

# mtp165.mp3

Tue, 09/10 02:50PM 49:10

## SUMMARY KEYWORDS

women, people, men, feel, talk, scot, kim, line, head, approach, confidence, body language, mckay, conversation, fears, personable, nuts, find, agree, heterosexuality

## SPEAKERS

Edroy Odem, Kim Seltzer, Scot McKay



Edroy Odem 00:04

From the mist and shrouded mountain top fortress that is XY Communications Headquarters, you're listening to the world famous mountain top podcast and now your host Scot McKay



Scot McKay 00:19

Hello Hello out there once again You are most welcome to the mountain top podcast. My name is Scot McKay at Scot McKay on Twitter Scot McKay on YouTube real Scot McKay on Instagram, you can find us on Facebook at the mountain top summit Facebook group. And of course as always at [www. Mountain Top podcast calm](http://www.MountainTopPodcast.com) With me today is a friend of mine who I originally met a few years ago when we shared the stage at a conference together she's actually been on the show before. And you guys just responded powerfully to the show we did together was on first impressions. And Kim seltzer who is my guest, she and I have a great time laughing cracking jokes together. And of course she's a female human being and who doesn't love to talk to friendly personable female human being so you know what, she had me on her show a while back and I decided to return the favor and have her back on this show. The topic is your is one that I think is going to light a fire underneath a lot of people's butts might set their pants on fire actually come to think of it, which might not be the worst thing in the world. And that's how to talk to women, like a man. So I want you to welcome with me from Los Angeles, California. Kim seltzer, Kim. How's it going,



Kim Seltzer 01:35

man? Hey, Scott, how are you? It's good to be back.



Scot McKay 01:38

Yeah, it is. You know what, you're a good guest. And you know what part of the reason for that is? Why you're just incredibly cool. But oh,



01:45

my god.



Scot McKay 01:46

The other part is that you have a podcast of your own? I do.



Kim Seltzer 01:50

I do. And it was so awesome. having you on the charisma quotient? I would have to agree. Yeah, it was it was a good one. And it raised a lot of hairs. Actually, it's



Scot McKay 02:00

this I didn't hear about.



Kim Seltzer 02:02

Yeah, I decided to save it for the show. But in a good way. Like it really kind of made women think about, you know, just how they're coming across. And what men like. So I'm glad that we're now kind of flipping the switch and talking about how to talk to women like a man what's good



Scot McKay 02:22

to have hair raising experiences, as long as they're adventurous and kind of the thrill seeking genre like a roller coaster. Yeah, an impending head on collision on an interstate with an 18 Wheeler, maybe not so much. You're talking about good hair raising



Kim Seltzer 02:38

good hair raising, it was good. Well, I mean, some some women, some women got a little bit bent out of shape.



Scot McKay 02:46

I wouldn't be our girlfriends anyway.



Kim Seltzer 02:48

Exactly. But then there's a reason why they were single, you know, and I think we hit a pain point. You know, obviously. So, you know, it's not necessarily bad to do that. You know, I always say that change doesn't happen when you're comfortable. Change usually happens in discomfort. So anytime something is uncomfortable, that means it's probably something that you need to take a look at.



Scot McKay 03:12

What I always say is change doesn't happen when you're comfortable. But boy, does big money happen when you're feeling nice and cozy. Around here, we don't want to be comfortable. But you know, what's funny is are curious, at least I don't know if it's exactly humorous. Actually, it's pretty blasted depressing. But a lot of guys are really afraid when they write an online profile, even when they get on an app like Tinder or Bumble to offend the women who really just don't like men to begin with. And I always tell those guys, why are you walking on eggshells with those women? You don't even want to date them anyway, who gives a rep what they say to you? Right?



Kim Seltzer 03:51

Yeah, no, totally well, and what's interesting is, I hear the same thing from women. And and that's what's so funny about like, you know, having the women's and the man's perspective is that I feel like we're all the same, we're all craving the same things. And we all fear a lot of the same things. But how things get manifested is sometimes different. Right? And so, yeah, I think that see it from a woman's standpoint, and what I hear is that women are scared that they're going to attract, like, unavailable, men are narcissistic men are assholes, or, you know, I mean, the list goes on and on. But, but like you said, you know, those aren't your people, you know, and so you all you can do, you can't change other people, all you can do is look at you, and what are some things that you can do to attract something different and and that's all you can do. And that's the empowerment piece,

actually,



Scot McKay 04:43

I think a lot of people are spending a lot of their time and energy, trying not to offend people who are just flat out easily offended and looking for a reason to get offended. Totally. And you know, what's really perhaps ironic about that is I think, if you or I or any of the other guys listening, not that a guy, but you know what I mean, any of these people involved with this show right now, if we really were certainly mean nasty, people who were just offensive and cold hearted snakes, all these people who are so easily offended, especially all these women would leave us alone, because they know we would lash back at them, and it would hurt. So I have this little weird social theory. And it's kind of tied to, you know, the Twitter verse two, people will really lash out and get nasty at people who are just sort of in disagreement with them, who they kind of see is under the surface, rather kind of friendly and conciliatory, because they know those people won't lash out at them in return. So they can go whole hog with these people and just rip them a new one. And then maybe the person will apologize or say, Oh, well, you know, thank you for your comment. And then what the person does is just rip into them some more. And I think it's built on this idea of that, if you're a little bit of a public figure, you should be held to a higher standard, and how dare you respond to me and kind if I rip you a new one? You know, it's this really low and low character outlook on things? And I don't think it's gender specific. I agree with you.



