

HAVE HIM AT HELLO

Confessions from 1,000 Guys About
What Makes Them Fall in Love...
or Never Call Back

Rachel Greenwald



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The definition of insanity is doing the same thing over and over again and expecting different results.
—ALBERT EINSTEIN



There are more failed first dates today than ever before ... everyone is window shopping but few are buying.

Ninety percent of women guessed *incorrectly* why men didn't call them back.

chapter 9

Seventy-eight percent of women believed that a man hadn't called them back for reasons *beyond their control*, yet only 15 percent of men agreed with that assertion.



chapters 3 4



chapter 1

The issue is not what you are or aren't at your core, but rather that trivial comments or actions are screening you out before he can really get to know and appreciate you.

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“She stared at the menu for a few minutes, sighed, and said, ‘I guess I’ll have the chicken.’ I thought to myself, ‘Don’t do me any favors.’”

chapter 9



Twenty Creative Questions to Ask Your Date (That Won't Make Him Yawn)

What's your best secret skill?

What was your favorite toy as a kid?

What's the best gift you ever gave someone?

What's the most embarrassing thing that happened to you in grade school?

If your house was on fire, what's the first thing you'd grab on your way out?

What's the one place you've never been but really want to go?

When you were young, what did you want to be when you grew up?

What's one of your all-time favorite books [or movies]? What's the worst job you ever had?

Tell me about a funny practical joke you've played on someone.

What's the best advice anyone ever gave you?

What's your favorite board game?

If you could live outside the U.S., where would you live?

What's the best birthday you ever had?

If you could have any animal in the world as a pet, what would it be?

How do you wish your parents were different?

What was your best Halloween costume?

What's the bravest thing you've done?

What's the most fun family vacation you've had?

What's the luckiest thing that ever happened to you?

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“[Women ask me] ‘Does your company give you stock options?’ They think they’re so subtle.”



“I didn’t want to feel guilty if things eventually didn’t work out between us, so I erred on the side of letting go rather than risk wasting her time.”

You're not dating in a vacuum; you're paying the tax on all the overboard behavior that came before you.



“Who knows what her issues are, but I have enough issues of my own to deal with.”

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Everything on a first date becomes a metaphor.

“Women are so jaded now they don’t even recognize a good guy when he shows up.”

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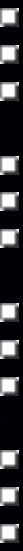
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chapter: 1







We live in a feedback culture today... [it's] normal in every other part of our lives.

SAMPLE **A**
Suggested **Dating** **Exit** **Interview** **Script** **for** **Men** **Who** **Didn't** **Call** **Back**

Hi, this is Susan. I'm calling about Laura Smith. Do you remember meeting her on Match.com about a month ago—she's the lawyer from Boston who just moved to San Diego? I only need five minutes of your time. I'm her _____ [friend/sister/coach] trying to help her better understand her dating patterns. Okay, I know this phone call may seem **unusual** [laugh here!], but she told me you're a thoughtful guy and I'm hoping you can shed some light about why you two never went out again. It's no big deal to her that things didn't work out, but I really care about her and want her to find the right relationship. So I convinced her to let me call five guys she dated to hear what kind of first impression she makes. I think your feedback could **really** help her find more successful relationships in the future.

Most important, I have so many great single friends! If you can help me better understand what you **are** looking for, I might be able to introduce you to someone else fantastic.

She said she values your opinion, so I'd be very grateful if you would spend a few minutes talking openly with me. I'm calling a few other men too, and I will group all the results together so she won't know specifically who said what (unless you tell me it's okay to share some details with her). Just let me know anything that you prefer to stay confidential.

I'd appreciate your candor in answering some questions: [*Interviewer to probe for details after each answer provided*]

- 1) In your mind, how would you rate the date on a scale of 1 to 10? What could have made it a 10?
- 2) What was your first impression when you met her?
- 3) How was she different than you expected?
- 4) How would you describe her now that you've spent a few hours with her?
- 5) What were her best qualities?
- 6) What qualities could she most improve upon?
- 7) What was the main reason you decided not to pursue her?
- 8) Were there any other reasons you decided not to pursue her?
- 9) If you were her straight-talking best friend, what advice would you give her for future dates?
- 10) Can you describe a date with a different woman that went well?
- 11) [*Insert questions here about any specific problem areas that concern you about your friend.*]

Thanks so much for your time and honesty! This has been **very** helpful and I know it will really provide some good insights for her. And I am going to give some serious thought about whether any of my other girlfriends might be a good match for you, if you're interested. If you have any other thoughts that you'd like to share with me after we hang up, here is my phone number and my e-mail address:

SAMPLE **B**
Suggested **Voice** **Mail/E-mail** **Script**

Hey John!

I'm a friend of Laura Smith. She gave me your contact info because she thought you'd be perfect to answer a few questions I have about single men. She said you're great, and I'd love the chance to pick your brain for five

minutes by phone sometime today or tomorrow. Also, I might have someone fabulous you should meet. Here are my numbers—can we set up a time? I **really** appreciate it—I'm sure you're super-busy. I look forward to hearing back from you. Thanks so much!

