

mtp413

Wed, Jun 19, 2024 7:13PM 51:12

SUMMARY KEYWORDS

talk, people, conversation, scott mckay, marcus, women, walk, cordial, charisma, mountaintop, bit, changed, put, social, chatting, listening, men, meet, podcast, patterns

SPEAKERS

Marcus Oakey, Scot McKay, Edroy Odem



Scot McKay 00:01

You know, gentlemen, I think we all instinctively know that dating and relating to women has changed. And I'm not talking about since, like the 50s or 60s or like back when courtship was a thing, etc, etc. I mean, just within the past few years, surely in the 2000s online dating came along and was totally a game changer, making it easier to meet women. But fast forward to now, and it's somehow harder to meet women on online dating and apps than it is even to meet them in real life, at least apparently. And similarly, when the covid lockdowns happened, things changed again. We were unable to see women or anybody else at all, let alone date them, and we started feeling more isolated as a human race than ever. And all the while, things like the me too, movement and feminism have all put pressure on men and women relating to each other, even as we as men have in many ways, forgotten what it is to be masculine anymore. Well, never before has there been one master class where all of these changes, especially the most recent and pressing ones, have been thrown on the table, broken down and processed in a meaningful way, and more importantly than all of the above, paired up with a toolkit that tells you exactly what to do about it, how to go out there and get the girl that the other men can only dream about because they're left flat footed nowadays. And win, gentlemen, this month's master class is called what has changed, and it is coming this coming Wednesday, June 26 at 8pm Eastern Daylight Time. If you're listening to this podcast within a few days of its release, you should come join us. Grab your ticket and be a part of this interactive group this coming Wednesday, June 26 at 8pm Eastern Daylight Time. That's GMT minus four for you guys all over the world, go to mountaintop podcast.com, front slash master class and get your ticket. I look forward to seeing you there for what has changed this coming Wednesday,



Edroy Odem 02:19

live from the mist-enshrouded mountaintop fortress that is X & Y Communications headquarters. You're listening to the world famous mountain top podcast, and now your host, Scot McKay,



Scot McKay 02:33

Hey, how's it going? Guys, welcome to yet another episode of the world famous mountain top podcast. My name is Scott McKay, and today we're going to approach a topic that, you know, after 400 and some odd episodes we've never actually covered before yet, you know, I got to be honest with you, it comes up time and time again on coaching calls, because it's something a lot of people in general struggle with, and I would say especially men. What we're going to talk about today is how to get past small talk. I mean, maybe it might behoove us to talk about, you know, what small talk even is compared to, I guess, larger talk. But what we're definitely going to do is talk about going from initial small talk, maybe initiating that small talk to begin with, and then going past that, quote, unquote cordial stage, whatever that means, right? And start going a little deeper and connecting with people a little better and a little more often, especially women, of course, and the first guy I thought of to have back on the show to cover this topic was, of course, charisma coach, Mr Marcus Oki, and I'm going to reintroduce him to you in just a second. But before we do, I want to remind you that you can find me on exit Scott McKay, YouTube at Scott McKay, Tiktok at Scott McKay, and on Instagram at real Scott McKay. That's the outlier. And you can also join us on the mountain top Summit, on Facebook, which is always a lot of fun, guys. This isn't your well, typical Facebook group where the guy is kind of just bitch and complain about their girlfriends and their wives, and everybody says, oh, you should just break up with her or divorce her right now, because I'm a stranger on the internet, and I told you, so we don't play like that at the mountain top Summit. We have fun on there. Like, for example, sometimes I'll throw a photo of five beautiful women on there and have guys fight over which one's the hottest. You know, we do fun stuff like that. Hey, maybe I got a little bit more G Gordon Liddy in me than I thought, kind of a scary thought. Anyway, back to today's show my good friend Marcus okey, or as he likes to call himself, Marca soki. I think he mentioned that one time on this show from the UK. How's it going? Marcus,



Marcus Oakey 04:47

it's delightful. Thank you. Delightful. Well, you



Scot McKay 04:49

know this time of year is delightful in the UK. You've just wrapped up the English Premier League season, and people have nothing to do but wander in the park. And you know that's.




Marcus Oakey 04:59

That's the dream. But really, we get one day of sunshine and that's it. And any day now, sun's going to come out from behind a cloud torches. We're going to try and get our town, our entire suntan for the entire year in one day another that'll carry us into the next year. But any day now, so we're hopeful. Can you



Scot McKay 05:19

plan for such an event, or do you just have to scramble call sick into work and just make it happen? Captain, that one day the sun comes out in London?

 Marcus Oakey 05:26

Well, what we do is we run in and out of our houses going, oh, excuse me, oh, just trying to catch just a ray of light. If we don't get that, we end up pasty for the rest of the year. And I'm sure that affects how wonky our teeth are. Well, the

 Scot McKay 05:40

teeth are legendary in the UK. Haven't you guys fixed that problem yet? Don't you have, like, proper dentists, and isn't that included in the healthcare or anything, yet?

 Marcus Oakey 05:48

Well, we do. But as a nation of alcoholics, there's not really a better way to open beer bottles. So it's there if you want it. But it's also useful to have the wonky teeth thing.

 Scot McKay 05:57

I feel your pain. That's why we have this incredible innovation called Twist offs in the United States. But here's the problem, the better the beer, the less likely it is to have a twist off cap. Therefore, you know, people who drink better beer have worse teeth.

