

# The Secret Confessions of a Mind Reader!

By Richard Hughes

The Only **Tell All** in Existence  
You Won't be able To Put it Down!

Have You ever had a Desire to Know what another  
Person was Really Thinking?

Have You ever wanted to know How To Influence more  
People through your Copy Writing, in Person, or over  
the Phone?

Do You Need a Sure Fire Strategy that Persuades others  
to say Yes, instead of No?

Would You like a Strategic Edge over your Competition?

Then be Sure to Follow the Directions contained  
in this Amazing Transcript!

For more mind-expanding strategies visit: <http://www.styleworks4u.com/>

**NOTE: Feel free to share this report with colleagues, friends & family**

If you'd like to work with Linda Carlson, and receive a customized personal  
endorsement of this report for your business, contact her at:

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## Introduction

On Jan.01/2004, an extraordinary event took place in the rural community of Argyle, Texas, a small town located a short distance south of Fort Worth.

There, for the first and only time in her long and illustrious career, celebrated human behavioral researcher Linda Blew Carlson, sat down for an exclusive one on one interview with business writer and collaborator Richard Hughes. As they say in Texas, "*She spilled the beans*" and talked about her well-documented findings and break-throughs on the inner workings of the human mind which she and her highly esteemed colleague and husband, Dr. Thomas Carlson began to pioneer more than 25 years ago.

Known to thousands across America as a bona-fide and genuine "*Mind Reader*," she along with Dr. Carlson went on to develop the mental science known today as ICTech, or "Individualized Communications Technology."

The foundational key to ICTech is the discovery that everyone's mind breaks down, evaluates and then communicates information in a unique way, or 'thinking style' as the Carlsons have coined them. These inborn and distinct information-processing systems determine and affect how each of us speak, behave and write.

As is documented in their ground-breaking book, "How to Stop Talking to Brick Walls", "Because communication first takes place inside the heads of people, a *strategy* based on the way people think is necessary for clear understanding. Personality, age, sex, cultural background, and intelligence have nothing to do with the way the brain processes information."

By applying simple applications contained within ICTech, anyone can learn to quickly identify and influence not only their own thinking style, but everyone else's too. In actual effect, ICTech is the only proven science, which actually trains individuals to become *bona-fide Mind Readers!*

**Once an individual's assessment style is identified through listening to them speak, or by reading something they have written, ICTech users are able to instantly communicate back to that party using the other person's style of thinking. All of us know that if we're well liked and respected, our chances of getting what we desire in our business dealings and out of our personal lives is almost a sure thing. That's exactly what happens when ICTech is put to work. You become well liked and respected due to the fact that your written and verbal communications are coming across in the thinking styles of others.**

**When this takes place, misunderstandings and suspicions become a thing of the past. Problems with colleagues, customers, family members and friends alike are a distant memory. In the end, ICTech gives folks a lot of permanent and long-lasting sway and influence with people they didn't previously enjoy on the job, in business, at home and in social situations.**

**There are businesses in numerous industrial sectors that have literally exploded in growth and profitability by applying ICTech to their enterprises and people. Naturally, users become more confident as they find, and keep genuine happiness in the most important area of their lives, their relationships.**

**Because the fine line between success and failure in our lives is governed by the quality of our relationships with others, The Secret Confessions of a Mind Reader is dedicated to everyone who has a true desire to understand the workings of the mind, along with the inevitable flow of deep inner thoughts and reflections that spring forth, usually without warning from within the hard drive of our own personal computers we call the human mind.**

*Richard Hughes*  
January 2004

## The Mind Does Matter

**Q – Linda, how and why, did you become involved in the area of human behavior, and particularly the inner workings of the human mind as they relate to individual thought processes?**

**A – “Well for me, it all started more than 30 years ago after I attended a lecture on how certain WW II military personnel had survived and coped with the emotionally taxing harshness of daily life in POW camps. The theme of the seminar had to do with exercising self-control over one’s private thoughts. And of course, the GI’s who managed to master this procedure generally fared better than those unfortunate individuals who didn’t.**

**Fascinated by what was being said, I heard how some people get pictures in their mind as they hear, think, and speak, while others don’t. I was absolutely spellbound, and wanted to know more. This whole area of the mind, and specifically the who, what, when, where and why of thinking patterns quickly became my passion and life’s work.**