Kim Seltzer 06:15

Yeah, no, I'm totally and I'm going to put my therapist hat on for just a second. But, you know, usually people fall into, you know, certain roles based on where they come from, right. And so I find this to be true, like people caught in that dynamic. Usually, there is a tied to things in their past where they had to fight for something or, you know, they didn't, you know, receive the love, or they had to be in the victim mode, or whatever it is, and so that they play that out in order to, I don't know, gain the confidence, but it's a false sense of confidence, you know, and that's, that's the sad part. But we're not here to talk about that. I



Scot McKay 06:56

don't know, I think in a way, this is kind of on point.



Kim Seltzer 07:00

Okay, because I wanted, I mean, I think in order to talk about, like how to talk to women, you have to look at where you come from, I mean, that, to me is one of the biggest things that I like to do. I don't believe that there's like a cookie cutter approach, you know, to everybody and everything. Because people ask me all the time, like, I coach guys, as well. And they'll be like, Kim, give me some lines. Like, oh, you get that? Did you hear that? To give me some like, What can I say? I'm gonna I'm gonna memorize some lines, you know, how can I approach that woman over there? I'm like, sorry, dude, I'm not going to give you the lines. But let's talk about you know, what you're feeling and what you're doing. I have this whole social engagement formula that I teach people, and how to move conversation from you know, that headspace where, you know, people get in their heads to more heartfelt, personable and more emotive ones, which really taps into, you know, how women communicate. So yeah, it's it's crucial to look at, you know, just the whole picture of people.



Scot McKay 08:00

Let me guess, after you go through that whole spiel you just described so eloquently To me, the guy pauses after 10 minutes and goes, so when I meet a woman, what do I say to her? Got a line? Yeah.



Kim Seltzer 08:13

Right. Right, right. It's so true.



Scot McKay 08:16

Well, you know, we have two plates spinning here, which is fine. You know, we can multitask. you're originally from the east coast, too, aren't you?



Kim Seltzer 08:22

Now I'm from the Midwest. let's not let's not mistaken. Oh, okay. So



Scot McKay 08:26

I have to handle you with kid gloves. You can't talk about three things at once. You don't have everybody at the dinner table at Thanksgiving, interrupting each other. And it's

actually a real cogent conversation between all 12 people at the same time.



Kim Seltzer 08:37

Well, yeah, I know that happens to because I'm Jewish. So other things, right? Yes. Yeah, I can totally go there. I'm just not the East Coast Jew. Yes.



Scot McKay 08:46

Yeah. That's the other mitigating factor. If you come from a Jewish family and Italian family, or you're just from, you know, the Mid Atlantic corridor, you can talk over people, and everybody's still completely friendly with each other. That was so exhausting to people I thought wiped out everywhere else in the entire country. Like in Texas, they just don't do that.



Kim Seltzer 09:05

Oh, right. Yeah, I just was there. You're so ready.



Scot McKay 09:08

Right? So my parents would come to town. And you know, my wife and any extended family who was not named McKay were just exhausted having dinner with us. They're like, Oh, my God, you people. I got a headache. You know, I gotta take some Advil or something just to wrap up. But anyway, the two plates we do have spinning here are first of all, you have things in your past. As a man, we were talking to guys here. Okay, so let's keep it real. Yep. Men and women do suffer from this, both of us. But men do have things in our past that flavor, how we think about women and how we would expect women to respond to us to begin with. And as you know, Kim, women tend to respond to a man who's a leader because women like men who provide and protect and preside. And conversely, that's also why women can't stand to go out on a date a guy who has no plans, I go, what do you want to do? So when guys have a preconceived notion of how women are going to react to them, it tends to be a self fulfilling prophecy.



10:10

Right? Correct. Correct.



Scot McKay 10:13

You got that plate spinning. The other plate we have spinning, is guys are deathly afraid of female human beings. They're afraid of the rejection rate of angry feminists, ripping them a new one just for being toxic for existing as a man. And, you know, you have guys trying to agree with all the feminists and be an ally. And you know, they're not getting any dates, they're just getting yelled at even harder. It's like, wait a minute, this isn't what I signed up for. So both of those factors, I think are actually related. I mean, okay, there's this way, I'm viewing women, based on how my past was constructed. I mean, that's the foundation on which the house was built. Yeah. And because of that, the house tends to get built, based on the lay of the foundation. So no pun intended, and cleaning up and getting laid it all, you know what I mean? You know what I mean? So basically, the house gets built on that, that shapes who you are. And then on top of that, is this house that's built that says, You know, I just don't trust women, I may not even like women, I am bracing myself for the trouble women are going to bring to me in this life. And it absolutely. Wow. I mean, at the holistic level influences every nuance of how we talk to women, even how we sub communicate everything to women non verbally, right?



