HAVE HIM AT HELLO

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

Rachel Greenwald



alse for Rachel Greenwald at HAVE HIM AT HELLO

he best of the season: one of this summer's four hottest beach books."

"HE favorite book of every staff member at Essence magazinel"

"Impeccable ... The bottom line is that if you want to find love, or a husband (or b

Fastidiously researched."

Cupid with Harvard credentials knows men's hearts.

Truly a contemporary approach to the speedily evolves

A direct voice and infectious confidence or sent themselves."

The author's strategies

"The author's strategies ...

women looking eye-opening!"

The best firs

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Turns out it's deeper than chemistr

about how to set dating right!" "Greenwald is the hollest thin

Greenwald ... has become

Rachel Greenwald is The Wife Ma

Dating diva Rachel Greenwald [delivers

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—Daily News

HAVE HIM AT HELLO

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

Rachel Greenwald





EVERYONE ELSE IS INTO YOU—SO WHY NOT HIM? WHAT YOU SAID

Questions Single Women Always Ask Me

Top Three Reasons Women *Think* Men Don't Call Them Back

WHAT HE SAID

op Ten Date-Breakers **During** a First Date

leyond the Top Ten: More Date-Breakers

THE MORNING AFTER

op Five Date-Breakers After a First Date

YOU HAD HIM AT HELLO

op Five Date-Makers

YOU LOST HIM AT HELLO

e Outtakes: The Funny, Rude, and Weird Things Men Saic

WHY **HE** LOST **YOU** AT HELLC

Date-Breakers (for Women) During a First Date

EXIT INTERVIEWS GET PERSONAL

SUCCESS STORIES

SO, WHAT NOW?

NOTES A THOUSAND SPLENDID SONS

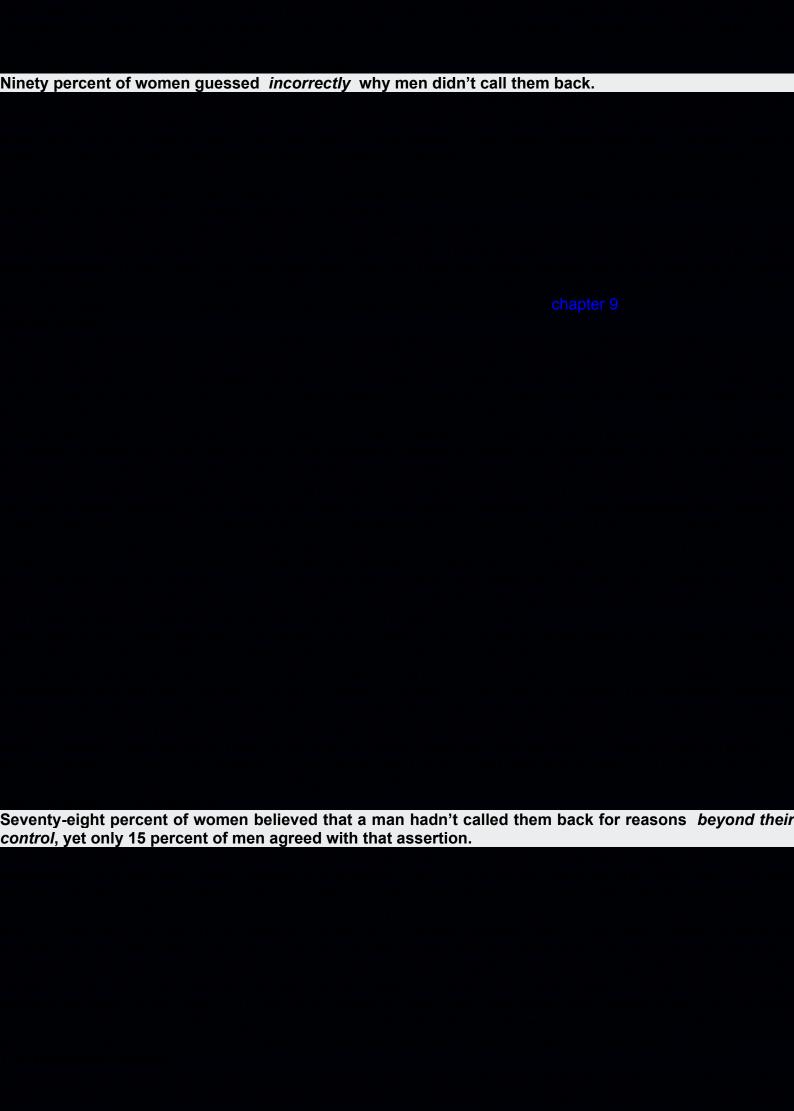
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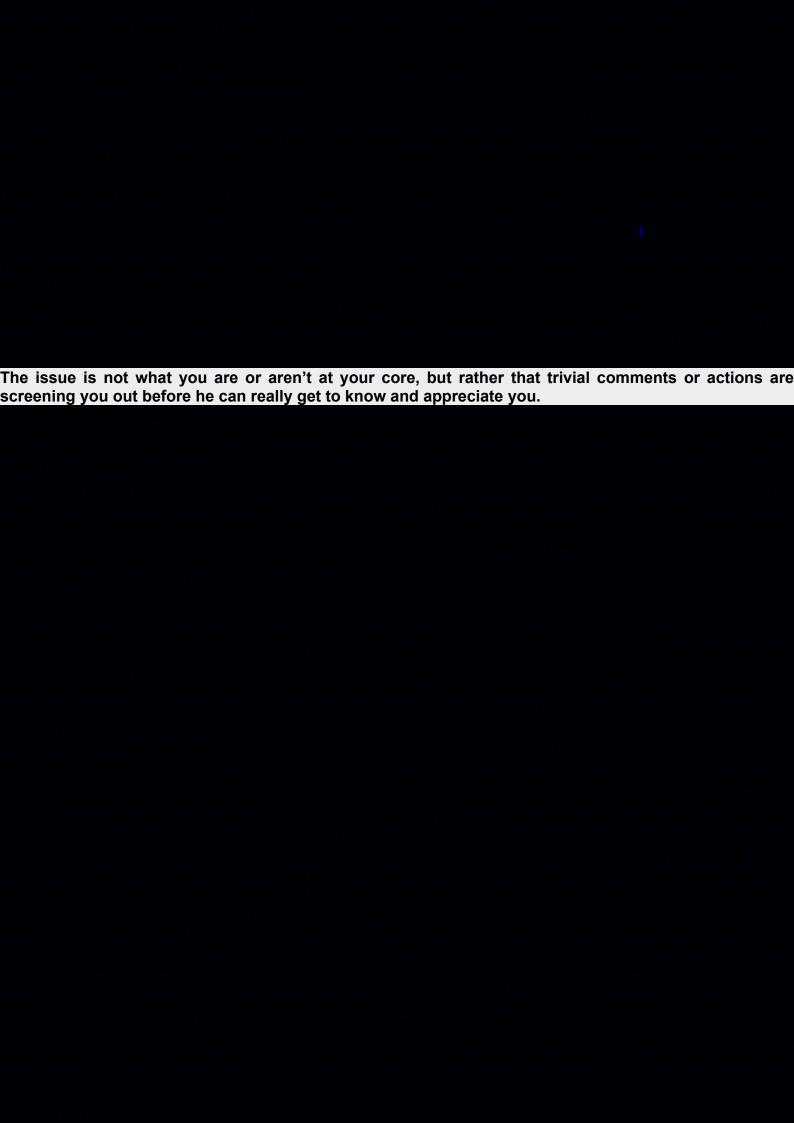
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4