**The foundation and focus of my research was to determine how a person’s mind receives, interprets, and then communicates information in an oral or written format to others. The discovery of the keys that would unlock these psychological mysteries was the elusive missing link I sought”.**

**Q – So, at what point in your journey of discovery did you find the answers you were looking for?**

**A – “More than a decade after it began, and after thousands of hours of human testing and interaction had been carefully documented, it was apparent that specific patterns of thinking are prevalent in everyone. Some of us use mental pictures while others converse using reason and logic. What was startling about all this, was the fact that these traits are present when we speak or write.**

**An intriguing aspect to this phenomenon was the discovery that when people are relaxed, they express themselves in a manner that is totally and completely natural to them. What this means is, every single one of us has a pre-programmed pattern of listening and talking that surfaces without conscious thought or effort when we feel non-threatened and at ease with our surroundings and ourselves”.**

**Q – Are you telling me that people have no choice in the way or manner they hear things or speak?**

**A – “ What I’m saying is this. Each and every one of us has two separate and very unique ways or habits if you will, of thinking and communicating, whether verbally or in writing. The first and most dominant characteristic is a “Learned” style. This process surfaces when you’re feeling pressured and originates from a variety of external influences that contributed to shaping the person you are today. These would include family members, school, work, religious beliefs and cultural interactions that affect the way we perceive, understand and relate to others.**

**On the other hand, our tests conclusively show that when an individual is relaxed, feeling non-threatened and is experiencing ease and comfort within the confines of their environment, they do indeed revert to their “Natural” style of thinking, speaking and writing.**

**Along with this discovery comes the realization that if someone were able to understand the natural thinking style of whomever he or she was communicating with, they would in actual fact be able to clearly and unmistakably get their own point of view across without misinterpretation.**

**Have you ever wondered why you ‘click’ with some folks the first time you meet, and not with others? Here’s why that happens. It’s because in 99.9% of the times when this occurs, you both have the same thinking styles, and due to this factor, you both are speaking the same language. And when you’re speaking the same language, you’re feeling relaxed and non-threatened. Guess what, is it any surprise we welcome, enjoy and make real progress during these types of interactions?**

**When we connect like this with another individual, we’re not busy telling ourselves things like; “I don’t have a clue to what’s going on in their head” because subconsciously in an untrained, and unaware manner, we are in the elementary stages of; **READING THEIR MINDS!** My team and I took these findings and created what is known today as, ICTech or Individual Communication Technology.**

**Q - What would you consider to be the number ‘1’ factor leading to misunderstandings between people?**

**A - “The evidence is clear. Our studies tell us, Most if not all misunderstandings are a result of **Miscommunications!** Pure and simple.”**

## The 5 Basic Functions of the Human Mind

**Q - If all of us have two distinct ways of thinking and communicating, can you describe them in detail for me?**

**A - “What I explained was, everyone thinks and communicates in two styles, one natural, while the other is learned. However, our research clearly tells us that there are five (5) individual thinking styles amongst humans. And it’s interesting to note that there are ONLY five styles in existence all over the world transcending every culture, language and country of the world. Having said that, the five natural thinking styles are:”**

- **Single** - informational boundaries are vital to clear understanding. (This style puts together the borders on a puzzle first.)
- **Multiple** - the overall picture must be apparent to prevent frustration. (This style likes to look at the finished picture of a puzzle while working on it.)
- **NonVisual** - things must seem to be logical to be understood. (This style hates puzzles!)
- **Integrated** - if the information doesn't affect people, it is not attractive. (This style does puzzles with others - not alone)
- **Dual** - compares all information to what it already knows. ( This style will work on one part of the puzzle for awhile and then switch to another... back and forth)

**Q - Would you please elaborate further on the five natural thinking styles?**

**A - “Yes, of course.”**

**“The **Single** type of thinker is always in the middle of the action. They always try to control their surroundings. They are known for bringing order to chaos. They also like lots of details and will often ask: “How do I (or you) do this?” They use words that deal with control and authority, such as: “must, should, prove, how to, have to, and should.” Their personal philosophy is, “If it isn’t broke, don’t fix it”**

**“The **Multiple** thinker is a big picture sort of person who sees everything around the target with vacuum cleaner eyes. They can be flamboyant with their hand expressions and are always asking themselves “how does this affect me?” Uses words such as: “we could do this, and “generally speaking”**