Kim Seltzer 11:36

Yeah, exactly. There was this guy, just to kind of give you a story based on what you're just talking about. I you know, I do these wing girl sessions, right? So I go out with, you know, people, both men and women, and, you know, teach them how to flirt and helping them with their interactions and their body language, communication, all that. And this guy, you know, the first thing that I do is always get a good history, man, I put my therapist hat on, and because I can't move forward until we know, you know, your journey up until now, and it was exactly what you're talking about. And he had this, you know, kind of preconceived notion about first of all himself that he grew up with a very domineering mom, and he never really had his voice, you know, like he, he just kind of always did what women told him. I mean, it was just he felt almost powerless. And so there's this like fear that was constantly with him. And what that looked like out in the field, when he would try to approach women is, you know, he would just hesitate. And he'd be that creepy guy in the corner, just staring. And he wasn't creepy, but women didn't know that because he was hesitating so much. So he was in his head. He just had this like, label for himself that he you know, he, he wasn't powerful.



Scot McKay 12:56

Yeah, women are left thinking, why is this guy so scared of me? He must just have such anxiety or something? Because hell, I'm just a woman. I'm not gonna kill him. Why is he so

scared of me? I've heard that from so many different women. Oh, my God, approach anxiety goes right over their head. They can't even believe it's a thing. They gasp when they hear about it?

K

Kim Seltzer 13:13

Well, I think it's really funny because, you know, coaching both men and women, I hear the same thing on both ends of the coin. Like, the men are fascinated that I coach women, they're like, what do you coaching women for? Like, we're the ones that approach you like, they think it's fascinating. And then women are dumbfounded that men are more fearful of them than we are of them and in like, they can't they can't get that, because they're so scared. So here we are. We're all scared. Right? So going back to the story with this guy, we were in Whole Foods. And of course, what did he want? He wanted a line. He saw this woman, she was gorgeous. And she was in the nuts section. Okay, just bear with me. And



Scot McKay 13:56

he turns to go to the Sham Wow, guy. Gotta love my nuts.

K

Kim Seltzer 14:00

Thank you, right. Like, I have 1000 things going through my head and what he could say and how he could approach and he he asked me point blank, Kim, what what are some things I can say to her? I said, Paul, where are you right now? He looks around. He goes, I'm in the nuts section. Mike, do you think there's could be something you could say about the nuts, he's like, oh, like he didn't even think because he was so in his head. Right. And so he did, he had a great, like, just very natural. And it wasn't a line. It was just using observation. And being very authentic. And the way he was, you know, playing with the whole nut theme. And I don't even remember exactly what he said. But it was something along the lines of the nuts. And they were off to the races. And she was great. And her body language was very responsive. And they had like, literally a 20 minute conversation from there. And he he was amazed. He's like, I can't believe that never happens to me. And like that, what happens when you get out of your head and get out of that, like, you know, label that you have for yourself, but it takes practice and it takes tools. It's not as easy as just like, Oh, just do it.



Scot McKay 15:11



You know? I couldn't help but notice, you seem so saying yet. Here you are in the nuts section. What's up with? We could go



Kim Seltzer 15:21

on and on and on about Right, right.



Scot McKay 15:23

But 100% I mean, obviously I do the same thing. I take guys out in the field to meet women and it isn't hitting on women. It isn't trying to get laid. It's simply being charming and making women feel comfortable in your presence and demonstrating masculinity, you know, helping them feel safe and comfortable, blah, blah, blah. having the confidence that a woman would want to talk to you inspires confidence and a woman you know, those sort of things. And you're absolutely right guys are thinking Oh god, what line should I remember? from everything I've ever heard before? What line from Neil Strauss is the game? Should I Yes. Go up to these women and talk about I mean, should I start with who lies more men or women? I'm taking a survey. It's like, Hey, here's an idea. Look around, right? be observant. You know, instead of fearing this conversation and getting all wadded up inside your head, like you said, go outward and look around and you'll see a whole world quite literally open up to you have things to say starting with the nuts section. You know, you're pistachio person, or you can kind of woman you know, it doesn't matter really what you say as long as you're confident she knows why you're talking to her. She knows you find her interesting. We had a few shows ago, a conversation about this very topic, the more you own your truth, and just tell her why you're talking to her. Perhaps ironically, so a lot of men, it actually goes better for you. It's like, you know, yeah, I find you really interesting. And I wanted to meet you. So here we are both buying nuts together. Oh, yeah, I'm getting me some pistachios and some walnuts. And the next thing you know, she's gorgeous. And she's sexy, but she's a big dork. She just likes to laugh. And she's no more superhuman than you are. It's just she's merely human and mortal. Just like you. She just happens to be attractive and female. It's, it's actually kind of nice to talk to women.