chapter 1



chapter 1









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?

 \rightarrow \rightarrow

The physical examples I heard from men dating online ranged from the benigh to the outrageous. The mospoular deception, as you might expect involved body type. Kevin, a thirty-four-year-old commercial Realtogram Austin, TX, developed incredible e-mail and telephone chemistry with a Miami woman he met through Perfectmatch com. He felt so compelled to meet her that he flew to Miami for their first date. But when he saver, he said, "She easily weighed over two hundred pounds." Then he added dryly, "Even without her tool belt, had sent him photos of herself in which she looked slender. "Maybe it was her sister in the photo, or maybe had sent him photos of herself in which she looked slender. "Maybe it was her sister in the photo, or maybe had sent be described as overly generous. Whether they encountered facial anecdotes about women who posted photos of themselves taken too many years ago and women whose photos used lighting that can best be described as overly generous. Whether they encountered facial

Caboose, I almost choked on my own saliva." Nice guy, that Craig.

There were outright lies about nonphysical problems too, both from online and offline encounters. These netuded lying about being a model, where she went to college, and her real age. I learned that men expect a little fudging of the truth about age: they conceded it was not a big deal if her age was one or two years different han she initially claimed but were turned off abruptly if they found out her real age differed significantly. I also have easy it is to get caught. With sites ranging from MySpace to Google to Date-Detectives, it's easier than ever to venify the details of someone's life.



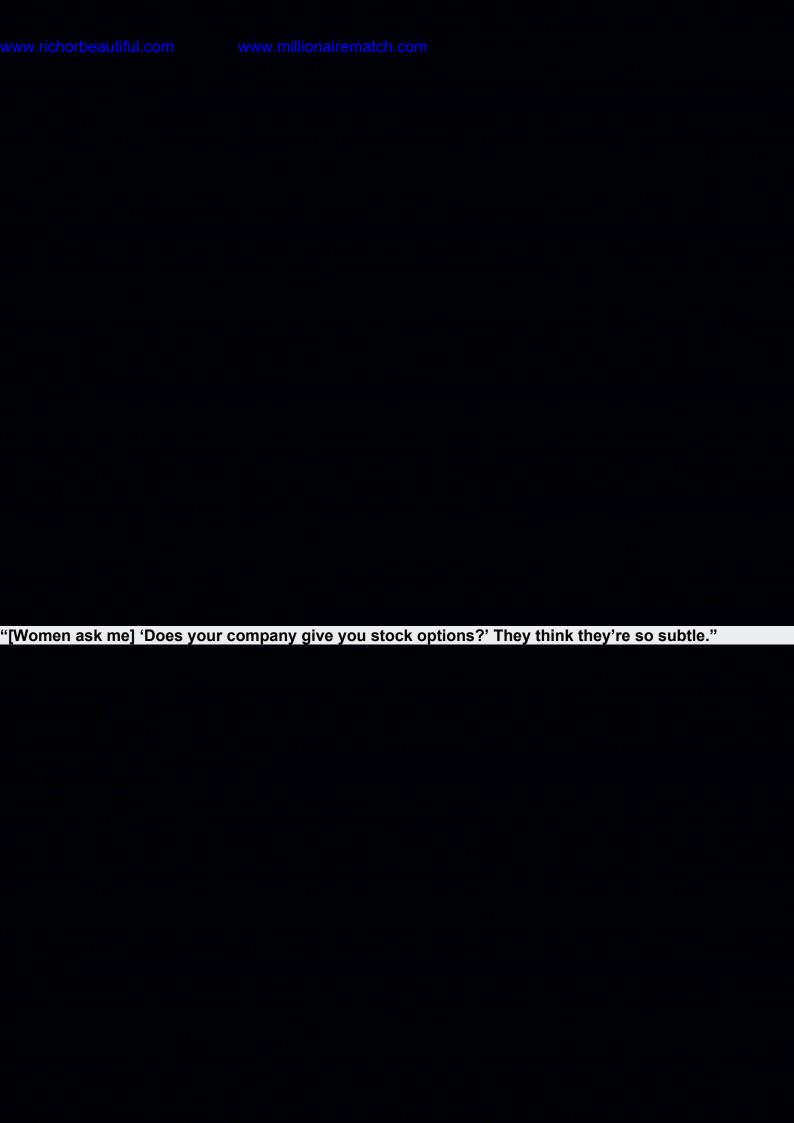
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cnapter 8

hat may seem cynical, but with marriage failure rates today, this is a valid question. You should marry someonous think wouldn't pillage you under adverse circumstances. Um, do I sound bitter?" (Nah, Martin's not bitter...!) But it goes to show that men were particularly sensitive to the money issue if they had experienced a division of assets in the past. The top criteria for their next wife? Someone with low-maintenance attitudes outlied to the money of her own.

