

Transcript for Toolbox | Alumni Spotlight: Daniel (Episode 228)

Full show notes found here:

<https://theartofcharm.com/podcast-episodes/episode-228-toolbox-aoc-alumni-spotlight-daniel/>

JORDAN: Welcome to The Art of Charm; I'm Jordan Harbinger. The Art of Charm brings together the best coaches in the industry to teach you guys how to crush it in life, love, and at work. Imagine having a mix of experienced mentors teaching you their expertise, packing decades of research, testing, and tough lessons into a concise curriculum. We've created one of the premiere men's lifestyle programs available anywhere, and it's free. This is the show we wish we had a decade ago. This show is about you and we're here to help you become the best man you can be in every area of your life. Make sure to stay up to date with everything going on here and get some killer free ebooks as well as drills and exercises that'll help you become more charismatic and confident by signing up for the newsletter at theartofcharm.com.

If you're new to the show but you want to know more about what we teach here at The Art of Charm, listen to the Toolbox at theartofcharmpodcast.com/toolbox. That's where you'll get the fundamentals of dating and attraction such as body language, eye contact, vocal tonality, all that stuff that's more important than you might think. We've got boot camps running every single month here in California. Details at theartofcharm.com and I'm looking forward to meeting all of you guys here at The Art of Charm. Enjoy.

JORDAN: Hey guys, Jordan Harbinger here. Now listen, I wanted to do a little alumni spotlight because we get a lot of really interesting people here in our bootcamps and programs, and Daniel's here with me now. He took a program a long time ago but I think -- you know I wanted to give you a platform to sort of talk about where you came from, where you are now, and how The Art of Charm maybe helped you get there. Let's sort of jump back to

when we first made contact. You actually emailed us and you were living in an airplane hangar.

DANIEL: Yeah.

JORDAN: And --

(laugh)

JORDAN: And you know it's funny because, like we were talking about right before the show. Living in an airplane hangar is either because you're such a baller that you live in an airplane hangar or --

DANIEL: And you have your own airplane.

JORDAN: Right, yeah. And you have your own -- or you're, you know, like broke and homeless and you live in an airplane.

DANIEL: Right.

(laugh)

JORDAN: You don't have a house, right?

DANIEL: Right.

JORDAN: So, so which one is it?

DANIEL: Well actually I think, the proper term is I was sleeping in an airplane hangar. Because I wasn't --

JORDAN: Yeah.

DANIEL: -- technically living there.

JORDAN: You weren't technically living there. Right because --

DANIEL: Yeah.

JORDAN: -- that's not zoned for living there so --

DANIEL: Well I was, like okay -- where I'm from, airplane hangars, yeah that is a ball-- If you live in a like -- you have your own hangar, you're a baller.

JORDAN: Yeah, okay.

DANIEL: But, I had a -- I just started a little business --

JORDAN: Okay.

DANIEL: -- with \$400 and --

JORDAN: It was your last \$400?

DANIEL: It was. I like literally took my last \$400 to start this little business and I was renting a little corner of an airplane hangar with my brother. He had the rest of it.

JORDAN: Okay.

DANIEL: And so during the day, you know, he'd be painting airplane wings, things like this. And then at night, I would sleep up in the attic, which is about a three foot tall attic with --

JORDAN: Oh, wow so you literally could like wake up and smash your head on the ceiling.

DANIEL: I did, yeah that's -- like if I, if I needed to get up in the middle of the night to take a piss --

JORDAN: And you forgot where you were.

DANIEL: I would like risk my life coming down out of the attic. But, and the paint fumes, you know, all day.

JORDAN: Yeah so you were like, you lost several thousand or million brain cells as a result.

DANIEL: Right, this is why I am who I am today.

(laugh)

JORDAN: Good. Okay.

DANIEL: No but I -- essentially, it could be boiled down to the fact that I was homeless. I mean I didn't --

JORDAN: Yeah.

DANIEL: -- I couldn't afford a place to live.

JORDAN: Okay, so how did we get from homeless to, "I'm going to invest in flying out to L.A. and get this not cheap program," --

DANIEL: Yeah.

JORDAN: --"from The Art of Charm." Like what went right in those -- you know what's funny because AJ and I got your email. We mailed you a box of clothing that you never got right?

DANIEL: Is that what you were going to mail me?

JORDAN: Yeah, we mailed you a box of clothing. You never got it.

DANIEL: I was wondering about it because you're like, "We're going to send you something special." And I was like, "Oh, sweet."

JORDAN: Yeah, we mailed you a box of brand new awesome clothing that you never got.

DANIEL: Well where is it?

