

Cold Reading

Posts

By: Mirko

I would like to know if someone could give me a tip or a review of a useful book on the topic of cold reading. I am looking mainly for practical advise to deduct information of the persons past from a first look or via a script (+ feedback). Any commend on one of the following books would be highly appreciated:

1) "The Classic Reading" - Tape/Book Set (Lee Earle)

Sounds nice but I have been told that this is only an overview (not a real practical source) - right?

2) "Art of Cold Reading" and "Sequel to the Art of Cold Reading" (Nelson)

Quite inexpensive - but maybe also relatively basic?

3) "King of the Cold Readers" - Bascom Jones

Quite expensive, and I am not sure if you also need the other two books from the series ("Red Hot Cold Reading" and "PsychoBabble")

4) Completely Cold - Knepper, Kenton

The advertisement for this book sounds wonderful: fast to learn, can be done via phone, works always - and Dan Harlan said: "Completely Cold is truly THE Dream System! And for the price, IT'S A STEAL!" On the other hand the prize of \$40.00 is quite high for just 32 pages (but if they are the ?right? 32 pages, it would be OK :)

By: John McGrath

I have 'King of The Cold Readers' by Herb Dewey and I recommend that you give it a miss. It concentrates on the responsibilities of giving a reading and how to set the scene rather than how to actually perform a cold reading. I was looking for something that gave several sample scripts and such like. I have bee reliably informed however that the book that I should have got (I will get it in Feb) is ? Red Hot Cold Reading?. It seems that the 3 of them might make up a set, although it does not say this anywhere.

By: John Keever

I have everything that you mentioned, and for the money, I would get Red Hot Cold Reading... It details

a couple of good reading scripts... You can fit all of the useful information from KK's CC on a single index card, I know, I've done it. That is not to say the information is of little value, it's good stuff, but, as with everything else of Kenton's you have to wade through all of his telling you how great and useful and valuable his information is before he reveals it. As for Nelson's Art of Cold Reading, for ten bucks, PICK IT UP. The most useful info in that volume is filler material at the end, but it is great. I'm sure you'll probably hear this recommendation as well, get a copy of Ian Rowland's Full Facts book of Cold Reading, it is KILLER. Earle's Classic Reading is a good introduction to reading, but the best thing about it is the audio cassette where he teaches some of the ways to use the reading. The reading BTW is an embellished version of the Forer Reading which you can find all over the internet...

By: coldreading

Coldreading is my past time...and I have read all the selections that you mentioned. None of them holds a candle to Ian Rowland's "The Full Facts Book On Cold Reading" this covers all the bases...and I have used it to master coldreading. It goes well beyond the basic script that Lee Earle sets you up with...It's more thorough in treatment than Completely Cold...although out of the ones you mentioned I loved Kenton's CC. The unfortunate thing with this is that Ian's book is no longer published...and many people have been seeking it for quite some time, I've seen copies of it on Ebay go for a pretty high dollar amount. Trying to locate a copy might be rather hard...Ian is completely sold out of his stock of them the last I heard and had no intention of producing more contrary to the rumor that he was.

By: Christopher Cross

Hey I am going to buy a couple things and I was wondering if anyone has bought them before and could tell me their views on if these products are worth the money you put in them. first of all there is Lee Earles The Classic Reading has anyone bought this before? Is it really as good as it says it is?

By: Bryan Dean

Two words: GET IT.

It's probably the easiest cold reading method around. And, for the money, it's practically free.

Really... get it.

By: Marvin L.

How would you compare it with Dewey's Red-Hot Cold Reading and The Larsen Cradle to Grave

reading?

By: Bryan Dean

Dewey's is great, but a lot of studying. Lee's is easy.

I'm not familiar with the "Cradle to Grave" information.

By: diggum

Isn't this the one that comes with a cassette tape? I picked it up for around \$10 off of Hank Lee's site last year. Not too bad. Personally, I thought "Completely Cold" was a better buy, even though it's a short small book for \$40. I feel more at ease with Knepper's theories from that book than others I've read.