ACKING APPRECIATION

Sometimes it's not about dollars and cents but rather your attitude toward money that can take you. The Particular toward money that can take you.

ivenue Princess. For example, the arrival of the dinner check, and how you handle it, turns out to be a moment When he's watching you closely and extrapolating your attitude.

5

SUUND FAMILIAR?

You may not have noted similarities to yourself among The Park Avenue Princess anecdotes thus far, as it's no always easy to recognize yourself through other people's stories. So you can use the self-assessment question here to verify whether men might be stereotyping you as The Park Avenue Princess before they get to know the eal you.

AT WORK .

- Do you dress for success ?
- n past performance reviews or casual feedback from coworkers, have you ever been told, "Try getting along the with the secretaries and administrative staff"?

ITTH TOUR PRIENDS AND FAMILY.

- s your inner circle composed primarily of wealthy people (such that you may be out of touch with the mind-see someone who doesn't have a lot of money)?
- our tastes!"
 - somethe wants 18 mx you up on a climb date, or you ask right away, what does he do lot a living? On a date or with a past boyfriend ...
- en leading a menu, do you choose what you want williout looking at the price?
- as a guy ever politied to your jewerry and asked, its mantear
- lave you ever not been attracted to a guy after a first date because you didn't think he could afford the lifestylle u want?

TOUR PERSONAL PHILOSOPHIA

- you believe a "real gentleman" should pay for everything on a date?
- rien travelling, do you expect to leer painpered a
- e you produ di what you ve earned and trillik triefe's no need to riide it?

If you answered yes to more than live questions above, you may be perceived (or misperceived) as the Family Avenue Princess. There's no doubt you're savvy, sophisticated, and have high standards, of course you do shouldn't change who you are deep down. But you may consider tweaking some of the things you do and sayon a first or second date. Men who don't know yet how fabulous you are may think you're The Park Avenue. Princess and may the chance to get to know you better on the next few dates.

you can learn more about him on a second date.

STOP ASKING

The reality is allinest impossible to accurately gauge a man's linarical situation during a lirst date. So stop prying to find out. Even if you try, your efforts will probably be wasted. If your date does have a lot of money, are a probably been around enough gold diggers to know how to spot and avoid them, or he has developed all all to hide his money (like George driving his Prius instead of his Corvette). A man with a lot of money will all ways be on the lookout for whether you like him for who he is. If he doesn't have money, then he might wonceal that fact by borrowing a friend's fancy car, wearing a knockoff Rolex, or charging dinner at an expensive estaurant on a gold card with heavy debt. You simply won't know right away what's real and what's not. The bonly thing you will do is turn him off with your not-so-subtle questions. You will eventually learn about his

2) PROMOTE YOUR DOWN-TO-EARTH SIDE

/hat if you're falsely perceived as a princess? You are genuinely open to dating men with varied economis

any holty-tolty references to your Prada bag or your fractional jet ownership. Don't suggest the fancies any holty-tolty references to your Prada bag or your fractional jet ownership. Don't suggest the fancies restaurants or order brand liquors. If you're dating online, craft a profile that underscores your low-maintenance personality. One of my friends had a great line she used to accomplish this tactic in her online profile. She wirdte, "I'm the kind of girl who takes the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat in a car of air dryer, she accurately seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air dry." By saying she was okay with the middle seat and lets my hair air

if he dated named Samantha. He told her he'd pick her up at 8:00 PM, and Samantha replied, "Perfect! I'll ge home from the gym around seven thirty, so that'll give me plenty of time to shower and be ready by eight." His couldn't believe it—a girl who could shower and be ready in only thirty minutes? It was a small thing that made big impression on him. 3) FOCUS ON HIM.

Remember that

in every little situation that arises. But next time he asks what your preference is (whether to meet closer to hi neighborhood or yours; whether to attend the Knicks game or the Celine Dion concert), remember his question is not all about what's best, easiest, and most appealing for you. I'm not saying you should make it all about him, or morph into one of those girls with no opinion, but if you mix it up early on (sometimes optimize him.

SHUW SINCERE APPRECIA I IUI

who pays on a date, you can offer to split the bill (but graciously thank him if he pays the whole tab), or pay for parking or ice cream after dinner, or bring him a small "inside joke" gift (something funny you discussed predate). If he asks you out a few more times, you can buy concert tickets or offer to cook him dinner. Analways thank him immediately when he pays for something, instead of saving your gratitude for the end of the evening—by then it's too late; he has already formed an opinion of you. Your thanks can be small and demure you don't need to lavish appreciation every time he whips out his credit card or pays the taxi driver. Excessive

gratitude will ring false and spotlight money in an awkward manner.
Also focus on thanking him for the *gestures* he makes, not only what he pays for. If he takes you to restaurant located in your neighborhood (far from where he lives), thank him early on for being considerate enough to select a location close to you. This type of appreciation will go farther than thanking him only when the dinner check arrives.

A different form of showing appreciation is to focus on who he is as a person. Try telling him directly why you

were intrigued enough to go out with him in the first place (assuming the real reason wasn't his yacht). This is a since way to extend a sincere compliment by noting something specific about his demeanor or something he said was witty or intelligent—anything not related to shallow signals of monetary status. This demonstrates that you appreciate him for something money can't buy.

If You're The Park Avenue Princess

- 1. "What's your favorite thing to do on the
- Weekene!
- 3. Learning more about his family
- 4. Letting your hair air dry
- "Wow, thanks for being so patient with me on the golf course today. You're a great teacher."

VHAT'S NOT:

- "What's your favorite hotel in St. Barts?"
- 2 Asking about his year-end horus
- Learning more about his family's holdings
- 4. Letting nim know you and Paris Hilton share the same hairstylist
- titaniums?"