(laugh)

JORDAN: I know! Right now there's a postman in Alaska walking around with like Diesel clothing. Because we got a bunch of really good **** together and you never got it. It's kind of sad.

DANIEL: Oh, that's -- I feel like I've been cheated now.

JORDAN: It would have been too big for you. Because it was all like in my old stuff. And looking at you now, it would have been draping off of you --

DANIEL: I am just a little guy. I have a hard time. I make my own clothes now. So --

JORDAN: You would have had to tailor some of that Diesel stuff. Like you could have fit you and a friend in most of the clothes I gave you.

DANIEL: Yeah.

JORDAN: So, okay so, what went right between then and now? Or not now but --

DANIEL: Well I mean, okay, I emailed you, I'd just gotten broken up with by a girlfriend that I'd gotten by chance.

JORDAN: Mm-hmm.

DANIEL: And --

JORDAN: You say that like you found her in a cereal box.

DANIEL: I met her online.

JORDAN: Okay.

DANIEL: And like she picked me, I didn't even message her. She messaged me and said, "Let's get coffee." And --

JORDAN: And you're like, your place or my airplane hangar?

DANIEL: Yeah

(laugh)

DANIEL: We -- she had us -- I was actually living with someone that was like letting me sleep on their couch at the time --

JORDAN: Okay.

DANIEL: -- and it was weird because she wanted to come over one night and I was like, "Uh, here's the deal, I have a wife and kids." I was just --

JORDAN: You said I have a wife and kids?

DANIEL: Yeah I was like --

JORDAN: Because you didn't want to say you lived on a couch so you said you were married. What the? How was that better?

DANIEL: It was stupid but like, yeah. I was a loser. We met for coffee and her -- she was way cuter in person.

JORDAN: Yeah.

DANIEL: And so I like instantly said, "You're my girlfriend," --

JORDAN: Yeah.

DANIEL: -- and she's like, "Okay." And she had a kid -- anyway, she breaks up with me, ends up sleeping with my best friend and I'm just totally ruined because by accident I got her and now I have no way --

JORDAN: Right.

DANIEL: -- to go get another one of these.

JORDAN: Also, just so you guys know, this is not representative of the average student that comes through The Art of Charm.

DANIEL: Right.

JORDAN: That's why we're doing this spotlight --

DANIEL: Yeah.

JORDAN: -- because of the amazing transformation from -- I mean this is like negative 10.

DANIEL: Yeah.

JORDAN: You know, you're -- you definitely were a loser back then for sure.

DANIEL: You're saying I'm -- I was a loser?

JORDAN: Yes.

DANIEL: Okay, all right, fine. No, well look -- I was a winner in some sense but I've always wanted to improve myself. And that was one thing I was going to say is that, you know, I've been to a lot of personal development stuff. I used to do, like network marketing.

JORDAN: Okay, yeah.

DANIEL: Which is like really heavy into --

JORDAN: It is.

DANIEL: -- personal development.

JORDAN: I don't really get that but I feel like they make you feel so good about yourself doing all these weird pumps --

DANIEL: Yeah.

JORDAN: -- that like personal stuff and they're like and then buy 80,000 rolls of toilet paper and keep them in your basement so that you can get rich later. You know --

DANIEL: Yeah.

JORDAN: -- mantra of you only live once. You know be limitless, be limitless, here's some toilet paper.

DANIEL: All the stuff -- most of the stuff they sell you can buy at Walgreens, you know?

JORDAN: Yeah, Mm-hmm.

DANIEL: But, anyway I had done that for several years and I was broke but I -- in that journey, I had paid for and gone to a lot of personal development seminars, hired coaches, all kinds of stuff. And, this area of my life, women in particular, I was like 100 percent deficient --

JORDAN: Mm-hmm.

DANIEL: -- in the skills that I needed.

JORDAN: Sure.

DANIEL: I just had no clue what I was doing. And so, you know, this girl breaks up with me and it was the worst time of my life. Not only did I lose her, but I lost like, my best friend, and --

JORDAN: Yeah.

DANIEL: -- and all the groups of friends that went with that. And so, I had been listening to you guys and searching -- not just you guys, I mean, I had found you way after I was introduced to like --

JORDAN: Self development, personal growth --

DANIEL: And pick up.

JORDAN: -- picking up chicks. Yeah.

DANIEL: Picking up chicks. So like I read [The Game](#). I watched all kinds of videos. I had purchased like, I'm not even going to tell you everything that I went through, but --

JORDAN: Please, yeah don't.

DANIEL: I didn't ever go to a program. And when I found you guys and started listening to the podcast, I was like, okay number one they're giving all this value, you know several -- a couple hundred episodes now of free content, which most people would charge for but their approach is more genuine. I wasn't into rolling up on chicks and saying, "I'm gay."

