

Hear a Yes From a No by Voice Alone

Use it: on any call where you need to know if the yes is real.

The steps

- 1 Baseline: ask three unloaded questions. Note tempo, pitch, volume, pauses.
- 2 Ask the question that matters (price, start date, next step).
- 3 Compare to baseline. The change is the data.
- 4 Listen for hedges: probably, I suppose, I'll try, should be fine.
- 5 Run the ecology check: 'If you could have it, would you take it?'
- 6 Follow the 'but'. That's the real objection.
- 7 Agree the next step out loud.

Script. 'If you could have this exactly as we've talked about, would you take it? [pause, count four] ...And what's the thing that makes you hesitate?'

Common mistakes

- Treating one sound as a fixed meaning. Compare to their baseline.
- Rescuing silence. Count to four before you speak.
- Asking the check in a rush. Slow your tempo.

5-MINUTE DRILL. Record one 3-minute call (with permission) and note tempo and pitch on the first three answers versus the price answer.

Calibration tells you where the room is. Word patterns decide where it goes next. Next: Tue 20 Oct 2026, "NLP: Word Patterns That Hold a Room for an Hour".