#5 DATE-BREAKER

i ne Close

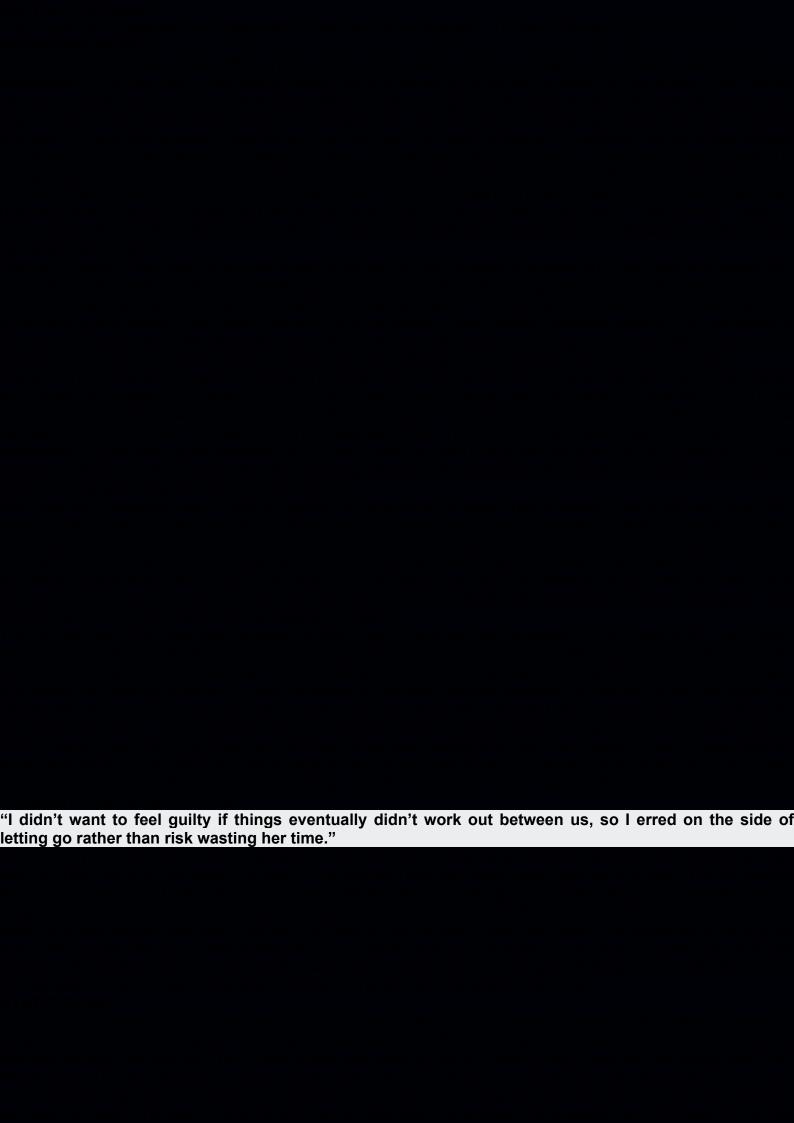
It felt like she was interviewing me to be a sperm donor.—Wade, age 40, St. Louis, MO

understand a woman's need to clarify whether I'm looking for something serious, but my honest response is always "Yes, if the right person comes along." So how does that help her decide if I'm a good

think because our e-mails became so intense so quickly, she thought we were soul mates before we even me in nerson — losé, age 27. Phoenix, A7

The Closer is a woman on a mission to get a bouldend a husband a baby or all of the above 6. She is for





chapter 1

You're no you.	t dating in a	vacuum; you	ı're paying th	e tax on all th	ne overboard	behavior that	came before	
	ave heard co	medians tell th	at old joke ab	out how to get	rid of a single	man. How? Ju	st tell him you	



when they ordered dessert she said she couldn't eat anything with chocolate. He said he was worried shind when they ordered dessert she said she couldn't eat anything with chocolate. He said he was worried shind some kind of weird eating problem, or maybe diabetes. He never called her back to find out. His answeritated me. First I told him that maybe she wasn't hungry, didn't like her food, was watching her calories, criticated me. First I told him that maybe she wasn't hungry, didn't like her food, was watching her calories, criticated me. First I told him that maybe she wasn't hungry, didn't like her food, was watching her calories, criticated me. First I told him that don't agree with them for some reason; no big deal. Then I asked him, "Are you wouldn't want to see her again because of that?" He was was the way to deal that again because of that?"



single 2°. This often prompted the woman to launch into confession or self-deprecation mode, revealing some other less-than-destrable issues or falled relationships. Perhaps she regretted her answer later, but in the heat or the rooment she couldn't help the knee-jerk responses, either to downplay how fabulous she is or to admit some dependent is from the prompted to take a compliment, but you need is "thank you I just haven't met the right person you have the prompted to t

disclosing that they s graduated two years lithree cats. (Note: these women revealed they

women revealed they had never traveled outside the United States, and some admitted they were lumber thought they were just talking about themse making a joke about a few quirky habits or situations. But men were hearing it as a form of baggage. I that The Flasher label expands beyond revealing physical and emotional issues. It encompasses a unusual revealed to a stranger who doesn't have a broader context than a first date in which to process it. During an Exit Interview for one of my thirty-seven-year-old clients, I discovered one example that he diversely and she dubbed "admirable." She had divulged during their date that she hadn't had a serious both.

The last theories I conducted revealed a situation where my thinty-year-old client mentioned on the fine that because of the religious beliefs, she intended to stay a virgin until her wedding day. She told me out the demand of the same of the conducted my conducted my conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the same of the conducted my head tooked her in the even and the con

e exact number, but maybe it's titth-date information. Most men (even "good Christian men") who hear that to soon think, "Check, please!" we too soon think, "Check, please!" we to some of these particular examples, consider what else you may be telling your dates at might seem noble or positive to you but might be very troubling to someone who barely knows you. The structure is the structure of the structure of

peaking of TV, I want to emphasize that admitting to watching too much can definitely cause concern. A frience i mine described a JDate e-mail exchange with a guy who asked her if she watches any TV. She responded 'es, definitely!" and listed her three favorite shows. Then he asked her, "Do you read many newspapers of agazines?" She wrote back, "No, not too many." And then he changed the subject to something else. In

one in the subject to something else. The distribution of the country of the subject to something else. In the charged the subject to something else, indistinct the subject to something else. In the subject to be a book editor (which he didn't know ver) and she reads about fifteen books a month. She was a second eller to be a book editor (which he didn't know ver) and she reads about fifteen books a month.