JORDAN: Right, and then hoping that, yeah --

DANIEL: Hoping that by some chance, they're going to be like, "Oh, he's not gay because he likes me." You know or --

JORDAN: Right.

DANIEL: It's I -- what the hell?

JORDAN: Or yeah, or like, "Dude, did you guys see that fight outside?" Like, there was no fight; we read the book, too. Go away.

DANIEL: Yeah.

JORDAN: Yeah.

DANIEL: Yeah. I wasn't into that. I can't talk to someone and just lie to them. I'm a good person.

JORDAN: Yes.

DANIEL: And so, when I started listening to you guys I -- it was just so -- and then the whole thing with value, like the value episode, I was like, "I've got to write these guys." And so I wrote you -- just, I don't even know why I did it. I wasn't like, I hadn't -- at the time, the financial aspect of buying a boot camp was so far out of my reality --

JORDAN: Right, yeah.

DANIEL: -- that I was just like, "I'm just going to write them just to thank them."

JORDAN: Yeah.

DANIEL: And I -- that's what I did. I don't think I asked for anything.

JORDAN: No, you didn't.

DANIEL: But I just thanked you and then, anyway. I've always been interested in helping my -- improving myself and so, when I did decide and my business took off --

JORDAN: Well, yeah you started a business making airplane seats --

DANIEL: Yeah.

JORDAN: -- and then that really like -- it took off, like you said.

DANIEL: Yeah. Right around the time that that girl broke up with me is when I got really motivated and I was like, "Okay, she broke up with me for several reasons. One is, I don't have this area of my life under control, two, I'm broke. Like I was essentially living with her, at her place, rent free --

JORDAN: Mm-hmm.

DANIEL: -- and --

JORDAN: Yeah that's not super attractive, yeah.

DANIEL: Really?

(laugh)

JORDAN: Yeah.

DANIEL: Yeah I was like, "I've got to be the man and so I took control of that. I worked really long hours. I've worked really, really hard last four years and since then, I mean, I've bought a half a million dollar building, which is a hangar --

JORDAN: Yeah.

DANIEL: -- that I can live in

JORDAN: So now you're living in a -- now you've gone from a homeless guy living in an airplane hangar to "I live in an airplane hangar because I'm a baller."

DANIEL: Yes.

JORDAN: I build airplanes in it.

DANIEL: I've done both --

JORDAN: Yeah.

DANIEL: So anyway, then I went to the program, about a year and a half ago. My first one, and --

JORDAN: Nice.

DANIEL: -- yeah. It was crazy because there's several beliefs that I had that just totally got crushed. And I'm here, taking my second program now --

JORDAN: Right.

DANIEL: -- I just finished it. And one of the guys in the program -- I'm a short guy, I'm like -- if you had to classify me --

JORDAN: Mm-hmm.

DANIEL: -- it would be petite, you know?

(laugh)

JORDAN: Good one.

DANIEL: But I went through the program thinking, like, when I -- I had this really limiting belief that girls don't like short guys. And it -- as a short guy, it's harder to pick up girls.

JORDAN: Yeah.

DANIEL: And harder -- you know there's this thing that, for every inch of height you make another hundred thousand dollars or something I've heard --

JORDAN: Okay.

DANIEL: -- the statistics. That's exaggerated but, you know.

JORDAN: It's something like that, yeah like 20 grand for every inch or 10 grand something --

DANIEL: Yeah and --

JORDAN: It's a stat --

DANIEL: So I --

JORDAN: Like it's a thing that people have collected data on because apparently it affects that based on -- but it's all --

DANIEL: It may affect -- it may affect --

JORDAN: It's your mindset --

DANIEL: -- the data of, you know, two million people --

JORDAN: Yes.

DANIEL: -- but it doesn't affect me. And, anyway, so I came through the program with that kind of mindset and, let me back up.

JORDAN: That's fine.

DANIEL: This -- this guy that I went through the program with this week, is about my height and he came through and I said, "Hey man," -- we were talking about being short. And I said, "Chicks -- it is way easier to pick up girls being short than being tall." He was like, "What?" and I was like, "Yes." I learned this in my first program.

JORDAN: Yeah.

DANIEL: And that is literally the mindset shift. Like there's so many mindset shifts that happened and I don't even know how you guys did it. I just came out of the program realizing that I have an advantage going into a bar picking up girls --

JORDAN: Yeah.

DANIEL: -- being short.

JORDAN: Yeah.

DANIEL: Which --

CROSSTALK

DANIEL: I'm not downing anyone that's tall --

JORDAN: Yeah, yeah, yeah.