By: John K

Lee Earle's Classic Reading is a great introduction to character analysis and psychic reading and gives you a framework which you can develop and flesh out complete with additional lines... It is essentially a personality sketch which you can find on various internet resources, only Lee does the one thing to the classic Forer sketch that nobody ever thinks to do, and that is what makes it so good... Completely Cold is at its core, a conversational technique designed to elicit positive feedback and agreement from your sitter, it meshes very well with Mr. Earle's Classic Reading, but it is not absolutely necessary, nor is it IMO a substitute for a good profile you can adapt to many different people... Lee gives you lines and a technique for expanding the reading you can use right away, that's a pretty tall order in mentalism.

By: Bob K

Lee Earle's Classic Reading is very good- it's excellent if you've never done cold reading and want a good starter book.

By: Bryan Dean

Does anyone have/use know about "Wonder Readings"? (Not "Wonder Words".)

I'd like to get a review of it and how effective you thought it was as compared to "Completely Cold".

By: coldreading

Wonder Readings is more of a graduate school from CC. I have found it a great tool and it goes many steps beyond CC.

Those just starting out in mentalism or for the magician who will is looking only to add a little spice w/ small readings would find CC more for them.

Wonder Readings is much more specific in the areas of cold reading technique along w/ a great section on Meta and NLP. The benefit of WR similar to the Ian Rowland book "Full Facts Book of Coldreading" is that they fall in line w/ my way of thinking. NO SCRIPT. Although CC doesn't rely on a script...it doesn't get many informatin-specific 'hits' that you can generate w/ WR.

There are also some interesting things to do w/ your business card that gets your card into the sitters hand and will promote your readings at the same time. It's also helpful to hear some of the samples on the audio cassettes provided...as they can give more concrete examples that what the book of WR covers.

I'd recommend this to somebody who is sincerely devout in learning more advanced applications of coldreading technique and NLP...for those that are wanting to persue readings--I'd stick w/ CC or even Lee Earle's classic coldreading script.

By: Jeremy Griffin

Any reviews or thoughts about Kenton Knepper's "Completely Cold". \$40 for only 31 pages has me just a little bit apprehensive about buying it. I can handle the \$40, but I would like to know that I'm getting \$40 worth of information. Anybody know of a book that compliments "Completely Cold" to get along with it?

By: D

I believe Completely Cold is not only "worth" the money, but worth it on two levels.

First; if all you want to do is add a little cold reading to your act, you can't miss by using the very simple, complete, step-by-step system outlined in this little book.

Second; if you are looking to become a full time mentalist, where cold reading is an integral part of your skill set, then Completely Cold should be part of a comprehensive course of study in this particular craft.

By: Jim Morton

I disagree with Dustin. I think Completely Cold is way overpriced for what it has to offer. There are better places to learn cold reading. For \$12 you can get Richard Webster's excellent tape (also available as a CD). For \$17, you can get Lee Earle's tape (I like the Webster tape a little better, but the Earle tape is still worth the money). Knepper's finesses on the technique aren't that amazing, IMO. You'll learn more about cold reading subtleties (and not-so-subtleties) by watching John Edwards.

By: Steve V

I'm in the middle here. I think the info in Completely Cold was of great value and while I appreciate the price keeping it from the hands of many it was a bit overpriced. Not a lot over priced but just a tad.

By: Robert Costley

Over the past few years at Magictalk, people will post asking about CC and other cold reading materials. I am fascinated with cold reading (but only from a hobby standpoint; I don't do readings and probably won't in the future.)

I own Webster's books, Dewey's Red Hot Cold Reading, and Completely Cold. And I am eagerly anticipating Rowland's 2nd edition of the Full Facts Book, which he says has been expanded.

With that said, I would like to re-open a discussion on Completely Cold specifically. I have owned it for a year and a half, and have visited it frequently over that time. But each time, I come away unimpressed. Yet, I have read and heard others rave about it. Am I missing something? I guess I am looking for new perspective. I would like to hear more than just your opinions about this small but expensive booklet. What are your stories with it? What are your experiences with it? And how do you value the book?