 Marcus Oakey 06:14

That's that seems perfectly logical. It

 Scot McKay 06:17

does, as does our topic du jour. You know, Marcus, you're a charisma coach. It's hard to be charismatic if you are a bump on the log. Don't say boo to anybody and don't know how to be social. Is that not a fact?

 Marcus Oakey 06:29

Yes, that's true. I mean, there is a type of charisma that would lend itself to that, that kind of moody intensity. But generally, I think you you get to practice your charisma flex, or your Riz, as they, as the cool kids say, Now, by being social, by chatting to people, meeting them, connecting with them, and also getting beyond cordial,

 Scot McKay 06:50

yes. Now, before we talk about what cordial even means, I won't hark back to what you just said about 30 seconds ago. There is a way to be charismatic without saying a whole lot, and a lot of guys, I believe, really aspire to that stoic presence where you just kind of walk in the room and everybody can feel you, because you just have this vibe. But that's not a reasonable expectation for most men to just kind of pull that rabbit out of the hat, show up at parties and have everybody just fall silent and go, Oh, yo, there he is, you know, like, LL Cool. J

M

Marcus Oakey 07:24

Yeah, just announcing yourself of a breeze, right? Curtains flutter. Yeah. I



Scot McKay 07:30

think that concept is sold to a lot of guys like, you could achieve this, but it's not really very practical socially in the real world, is it?

M

Marcus Oakey 07:37

It's not. It is an endpoint, though, and it's funny, you mentioned the Stoics, because, from my experience, understanding research, really, that kind of level can be obtained if you're in alignment with your virtues, the elements of your character, if you truly embody, you know, one of these qualities, like, let's say it's courage, strength could be temperance, whatever it might be, if you're completely exhibiting that virtue, that God like quality, that's how I would say you would achieve that level of quiet, electric charisma,



Scot McKay 08:15

fair enough. However, I'm going to ask you this question, have you ever met someone who was incredibly accomplished, perhaps even world famous, or did something, or had a history of repeatedly doing things that are flat out, straight up amazing, and you didn't even realize who you were talking to till 510, minutes into the conversation, maybe longer,

M

Marcus Oakey 08:38

yeah, I met the producer from a Star Trek movie in London in a



Scot McKay 08:41

bar, right? Okay, yeah, so you know what I'm talking about. Oh, I know, yeah. But it's not like you just felt this person was incredibly special and had this quote, unquote, godlike quality upon sight. You kind of have to know someone, their reputation kind of almost has to precede them into the room in order to really enable them being announced by the breeze, as you put it, don't you think, Oh,

M

Marcus Oakey 09:07

I agree. And you know, the gentleman in question, there was just a regular Joe. You looking at him? He didn't turn the air to electricity. He was just having a beer, minding his own business. There wasn't anything that stuck out for him, apart from his ability to converse, which is how we got chatting. Yes,



Scot McKay 09:23

exactly. So, you know, it's really cool. If you can walk in and everybody gasps and goes, oh my gosh, there's this amazing guy. And you know, some people can pull it off, right? Some very beautiful women can make the entire room gasp when they walk in. But even that is rare, especially in a place where there are a lot of pretty women and women who know how to do makeup nowadays, and technological this, and a little tuck here, you know, a little haircut mastery there. But for most of us, where we live, and you know what? I'm a professional talker. These guys know I like to listen to myself talk, but not only on podcasts, but I'm also. Play by play announcer, and indeed, when you are the one doing the most talking, when you're the one who controls the vibe with the microphone, people generally think you're in charge. And it's funny, because I'm not in charge of anything in either of the sports that I announce, other than what comes out of my mouth. Okay, I run the thing. I don't sign people up. I don't make the rules. I can't tell you whether you can stay or go, or whether you're kicked out, or whether we invite you back. I have none of that power, but people assign it to me because I know how to talk. But the reason why I'm mentioning that in context here is I'm still going to raise my hand and say there are times when I'm being social with people where the small talk doesn't come really all that easy, and sometimes, especially post covid, with people's social muscles having atrophied famously, of course, and yet people are wanting to come back and be social. I think deep down, we all crave it, but I think there are a lot of people out there who are, well, Marcus a little out of practice, and they're hard to talk to, and so you're struggling, even if you're a pretty good conversationalist, generally. And of course, if you're not, it's even worse, you still struggle to find conversation with people. So I mean, where can we find small talk out of nowhere when we need it? I mean, I think that's probably the first place to start even before we get into the C word cordial. What do you think?

M

Marcus Oakey 11:24

Yeah, I agree. The since, since covid, the world has got a little bit more introverted, and it starts with us. It starts with the decision that we're going to get really good at this, right? So if you're listening right now and you want to get good at getting past audio, transitioning the conversation from chit chat into something deeper. Well, it starts with you going, right, I'm going to get good at this. Now. I started on this journey 15 years ago, and I remember listening to various resources out there, reading books on day one, going, Oh, my God, everyone else has got way more experience than me, but the shortcut is just to decide I'm going to get good at this. So that's the first thing. The second thing is to just build up that practice of when you're out and about, just make a very small goal, just to break the ice with one person a day, right? And so what do I mean by that? Just say something to them that gets their attention. Doesn't matter if their reaction is good or bad or neutral, whatever. What's most important is you step up and you play the game. So here's a really easy way to do that. As you're moving through

life, you know on your way, commuting to work, or perhaps you get at the grocery store, have a look for somebody who pops up on your radar. You know, you'll notice them because something stands out about them. It could be what they're doing, right? It could be what they're wearing. And a useful phrase is just to throw out you look and then add an observation, right? So if they're picking up a tin of tomatoes in the grocery store, you know, you know, you look like you're in the middle of a very important decision there, or you look like you're very hungry, that you might even open that tin with your bare hands right now. Now, I've done this a few more times, but doesn't have to be that doesn't have to be that polished. It can be, you look like you've got yourself an interesting tin there, just something like that. Or you look hungry. Well,



Scot McKay 13:22

hold on, to clarify here, you're not suggesting a bunch of guys who are newbies at approaching women, to go up to women and go You look beautiful, or you look like someone I would love to just ravish right here publicly in the moment. Little different.