DANIEL: -- like you can believe the opposite.

JORDAN: Some tall guy's like, "I knew it."

DANIEL: "Damn it."

(laugh)

DANIEL: No I'm not downing anyone that's tall but what I'm saying is, you gave me the beliefs to be able to have success being who I am. Anyway, that was awesome. That's one example of that.

JORDAN: Since you came to your first program, you've done a lot. I mean you started the airplane seat program, that's awesome. That was going before.

DANIEL: Yeah. But --

JORDAN: And then, but what?

DANIEL: Well I mean, I've gotten a lot of clients part -- I didn't just come through this to learn how to pick up girls.

JORDAN: Meet girls. Yeah. How have you used this to develop your business?

DANIEL: Okay one of the things, you know, just getting new clients. I do a lot of work for small airlines --

JORDAN: Mm-hmm.

DANIEL: -- and so I've got to roll into hangar, you know -- maintenance facility and talk to the director of maintenance at a company and get them to switch over --

JORDAN: Vendors.

DANIEL: Yeah.

JORDAN: Yeah.

DANIEL: And so --

JORDAN: From like a company to like, "I make these." And they're going to be like, "Mmm why should I switch to you again?"

DANIEL: Yeah.

JORDAN: So you've got to be persuasive, you've got to generate rapport --

DANIEL: Yeah and I -- I'm way better at that. Like I'm buddies with everyone that I -- all my clients and I've gotten several big accounts. I mean, we're talking seventy percent of my business, since the program. And I'm not going to say, "Hey If I'd have never gone through the program, I would have never gotten that." I'm a motivated guy but the skills of, you know, just the fundamentals of smile, stand up straight, like all that stuff that I thought I was doing that I realized I wasn't doing and that now I do --

JORDAN: And mostly not those to things, like to be fair --

DANIEL: Right.

JORDAN: -- like more in depth concepts, like --

DANIEL: Right

JORDAN: -- people are like --

DANIEL: Yeah.

JORDAN: "I can remember to stand up straight and smile. I don't need The Art of Charm. See you later." Yeah.

DANIEL: Well, yeah, and I don't -- I mean, I don't know, do you want me to give the boot camp right here?

JORDAN: I mean --

DANIEL: We could explain everything.

(laugh)

DANIEL: But that's --

JORDAN: There's a lot. I just want people to realize --

DANIEL: Yeah it's a --

JORDAN: -- that it's not just like two quick tips and then, no you were off to the races.

DANIEL: Yeah. Yeah no that's not -- to be honest I don't -- it's hard to put a finger on, you know, how those mindset shifts happen.

JORDAN: Right.

DANIEL: How those belief shifts happen but --

JORDAN: That's the secret sauce that we don't keep secret on purpose. It's just stuff that happens at a boot camp --

DANIEL: Yeah.

JORDAN: -- that you can't replicate on podcast.

DANIEL: Well you -- you guys know what you're doing.

JORDAN: Yes.

DANIEL: You put, I don't know how many people through.

JORDAN: Hundreds.

DANIEL: Hundreds of people --

JORDAN: Hundreds and hundreds.

DANIEL: -- through this and so a lot of success going through it. I actually came back because I wanted to just strengthen, you know --

JORDAN: Yeah.

DANIEL: -- what I had already set up. Anyways so yeah, there's that and the business. My business is -- I mean, I went from, you know it's multiple -- six figures?

JORDAN: Multiple six figures, yeah.

DANIEL: Of income, yeah, through the business.

JORDAN: Good.

DANIEL: I mean, I'm not making like all that obviously but --

JORDAN: Yeah, I mean obviously businesses have overhead.

DANIEL: It went from like under 100, 000 to multiple six figure in income a year. Anyway --

JORDAN: I see it improves your attention span as well.

(laugh)

DANIEL: So yeah, and then, okay, so when I got out of my program, I had been talking to this girl and I was at the state fair, and I rolled up on this cute redheaded girl. She was so cute and I just started talking to her and it was going pretty well. This was before the boot camp.

JORDAN: Uh-huh.

DANIEL: And this was like, you know, three weeks before I came down to do the boot camp. And we talked for a while and then I

turned around and walked off. Without asking for a phone number.

JORDAN: Oh, geez.

DANIEL: And then I started thinking back on it and I'm like, all these hints that she was dropping --

JORDAN: Yeah.

DANIEL: Like, "I don't even know your name," and like, "Am I ever going to see you again?," and just like, super obvious hints and so that experience made me really want to take control of this. Because I realized that's a really cute girl that I lost.

JORDAN: Right, and you didn't not ask for her phone number because you forgot. You didn't ask because you were --

DANIEL: No, I was thinking the whole time, "I should ask for her phone number. I should ask for --" and I didn't.