By: Jim Morton

If you're missing something, then so am I. I've said it before and I'll say it again: there are better ways to spend forty dollars.

By: Steve V

I've read it a few times and my thoughts were "duh". Simple concepts that seem obvious to me appear to be a new idea to others. I think the idea behind completely cold is sound and makes perfect sense. The secret to it's success and any other methods success is the belief the spectator has in what you are doing.

I hereby state Completely Cold to be over rated.

By the way, simple concepts abound in other areas as well. My company spent hundreds of thousands of dollars trying to convince people of the following shocking idea: Do it right the first time. Our managers stood and applauded this new and masterful idea, never had it crossed their minds to 'do it right the first time'! My gawd! This will change the way the world rotates! We gradually shifted from that motto to the newest and most shattering of ideas (also at a cost of hundreds of thousands to educate everyone) in the idea of, "try to find better ways of doing things"! This one floored 'em again.

So the obvious sometimes evades notice and those that bring it to the forefront make money from it.

By: Alewishus

Any suggestions for must read books on cold reading (easily available titles if possible). Also interested in any titles related to cold reading, psychology etc., that would be of interest or helpful to the cold reader.

By: Bob K

It's a little expensive, but Ian Rowland's 'The Full Facts Book of Cold Reading' is the most informative book I've seen on the subject. If you know absolutely nothing about cold reading and want some scripts and specific readings to get you started then you might want to start with one of the many other books, but for a comprehensive explanation of the various techniques, Ian's books is the best.

It's available on his web site (below). It just got a very good review by Michael Close.

[Ian Rowland](#)

By: Patrick Picciarelli

Ah, finally something I know a little about. "The Full Facts Book of Cold Reading" by Ian Rowland <http://www.ian-rowland.com> for my money (and yours--I think it's around \$50) is one of the best books around on the subject. Also Lee Earle's "The Classic Reading," which comes with an audio tape is very good (he sells it on his Web site). The best book (course actually, it comes with four audio tapes) is "Wonder Readings," by Rex Steven Sikes & Kenton Kneppers, and provides the most thorough information that any cold reader would want. It's advertised as a "reading system" and is very comprehensive. It ain't cheap, \$250 from L&L Publishing (no shipping charge w/i the U.S.). I have all the aforementioned and consider these books and tapes all I'd ever need on the subject. Had "Wonder Readings" come out first I doubt very much whether I'd have invested in the other works. It's that good.

By: Tate

Because Alewishus was looking for suggestions for cold reading information, I got the impression he is just starting out. (I also got the impression he has many acquaintances but just a few of them are truly close friends. But then maybe I've been reading too much about giving readings.)

Wonder Readings is definitely not for beginners. It assumes you have some knowledge of Neuro Linguistic Programming and some of its other techniques are quite advanced. A friend of mine bought the course and I am now selling it for him on ebay.

The Lee Earle tape and booklet are good and reasonably priced. I haven't heard the Richard Webster material.

By: Mark lewis

I have a lot of experience in this area. I have done thousands of psychic readings and exhibited at perhaps 200 psychic fairs or so.

I would recommend anything by Richard Webster. That will teach you the real stuff. There are a few other books and tapes which are not bad. The Classic Reading by Lee Earle,

Initiations by Alexander Thomas, Red Hot Cold Reading by Tom Saville and Herb Dewey are worth reading. Do not overlook the section on cold reading in 13 Steps to mentalism.

I have not seen the Ian Rowland Book although I have heard good things about it. Ian sold svengalis for me when he was 13 years old.

I did see one of the Kenton Knepper booklets. Not the video, just a small booklet. I thought it was nonsense. At the risk of starting up a firestorm I would tend to ignore anything to do with NLP. I just flat out don't believe in it. Sorry.

You must get "7 days to read the tarot" by Joe Riding. Very Useful.

Actually the best stuff on cold reading is a very expensive set of videos and audio tape by my favourite psychic. Me!

I cannot be accused of advertising since I make no profit on it whatsoever. I don't even know how you order it. I think there is a website somewhere. I am not responsible for the marketing.