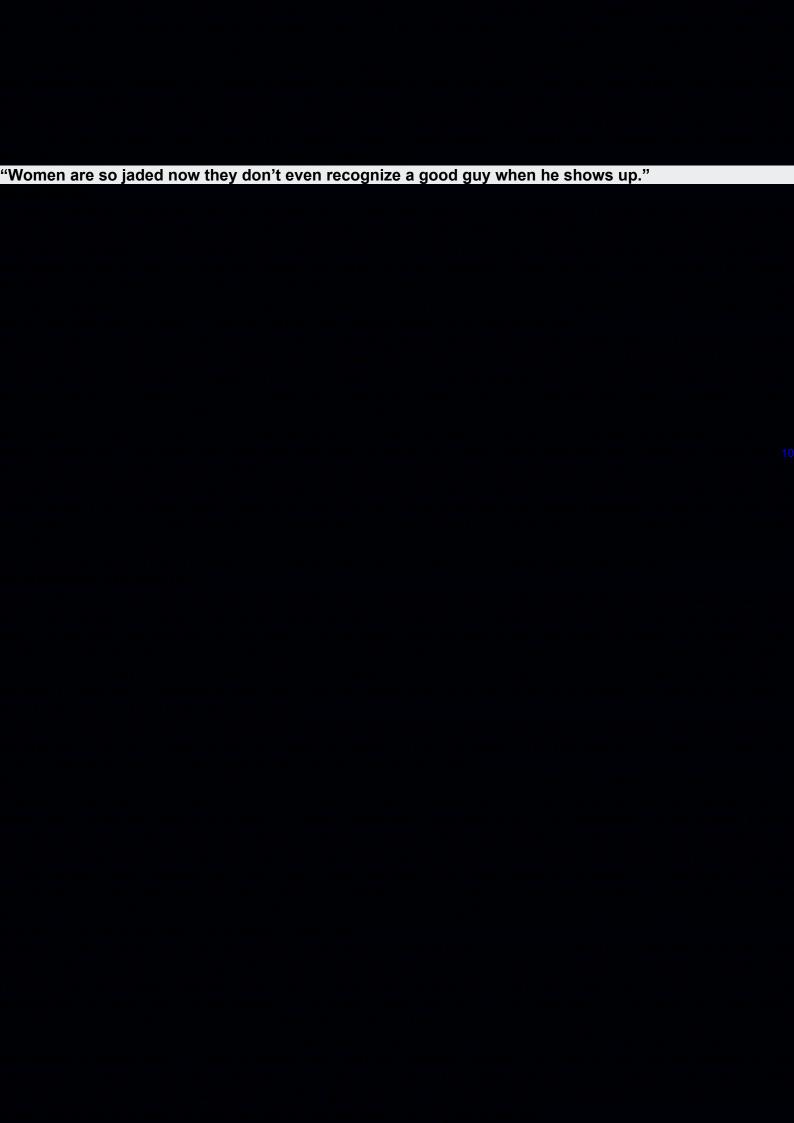
ne about being fixed up with the sister of his coworker. He called to ask her out for dinner, and as they were harging up he said. 'We should exchange photos—I'll e-mail you a picture of me, can you send me one of you coks.' Hartan was taken aback. He said she sounded bitchy, and he went on to tell me, 'Like it or not, most becopie are used to dating online these days where you can see a photo. When you meet someone the old ashioned way—through a friend or coworker—it's really not unreasonable to ask for a photo. Especially when we already had plans for dinner! It's not like I was using the photo to decide if I wanted to ask her out a sure, was curious if she was attractive, but mostly I just wanted to recognize her when we met in a crowdext estaurant. Harlan assured her that the photo wasn't necessary and they met "blind" a few days later. He said was really pretty, but he couldn't shake what he perceived as a bitchy comment she'd made on the phone le listened closely during dinner to gauge whether she was a kind person or not. He recounted that she seemed annoyed when he had trouble parking his car near the restaurant, and again when he forgot she'cemed annoyed when he had trouble parking his car near the restaurant, and again when he forgot she'cemed to a third person of not. He recounted that she was a third person or not. He recounted that she was a few comments to a waiter and he extrapolated her entire personality. You probably udge guys for that too. Brett, a gay twenty five year old MBA student at the Kellagg School of Management in

Chicago, IL, said he saw one guy's true colors when he made this comment to the waiter. "I need rancinessing." Brett told me, "There was no itlease" or no when you get a change." He described his decided his "haughty." Brett picked up on an entitled attitude a few other times throughout the evening and decided his wasn't interested. Sometimes you can be your own worst enemy. Men listened to the stories women told—about something that papers at their office, or to one of their friends, or from their childhood—and they concluded from the stories was The Bitch-in-Boots. Grant from London, England, a twenty-nine-year-old boutique-hotel management a story from a girl named Julie. During her date with Grant, Julie complained about a colleague at work who was six months pregnant, tired all the time, and had some health issues. The colleague had been out of their fine for several days. The burden of their joint projects fell on Julie's shoulders. Julie vented to Grant about he and day at work and said, "I'm sick of people making excuses all the time for not doing their work. She chose to

lot being *genuine* was also a big part of The Bitch-in-Boots aura. Some men mentioned concerns that womer veren't revealing their true nature if they observed even brief moments of aggravated behavior. Phil, a fort rear-old stockbroker in New York, NY, told me that he saw something in the first two minutes with a woman named Andrea that framed his outlook for the whole evening. He arrived at her door while she was finishing









ked his answer, but he didn't know why until the end of the evening. Gall later confessed that she had asked upstion because her old bust sulked, never confronting the problem. Gall said it was healthy to let anger out on the liked Nell's story about his boss. She said it also showed her that Nell had "fire." But Nell didn't like her explanation. Jumping to his own conclusion, he thought she was probably like other girle knew who thrived on tumultuous relationships. He wanted a steady, solid partnership he could count on. He ecided "not to get on that roller coaster" and didn't call Gall back. Uh, have I mentioned yet how nothing good ones from ex talk?

