

The Full Facts Book of Cold Reading

by
Ian Rowland

Publication

The Full Facts Book of Cold Reading by Ian Rowland

Sixth edition, first revision

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ISBN 978-0-9558476-3-9

Previous editions: 1998, 2001, 2002, 2007, 2012.

Published by Ian Rowland Limited

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The website features lots of information plus a range of books and audio books you can download instantly, FREE of charge!

I am constantly adding to the material on the website, so it's worth checking back from time to time!

- Ian

Dedication

I dedicate this book with love to my Mother and Father, two exceptional, wonderful and admirable people.

I also dedicate it to my partner in life and in love, Careena. Together forever, 'g&s'.

Finally, I'd like to dedicate it with lasting thanks to my many friends around the world who have shared with me their knowledge, respect, love, kindness, fun, laughter, good times, great travel experiences, dreams and miracles of many kinds.

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Section 1: Welcome to the Psychic Circus

*“In the matters of religion, it is very hard to deceive a man,
and very hard to undeceive him.”*

- Pierre Bayle. 'Dictionary'

The greatest scam in history?

They are found throughout history.
They are found throughout the world.
And they seem to defy explanation.

They are psychic readings, and everyone has either had one or knows someone who has. People find these readings astonishing, and with good reason, since they are often intriguing and incredible. Let me describe what happens.

You go to see a psychic. She (most are female) has never met you before, yet she describes your personality with pin-point accuracy. She identifies events in your past and present. Her reading may include the names of people you know, and specific facts about your personal life, career, and plans for the future. She seems aware of your innermost thoughts and problems, and she offers glimpses into the future that have an uncanny way of coming true.

This is a psychic reading, and it is the essence of today's psychic industry. Countless thousands have been moved, impressed and thrilled by such readings, offering testimonials like this:

"I found my reading absolutely fantastic, I really enjoyed it. Everything that he said was absolutely spot on, and everything that he said that was going to happen to me seems absolutely fantastic. I was very impressed actually. He did a personality analysis on me and it was really right, spot on."

There are many testimonials like this. If sincere and enthusiastic testimony were an infallible guide to truth, then the authenticity of psychic ability could not be doubted. But it is not. And it can.

The above is a real quote, from a real person. However, the reading she had been given was a complete sham. I know, because I gave the reading and there was nothing psychic about it. Instead, I used 'cold reading' — the psychologically influential technique described in this book.

A global industry, and growing

Glowing testimonials such as the one above are the fuel of today's psychic industry. If people were not impressed by psychic readings, the industry could well collapse. But people are, and the industry is global and growing. Today, it enjoys unprecedented popularity thanks to TV 'infomercials',

Cold reading is a set of techniques used by mentalists, psychics, fortune-tellers, mediums, illusionists (readers), and scam artists to imply that the reader knows much more about the person than the reader actually does.[1] Without prior knowledge, a practiced cold-reader can quickly obtain a great deal of information by analyzing the person's body language, age, clothing or. fashion, hairstyle, gender, sexual orientation, religion, ethnicity, level of education, manner of speech, place of origin, etc.Â The Full Facts Book of Cold Reading: A Comprehensive Guide to the Most Persuasive Psychological Manipulation Technique in the World (4 ed.). London: Ian Rowland Limited. p. 240. ISBN 978-0-9558476-0-8. Read the best books by The Full Facts Book Of Cold Reading and check out reviews of books and quotes from the works Ian Rowlands.Â One fee. Stacks of books. You donâ€™t just buy a book, you buy an entire libraryâ€¦ for the same price! Always have something to read. Friends, editors, and experts can help you find new and interesting books. Read whenever, wherever. Your phone is always with you, so your books are too â€“ even when youâ€™re offline. 7 days for free. Books. The Full Facts Book Of Cold Reading. Ian Rowlands. 1. Buy paper book Convert (EPUB, MOBI) Sent to Email Sent to Kindle Report. â€œ The wound is the place where the Light enters you. â€• Rumi.Â and property requirements for successful service performance.The book deals with steel products in some depth Systems Thinking, : Managing Chaos and Complexity: A Platform for Designing Business Architecture. 357 Pages Â· 2005 Â· 4.09 MB Â· 48,160 Downloads Â· New!