Marcus Oakey 13:35

Sure, you can go down that route, but that's



Scot McKay 13:39

a dangerous thing to tell these guys, okie, they're going to do it. Risk taking is sexy. It is, but it has to be done in a sexy way, right? I would suggest



Marcus Oakey 13:48

just starting out, just to build the practice so you're just firing off that observation with anyone. It doesn't have to be a beautiful woman, right? It can be an ugly dude. It can be a small what? How am I going to finish that sentence? Child, a small child? It could be a big child. Oh, I



Scot McKay 14:07

talk to small kids all the time, right? Kids love me and I love them. Yeah, yeah. I've had four of them now, so I'm pretty good at it. I remember when I was, like, under 30 and just terrified of small children. I had no idea what to do with them, what to say to them, how to talk to them, yeah, oh, yeah. That's a learned skill.



Marcus Oakey 14:21

I think the secret is, part of that is just talk to them like a grown



Scot McKay 14:25



SCOT MCKay 14:25

up, right? Without the prurient stuff, right? Right? Yeah. So



Marcus Oakey 14:28

yeah, it's making it part of your life. Now, if you're in a let's say you're at work and there's people in your your office that you've never spoken to before. You're walking down a corridor and you know, somebody's walking the other way. Could just say morning, right? If you've never said that to that person before. Because what that does is it builds up a social contract, where the next time you see them, you might say morning again, because of the consistency they have to reply. You know, you've done it two days in a row, now they're going to start warming to you. So that's the beginnings, the very beginnings of small talk. Just break. In the ice. Now I've heard like, what is the best opening line? And I often hear like, oh, the best opening line is just high. That's okay. High does get somebody's attention, which is the most important thing, their eyes on you, your eyes on them. That's how you know you've got somebody's attention. But what comes after high? So this is where the you look statement comes in, it just gives the other person something to play with. They may respond to what you've said, or they may not. They may leave you hanging, which is what everyone's dreading,



Scot McKay 15:30

which may not be your fault. It may be their lack of social chops in that situation exactly. They could



Marcus Oakey 15:36

be completely concentrating on, you know, their tin of beans, or whatever they're looking at the grocery store or, you know, their their path to get to the water cooler in time?



Scot McKay 15:45

Well, yeah, several things here. First of all, it is shocking to have a stranger talk to you nowadays. Yeah, you know, it used to be par for the course in the southern United States, everybody was just real friendly. And hey, y'all teach other and talk to strangers. I mean, in the northeast, famously, Bostonians and Philadelphians and New Yorkers are, like, grumpy at each other, like, yeah, yeah, get out of my way. But it is a shock to the system to have a stranger say hi to you. So one of the things we've got to get through our thick skulls as people who would seek to be proactively social, which is what you're talking about here, right? Absolutely, is to be prepared to, kind of brace yourself for someone to look at you, like, what? Who are you? Yeah, you're looking at me. You're talking to me. Keep



Marcus Oakey 16:31

talking to me. Here's a key piece of the I'm going to do that in a British accent machine. Here's a key piece. I would ruin the whole movie. The key piece of the key piece of the puzzle is, at that exact moment you break the ice, for somebody, their reaction to you is not as important as

that exact moment you break the ice, for somebody, their reaction to you is not as important as your reaction to their reaction of you. So let me, let me see that in another way as well. It's not their reaction to you, it's how you react to their reaction to you. There's a meta level to that, for sure right now, I would suggest you always react in a way that is fun, upbeat and calm and warm. Yes, because that what that's going to do is communicate far faster than words. Oh, this person is no threat. This person is just a happy person. Cool,



Scot McKay 17:20

this is a safe place to talk, right?



Marcus Oakey 17:23

I can drop my guard, especially with women. Oh, they're more tuned into this than than us guys, 10 tenfold. So if you're just chill and like, Oh yeah, that looks like you're gonna have a nice casserole tonight, it works. If you're in an office. That's even more confusing. But yeah, you may get a confused look on the other person's face, right? But now, as their their face scrunches up, like, what the hell's going on? Your role, your meditation, is just to take a breath and relax and be chill, be calm, just how you are, you know, with a smile on your face. Just know if you want sing Happy Birthday to yourself, anything that just gets you in that nice, chill mood, because that's how they're going to respond. They're going to look at that and then formulate their decisions on who you are, based on that,



Scot McKay 18:12

based on what you just said. The next time I go to the grocery store, I'm going to camp out in the tuna fish section. It's stalk women who are shopping for tuna fish, and based on your recommendation and your style points that you're kind of training us to adopt, I'm gonna walk up to her and go, Oh no, not tuna casserole again. Lady, really, yeah, just watch her face in response and to just burst out laughing, right? You know, this is probably a little bit more advanced than we are in this conversation right now. But as soon as you or I, or any of the guys listening adopt a mindset where I'm doing this for my own entertainment, I'm not doing this to impress anybody or try to get in some chicks pants or anything like that. I'm simply doing this because I love life, and this is just damn entertaining. Your whole life changes. I mean, you know, you kind of don't go to the point of being one of those obnoxious YouTubers who just tries to, like, jam people and see what they can get away with. I mean, you don't really want to get to that point when you're just making yourself laugh and you're having conversations with people purely for the enjoyment of it. They can't help but come along for the ride. If you do it right, you know, if you're warm and light and kind of banter with them, it becomes fun. And then more people than you would imagine realize they've forgotten what it's like to have fun in a conversation with someone they've never met. It actually isn't so bad. They should do more of it themselves.