It is expensive because you are given a lot of unnecessary bells and whistles with the course but if you ignore all that and just concentrate on the 4 videos and the audio cassette you will have the best information in the industry. Sorry if this doesn't sound modest but you did ask and I do have to tell the truth.

Expensive but there is a money back guarantee.

By: tboehnlein

Mark your post interests me because I would like to question your insight on "Completely Cold". First let me state that I not argueing youe opinion just looking to learn. I had looked through a few cold reading resources & did not feel comfortable with the canned presentations & memorizations required for those, so "CC" intrigued me. I read through the pamphlet several times & had an opportunity to perform a reading at work one day. The subject totally flipped she was literally shaking when I was finished by the time I had returned to my office, I had recieved several more requests for reading & recieved similar reactions, in fact I had to discontinue doing them dur to the interferrance in the work place(my decision). Like I had stated my experiance is limited so I would greatly appreciate your insight as I am always willing to learn more.

By: Mark lewis

Thank you for your response. I have not seen the videos of Kenton Knepper's work. All I saw was a very thin book. I read it, (cursorily,I will admit)and was not impressed. All I saw was a bunch of words which would allegedly make you a good psychic. I rather suspect Kenton's reading experience is limited. Furthermore, I am on a cold reading group and the only three of the members there that do it or have done it for a living believe it is worse than useless. By the way these three members disagree about everthing else under the sun except this one thing. I am sure the NLP fans would like it. Kenton had a hand in the Trade Show Handbook givng the details of Eddie Tulloch's work. I think this book is terrific and I would recommend it. Not the Cold Reading one, though. I am however intrigued that you got good results at your office. I rather suspect that this was because of "the Barnum Effect" rather than anything of Kenton's. Anyway read everything you can about the subject, including Kenton. I must say that the Richard Webster books are terrific. I am not a fan of stock readings either. They are OK for a beginner just starting out but you certainly won't make a living with it. People compare readings so you certainly can't go around saying the same things to everyone.

By: Mikael Eriksson

"Wonder Readings" was mentioned, and since I have owned it, I would like to point something out.

It is limited to the personality of the client, how he likes to do things and so on. It does not teach you how to tell the client about the future, something I personally felt lowered the Value of it for me. At least in my country(Sweden) people expect to hear about the future when they visit a tarot reader or alike.

"Wonder Readings" told me about one discovery though, that to me was worth the price of the whole system, and if you would be satisfied with telling about the clients personality and so on, I can recommend it.

There is another thing I would like to ask you if you are going to start reading for people. How would you cope with lying to, and deceiving the people you read for? I can not make myself do it. The more I learn about cold reading the more I realize I do not want someone to believe I have powers I do not have, or that I can tell them something about their future and so on. I am a magician, and there is a possibility that some people can believe it is REAL magic, but there is a big difference. "Everybody" knows it is not real. When it comes to psychics and alike, an astonishingly large percentage people believe it is real.

I suggest thinking carefully about the fact that you actually lye people "up their face" before you buy things you eventually discover you can not use because it makes you feel worse and worse. I bought the "Full Facts Book of Cold Reading" after I had decided that I was not going to use it to do readings for people and letting them believe it was for real. I can recommend this book too.

By: Steve V

Is Completely Cold Knepplers lil' booklet that sales for around \$35.00? If so then I wasn't real impressed with it. If it's a different publications I've not seen it.

By: MR. E

Corinda's section on Cold Reading discusses your 'responsibilities' and how you can indeed help people with your readings. If their questions revolve around health, you can direct them a health professional.

By: Mark lewis

Your remarks about referring people to a health professional are of course correct. This is standard wisdom in all cold reading literature.

Slight snag, though which seems to be conveniently ignored in all the books. The client has in 90% of cases already BEEN to a doctor.They don't want to hear the advice about going to one. In fact they can get a bit cranky if you suggest it.

Not as easy as you think , is it? About all you can do is to predict that they will get better. If they are at deaths door make sure they pay in advance. You can say "You will do better than you think you will" if you feel that they are beyond hope. Give them the advice about the health professional, of course but watch them snort and say negative things about doctors. The books don't tell you that!

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