Kim Seltzer 17:13

You know, we're pretty cool, actually. Like, once you get to know us. Yeah, yeah. But you got to give us a chance. And here's the other thing. When in doubt, just say you're in doubt. I mean, like, that vulnerability piece. Like, you don't have to be perfect. You don't have to have the like, masterful line that Scot just had about them. That's I mean, that was amazing. But like, not everyone can you know, think like that. So even if it like you said,

even if it's not like the best, it doesn't matter, because it was the Scot guy



Scot McKay 17:43

with all the lines. Yeah.



Kim Seltzer 17:47

Third Party raised hairs on Kim's podcast. No, it's the thing is, is that that vulnerability piece we find charming. So even if you're like, you say you're like, you know what, I don't I don't even have a line here. I just wanted to say hi. That's, that's awesome. Like, that's great. Because that's real. It's that authenticity and vulnerability that we find so charming. Like, what you know, we'd rather you do that. Then say some, you know, line from, like you said, the game or something that you rehearsed before, you know, walking into the place.



Scot McKay 18:22

Isn't that crazy? It's actually better, just to kind of stumble through it a little bit. As long as you seem real doing it.



18:28

Exactly. Yeah, exactly.



Scot McKay 18:30

You know, you mentioned something about guys being afraid of the response they're going to get from women. Yeah. And 100% of the time, and there's guys listening aren't going to like what I'm about to say, but it may set you free a little it might represent a breakthrough. I've been doing this a long time, 14 years. And every time any man has ever come to me and said that women routinely treat him poorly. They're routinely rudely rejecting him or mean to him. What he's doing is not making women feel safe and comfortable. Hmm. He's either being very sexually pushy. He's trying to do the Kino escalation thing, where he's trying to Paul women up and touch him on the shoulder. And it just makes women recoil and go EQ when a woman has a feeling that her security is about to be violated. Yeah, that becomes absolutely job one for her to get that safety and security back. Women are safety, security seeking creatures like a heat seeking missile. And if you represent part of the problem, instead of the solution, when it comes to a

woman safety and security, she may not be nice to you, some women are still going to be friendly, even through it all bluster adorable hearts, okay. But if a woman feels the need to kind of put you in your place, or be mean to you in any way, shape, or form, I can guarantee you it's leadership. Now, you may be in a place where women are super stuck up, you may be in a place women are sort of unfriendly. So be it. But I have been to 110 countries, and I've been to most major metro areas in the entire United States. And when I treat women with respect, keep things light and fun, help them play a little bring a sense of humor in you know, and generally not try to get something off them nearly 100% of the time, women are very sweet kind, and just rise up to meet you in conversation.

K

Kim Seltzer 20:28

It's so true. And actually, that security and safety can be both sides of the spectrum, if you think about it, because I've seen guys really aggressive or, you know, like, interfering with the personal space in a way that doesn't feel safe, like more that aggression. And then the other side of the coin is actually when the guys hesitate. And they're not providing safety with their with their confidence. And I know that sounds a little strange, let me explain. Women will actually feel uncomfortable. If you hesitate so much where we feel like we can over take you or overpower you or over control you like women actually don't feel safe in that. And so that's why a lot of times women will throw out punches, they'll throw out tests to see if you can handle it. Right, like and so, Scot when you were talking about how women, some, you know, women will be stuck up or they'll have their role, right, and they'll be a little snarky. They're actually kind of testing you sometimes. And also, they're insecure. So they want to make sure that you can provide that that safety zone with your confidence. I mean, a woman wants to feel provided and protected. And when we feel like we can overtake you, it doesn't feel safe to us. So I think you're spot on. And I think it actually it's like the pendulum it can be both ends of the spectrum.



Scot McKay 21:57

Yeah, no doubt. And I think another angle on that that deserves some mentioned here is remember, women are following your lead, which means they're picking up on your emotions, and they're going to start feeling Yeah, leading them to feel so if you're scared stiff lists, and you're afraid and you're tentative, and you're confused, and you're socially awkward, she's going to start feeling those same emotions, and none of those emotions feel good.

K

Kim Seltzer 22:25

That is so true. Yes. Yeah. And that was the other tip that I was going to give as well is that we really respond to emotions, you know, both negative and positive. So when we feel you, it's not what you know, it's how we feel around you. And that's the big distinction that gets guys kind of tripped up, because they'll go for the little lines and the facts, and then they'll start doing like topical conversations. And then there's no connection, right? And so we feel connected to you as men, when there is an emotional response when there's a pole when there's that personal kind of pull that says Wow, like I really like him, you know, it taps into that part of our brain. That's, that's way bigger, that emotional part than men. And so if you can tap into that, that is when we feel really connected.



