I hate this thing that is nagging or whatever they've called it. I think it's absolutely dreadful. Yeah. And like you say, it not only shows insecurity in yourself, it's it's very demeaning towards women. And so the reason I don't do this so much anymore, I didn't want to be branded as a pickup artist. Because there is a difference between somebody who wants to go out and have sex with a woman, or somebody who wants to go out and get a relation into a relationship.



Scot McKay 50:41

Well, the difference is also someone who likes women. Yeah. And someone who's simply horny and as a physical need. Yeah, yeah.



Gavin Stone 50:48

And of course, I'm not saying that doesn't mean you know, I've gone out and had one that stands I've gone out, and I've helped other people to do the same kind of thing. You know, we're all only human at the end of the day. It's all



Scot McKay 50:57

horny here. Like I just mentioned, exactly, sex is always going to be a part of it. Yeah.



Gavin Stone 51:02

Gavin Stone 51:02

And the only way to get better is to keep practicing, you know, the more you have, the more you learn. And and you know, so these pickup artists, things seem to be very much focused on teaching guys how to get out, get laid, and then drop them like a hot potato and then move on to the next one. And you know, and it was developing, like kind of emptiness, meaningless sex for these people. And they weren't finding these were the same guys who originally just wanted somebody to be in a relationship with ended up turning into your kind of players, if you want to call it that. And that's why I kind of stopped because I thought I don't want to be in that category. You know, I'll help people get good with women when they're not very good at it. I'll help them to understand the psychology behind it in the body language behind it, the science behind it. But I'm not going to be classed as one of these sleazy policies that just teaches guys how to get laid.



Scot McKay 51:51

Yeah, nowadays. 15 years later, the same guys teaching that stuff are now married with three kids. Yeah, exactly. Funny. Last question before we wrap up, conspicuous by its absence from this conversation has been any mention of those old school, straitlaced body language tips like oh, she's playing with her hair or she's pigeon toed or she bats her eyelashes. She's really attracted to you guys just rolled her eyes at that. But yes, I guess it's a body language tip in and of itself. Like that never happened. So what I really appreciate about what you brought to the table today, Gavin is it's a lot more practical. It's a lot more holistic than that. Do you however have a couple telltale signs that guys can look forward that almost never fail? Or do you agree that that's kind of a unicorn to



Gavin Stone 52:43

some body language when it comes to the actual physical traits? I mean, there are there are one or two things and one one or save them. You see if you're chatting with a female and she's dangling if he's wearing high heeled shoes, just dangling the foot, dangling the shoe off the toes. You know how women do if they cross our legs and you know that loose you dangle? Yes, that is pretty much an invite.



Scot McKay 53:08

He's gotta have the right shoes for that. Yeah,



Gavin Stone 53:09

yeah. So you know, but on the other one is hard to dangle a pair of vans, you know? Yeah. Oh, yeah, it comes out depending on obviously on what she's wearing. On the other side of it is sort of this misconception when it comes to hair. And I've heard this from body language expert, oh, if you please with a hair, and that's complete and utter BS women play with their hair all the time, all the time. You know, they're constantly playing with it, it's not a sign of flirting, what is a sign of flirting is when you're coming towards them, or you're, you know, they see you come into the room or whatever. And all of a sudden, that's when they're kind of trying to straighten

their hair out. Or they're doing grooming gestures, they're making sure there's no creases in their clothes, they're smoothing their clothes out and making sure that they're picking little bits off to make sure they look appropriate and look their best. If they start touching up lipstick and lip gloss. You know, just before you're about to walk into the room and that kind of thing. These are signs of physical signs that you know that they care about their appearance in front of you. And those are those are some of the more tangible ones you can look for and the end then the only other one is pupil dilation. pupil



Scot McKay 54:12

dilation. Yeah. When they're the middle of their eye, the black part widens up so they can let more light in. Yeah, it is an absolute physiological tell. Yeah, we brought up something that reminded me of something else. The grooming bit. It is also a common trait amongst all primates, actually, yeah, that they will groom other primates who they have affection towards. Yeah. So like, if she's straightening your tie or picking lint off of your sweater. She at least likes you. Yeah, I'll definitely find you distasteful. Yeah. So



Gavin Stone 54:49

but more importantly, and I know this was going to be primarily based in on body language, but look for look for what's going on in the context of conversation. You know, if you if you He's talking about shared interests and shared tastes and similarities. Anything that is similarities. Why is he great? Especially if there's any future planning in conversation?



Scot McKay 55:10

Yes. And if she's asking you, yeah, about where you come from, or trying to get more personal information about you and who you are, that's a sign of interest as well. Right? Oh, definitely.



Gavin Stone 55:21

Yeah. I mean, other things are excuses to interact, like she might turn around and say, for example, Hey, can you do me a favor? I don't know much about tires are yellow. I'm not a mechanic. But, you know, I'm not sure if my tires, okay. Ask yourself why she's asking you instead of some other book or Yeah, you know, she can, especially if you drive past like five tire depots on the way to work and lived with a dad, you know, and has five brothers who were all mechanics. So, you know, these are things that that women do is like an excuse to interact and what he does, and by asking for help or advice, especially if it's not needed, it shows that they trust your judgment, it shows a bit of vulnerability, it gives you the chance to take that masculine stance again, and it gives them the chance to give that feminine stance of Help me Help me. Yes, it's



Scot McKay 56:06

an invitation by the feminine to be masculine, and therefore to turn her on. Exactly. That's what
she's hoping for you. Yeah

she's hoping for you. Yeah.

G

Gavin Stone 56:12

And it doesn't need to be the tires on the car. It could be anything from a light bulb to just asking your advice in general, you know, especially if he's like, hey, it's my uncle's birthday coming up what the men like, you know, what, what kind of Cologne should I get him all that kind of thing. There's loads of people you can ask. And women when they're asking these kinds of things tend to ask their women friends, if for gift ideas, not men, because men are crap.



Scot McKay 56:38

Along the same lines, women will put themselves in your way. Yeah, like in your line of sight. Or if it's a supermarket, they'll just end up standing next to you picking out the same kind of corn, you are three times in a row during the same, you know, shopping experience. Yeah, yeah, great stuff. His name is Gavin Stone. He's an author. He's a body language expert and a former spy for the British government. You can find out more about him by getting his book on Amazon. And what's the title of the book you would most recommend to guys of the ones you've written Gavin.

G

Gavin Stone 57:15

So my body language book is called How to tell if someone is lying, which is really, really great. But there are lots of tips in there as well for like kind of understanding when people are attracted to you. He all goes hand in hand. Brilliant.



Scot McKay 57:27

And when you go to mountaintop podcast, that conference slash Gavin G avin. You will be teleported magically to Gavin's book on Amazon. Also, if you go to my Amazon influencer page, at mountaintop podcast.com front slash Amazon, you'll find Gavin's book and a couple other of his books right there at the top of the queue, especially if you're listening to this show shortly after it was released. Gavin Stone from the UK. Thank you so much. This has been a lot of fun, great show and exactly what these guys came here for. Thanks, man.

G

Gavin Stone 58:00

Brilliant. Thank you for having me. Yes.



Scot McKay 58:02

And gentlemen, if you have not lately visited mountaintop podcast.com Get in on my audio programs. They're short, and they're sweet. And they help bring you up to speed on areas that most guys are sorely lacking in right here right now, as we move into the year 2024. One in

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Edroy Odem 1:00:15

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