

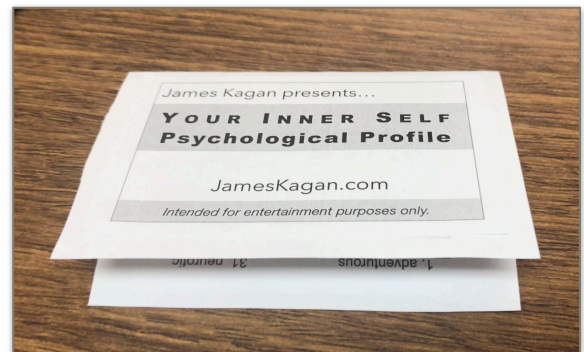
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Student Numerologist

The Agony and the Ecstasy of Giving My First Reading

After deciding to pick up mentalism as a hobby (and maybe more than a hobby in the future) I heard talk of doing cold readings, or readings using an oracle (or system) such as palmistry, tarot cards, etc. I didn't think any kind of readings fit the kind of performing I wanted to do, and (opening myself up to ridicule here), my religious beliefs give me a line I won't cross. But after talking to friends who have done palm reading and more, that line moved a bit — much of my understanding of readings was based on incorrect knowledge. I decided to give it a try to see if there was anything in it for me.

That decision turned out to be the easy one — I wanted to do readings, but kept stalling out. Part of it was information overload — I kept finding different systems that looked “just right” for me. For example, I bought Jheff's Secret Self Psychological Profile System and liked it enough that I created and printed tick sheets, printed out the different traits and sample sentences to be said so I could start memorizing them...



...and then I discovered Rudy Hunter's DVD entitled Draw Me A Tree that showed a system that was really different and looked like it would be even more fun to use. So I started studying that, making notes...

...but then I received an email offering me a free ebook from Julian Moore and since I liked his graphology book I decided maybe I should look at numerology — maybe that

would be right for me (even though the first two already seemed right) so I grabbed it. And yes, it looked cool and easy to learn, so I dived into that...

The Challenge

I'm part of a weekly mentalism mastermind group and along about that time one of the members apparently got tired of me jumping from one thing to another and set forth a two-part challenge. It went something like this:

"JAY, PICK ONE OF THE SYSTEMS YOU ALREADY HAVE AND SETTLE
ON IT. THEN PICK A DATE AND COMMIT TO DOING A READING FOR
SOMEONE (BUT NOT YOUR WIFE) BY THAT DATE." – PATRICK W.

I thought about it for a day or so and decided I'd go for it. I chose the Lo Shu Magic Square Numerology based on Julian Moore's Speed Learning Numerology because it looked like something I could get down fairly quickly. I had one full week and then my wife and I were headed for a week-long cruise — I decided that my deadline would be the end of the cruise.

You never saw a cruise go by so quickly!

It was the last full day of the cruise and I still hadn't completed my challenge — to do just a single numerology reading for someone who wasn't my wife. I'm not good at just striking up conversations with someone so I was starting to panic and my wife suggested I just forget it if it was causing me such stress. I didn't want to do that and figured if it came down to the wire I'd just go ask someone like the cruise director if I could give them a reading. After all they want to make the passengers happy, right? (I didn't *want* to do that because it would feel like cheating, but it was a loophole I'd exploit if I had to.) As it turns out, the first two people I read were cruise staff, but *they* asked *me* for a reading — they didn't do it as a favor to me.

Since I knew I wouldn't just talk to someone and then steer the conversation towards numerology, I decided to go the passive+high-tech route. I created a two-slide

presentation on my iPad that just kept looping. The first slide said, “Free Numerology



Readings” and the second slide said, “What does your birthday say about you? Ask for a free reading now.”

I found a comfortable seat next to a window in a well-traveled hallway outside the Explorers Lounge, grabbed a drink, and set my iPad up on the end of the coffee table, facing the people walking by. Then I sat and made notes while I waited for someone. (I was actually cramming

for the upcoming reading, going over the number meanings again and again.)