Scot McKay 23:18

Another component of that big picture, you're talking about terms of how women process attraction, is I think, guys completely misunderstand that women aren't going to be attracted to anything logical. You can brag about a job and your boat and your Ferrari and your yellow education and women aren't going to feel anything now. They're just going to go Oh, okay, well, you're checking off some very logical boxes there. So you get these guys with the yellow education in the Ferrari going, you know, I just lost this gorgeous woman, I went on a first date with a guy who makes \$20,000 a year and didn't graduate high school, what happened there? Well, you hit the nail on the proverbial head, it was all about how he made her feel, you know, it was all about the connection. And connection, as we've talked about on this show is at a premium Nowadays, people are very superficial apps are contributing to becoming even more of an epidemic, this superficial reality. But somehow, when you actually meet someone in real life, and you realize this person's one of you, and you're one of them at the human level, then that idea of Hey, we're humans, let's connect is augmented by Hey, she's female, I'm male, we're starting to feel some sexual polarity there, I think people are trying to put the proverbial cart before the horse there, and trying to make someone feel sexual towards you, before they even know whether they like you or not. And of course, those are two legs of a three legged stool. Do I like this conversation we're having? And do I feel your female energy? If I'm a male, and vice versa? You know, I feel this polarity. If you have those two factors going for you, you can ask her out? And she'll probably say yes, now, leg of the stool would be are you both available? But you know, yeah, cheat on each other all the time. So the third leg of the stool is probably negotiable. But hey, it makes for a much better mental picture. If we have a three legged stool, you know,



Kim Seltzer 25:10

yeah. Right. But no, you know, what you're just you're touching about something I was

thinking about as well, in that, I think, and both men and women do this, by the way, is that so many people are trying to predict or assume you know, what the other person is doing, if they're available, if you know, it's like, they're getting ahead of the interaction, rather than really focusing on the here and now and connecting with the person worrying about that later. And that's the other thing about approach is that if you are so worried about all these things that a woman is and what she could be doing, if she's gonna, if if if, if if that if is going to stop you every single time. And that's the hesitation and then that, you know, kind of rabbit hole begins that you and I were talking about. So I always tell people, and this is something, you know, just this is universal. You're right, dating is getting more complicated. We're dating later in life, you know, there's more singles over 40 than ever before. And so what happens as we move along the continuum is that we've had stuff happen to us. So we're so worried about replicating things from the past, you know, that's the fear factor. And then we're also too busy predicting the future that everyone's losing the presence. And so when you focus on being present, and really like working on that connection, and the way that you're making a woman feel, that's when the magic begins, all that other stuff you can worry about later. But I find that this is what I'm really, you know, working on with a lot of people these days, we're just we're going a mile a minute, and just to slow down and really focus on that.



Scot McKay 26:53

Yeah, what I like about what you were talking about, Kim, is this whole idea of really complicating your intentions, yeah, mean, just tell her what's on your mind tell you find her attractive, you'd like to ask her out, you know, find out whether she's got a boyfriend or not, you know, have this conversation with her. I mean, if you want something tactical there, I always try to tease women a little bit, you know, that must drive your boyfriend nuts when you do that. And then, you know,



Kim Seltzer 27:20

Hey, Scot, that's a good line. But you know,



Scot McKay 27:22

you want a little tactical candy thrown at the prey, there you go. But, you know, really, and I mean, literally, really, that authenticity is at such a premium. Nowadays, it's like a breath of fresh air to everybody, men and women, when someone just basically talks about who the hell they are, is open with it, and what their intentions are and what they want. You know, and women have talked like this forever. You know, I want a man who

goes after what he wants. And then the me to movement comes out. And guys are like, What in the world do women mean by that? I can't just go after what I want. Because, you know, I want to pull her pants down. And you know how matter and I don't, I can't just go do that. It's like, Well, you know what, not yet. It's okay to let her know, that's what you're interested in. And she knows that from the minute you show interest in her, but there's a dance that has to be danced. And you know, you have to build safety and security and let this woman know that you're interested in her in a more holistic level. And then she opens up to you, because that's how this thing works. And yet, on the subject of talking to women, like a man, which is what we're all about here today, men somehow think that if they talk to women like a man, they're going to get scared and run away. Yet, heterosexual women are turned on by men. So you may as well talk like a man. But you know what I see Kim, I see men trying to mirror women and talk like women and do what women do thinking, Okay, well, this is what I was taught to do. And you know, like, for example, a job interview is mirror their body language and mirror how they say and talk and how they articulate. So you have guys like with high pitched giggles trying to attract women on? Have you ever seen this before? You know what I'm talking?