JORDAN: Right.

DANIEL: So, like, I -- then I -- fast forward a few weeks, I was talking to this other girl and she's like, "We're friends." And I said, "Look, I want more than friends with you."

JORDAN: Right.

DANIEL: "I mean, we don't have to start dating right now but I want more than friends." And so, I had been talking to her before the boot camp and that had happened before the boot camp. So I started dating her like a week after my boot camp --

JORDAN: Uh-huh.

DANIEL: We started dating and -- so it was weird, it was almost like I went home and then I didn't get to practice the stuff that I'd --

JORDAN: Right, because you jumped right into a relationship and all that kind of --

DANIEL: That I kind of started beforehand --

JORDAN: Yeah, yeah.

DANIEL: -- and so -- anyway, and she's awesome. Like, that girl's really awesome. Really good girl. But I broke up with her like four months ago.

JORDAN: Okay.

DANIEL: And for the last four months, my life has been amazing when it comes to like women. Like if you -- so for me it feels like it's been a gradual process but if you really think about it, the last four months is the four months since my boot camp.

JORDAN: Right. Right.

DANIEL: And, I've never had this much abundance in my life when it comes to women, ever.

JORDAN: That's great.

DANIEL: And it's not like, you know -- "Yeah I've never had this much abundance, it's slightly better." It's like hundreds of times better. You know, I went from having like, maybe meeting one girl and dating her for a couple weeks twice a year to having, you know, so many options on a weekly basis that I can't -- like a couple weeks ago I was like, I've got to just learn how to say no more because I'm not getting any work done.

JORDAN: Like you literally have so many girls coming in and out of your life -- or coming into your life that you're finding -- that your new problem is not getting girls but prioritizing which ones to see and when to just like actually focus on life.

DANIEL: And when to work, yeah.

JORDAN: Right.

DANIEL: Like I wasn't getting work done and so that's my next challenge, is trying to -- I think there's -- there will be a phase of me getting it out of my system phase --

JORDAN: Yeah.

DANIEL: -- and then --

JORDAN: I think so.

DANIEL: And then I can go back to work and build my business again. Anyway, it's been really good man. I mean -- I appreciate it.

JORDAN: That sounds like -- no I'm glad.

DANIEL: I appreciate you so much.

JORDAN: I love that. I think that's great.

DANIEL: Yeah.

JORDAN: I mean I thank you for sharing that. What now, how are you -- you're doing a lot of amazing stuff. I mean you built a power plant in the Philippines, you're going to build an airplane for this village. Tell us about that, I mean -- and how has The Art of Charm sort of given you -- if The Art of Charm has given you sort of like, the -- what's the right word? Like cajones to like, take life by the horns and just like go on take that project on and be like, "I'm going to nail this."

DANIEL: I've always been a guy that would do stuff --

JORDAN: Mmm.

DANIEL: -- like stupid stuff.

JORDAN: Stupid stuff?

DANIEL: Take risks, big risks you know?

JORDAN: Okay.

DANIEL: I guess that's not stupid, it's just risky.

JORDAN: Yeah.

DANIEL: But, I think more what The Art of Charm has done is not made me more risky but made me more calibrated.

JORDAN: Yeah.

DANIEL: So the things that I'm doing are more -- like I'm getting higher quality individuals on board. I'm able to build teams better, and things like that. We went to the Philippines, my younger brother and another friend. My younger brother actually was a missionary over there for a year. And he had the idea to build a power plant for them. And so he kind of went out and started it. And I went over there with him and it was a blast. While we were there, I noticed they have a runway. Without going into it too much, this clinic is up in the jungle, and they treat like 6,000 patients a year of like malaria and cholera and things like that. And so, some of those patients need to be carried out of the jungle --

JORDAN: Okay.

DANIEL: -- which is like a five hour trip of being carried on the back of another person --

JORDAN: Sheesh.

DANIEL: -- down, you know, slopes that would -- that most people wouldn't be able to --

JORDAN: Like mountain goat slopes?

DANIEL: Yes. No -- not even kidding, and -- you know, a couple hours of hiking -- two or three hours of hiking like that and then about an hour and a half long truck ride. And there's a little runway right next to this clinic. And so since we're an airplane business, I said, "We're going to build you an airplane." And so we're working on that now, we call it, plane project for Palawan.

JORDAN: Nice. And we'll like that up. I mean do you have like a Kickstarter or something or --

DANIEL: We don't have a kickstarter right now but it's planeprojectforpalawan.org.

JORDAN: I'll link it up but can people donate on that site?

DANIEL: They can.

JORDAN: Okay cool.