**“The **Non Visual** sees only you when speaking. This person observes the world and everyone around them logically and often asks himself or herself, “Does this make sense?” Uses words such as: “This makes good sense to me or this makes no sense,” and “Sounds reasonable to me.” NonVisuals tend to live for the moment and concentrate on what’s happening right now” .**

**“The **Integrated** thinker tends to have gentle eyes and as a kind and concerned person, worries about how others are fairing in life. While talking they are someone who will pet a cat and thinks in terms of helping people. Will often ask; “Do you want to talk?” They use words that deal with “fairness, cooperation, let’s get together” and are genuine team players.”**

**“The **Dual** minded thinker always weighs between two opinions and has the ability to switch sides in the middle of a debate. Duals will ask themselves, “Is this really worth it?” A Dual tends to be analytic and evaluates things in depth. Uses words such as, “Look at both sides of this,” or “What are the pros and cons?” and, “Is either of you sure about this?”**

## To Know Thyself is Divine – To know Everyone Else is Even Better!

Q - Are some styles superior over others?

A – “Absolutely not. Let me clarify something for you. A style is nothing more than a specific way and manner in which a brain processes and communicates information. All thinking styles are equal in scope and depth. Likewise, each deals with information from a unique and different perspective, while placing their priority on a different aspect of the data.

For instance, if we were to ask five people, with each representing one of the natural thinking styles, “What’s the quickest way to get from 42<sup>nd</sup> street in downtown Manhattan to 63<sup>rd</sup> street on the lower east side?” here’s what we would hear.”

A **Single** would reply, “Here’s the best route to take. First of all, don’t go during rush hour and make sure you get on the number #12 train which leaves at exactly....”

A **Multiple** would respond with, “ I’ll tell you what, that’s a real long trip and the last time I was there I got totally lost, so if I was you...”

A **Non Visual** would ask, “ Why are you going down to the lower east side, and specifically, where on 63<sup>rd</sup> street are you going?

An **Integrated** will take their time and explain, “ Most people will tell you the fastest way is to hop on the # 12 train going south. It leaves about every ten minutes during rush hour, and if you want to avoid the crowded cars, the best place to go is to the very end of the platform where the last car is. No-body thinks of going there so that car is usually only half full.”

A **Dual** most certainly would reply with, “ Let me see, if you take the #12 train it definitely will get you there, but I’m not sure if that’s the best way to go. You can also take the bus and see how long that takes you. I don’t know, it’s up to you. What do you think?”

**Q - What is the most important step someone should take in order to learn mind reading techniques?**

**A - “If someone has any interest at all in ICTech, the most important thing any individual can do is to get themselves assessed so they will know what their own natural style of thinking is. That’s the first and most important step in becoming a mind reader.**

**We’ll never be able to understand the minds of others if we don’t understand ourselves first.”**

**Q – Is it hard to learn to use my natural style?**

**A - “No. It’s no different than riding a bicycle or swimming. You may not have been on a bike for twenty years, or swam in water for a while, but like these activities, you never forget. It just takes a little effort”**

**Q - Where will I feel the most significant changes when I start using my natural style?**

**A - “Since all of us are constantly communicating with ourselves, you will notice it first when talking silently to yourself.”**

**Q - How long does it take to learn and apply ICTech?**

**A - “ In less than three weeks with a little effort, anyone can be reading minds and using ICTech. It’s like anything else, the more you use it, the better you get. Practice does make perfect.” If we’ve seen it once, we’ve seen it a thousand times. Our files are overflowing with personal testimonies of folks who have become successful in their business and personal lives, thanks to the power of ICTech. I know this, once you use it and see the positive changes in your business, and people you’ll never go back.”**

**Q - Can ICTech be used to control someone?**

**A - “We don’t directly control anyone...but we do tap into their natural style of thinking and genuinely persuade and influence others at the deepest level of their consciousness.”**

**Q - Can you tell me what's the most common response you hear back from users of ICTech?**

**A – “ Well, it's hard to say since there are so many of them, but I can show you a few comments ICTech users have sent us”**

**“I dreaded going to work. I never felt like my boss was truly pleased – no matter how hard I tried. Waiting for him to tell me he approved of my work was like waiting for a wall to speak!**

**Using my Natural Style broke the wall down! I get smiles and approval from him almost daily.”**

***Randall Olsen, Boston, MA***

**“My father-in-law lives with us and wants to be helpful. He goes to the grocery store for me. I told him what I wanted and watched him make a list. I even showed him the empty containers so he would know what brand to buy. But, he never brought home what I ordered.**