The few years ago, I worked with a client named Ava, a thirty-four-year-old lawyer from Los Angeles, CA. She was arbitroken when Stuart, a man she'd had a crush on for months, had finally taken her on a date but never alled her again. Despite her altractive appearance and success in her job. Ava was a bit insecure, she pooks with Stuart for an Exit Interview, he eventually revealed that while he had initially liked Ava a lot, she has with Stuart for an Exit Interview, he eventually revealed that while he had initially liked Ava a lot, she has not a strain the power of the power in the power interview.

ommented, "Even in high school, I never liked dating popular girls ... it made *me* insecure thinking about all other guys who were after them." Ava was blindsided. She said she had wanted Stuart to like her so much leat she probably mentioned other guys to make herself seem more desirable. It backfired.

OUND FAMILIAR?

OUND FAMILIAR?

Ound way not have noted similarities to yourself among The Ex-Factor anecdotes thus far, as it's not always easy recognize yourself through other people's stories. So you can use the self-assessment questions here to erify whether men might be stereotyping you as The Ex-Factor before they get to know the real you

searcher)? Do you sometimes mention your ex-husband or ex-boyfriend in conversations with colleagues?

Have you ever dated a coworker whom you continue to see daily, making it hard for you to stop thin

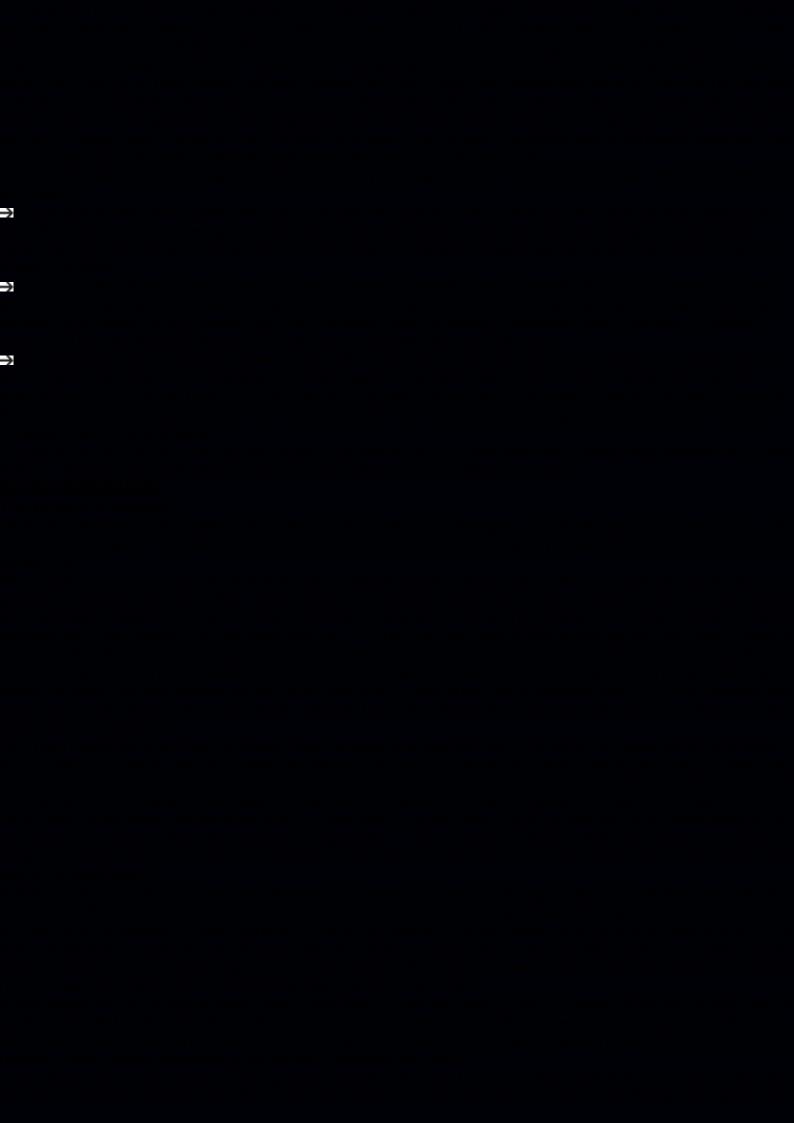
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www.datedetectives.com

www.datingdetective.net



chapter 4

chapter 3

Iden and women often experienced The Flame-Out in another context, when a big decision presented itself to soon and created panic. Owen, a forty-three-year-old home builder in Los Angeles, CA, described aving a few dates with Brooke, a single mom with two kids. He was initially very excited about her and thought he had serious potential. At the end of their their date, which mad lasted twelve hours, Brooke told him that hereids would be with her ex-husband for a week the following month. She wanted to take advantage of her freek, maybe travel somewhere exotic. Although she acknowledged they hadn't known each other long, hence off from work was a rare opportunity. Would he be up for an impulsive trip together? He was into her, he ad a flexible pot, so he thought, and the properties of the last of the whole trip—he wasn't rich, but he could afford a nice vacation. And all the spend thousands of deliars on same one he had known for less than two weeks? She had expect to pay for the whole trip—he wasn't rich, but he could afford a nice vacation.

acation issue then prompted other hypothetical questions in his mind: If they got married, would be be sponsible for supporting her two kids? Could be afford two college tuitions? All these decisions were very emature, but they weighed on his mind. Owen and Brooke never went to Thailand together and they broke up week later.

en described other uncomfortable situations arising too soon: buying nonrefundable tickets for a concert two online away meeting a single mom's children being a woman's date at a charity auction with her parents on



enthusiastically said, "Yes!" and they agreed on dinner three nights later (a Sunday night). But she called the most day to explain that her boss had just scheduled an early meeting Monday moming in Atlanta meant she'd have to fly out Sunday night. Artie was busy with his parents visiting all weekend, so they cannot be plans to the following Friday night, when she was scheduled to return to Dallas. But Friday she taked him "I'm so sorry" but I've come down with a tarrible cold—can I call you to make the tarrible cold.