Marcus Oakey 19:41

Exactly. Well, I think this points to the realizing the game we're in. So wherever we are in the world, there's a bunch of social patterns and constructs that exist, and human beings we are

generally lazy in that there's so much information going around, it's easier to i. Follow the pre existing patterns exist, like in England, it's very normal to join a line at the cash register, right? And in other places, I was in Austin recently, and people kind of sort of made a line, but they didn't. It was a bit more of a free for all. And I was like, oh, that's that just seemed to be the pattern where I was now, whether that was the whole of Austin, or just the the place I was actually in, no idea, but



Scot McKay 20:24

it was probably a barbecue restaurant after, how



Marcus Oakey 20:27

did you know? How did you know it was, it was a barbecue it was because they run out,



Scot McKay 20:31

right? Yeah, and so people kind of like, passive aggressively. I'm not trying to cut in line in front of you or anything, but yeah, if it's one of the really good barbecue places in Central Texas, and it's afternoon on Sunday, they'll run out by two. Got it? They only have so much, right? Yeah, nailed that, didn't I see I'm from around here.



Marcus Oakey 20:51

Is your next podcast about being a Southern, a what, like, a like, sort of psychic? Oh, heavens no, okay, okay. Because, I mean, you just, you walk the talk, sir. Well,



Scot McKay 21:01

I'm not even I'm so not a psychic. I had to ask you what you said. Had to ask you to repeat it. If I was a psychic, I would have already known it was coming,



Marcus Oakey 21:09

said like a tree psychic, well, something like that. Yeah. So social patterns exist. They exist in, for example, behavior. If you open a door for somebody, you can you can try this out. You open a door for somebody, you may notice, that they're a distance away. They're run towards the door that you're opening for them, right? It's like a behavior that's wired into us. That's a



Scot McKay 21:29

response to your friendly generosity is, I'm not going to make you wait for me, right? Yeah, someone who would actually walk more slowly towards that open door, they have to be

psychotic or something, right? You just, you don't get it,

 Marcus Oakey 21:42

yeah, and if you try that, someone opens the door and you do walk slowly, you may notice all like butterflies come inside you, because it's it's breaking the conventional norms that we have. I'm

 Scot McKay 21:52

going to neither confirm nor deny if that has actually happened to me in real life, and I just basically shook my head at him, walk the door and shut it behind me

 Marcus Oakey 22:04

anyway, hypothetically, so hypothetical we have, we have like these conditioned behaviors. And just one more example, very quick, is, you know, somebody has a question, what generally happens if you're in a room, they put their hand up. They've learned that from school, one person puts their hand up, everyone else starts to so we have patent behaviors, but we also have patterned conversations. So small talk is basically when we go through a patterned conversation cycle. An example of that would be if I, you know, I meet you Scott at a mixer or something, or and I say, Hi, how are you today?

 Scot McKay 22:44

I'm fine. How are you?

 Marcus Oakey 22:46

Oh, I'm good. Thanks.

 Scot McKay 22:47

That's good to hear.

 Marcus Oakey 22:49

Thanks, right? So that's a speech pattern, and there's nothing wrong with those. But what they're doing is it's basically saying, again, it's like, we're syncing up. We're like, Hey, I'm demonstrating by knowing this script that I'm from around here, and you're demonstrating that

you're from around here. So what it's doing, on a very small scale, is building a level of trust between us. Now what happens is, once you exit the script, if you don't know what to do afterwards, that's when you get the dreaded silence.



Scot McKay 23:18

That is correct, for sure, and that's almost universal, by the way. Doesn't matter how good or crappy your social skills are in that context. That's what you got to do next. I want to add one thing there. A lot of times guys will learn these canned pickup lines like, you know, did it hurt when you fell down from heaven? You know, because you're an angel, that kind of stuff, right? Usually delivered poorly, and guys are thinking, Well, you know, I know I can't do that. That's just cheesy, but what do I do instead? And a lot of guys are trying so hard to be this Disney prince and be so creative and romantic. And in reality, our world is built on canned lines, socially, at least, to get the ball rolling. So I can't underscore enough what you just said about there not being anything wrong with that. You know, I'm fine. How are you? Is a perfect place to start. But you know what? Marcus, I think you've already pretty much given us a glimpse on how to get past that small talk. And the small talk is the normal standard talk, like, how's the weather? You know, how you've been doing good to see you here. That kind of thing is small talk. Everybody knows what to say, even if they don't have the cojones to say it in the moment, because she's too beautiful or whatever, or they're just too shy, or this person looks mean or nasty or whatever, you know. But small talk is what it is. So



Marcus Oakey 24:39

what? What small talk does? I want to come back, circle back to the canline thing as well. But what small talk does is, whilst it builds trust, it doesn't create emotion, right? And emotion is what glues conversations together,



Scot McKay 24:53

right? And what I was going to say is, you've kind of already alluded to the best way to get out of small talk. And. Then, at least into the cordial zone, which is to be observant. So is this your first time here? Looks like you're going to make a tuna casserole. That's the step into cordiality,



Marcus Oakey 25:11

that is. And again, yeah, nothing wrong with that. Hey, you



Scot McKay 25:14

know what? Let's go ahead and define cordiality. I want to hear your definition first, because we should have done that 10 minutes ago.