Kim Seltzer 29:08

I do? Well, I mean, I think it goes back to what you were saying. And I see this out in the field, too, is that women, like they're not showing the signals that they're approachable, right? It's in their body language. It's the way that they're even like moving through a place. You know, all of those things. And then men are approaching women in fear of dot right? Fill in the blanks. So nobody is approaching anybody. Right? And so this approachability factor has gone way down both for men and women. And both sexes have responsibility and approachability. I truly believe that it's not just the man's job. I mean, you know, we can have a whole show on just like what women should be doing to have men approach them. But you're right, in that if you really just kind of let go of some of those fears and talk to a woman like you're a man but also tapping into her as your authentic man. That's the distinction here, we're not saying do a bunch of lines and talk to women, a bunch of I'm going to be really sexist, a bunch of sports stats and in business, that doesn't make any kind of connection whatsoever. But if you can tap into her emotional side as a man, that that's the power.



Scot McKay 30:30

You know, what's really curious, and I think I'm realizing it, at least, making a cognition of it for the first time ever. I bet 99.9% of all men in the world couldn't care less when a woman makes a sexist remark. Okay, men like sports. Yeah, right. Whatever. As a guy ever called you out for saying something sexist?



Kim Seltzer 30:54

No, that's so funny. I don't think it Yeah, you're right. We don't give a rat's ass.



Scot McKay 31:00

Okay, but we like to burp and fart and we don't listen. And we know it. You know? I mean,



Kim Seltzer 31:06

you know, without generalizing, it's kind of true. But yeah, like, it's the safety security



Scot McKay 31:11

thing. We feel threatened. It's like, Yeah, whatever. You know, right now, Netflix has this show out with Dave Chappelle called sticks and stones, which is pretty new at the time we're recording this. And people are absolutely losing their lunch offended with the show. YO, you haven't watched it? Now? What's it about? Oh, he just basically tells it like it is. Emily and I were appalled and laughed at the same time. And at the end of the show, when the credits are rolling. I said to Emily, you realize 95% of the people watching this agree with everything you just said? Yeah. They would dare not ever say it in public. Yeah. And he's talking about basically anything and everything that's not politically correct to talk about, but which is absolutely evident by human nature. You know, people trying to tell you I saw something, probably late last week on the web where heterosexuality is no longer normal. You know, you're, if you're heterosexual, and it's like, how is that even a thought process? This is how babies are born, you know, great. We're going to accept everybody of every orientation. That's cool. But to come back and say I should have a choice not to be heterosexual after the entire LGBT q lobby for years has said that this is about nature, not nurture. But now if you're heterosexual, we need you to turn gay because you know, heterosexuality is patriarchal. Something is some horrible thing being done to women, this heterosexuality thing it's like, you know, I'm absolutely nonplussed by that. So basically, the entire Dave Chappelle show is him going on for about an hour and five minutes about everything like that that's going on in the world. That just doesn't make sense, yet. People are trying to make sense out of it. And everybody is just kind of walking on eggshells, and they don't know whether or not whoever it is, they're talking to as part of their quote unquote, tribe or not yet, you know what I mean, and we've gotten so tribal. And I know that's a buzzword that's just started to hit this tribalism in Western culture. But guys, y'all listening are going to have to realize that angry people have the microphone or

a minute percentage of the general population. Most women are sweet, adorable, and love those movie moments when a guy comes up to him and is friendly and respectful and acts normal. I mean, that is the component of pickup advice that I never saw written anywhere. So I wrote it myself, you know, don't be weird, and have a fuzzy hat be normal, and show this woman that you're actually not creepy and weird. You're a human being with normal sensibilities, and you will go a long way to making her feel safe and comfortable. You know, be charming, be interesting. You don't have to be weird, you don't have to be non standard. In fact, you do a lot better for yourself when you present as a pretty rational, reasonable human being. But one thing that you did say that I want to hark back to is that women do have a responsibility here, a lot of guys because we want to be the hero, because we see ourselves as a provider protector, a leader, we are willing to take that responsibility on. And you know, a lot of guys are weaklings who are shirking responsibility and you know, playing the victim card. That's not very manly. Of course, we want to own our responsibility. We want to own our mistakes. And of course, we want to take full ownership of being a better man. But look, there's some women out there who just are aloof, or not very nice, or haven't learned the social skill to be approachable, and that's not on us. You're absolutely right about that.

K

Kim Seltzer 34:58

Well, I think everything that you we've been talking about has to really do with, you know, fears, you know, fears that have crept up in society fears about things that we've dealt with in the past and, and I think that we're actually in a state of recalibration. I do like I I have hope I do, I have hope for us. And I think that, like the pendulum, sometimes, in order to recalibrate, we kind of go to the other side as an extreme, but that's not okay to I mean, with all the stuff that we're talking about. So it's like, how do we find the balance where we're not shut down, we're not guarded, but we're not, you know, overbearing over powering and using our power to harm people. So you're right. And just so you know, I'm trying with the women, I'm, you know, I'm doing my best I'm doing these flirt Academy is where I'm trying to teach women, you know, how to be more approachable and flirtatious. But, you know, nine times out of 10, it isn't because they're aloof, and, and bitchy, and all that. It's actually because they're fearful too, and they're scared. So again, we're all living in this fear. And, but I think some of the tips that we gave here are really good, and it's just worrying about you know, what it is that you want, going after it getting out of your head being more vulnerable, not hesitating tapping into that emotion. Okay. And I just want to say one last little hack when it comes to, you know, talking and approaching women, and this is something that has to do with the other show that we were talking about first impressions, and that is looking and feeling your best. You know, a lot of times people roll their eyes, and they're like, Oh, this is superficial. And you know, if a woman doesn't like me, for me, I don't have to, like change my clothes or my attitude. And it's just simply not