Over the next ten days, everything seemed to conspire against them. When she recovered from her cold, had a client meeting out of town. He called her when he returned, but they played phone tag all day. By the timely spoke in person, she was packing for a two-week vacation to Africa with her college roommate. It was only after another. Artie told me she seemed genuinely interested in seeing him again, always expressing after another. Artie told me she seemed genuinely interested in seeing him again, always expressing the returned from Africa, he had started dating someone else.

te within a few hours of our date with some last-minute 'crisis' and ask to reschedule for another night." emembered one woman who told him, "Sorry, my *month* has been really busy, but now I'm available ..." but believe it—she was claiming a whole month went by without a free hour or two? He said he used to understanding but now he thinks it's just rude—and worse, a sign that any future relationship will not be provided that their exercises using the said worse.

ext week instead, but he sighed, "I'm over that. I want to be with someone who thinks a date with me nportant." larvey, a sixty-four-year-old widower and aviation engineer from Bend, OR, told me, "I met a woman recently; ras the best date since my wife died three years ago... But when we spoke on the phone to arrange our ne

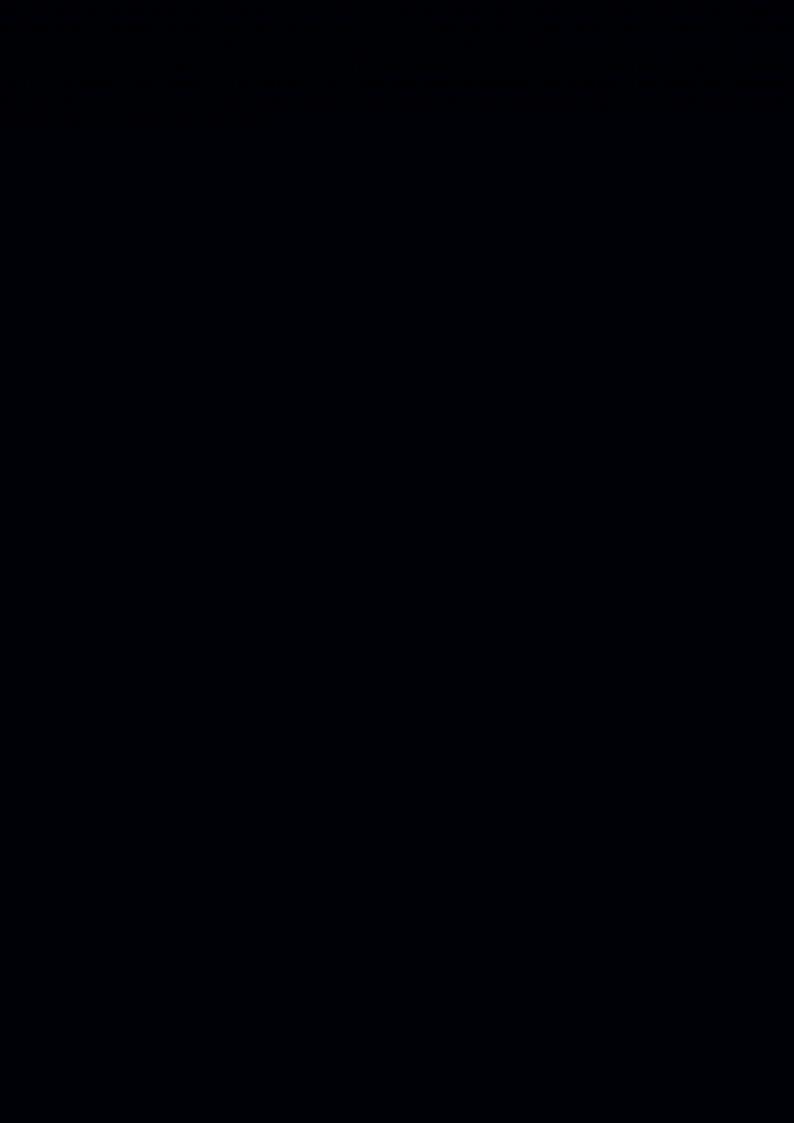


chapter 3





chapter: 1



You Lost Him at Hell

The Outtakes: The Funny, Rude, and Weird Things Men Said

Ultimately, dating requires a sense of humor. Here's a list of memorable and random date-breakers from m Exit Interviews that didn't quite qualify as dating insights. These little romantic gems are the outtake scenes that would have ended up on the cutting room floor, except they were too good to be missed.

'She pushed com onto her fork with her fingers.'

"She wore a sweater tied around her waist, which I assume was her attempt to disguise a fat ass."

could probably sleep with four or five different women every week if I wanted to. But now I'm dedicated to the Process of discovery rather than diversification."

'She had a small white hair sprouting off her jaw.

I know girls like to be all delicate and everyining wrien triey ear on a date ... I friearl, I ve seen a lew girls write broke a chip in half and tried to spear it with her fork for dipping ... I am not making this up."

"When she leaned over, I saw a tag sticking out from her underwear. It showed size large. I don't want to sounc superficial or anything, but that kind of turned me off. It made me think of 'granny panties.'"

By the third date I always ask myself, 'Is this really going anywhere or is it my dick talking?'" [What a hopeless romantic ...]

"She asked me if I wanted some gum, and then she tongued her used piece into my mouth. I think she though it was sexy. It wasn't."

'The waiter came over to tell us the daily specials, and after each item he described, [she] enthusiastically proclaimed, 'YUMI YUMI YUMI'... It sort of grated on me."

She was so not that I was willing to put up with some crap to be with her. But at some point the crap is bigge han her hotness." [Ladies, I present to you America's next poet laureate ...]