DANIEL: They can donate right from there --

JORDAN: Yeah.

DANIEL: -- with paypal. And then like, I've started doing fun things, which Art of Charm is totally helping me with.

JORDAN: Uh-huh.

DANIEL: I make these hats. I do seat upholstery --

JORDAN: Right. Airline upholstery --

DANIEL: So and sewing hats is like the next thing. I've always been a hat guy and I started making these hats and I'm selling -- this is like just started but, I'm selling them and the money goes to the plane project.

JORDAN: Right, okay. And they're dope. Like, it's like airline seat upholstery hat --

DANIEL: Yeah.

JORDAN: -- but it's like well crafted and will obviously be super durable --

DANIEL: Yeah.

JORDAN: -- because you're supposed to sit on these damn --

DANIEL: My -- yeah.

JORDAN: -- seats like for hundred of hours and now it's a hat.

DANIEL: Right it's a -- they're made out of leather and the thing that Art of Charm has helped me with this -- I'll go to a concert and like I'll be back stage with the band afterwards because I'll meet someone --

JORDAN: Nice.

DANIEL: -- and they'll be like, "Dude, that hat's dope." And then like they know someone and next thing I know I'm backstage with the band and they're all like, "Dude you've got to make me a hat."

JORDAN: Yeah.

DANIEL: "That's ***** awesome."

JORDAN: So you're going to have like celebrities and **** wearing this hat.

DANIEL: That's my goal, yeah.

JORDAN: That's the goal yeah.

DANIEL: And this actually just started. I mean I haven't even like, started selling them yet. But it's amazing the opportunities that are opening up on a social level with that that, trust me I would not have been able to do before. I mean --

JORDAN: You know, it's funny because a lot of people think like, "Oh, I'm already good with --." In fact somebody called today and was like, "Listen, "I'm a research scientist." And another guy called and was like, "Listen I'm in sales, I'm already good with people. So I don't know if this is going to help me." But it sounds like, from your experience, you come in at any level and you come out at a higher level.

DANIEL: Yeah that and I mean I was good at sales before.

JORDAN: Mm-hmm.

DANIEL: But I sucked at making friends.

JORDAN: Right okay.

DANIEL: And if you really want to be like amazing -- an amazing salesperson, you've got to be able to make friends with people and do connections -- you know, make connections. That's --

JORDAN: Right, because people do business with people they like --

DANIEL: Right.

JORDAN: -- not just being convinced by something --- and then peace.

DANIEL: Right, you're going to go out and make a new -- find a new client every time you want to make a sale or are you going to cultivate --

JORDAN: Relationships.

DANIEL: -- long term relationships --

JORDAN: And have people --

DANIEL: -- that may open new doors for you?

JORDAN: Of course. And have people appreciate it. Like, I sold you a program but now it's not like when you need something you're not like, "Hey Jordan I," and I'm like, "Psh. Done."

DANIEL: Yeah.

JORDAN: You know like, "Come talk to my assistant please."

DANIEL: Right yeah.

JORDAN: You know like, we're friends.

DANIEL: I've always felt like we were friends --

JORDAN: We are, yeah.

DANIEL: And the first time you called me --

JORDAN: Yeah.

DANIEL: -- I don't know if you remember I was like, "Oh, my God, I can not believe I'm talking to Jordan Harbinger."

JORDAN: Yeah.

DANIEL: And you're just like, "Yeah okay." And we had this conversation like a couple of bros --

JORDAN: Yeah.

DANIEL: And I was like, "Okay. That's a guy that I want to learn from."

JORDAN: I appreciate it. Yeah, no I love it, I feel the best part about this gig for me is that whenever anybody comes through the program I'm like, "Awesome now I have like a new buddy to

hang out with in, like," wherever they're from. Especially when guys from other cities or other countries come through. And, well anybody for that matter because when we go out in L.A., we roll so deep because there's so many L.A. Art of Charm brothers. And like, we've got guys going to the World Cup this year. We do a Vegas party for one of the instructor's birthdays and like dozens of people roll out to it.

DANIEL: Right.

JORDAN: It's pretty cool. And we've got guys all over the world so it's really neat to kind of go into a city and like tweet out or like, put on my Facebook or like set it out in our app or whatever and then people are like, "Oh, yeah I'm here. Come to my birthday party."

DANIEL: Let's hang out. Yeah.

JORDAN: And then like me and my girlfriend like show up to this dude's birthday party.

DANIEL: Right.

JORDAN: It's pretty awesome. Yeah.

DANIEL: Like I'm hanging out with a couple of guys tonight --

JORDAN: Mm-hmm.

DANIEL: -- that I've really never met.