true. And all the research backs that up. And, and if you think about it, this is something that's instant, that could really make a difference in the way that women are viewing you and also how you feel about yourself. And so yes, having a looking the part, having a great wardrobe, putting something on your body, that you feel confident, and the women will perceive you differently. and that in turn will help you with your confidence in the way that you're going to interact with them. Image does matter. You know, this is something that I harp on, I do virtual makeovers with, you know, tons of people to really help them market themselves better. So that's actually, to me almost the first step, you know, really, before you're going out, or before you're going on a date, you know, getting in that mindset of that that confidence mindset, if you will, you know, from putting on your, you know, confident clothing or costume, if you will, like you can even think of it as your Superman costume, I don't care, you know, whatever you it is a costume. And it will help you embody a different sense of you. And so when you kind of prepare yourself and your body and in your mind, you will actually like women as are going to notice that there's different energy from you. And I think that will also help you have the confidence to even approach her.



Scot McKay 38:05

Yeah, like the allusion to the Tony Robbins idea of walk around like you're wearing a cape. Oh, does he say that? Yeah, that's an old old Tony Robbins thing from like, his first set of cassette tapes, like in 1980. You know, I got, you know, what else comes to mind there is again, guys tend to be oblivious to how the woman is feeling. And she has women who are dressed better. Women who have like a nice dress on or, you know, have put their makeup on me if they're faced on their hair before they leave, are often a lot easier to talk to than a woman who, in her own mind sees herself is completely frumpy, because she just went to the Walmart to grab a couple things, you know, right? Yes. Right. So she isn't feeling confident about having been approached. He's thinking herself, you know what, of all days a guy decides to talk to me, he had to pick this one where I look absolutely just horrible. And of course, we as guys, you know, we can see hot woman in sweatpants. So she looks just as hot to us. Basically, if she would have worn a cute son dress, you know,



Kim Seltzer 39:05

right. But she looks so much cuter and a son dress I bet you have to admit like, well, she does. That's the point. And also there's a confidence of that. But no, you're right. It's the way we're marketing ourselves. Right.



Scot McKay 39:16

And I agree 1,000% that a man will acknowledge that a woman does look indeed better when she's made up has some dress on or whatever. But I think women greatly overestimate the importance of what she's wearing to our overall impression of her sexual fitness or how attractive we are to her. Yeah. So they're thinking, Oh, god, this is the worst, this is the most horrible thing that could ever have happened. And the guys still approaching her. He still likes what he saw, he still found her interesting. He liked her body language. He liked her energy, and he wanted to talk to her anyway. And so the domino effect there, if you will, is the guy doesn't understand why she's not confident or why she's not being so personable. Because what's going on in her head is a feat male driven thought of all my gosh, I look terrible. How can this guy possibly be talking to me. So it kind of goes both ways. How you look, how you feel about how you look, and how you're presenting yourself, whether you believe you're accurately representing your personal style to the outside world are not will have a profound effect on how you are, in the truest sense of the word to the outside world.



Kim Seltzer 40:25

In 100%. I mean, image matters. And in going back to that first impression stage, you actually exemplified it perfectly is that, you know, people make judgments and assumptions based on two things, what you're wearing and attitude you have, and that includes body language, and you can get past a lot of barriers. You know, even if you're not as confident or you're not great with the lines, or you know, you're still kind of shy, if you look the part, she is going to kind of give you a chance. And then from there, you know, things can grow. There is a symbiotic relationship between the outer and the inner with your confidence. And, you know, it's almost like act as if and you will become and the more you put yourself out there, the more swagger you have in your clothes, the easier it will become.



Scot McKay 41:15

Yeah, I agree wholeheartedly with that. One last little note, you alluded to things changing socially. And people being a little bit more wary of social interaction in general. Yes, because of what we see on social media and in the media at large. I will stand by my claim that I think people still are looking for connection. But I will add, based on that very astute point you brought up that men do well not only to think more about a woman's comfort level than ever before, and maybe not be so aggressive and alpha front. But you also don't want to be weak. And you don't want to lose that wonderful masculine assertiveness. But perhaps if you mix in a little bit of warmth, a little bit of light hearted

conversation, a little bit of playfulness that will make up for whatever deficit has been created by you know, all this talk and chatter on social media about how people are in their decreased expectations that people are going to be friendly to each other or even personable, and maybe help create those connections, where people are really craving those connections.