She texted me at seven AM, 'I'm sending a big smile right over to you'—who is she, Mary friggin' Sunshine?'' I beard her see while she was talking to me on the phone "

To be perfectly honest, I went out with her in the first place to test whether I really wanted to move in with menuting a sufficient is

My lip snagged on her tongue piercing ... in my opinion, blood just doesn't belong on a first date, even a littlee it "

didn't like the way her pubic hair grew outside her panties."

She had just walked out of the ladies room when we said hello for our blind date. I shook her hand and it was still a little wet, I guess from washing her hands ... I know those air dryers aren't very effective, but a wet clammy hand was kind of gross."

"She ordered red wine and told the waiter she wanted the 'peanut noir."

'Usually a glass of wine, or twenty years of marriage, is the only thing separating an annoying flaw from an endearing quirk."

"I think women should never eat whole fruit in front of a man. Apples, pears, or whatnot. It just can't be done delicately."

She kept using slang like 'That sucks' or 'He's a brownnoser' or "I need to pee.' I can't imagine ever introducing ner to my boss."

She told he that i reminued her of her mother. That kind of threw he

She had something in her nose and kept messing with it."

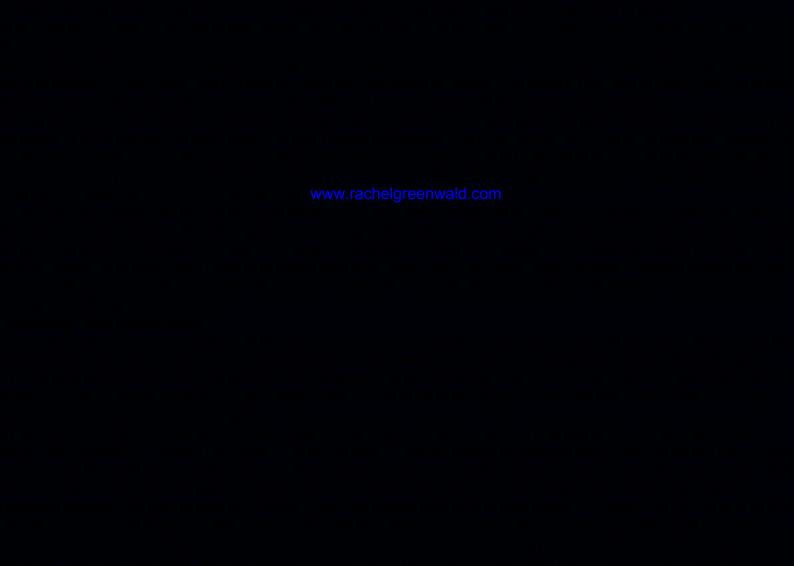
just don tilke any lingers but my own in my bult. [Now that's a memorable first date/]

res, it's a strange and wacky dailing world definitele ... but it suppose you arready knew that





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



Suggested	Dating	Exit	Interview	Script	for	Men	Who	Didn't	Call	Back
Hi, this is Susa	an. I'm call	ling abou	ut Laura Smith	ı. Do vou r	emembe	er meetin	a her on	Match.com	n about a	a month
ago—she's the		_		•			_			
her	[fri€	nd/sisterعne	r/coach] trying	to help her	r better i	understa	nd her da	ting patterr	ns. Okay	, I know
this phone call	may seem	n <i>unusu</i>	ial [laugh her	e!], but she	e told me	e you're	a thought	ful guy and	l I'm hop	ing you
can shed some	light abou	ut why yo	ou two never v	vent out ag	ain. It's	no big de	eal to her	that things	didn't w	ork out,
but I really care	about he	r and wa	int her to find t	the right re	lationshi	p. So I c	onvinced	her to let r	ne call fi	ve guys
she dated to h	ear what I	kind of fi	rst impression	she make	s. I thin	k your fe	edback o	could <i>real</i>	y help	her find
more successfu	ul relations	hips in th	ne future.			•				
Most important,	, I have so	many gr	eat single frier	nds! If you	can help	me bett	er unders	tand what y	ou <i>are</i>	looking

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

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

- 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?

for, I might be able to introduce you to someone else fantastic.

- 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?

SAMPLE

- **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 e-mail address:

<u>SAMPLE</u> 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 8

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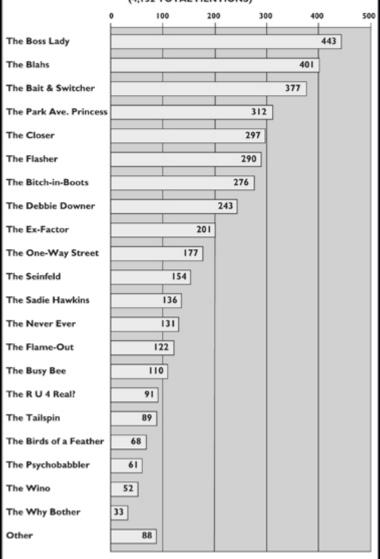
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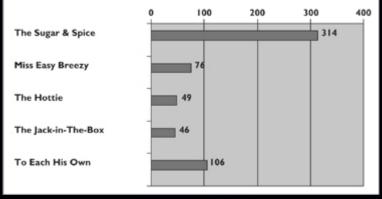
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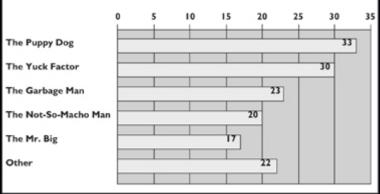
His Date-Breakers NUMBER OF MENTIONS IN EXIT INTERVIEWS WITH MEN (4,152 TOTAL MENTIONS)







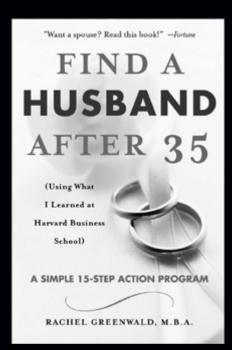
Her Date-Breakers NUMBER OF MENTIONS IN EXIT INTERVIEWS WITH WOMEN (145 TOTAL MENTIONS)



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