Susan Jones





chapter 5

chapter 5

chapter 8





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chapters 3

4

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chapter 5



3

4



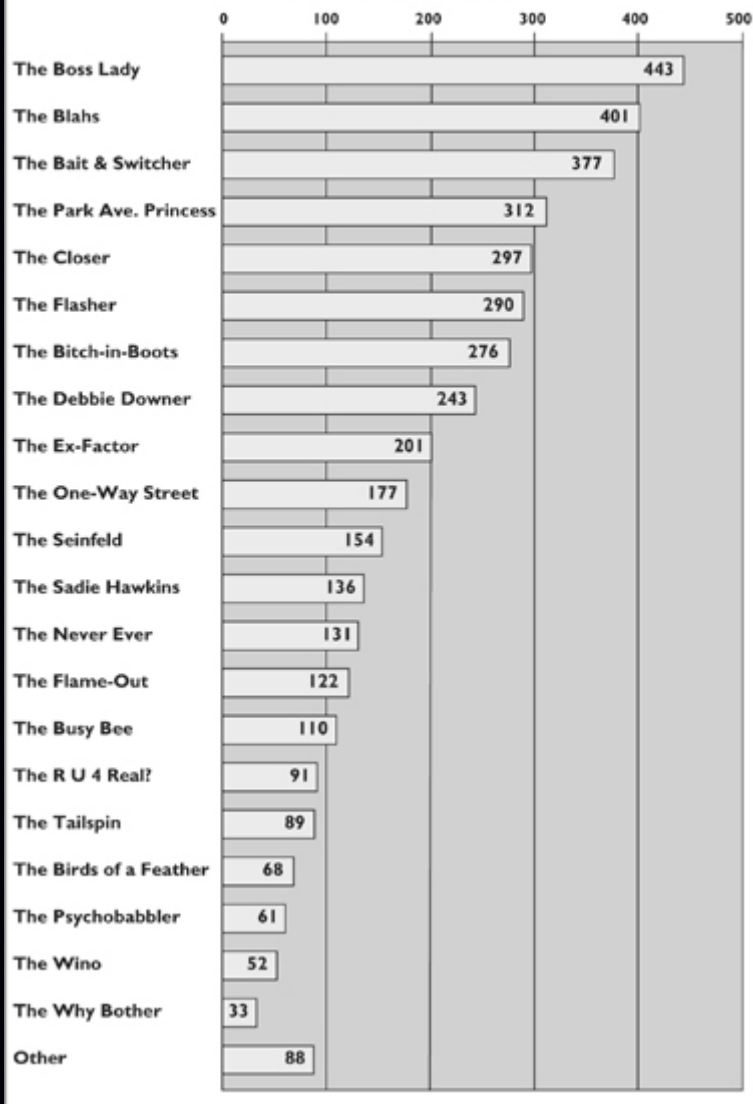
chapter 8



His Date-Breakers

NUMBER OF MENTIONS IN EXIT INTERVIEWS WITH MEN

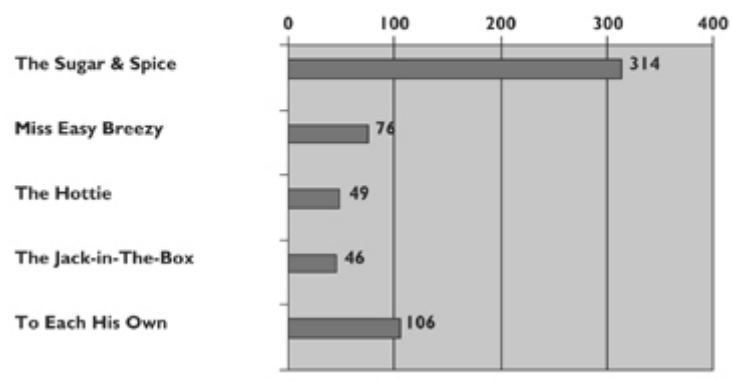
(4,152 TOTAL MENTIONS)



His Date-Makers

NUMBER OF MENTIONS IN EXIT INTERVIEWS WITH MEN

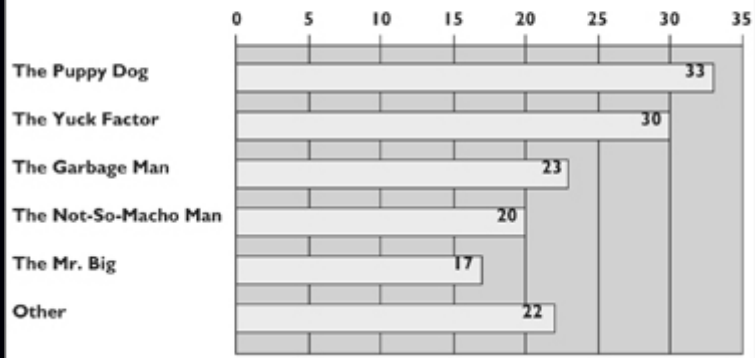
(591 TOTAL MENTIONS)



Her Date-Breakers

NUMBER OF MENTIONS IN EXIT INTERVIEWS WITH WOMEN

(145 TOTAL MENTIONS)



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