Marcus Oakey 25:20



Marcus Oakey 25:20

So go for it. It's like Pulp Fiction. It's all back to front. So which



Scot McKay 25:24

is confusing for most, right?



Marcus Oakey 25:26

For me, cordiality is politeness and politeness is yeah, just adopting the social scripts, the social norms, or at least using them as the foundation for the conversation, right? It's safe



Scot McKay 25:38

friendliness, yes, the way I've defined it personally, which is no better or worse a definition than yours, I like yours very much, for what it's worth, is friendliness in a box. Like there are rules, there are boundaries, there's a set way to do this, and I'm following it because either I don't know you well yet, so therefore I can't trust you yet. I don't know where you're coming from. I still have to kind of read the room, or also importantly, and this bears mentioned, I don't like you, and I don't want to show my cards to you. I want to get out of this as quickly as possible, because really, frankly, conversation with you isn't a whole lot of fun for me. And of course, this is useful in situations like, well, someone's mean to you, someone has an agenda against you, or in situations where I would describe it is they have forfeited their right to be part of the adult conversation. You know, they're just very vengeful. They're trying to take you down whatever you say. They're going to try to undermine you. These are people who you can't trust with a deeper conversation, or you don't want to have a deeper conversation with. That's where cordiality goes no further than simply that. Friendliness in a box. You know, you want to play nice, you don't want to start an argument, you don't want to go to fisticuffs with this person, but you're going to kind of keep them with arm's length. The problem, of course, is when we can't get out of that box when we want to, yeah, and that's where you come in.



Marcus Oakey 27:11

So building that skill once a day, just a you look statement, or, you know, you don't have to do a you look statement. But making statements always trumps asking questions. Because when you're making a statement, you're expressing yourself, you're sharing yourself. That's really what that skill is. About building, you know you mentioned earlier in the show, about just being self amused, enjoying your own experience of existence. That's that's so key, because you don't need anything from anybody. Then the the one of the games that's being played is we all, on some level, to some degree, seek validation, a pat on the back from the person we're talking to. And that's what causes fear. If we don't get the pat on the back in that moment, we suck. Now we don't have to play that game. We can step out of it by padding our own back, but we need a reason for those pats on the back that we give ourselves to actually land. So by taking that risk and just saying something, you're giving yourself now evidence that you've done it, and now you can pat your own back, and this is how you start building self validation.



Scot McKay 28:16

Can you give us an example or two? Yeah, so



Marcus Oakey 28:18

let's see. I was walking out of a store yesterday, and I was helping a friend move a mannequin out of this store. It was like midnight, and I was putting it in the back of my car, and there was a group of people nearby. They were just on the street, and as I was moving the mannequin, they were talking amongst themselves with the mannequin under my arm. I walked up to them. They still didn't really notice I was there, and I leant forwards, put my head into their group. I didn't say anything, just waited for them to look around. And I said, Hey, if you're ever gonna move a dead body in the night, this is probably good practice. And I leant back, and then I continued just to put the mannequin in the car.



Scot McKay 28:56

I knew the comedy was gonna write itself in this scenario right now.



Marcus Oakey 29:01

I didn't do that for the laughter I did. I did that because it gave me joy to say. It amused me just even the thought of that that pops up in my head, so I'm going to go and share it. So their reaction wasn't laughter. Their reaction was like, what? And then I kind of just smiled and slunk away. And then as I walked away, they got it, and I actually ended up having a chat with them for like, you know, 510 minutes afterwards. In fact, we had a bit so the the doing that reinforces my belief in myself to do that again, because I took that risk. But if they looked at me like, What the hell are you even doing talking to moving a body at night. What's sick I want like, no problem.



Scot McKay 29:44

I'm not sort of laughed if they responded like that, yeah, that's, that's, that's



Marcus Oakey 29:47

it. You're laughing because it's funny, because you're, that's the self validation. You're patting your own back like you're, you're getting the enjoyment out of it. Now, hopefully you want to bring people along with you on the ride and and lift them up as well. I wasn't making fun of them. I was just sharing, in fact, I was making fun of myself. You know, what am I doing with a mannequin on the street? Like, weird? So, yeah, it's, it's just making a point that you decide that whatever happens, that it's a good result, right? Because most of us, I think I might have mentioned this in a previous show with you, but most of us, what we do is, when we start a

conversation, we think this is going to go well, or I'm going to screw it up. And if you do that, you're always either going to win or lose. And I don't think that's why, why have the Lost result. That's, you know, that's, that's a difficult game.



Scot McKay 30:35

That's how we as men are wired, right? We're wired for competition. We have to escape that mentality and realize this is just a conversation, not a competition, whatever the conversation is.