**Then I learned about styles. My Natural Style is very different from his. When I finally started talking to his Natural Style, he understood what I wanted. Now I get what I order and he feels like he is making a real contribution to our household. Believe me, we are both happier!”**

***Marcia Perkins, San Diego, CA***

**"We went from our honeymoon to disagreeing about many things. Within a year we were fighting all the time. We were both dismayed and disappointed and tried going to a marriage counselor (which didn't help). Learning about our Natural Styles saved our marriage. We relaxed, figured out why we had disagreed about so many things and started laughing about what was going on instead of yelling at each other. We get along better every day."**

***Will and Carol Rorey, Kansas City, KA***

**Click Here and see: [WHAT YOUR NATURAL STYLE IS!](#)**

## Start Enjoying the Mind Reader's Life

**Q - Tell me, after more than 30 years of research and thousands of people later, is there one particular group or category of persons who in your own personal experience can put ICTech knowledge to better use, over those of another?**

**A – “That’s a very good question I can answer in a word. No! I’ll explain exactly what I mean. For the record, from the great cities of the United States and the world, to the tiniest village located in the remotest regions of Africa and South America, there doesn’t exist a single person anywhere whose success in life is not dependent upon their relationships with others. And what determines the good or bad in any relationship, whether business or personal is the quality of communications that takes place on an ongoing basis. And in order to ensure **folks make the connection they desire** with others, is going to require that they pursue an effective and proven communication strategy such as is found in ICTech.”**

**Q - Are there other “Mind Reading” training programs or services besides ICTech?**

**A - “None that I’m aware of, or at least none that are 100% scientifically established with a record of achievement and iron clad guarantee ours has. If ICTech doesn’t do everything we promise, you don’t owe us anything. As you mentioned earlier, Tom (Dr. Carlson) and I really are the one’s who pioneered and developed this science breakthrough. Here’s the bottom line.”**

**If you **Sell** for a living, for pleasure or both..  
**Write** for a living, for pleasure or both..  
**Speak** for a living, for pleasure or both..  
**Negotiate** for a living, for pleasure or both..  
**Teach** for a living, for pleasure or both..  
**Desire** to click with **members of the opposite sex**..**

**If you have anything to do with people at all..**You Need ICTech!****

**Become a Mind Reader Today and Create...More **Wealth**  
**Influence** More **People**..**Gain** More **Confidence** and **Build** Your **Business!****

**I Want To Read Minds!**



**Linda Blew Carlson**  
ICTech founder, President of Focus II

### **Biography**

**Linda Blew Carlson has been involved in personal development for over twenty-five years as a seeker, teacher, public speaker, author, counselor, workshop leader, and business owner. A student of nine languages and avid observer of human behavior around the world, she began original research into the nature of the mind in learning.**

**She has studied and practiced a variety of traditional and modern learning techniques and approaches with a variety of teachers. A graduate of the University of Utah, Linda also has completed all but the dissertation for a Ph.D. in German, studying Comparative Literature along with private studies in psychology, attitudinal change, and controlling thoughts.**

**She is also a long time student of contemporary (POP) psychology, and the effects of a wide range of neuro-technologies on human change, learning and healing. She has participated in a wide range of contemporary methods of personal development and growth. She is also known for her ability to explain difficult subjects in a way that makes them easy to understand.**

**Linda has been invited to appear as a guest on local radio and TV shows across the U.S., and over the years has taught a wide range of workshops and seminars. Additionally, she has consulted with third world nations concerning advancing their educational systems. Her consultations were terminated after being held hostage in a Middle Eastern country. Although she does continue to conduct her own private counseling practice utilizing cognitive techniques and ICTech® to accelerate learning and alter unwanted personal habits.**

**The embodiment of a true renaissance, Linda is an accomplished author, poet, sculptor, artist, singer, musician, clothing designer, seamstress, and a true entrepreneur. She has written and directed a PBS special called "Learning to Learn" and hosted a weekly radio show called "Winning Women". She is married to her partner, Tom Carlson, and is the mother of two; Sonya and Sara.**

**You can get more information at: <http://www.styleworks4u.com/>**

**Ms. Carlson can also be contacted at: <mailto:rhughes@styleworks4u.com>**

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