JORDAN: Never met, yeah.

DANIEL: But I know they're cool guys because they went through the program.

JORDAN: Yeah.

DANIEL: And yeah we're going to go like, to some comedy club or something. I would never, I mean, I would never go to a city that I didn't know anyone and just like meet people.

JORDAN: Yeah.

DANIEL: Which is what I -- I'm doing here.

JORDAN: Yeah.

DANIEL: And it's what I -- I mean -- yeah, I would never walk around a strange city and just roll up on people and start talking to them and --

JORDAN: Yeah.

DANIEL: The moment I got off the airplane here, I met this guy and we like went to lunch together.

JORDAN: No way.

DANIEL: And he's like, "Here I'll show you around Venice Beach," and like we walked around and like he --

JORDAN: So now you're like super social and making connections left and right.

DANIEL: Right.

JORDAN: That's amazing. And The Art of Charm -- do you think The Art of Charm helped you do that?

DANIEL: Absofreakinglutely. I think there's one thing that you guys said. It was, "Confidence equals"--

JORDAN: It's the cake equation.

DANIEL: It's experience plus knowledge.

JORDAN: Mm-hmm.

DANIEL: Some of the experience that I got, going through my program, I would have never gotten in 10 years --

JORDAN: Sure.

DANIEL: -- going out and experimenting because you guys know how to give people that experience.

JORDAN: Right, that's why people go, "I'm going to do this on my own." And I'm like, "See you in 15 years when you still haven't done it for yourself."

DANIEL: Yeah. Yeah, I mean there's experiences that can be crafted to go, "Okay if you try this, this, and this equation, here's the experience you're going to have that's then going to make you believe that talking to a stranger is really fun and will give you a lot of benefit.

JORDAN: Right.

DANIEL: But if you don't have that equation, you've got to try to figure it out on your own to give you that experience. If you roll up on someone and you're not smiling or whatever, you're going to go, "Oh, it's scary, they told me to leave." Well you weren't doing the right things --

JORDAN: Right.

DANIEL: -- to get the experience that it's awesome.

JORDAN: Exactly and a lot of boot camp is crafting experiences for you. Not so that you just go, "That was fun." But so that you like, "Oh, I have a reference now." And that's what creates part of the mindset shift that you had.

DANIEL: Right. Exactly. It's just like me now believing that I actually kind of have an advantage being short.

JORDAN: Mm-hmm. Yeah.

DANIEL: In a club environment.

JORDAN: Yeah, which is ridiculous but you believe it.

DANIEL: I would have never guessed that that belief would come out of it.

JORDAN: Right. Right, but we can craft that for you --

DANIEL: Right.

JORDAN: -- it's not bologna hypnosis type concept. And it's not -- we're not hiring actors to be like, "You're cute because you are short." Like we send you out with a certain set of skills to get you feedback where that becomes true for you.

DANIEL: One of the guys in the program I just went through comes in and he's like, "I have a question."

JORDAN: Mm-hmm.

DANIEL: "Do you guys hire like models and actresses to come up to us when we're in the grocery store and ask -- and start talking to us and then ask us for our phone number?" And all --

JORDAN: What?

DANIEL: There was like a couple of alumni guys in this program, and we were like, "What are you talking about?"

JORDAN: Yeah that's --

DANIEL: Like, "We never had that." He's like, "Yeah, some model just walked up to me in the grocery store and like started talking to me and then I got her phone number and," --

JORDAN: Holy **** who was that?

DANIEL: He thought it was --

JORDAN: He thought it was fake. Well there's a mindset issue.

DANIEL: Yeah, he thought it was someone hired -- being hired.

JORDAN: There's a mindset issue for you right there. That's hilarious and ridiculous. Well we'll see him. He'll be back for the rapport program.

DANIEL: Right.

JORDAN: Yeah. That's amazing. It's so cool.

DANIEL: Yeah.

JORDAN: It's funny because he's a good looking guy but you could -- like I could tell, the first day of boot camp he had like, these mindset issues where he was like, "Well." And I talked to him on the phone too. I'm not a mindreader.

DANIEL: He did amazing. I mean, that guy already had been working on himself a lot --

JORDAN: Mm-hmm. Yeah.

DANIEL: -- and was like the boot camp brought all the pieces of puzzle together --

CROSSTALK

JORDAN: That's what we do, yeah.

DANIEL: Yeah.

JORDAN: Yeah, you don't even have to have that. But when you do come in and you've been working on yourself and if you -- you know

we give you prep to work on before the program now. Back when you came, our prep was even less like focused than it is now --

DANIEL: Right.

JORDAN: Now we give you all the tools that you work on before you come in and then boom, we can like assemble it like a -- like a freaking -- like Voltron if you were born in the '80s.