Marcus Oakey 30:45

So how we rewire ourselves is, rather than having a box of, you know, in our mind of that went well and that went bad, we have a box of that went well, that was funny. So every time I do something like I start a conversation, the result is either going to go into one of those two boxes as a memory that went well, that went well, that went funny. Well, that was funny, and that builds up my batting average,



Scot McKay 31:06

nice. And then on the off chance it doesn't go well, well, that's hilarious, exactly. Yeah, people



Marcus Oakey 31:12

ask me, When was the last time you got rejected? I haven't, I don't. And then it's like, well, yeah, but you're just saying that? Yeah, that's just you doing mental gymnastics. No, what happens is, I've got so many good results under my belt that it becomes a self fulfilling prophecy. So all my unconscious behaviors now calibrate to most conversations. If, even if I do get quote, unquote rejected, I don't see it. I'm almost blind to it. You



Scot McKay 31:40

know, I know a guy who, no matter what you say to him, he'll disagree with it. He'll tell you you're wrong and tell you what you should be doing instead. And probably the majority of the time it's a matter of opinion, and probably another quarter of the time, he's dead wrong. And you know what I do, Marcus, I talk to him anyway. Yeah. And when it comes to that loggerhead, I usually just start laughing. And I don't think he knows what to do with me after that, so he kind of shakes his head and says, Well, all right, and then he goes and does something else. But you know, it's funny because a lot of people avoid him, and he's one of those people who will come buttonhole you with a conversation like he'll want to get in this conversation and tell you why you're wrong and he's right. This guy's a thrill at parties, I'm sure, and people will kind of tolerate him, and sometimes people will feign like they're enjoying the conversation, because he's one of those guys that you don't know really, what would happen if you really told him what you thought, because you sort of get this idea, he probably has some sort of social

disorder. So, you know, most people are a little more gracious than not, and they'll go ahead and they'll tolerate it. But it's funny, because I actually find talking to this person entertaining for exactly the reasons you've mentioned.

M

Marcus Oakey 32:59

Hmm, yeah, it's given you lots of stimulation, I suppose, lots of chances to try stuff out as well in the conversation, right?



Scot McKay 33:07

I also want to give a little nod to the fact that you don't necessarily have to be a brilliant conversationalist to be warm and make people feel good about talking to you or make people glad they talk to you, right? I'm going to bring up a very specific scenario, and I'm not sure I'm going to adequately be able to put this in words so everybody gets the mental picture. But the other day, I walked into a little caesars restaurant to pick up a pizza, okay, for my kids, and behind the counter was a very young blonde woman who appeared to be about 21 or 22 and I believe her to have been on the autism spectrum, although I'm not a medical doctor, and I can't really offer a diagnosis, of course. And I walked in, and I was second in line, and there was a lady in front of me, who I could tell was kind of like Marge in charge. She was one of those ladies who was kind of brusque and, you know, get in her way. And this woman said, Hello, and kind of put her hand in the air just kind of innocently. And the lady, all of a sudden, was disarmed, and said, Well, hello, right? And the blonde girl said, What would you like to order today. And she goes, I'd like to pepperoni pizza. She goes, Oh, good, two pepperoni pizzas. I can get those for you. It'll be 1499 and the lady goes, well, thank you. And the blonde girl goes, you're really pretty, like a princess. To this lady is the customer. And and the woman just was completely, utterly disarmed. Her countenance just changed as she went, Oh, my goodness, bless you. Well, you're pretty like a princess too. And the blind lady goes, Oh, well, thank you. You'll be ready in about 1012, minutes. Is that all right? And she goes, Yes, that's perfectly okay. And she. Goes, well, thank you for letting me practice, because I need some practice to get better at this pizza ordering stuff. And she goes, Oh, it's my pleasure. Thank you. And by the time it was my turn, I gotta tell you, I was so excited to talk to this girl, and I just sent her. Well, hello. She goes, Oh, hi, hello. And she goes, What would you like to order today? I go, I would like one cheese pizza to go. Well, that'll be about 10 minutes. Is that right? That's just wonderful. And I just realized how happy I felt. Yeah,

M

Marcus Oakey 35:30

isn't that just amazing gift to give to people? Was



Scot McKay 35:34

it genius, just the simple lack of care for the friendly vulnerability she was showing towards people, the sheer innocence of the conversation, yes, was so refreshing and made me so happy. I almost just wanted to just stand up and cheer. I mean, we weave such a tangled web

socially. I mean, I'm not suggesting that we get down to very simplistic brass tacks like that, but the power of warmth and simply showing genuine interest in someone without agenda just for the sake of the conversation, is just immensely powerful beyond measure.

M

Marcus Oakey 36:15

Yeah, I you know, I'd like to invite everyone listening that if you have an experience like that, you're completely encouraged to adopt that behavior yourself and try it out. Because there was something the girl in that story was doing, right? She was she was being vulnerable, and the way she put her hand up in the air, I mean, I can see that as you're telling me that, right, adopt that. Try that out. How you build your skill set of chatting to people and increasing your vocabulary of gestures and and, you know, standing out is when you find somebody who creates emotion in you. That's a good thing to try out yourself, and some of it may integrate with your personality. Some of it won't, and that's fine. Well, hold



Scot McKay 36:54

on a second. I don't think I personally could replicate what this young gal did with any authenticity whatsoever. It's just not me, not exactly the way she did it and right. Yet I understand the sentiment of what you're saying. If you register feeling happy or being so glad you talked to this person. What was it about this conversation that made me feel that way? And how can I co opt that in my own authentic way, and present to other people in a way that's going to elicit that same wonderful reaction from them, yet authentically, right? Yeah,

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Marcus Oakey 37:29

absolutely. Sometimes it's just zooming out thinking, right? What was the intention behind that? Because, yeah, you're going to have your own way. One thing that really came up for me in that story you shared, Scott, is when I started the journey of, how do I transition out of being cordial? Because that's such a big deal. You know, we see people out and about. We say hi to them neighbors or, you know, people we'd like to get to know better, sometimes for years. So how do we break out of that? Well, one of the actual problems is, it's a problem of the mind, right? We're thinking about the problem. Now, what I can tell you, from 20 years of doing this, that if I'm thinking in the conversation, the conversation is no longer authentic.