It took about 10 minutes (10 loooong minutes) before two wait staff from the cruise approached me to ask what it was all about. I offered to show the first guy and he gladly gave me his birthdate, his lucky numbers, and six digits of his cell phone and I started the Lo Shu Magic Square reading. The reading went well (my practice paid off) and when it was over, his co-worker asked if he could have a reading, so I did one for him, too.

I’d done it; I gave not one, but two readings!

Much to my surprise, almost immediately after the two cruise staff left, a lady swooped in and asked if she could get a reading. A real person, not someone who worked for the cruise line! ;)

That reading went okay, but as I was finishing up I realized in one of the magic squares I’d put a numeral in the wrong place, which probably would have changed what I told her. But I was wrapping up the reading and I just ignored that and she left happy. Before leaving she stopped to tell me a story about her lucky numbers and how the number 9 seems to follow her. Since she didn’t just zoom off after the reading, I took that as a sign that she enjoyed it.

I could have stayed longer and done more, but I knew my wife was waiting (patiently) for us to head for dinner, so I packed up my notes, my iPad, and headed out, happy that I’d fulfilled the challenge and finally started doing some readings!

Misc Lessons I Learned

There were a few immediate things I discovered during this challenge.

1. **Even introverts can do readings.** If you're not a bubbly outgoing person there are still ways to do readings. Maybe my iPad sign wouldn't work for everyone, but for me that kind of thing is perfect. I know that someone who asks for a reading actually wants one, and isn't just being polite, which could happen if I'm the one to bring it up in conversation.

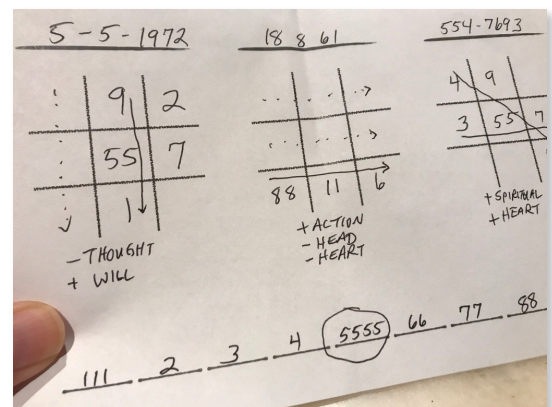
ACTUALLY, I OFTEN HAVE NO PROBLEM STRIKING UP A CONVERSATION WITH SOMEONE, BUT ONLY IF I DON'T HAVE AN ULTERIOR MOTIVE. OTHERWISE, I JUST CAN'T DO THAT; WHETHER IT'S TO ASK IF THEY WANT A READING OR TO INVITE THEM TO AN AMWAY MEETING.

2. **You don't have to be perfect.** While the first two readings went well, I screwed up the 3rd one, but I didn't draw attention to it. Unless the client knows Lo Shu numerology, they'll never know, either. The goal is to do it perfectly every time, but when it doesn't happen, my plan is to just roll with it.

3. **Deadlines work for me.** I've known this about me in the past — I work better under pressure. But apparently it's true outside of the workplace, too. While it would be nice to just do something without being challenged to do it, maybe I need that outside motivation to kick myself into gear. What motivates you to do something you're avoiding?

4. **Tick sheets are really helpful.**

While I can do a numerology reading on the back of a napkin, a printed tick sheet that guides me from one step to the next is really nice. Especially now at the beginning when I need more guidance. Plus, it turns into a giveaway that the person can take away with them.



What's Next?

It just so happens that in two more weeks my wife and I are boarding a cruise ship for another week long trip back home to Alaska. My intention is to find a good spot like before and sit there with my sign for at least an hour or two **every day of the cruise**.

I want to get good at readings and the only way to do that is to actually *do* readings. You can practice until the cows come home, but you're not doing a reading unless there's another person there to read. And after I get good? Maybe I'll add graphology and more to my repertoire.

Good luck with your own readings!

PS - I have some ideas for different tick sheets that might be better depending on the situation. As I polish (or discard) those I'll keep you up-to-date with what I discover. And if you have something that's awesome, I'd love to see it! jay@jayjennings.com