DANIEL: Right.

JORDAN: You know what I'm talking about. If not --

DANIEL: Sorry.

JORDAN: -- then don't worry about it.

DANIEL: Sorry bro.

JORDAN: Yeah.

DANIEL: Yeah, I mean if someone's thinking about it, it's worth the money. I've looked at other different programs. I mean you guys really can't be compared to other stuff.

JORDAN: I appreciate that.

DANIEL: I looked at several that were way cheaper --

JORDAN: Yeah.

DANIEL: -- than what you guys charge and for some reason, I went with yours still.

JORDAN: Yeah.

DANIEL: Because I think I have a good gut feeling you know --

JORDAN: Yeah.

DANIEL: -- about stuff like that. And it's way -- there's a reason why it costs more. And --

JORDAN: It's because we provide a combination. I'm just kidding.

(laugh)

DANIEL: No it's -- there's a reason why it costs that -- I mean it's worth it. And you can go do something else and kind of -- it's like buying a cheap pair of shoes, you know.

JORDAN: Yeah and then you're like --

DANIEL: You're going to throw them away in two months --

JORDAN: Right.

DANIEL: -- or a couple weeks and have to go buy another cheap pair of shoes and meanwhile, you've never had a nice pair of shoes to wear --

JORDAN: Right, right.

DANIEL: -- but you spent the same amount in the long run.

JORDAN: Right.

DANIEL: So --

JORDAN: Yeah, I appreciate that. I totally love that analogy. You're right it's like, you get a pair of shoes, you throw it away every month. You might have a new pair of shoes for a week, and then before they get dirty -- and you feel good about yourself. Taking a program, taking another program, taking another seminar but if you come in to The Art of Charm, AKA buy yourself a nice pair of boots --

DANIEL: Right.

JORDAN: -- you know what I mean? Then those things will last forever, maybe even get better with time if you take care of it.

DANIEL: Right.

JORDAN: Your skillset. And then, people keep going **** where'd you get those boots. You know?

DANIEL: Right, and you're comfortable.

JORDAN: Yes.

DANIEL: And you look stylish.

JORDAN: Yeah. You're not just adding another light-up necklace to your fuzzy hat -- light-up necklace collection --

DANIEL: Yes.

JORDAN: -- that you've got. Excellent. Thanks so much Dan. Excellent sort of testimonial about how the skills you've gained here have helped you do other things. It's nice to talk about that and not just dating. Because a lot of times people are like, "I'm good with chicks," and I'm like, "That's great but we get married guys in here. We don't just -- this isn't a pickup artist company, you know?"

DANIEL: Right. Yeah, I mean if I was dating, I would come through the program still, or married.

JORDAN: Tons of guys married -- we -- in your program this week we had a doctor who's been married for years.

DANIEL: Yeah.

JORDAN: And his wife, you know, was totally fine with it because he's improving himself has nothing to do with him being single or not.

DANIEL: Yeah. I agree.

JORDAN: So, thanks so much Dan. So, I'll link up your --

DANIEL: You know there's actually an easier way to kind of find what I'm doing.

JORDAN: Okay.

DANIEL: Just go to Facebook and type in in the search "Hats for Charity."

JORDAN: Oh, there you go.

DANIEL: There's a picture of a hat there.

JORDAN: Like a bowler hat or whatever that is.

DANIEL: That yeah. Yeah.

JORDAN: Yeah.

DANIEL: Just like Hats for Charity.

JORDAN: Cool well -- or donate money to it if you can, or buy a hat.

DANIEL: Yeah there's a link --

JORDAN: Buy a hat, Damn it.

DANIEL: There's a link to The Plane Project --

JORDAN: Yeah.

DANIEL: -- on there and all that kind of stuff on Hats for Charity.

JORDAN: Great. All right Dan. Thank you very much dude.

DANIEL: Thank you.

JORDAN: Let's go get some sushi.

(COMMERCIAL BREAK)

JORDAN: All right, show feedback and guest suggestions. We rely on you guys to help keep our finger on the pulse. So if you know someone who's a good fit for the show, let us know at jordanh@theartofcharm.com. Boot camp details for our live programs also at theartofcharm.com and that's where you're going to find links to us on Twitter, Facebook, and other social media as well. If you're listening to this but you're not subscribed on iTunes or Stitcher or something like that, then that needs to change. Getting our shows delivered free to your phone or computer is the best way to make sure you don't miss a thing. You can do that by going to iTunes and searching for The Art of Charm podcast or by going to theartofcharm.com/itunes and clicking subscribe. That's really it. And you guys can help us.

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(doubled)