Scot McKay 38:13

This comes down to getting out of your own head and not taking yourself so seriously, doesn't it? It

M

Marcus Oakey 38:18

does. And it also comes down to in our brain, we have neurons, which are decision making bits of the brain. I don't have the exact terminology there, but basically, neurons are what we make decisions on. And we also have neurons in other parts of our body, right? We have neurons in

our heart, we have neurons in our gut. We also have neurons in the base of our spine. I'll say to keep the conversation clean. So you may have made gut decisions in your life, right? You may have followed your heart on certain matters. It's these areas that we want to place our consciousness in when we're chatting to others, because that is what creates authenticity, and authenticity unlocks the other person. So as we're chatting to somebody, there's a whole, there's a whole idea of, like, get into state, get yourself in a really good mood, right when you want to go and chat to somebody that has value. But it's even better just to be absolutely relaxed. Focus on relaxing, because when you're relaxed, you can, you can try this at home, putting your your conscious mind. Try moving it around your body. Try moving it to your heart, right? So how do you do that? Well, you can close your eyes if you're driving right now, this would be a terrible time to do this. So maybe after this, but close your eye and



Scot McKay 39:38

imagine I love you, man. Oh, thanks, mate, you're just the best. This is so hilarious. Go ahead,



Marcus Oakey 39:45

put your imagination. Just direct it in your mind's eye, move it down your body into where your heart is. So right now, if I said to you like I know, think of the Sahara desert with a camel, it might pop up in your mind. Try and put that image down into your heart, like you'll feel it go down.



Scot McKay 40:02

I think some of those guys are feeling that image in their crotch these days. That's good. I mean, Sahara Desert, you know? Yeah, that's a little dry. Oh,



Marcus Oakey 40:11

okay. Well, another way to do that as well, though, is as you breathe in through your nose, out through your mouth. Been doing it whole lifetime, loads of practice. Well done as you breathe in again, in your mind's eye, imagine the breath coming through the heart, so through your torso, through the front of your torso, imagine the breath coming in there, like you've got a mouth over your heart, almost breathe into that area, and then breathe out through that area. Now it sounds a bit woowoo, but it's just about getting awareness on that area right. So just moving your conscious around your body. So the you know this, I heard anecdotally that the Romans used to think that the brain was for cooling the blood, and they would hold their consciousness in their solar plexus area. Now I'm not a Roman. I haven't got a time machine. Somebody just might have made that up, but I was given the practice of putting my consciousness in my solar plexus to see how that changed the interactions I had with others, and it made a big difference. Well,



Scot McKay 41:06

isn't there actual proof nowadays that we have neurological function in that area of our body

isn't there actual proof nowadays that we have neurological function in that area of our body, therefore the natural inclination comes along and has always really been there for humans to feel like love is in the heart instead of in the brain? Yeah, yeah, because otherwise it wouldn't make any sense, if you think about it, right? It's like, we've always kind of primarily known that, right? Yeah. Well,

M

Marcus Oakey 41:30

this is the thing, like, if how you get out according to your conversation and into something deeper, is you have to go there first. But it starts not with technique. It starts with the attitude. So the attitude that I adopt when I'm meeting somebody new is, I take a breath in, I breathe to my heart area, and I think, you're great. I'm great. This is going to be a great conversation. And then whatever I say, whether it's throwing a tin of tuna at somebody, or, I don't know, walking a mannequin part, whatever it might be, however they react is okay. It's the right thing. However, whatever their action, whether they make a screwed up face, whether they laugh, brilliant, I build on that. So if they make a screwed up face, and it's like, you know, quote, unquote, the worst reaction I could get, take a breath in, relax. And then I carry on. And what I say is like, well, I say the first thing that comes up in my mind. Now, if I, if I, if I'm not sure what to do, I can just say, oh, you know, sorry, have a good day anyway. But more if not, what I do is I say the first thing that comes into my mind. And it's like, oh, you know, looks like I caught you by surprise. There. Don't worry, happens a lot right now I've shown that I can handle their screwed up face with a jovial response. What I'll be noticing is, do they then change their reaction? Maybe they kind of soften a bit. Maybe they're still really stern face. I mean, it is the UK after all, right, so I will then go again. I'll do like, have you seen? Was it zombie, zombie land?



Scot McKay 43:03

Wow, we're really, really calling it out now, aren't we?