K

Kim Seltzer 42:30

It's so true. And it goes back to that just that vulnerability piece. I mean, I think we're all we're all craving that connection and wanting the same thing. We're all having the fears, which is also a theme that we've been talking about today. And the more we can make light of it and laugh at ourselves and say, Hey, this, we're human. I'll never forget when I was coaching somebody a guy, it was a woman and a guy approached us. And it was a line and I don't even remember what he said, I just remember it being like really inauthentic. And he was just trying, you know, and but you could tell he was a nice guy. But you know how he saved it. Right after he said that just horrific line. He's like, I'm sorry. You know what, I just wanted to come over and say hi. And I was trying to think of a way of just saying hello to you ladies. And it just didn't, it just didn't come out. Right. And that that right there is what connected us to him. It wasn't it was so charming. And it was it was real, and it was vulnerable. And we've all been there. And that was the guy that we wanted to talk to not the line. Beautiful,



Scot McKay 43:38

beautiful. I think that's fantastic. You know, taking oneself less seriously, would be a wonderful topic of an entire podcast. Yeah. Because people are so inside their head, and they're so worried about rejection and do people like me, what are they going to think of me and I want everybody to approve of me. And, you know, I felt disrespect affected by what happened. I mean, you know what, shut up and stop worrying about what some Hollywood actor said about politics and you're going to boycott an entire restaurant because the guy who's a 20% owner of the stock, you know, did something you don't agree with? I mean, good grief, go have lunch, stop worrying about this stuff. People just take themselves so seriously. And you know what, both of us are specs in a pretty damn big universe. All we have to do is talk and you know what, let me just save everybody listening, the trouble, we're going to mess up, we're going to be human, and it isn't going to go perfectly. And I think starting off with that mindset of I don't even have to be perfect. And if I'm not perfect. I may be all the more charming to this woman I'm trying to talk to. I think that's the first step to take one selfless seriously. And I think it's huge. Yeah, Kim, you know what I want to point these guys to your website where they can download your style guide, which is outstanding is one of the things you're most known for is helping

guys level up their style. So I want to send them to your website, which I've created a URL for, as always, which is [www dot mountain top podcast. com](http://www.mountain-top-podcast.com) front slash Kim KIM where they can get their hands virtually, of course, on your style guide. I tell us a little bit more about that.



Kim Seltzer 45:29

Yeah, I love it. Well, you know, I know secretly men really do want to know about this stuff, but it's not like they're going to be talking about it on a Sunday afternoon. together as a group collectively, but every time I'm shopping with a guy or I'm going out with them and helping them with their you know, competence and body language. They're so grateful and to be honest, I love you man. Because you you are you're so open like you love you know if there's something that works on your body and you know how to you know, wear something, you'll you'll want to get three of them and you're just more efficient and effective in the way that you that you want to approach clothing and that's what this style guide is all about. It's a man's fashion Manifesto. So I go over the three body types I go over what clothes work for you what clothes to stay away from based on your you know, body type. I also go into grooming tips and what women find sexy and things to think about when it comes to your first impression.



Scot McKay 46:27

Fantastic. And you know what I think for a win on my keto diet, I was probably all three body types.



Kim Seltzer 46:36

You weren't because you weren't you weren't taller.



Scot McKay 46:40

Okay, and we love you women too, by the way. So yeah, you guys should go get a copy of Kim style guide regardless of what height you are or body type. And that's a [www dot mountaintop podcast.com](http://www.mountain-top-podcast.com) front slash Kim. Always a pleasure. These are such fun conversations with you, Kim, thank you so much for sharing your wisdom with these guys. I think they got a whole lot out of it today. Fantastic. Oh, thanks



Kim Seltzer 47:06

for having me Scot as always.



Scot McKay 47:08

And guys, if you haven't been to [WWW dot mountaintop podcast com](http://WWW.dot.mountaintoppodcast.com) just yet, it's time to go visit something new for you. A lot of you guys have been getting in on my laser coaching program, which is where you can get an unlimited number of 20 minutes sessions on the fly based on something that came up that you need to resolve, get the input you need, get reassurance you need get the motivation you need go out make it happen then come back for another session. Some of you guys have expressed an interest in trying that out and seeing how it goes. So I am now offering one off sessions of laser coaching so you can give it a try. You'll be able to find a button that lets you do that and put it to the test at [www mountain top podcast com](http://www.mountain top podcast com) along with show notes, pictures of our lovely guests such as Kim seltzer herself, and also transcripts and even a YouTube version along with a way to get in on my daily newsletter and to download some free reports that are just for you. It's all at [WWW dot mounts of top podcast calm](http://WWW dot mounts of top podcast calm) and until the next episode. This is Scot McKay from XMY communications in San Antonio, Texas. Be good out there.



Edroy Odem 48:25

The mountain top podcast is produced by x&y communications. All Rights Reserved worldwide. sure to visit [WWW dot mountain top podcast.com](http://WWW dot mountain top podcast.com) for show notes. And while you're there, sign up for the free XMY communications newsletter for men. This is Ed Boylan. Speaking for the