M

Marcus Oakey 43:05

Right? Yes, now they've got bad teeth, so what I do is the double tap, right? I get maybe a response that isn't them opening up. I just go again. And if that doesn't work, maybe I persist a little bit more. I'll only push three to five times, but usually, most people will open up after the third poke. So the reason we don't do more than five pushes five statements, for example, in a row, is just if they're not responsive after five times. There's a reason. Probably,



Scot McKay 43:41

yeah, right. I don't know if I would do the five count. I think two or three count, even for a guy like me, would be enough for me to kind of just go, salute, have a nice day. You know,

M

Marcus Oakey 43:51

right? Well, I've noticed, I mean, you know, we were running workshops around the world doing

this, and we noticed that once you got to three times, that was like, big, big things happened at three. If you can get to three attempts, right, you're you're going to be better than 80, 90% of other people in the world. Because no, no one goes past one anyway. If you do two, you're great. If you do three, that's when the conversation starts changing. We found you can push a fourth and fifth time, and people will still be okay with that once you get past that, though, then it starts becoming a bit like, why are you still talking to me? So just going to save you guys, anyone listening. Just going to save you some some hard, hard work there. But just see if you can just push that second or third time, because often that will open up the conversation because the other person is just trying to take you in. Makes sense for you at that stage. You



Scot McKay 44:39

know, it has to be said here, because it was kind of water under the bridge much earlier in this podcast. If you are simply making one go at it, to talk to a person, to break the ice, you are way ahead of almost the entire population nowadays. I just want to make that perfectly clear you. Already know this, of course, but that has to be said in the context of the show, because guys are thinking, Well, you know, I must not be very interesting. I must not be all that cool. I must not be intriguing. In the least, because I could walk around, live, move, have my being all freaking day long, and no one will ever talk to me unless I talk to them first. And my answer to that is, yeah, right? Of course, yes. That's how it really is. I mean, you think approaching women is something every guy does well, I mean, 99% of the guys out there won't go approach a woman. So what right do we have to walk around this earth thinking everybody's just going to come and start conversation with us firsthand, it's just not going to happen. You have to be this agent for starting small talk, moving into cordiality, and then, you know, if you really hit the jackpot, frankly, moving beyond that. And it's not easy, and it is incredibly uncommon, especially post covid, for people to be the ones who proactively start these conversations. But I think the mic drop for this entire show Marcus is if and when we become that guy, and we have the balls and, you know, the will, sheer will, to go talk to people and be social, we're going to be unique. We're going to be socially powerful simply because we made the decision to do that, and you said, hey, you know what? This is something you decide to do. And I think that's great. I think this has been a fantastic show. So, Marcus, when I send guys to mountaintop podcast.com, front slash, Marcus, they're going to be redirected to your charisma coach.com What are they going to find there?



Marcus Oakey 46:43

Oh, well, on yourcrismacoach.com We've got an ebook that's free to download that will help you with your conversation skills, including some of the topics we covered today. But you can also find out about our workshops where we take you out into the real world and practice these skills in real life with a trainer by your side. So it's there to cut the weeks, months and years off your learning time with us this sort of skill, because it's so important. You know, connecting with others, it opens doors. Wonderful.



Scot McKay 47:09

And those happen in London.

 Marcus Oakey 47:10

They happen in London, and we're going to start them in America, hopefully quite shortly, probably 2025

 Scot McKay 47:15

Fantastic, fantastic. Well, as always. Marcus Oki, your charisma coach and mine. By the way, it's always a pleasure to have you on these conversations always go in places that cannot possibly be expected up front, and it's always a pleasure to have you on. Man. Thank you so much for joining us again.

 Marcus Oakey 47:34

Thanks so much for having me, Scott. I just want to share one last tip for anyone who's listening right to the end, have at it. Okay. So how you transition? If you want to just use technique to transition from a conversation, from small talk, to something deeper. What you do? Here's the hack. You introduce yourself. You say, My name is Marcus, by the way. And notice if they introduce themselves, if they do, you are gold. If they don't, you've already made yourself different from every other person. Because how many people can you call by first name? Probably 500 people in the world. So you make yourself in a circle immediately, by doing that, get into the habit of introducing yourself anytime you spike an emotion in somebody. So you say something, the other person has an emotional response, a positive one. Say, oh, you know, I'm Marcus, by the way. Shake their hand, if you like, as well. That will transition the conversation and get you out of the cordial stuff. Boom,

 Scot McKay 48:26

yeah, that absolutely is magical and almost foolproof. Yep, you know again, if someone responds to you, introducing yourself to them in a negative, snarky, terrible way, they got to be psychotic. There's something wrong with them, not you exactly every single time, every single time. Well, wonderful, wonderful stuff. And gentlemen, when you go to mountaintop podcast.com please sign up for the daily newsletter. Listen. It's fluff free. It won't cost you a dime. So it's free of fluff and free of charge, which you know, it's pretty good combo. There in the daily newsletter, I show you how to get better with women, and I give you ways to be better as a masculine man in general. And I talked to so many of you guys who've been listeners of this show for years, actually, who have not yet ever subscribed to my free newsletter, and you're missing out. You really are. If you love the show, you're gonna love the newsletter, so sign up for that@mountaintoppodcast.com Also when you're there, visit our sponsors, origin in Maine Jocko willinks company, also the Keyport and also hero soap.com you can get 10% off your order with any of our fine sponsors by using The coupon code mountain 10 at checkout. And finally, guys, yeah, listening to this show is great. Getting on the newsletter is great. But you also can get on my calendar. Talk to me free for 2530 minutes. Won't cost you a dime. We'll talk about where you are right now. I want to hear what you got going on with women, what you got going on in your in your own personal. Journey to greatness. And if it makes good sense to put together a coaching program to get you there faster, then we will do that. All of

that and more is there for you at mountaintop podcast.com and until I talk to you again real soon. This is Scott McKay from x and y communications in San Antonio, Texas. Be good out there.

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Edroy Odem 50:27

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