

Reading Time: 6 minutes

Pace, Pace, Lead Technique

Guiding the Interaction

The **Pace, Pace, Lead** technique is a powerful psychological strategy used to influence others by first meeting them at their current emotional or mental state (pacing), and then gradually guiding them toward where you want them to go (leading). This technique allows you to subtly direct the flow of the interaction, helping you build rapport, create comfort, and, eventually, influence behavior or decisions without overtly pushing or forcing them.

Let's break it down step by step.

1. What is the Pace, Pace, Lead Technique?

The concept behind **Pace, Pace, Lead** is simple:

- **Pace** means to match or mirror the other person's emotional, verbal, or physical state.
- **Lead** means to then guide them to a new state or behavior after establishing rapport through pacing.

This technique is highly effective because people tend to feel more comfortable with someone who understands and reflects their current state. Once that comfort is established, they are more likely to follow you when you "lead" them to a new place, whether that's a new emotional state, decision, or action.

2. Pacing - Mirroring and Matching Their Current State

Pacing is about aligning yourself with the other person. You do this by matching their tone of voice, energy level, body language, or emotional state. When you pace someone, they feel understood and that you're on the same wavelength. But before you can effectively pace and lead, you need to **calibrate**.

Calibrating means identifying how she is representing the world internally. Everyone has their own mental map of reality, which is shaped by their beliefs, values, and personal experiences. Her internal map dictates how she perceives the world—what she considers good or bad, right or wrong.

The good news is that internal representations (what she's thinking) are reflected in her body language, tone of voice, and overall energy. By observing her closely, you can start to understand her unique map, allowing you to enter her world and influence her from within.

Why Calibration Matters:

If you try to influence her based on your worldview instead of hers, you'll create disconnection. She might think, *"This guy just doesn't get me!"* But by matching her map—understanding her values and seeing the world through her eyes—you'll build trust and connection. People are naturally drawn to those who understand and reflect their inner world.

Example of Calibration:

If she seems guarded or hesitant, observe how she's holding herself and speaking. Does she cross her arms, keep her answers short, or avoid eye contact? This tells you she's protecting herself. Calibrate by mirroring her more cautious energy before gradually leading her into a more open and relaxed state.

Examples of Pacing:

- **Emotionally:** If she's excited and talking quickly, match her energy level by speaking with enthusiasm and excitement. If she's feeling more relaxed or introspective, slow down your speech and use a softer tone to match her mood.
- **Physically:** Mirror her body language. If she's leaning back, you lean back slightly. If she's gesturing with her hands while speaking, subtly gesture as well. Matching physical cues creates an unconscious bond.
- **Verbally:** Use similar language or vocabulary. If she's using informal, playful language, mirror that. If she's speaking more seriously, match the tone by keeping your responses in line with her mood.

Why Pacing Works:

When you pace someone, you're demonstrating that you understand and accept their current state. This builds rapport and trust, as people are more likely to feel comfortable around someone who reflects their emotional or physical state. Once that comfort is established, you can then begin to gently lead them toward where you want the interaction to go.

3. Leading - Gently Guiding the Interaction

Once you've successfully paced the other person and they feel comfortable with you, it's time to **lead**. Leading is the process of subtly guiding her away from her current state toward a new emotional state, decision, or action. If you've paced her correctly, she'll naturally begin to follow your lead.

Important Reminder:

Many men make a critical mistake during this stage—they keep pacing and **never transition into leading**. They match her energy, tone, and emotions but forget the essential next step: guiding her somewhere new.

Here's a simple way to visualize it:

- **Pace, Pace, Pace, Lead**
- **Pace, Pace, Lead**
- **Pace, Lead**
- **Lead, Lead, Lead.**

It's about starting with pacing, then gradually increasing the amount of leading. If you don't transition, the interaction remains stagnant, and you miss the opportunity to influence her emotional state. You need to balance pacing with leading, so the interaction doesn't lose momentum.

Examples of Leading:

- **Emotional Leading:** After matching her emotional state, slowly shift the energy. For example, if she's a bit nervous or guarded, after pacing her level of nervousness, you can start to speak in a calmer, more soothing tone to lead her into feeling more relaxed.
- **Physical Leading:** If you've been mirroring her body language and she's leaning back, slowly change your posture—perhaps leaning in a bit more—and see if she mirrors you. If she follows your lead, this is a clear sign that rapport is strong.
- **Conversational Leading:** After matching her conversational style, you can begin to steer the conversation in a direction you'd like. For example, if you've paced a lighthearted conversation, you can gradually shift toward deeper topics or suggest a change in the setting, such as moving to a more intimate environment.

Why Leading Works:

Leading works because, after pacing, she's already comfortable and aligned with you. The connection built through pacing makes it easy for her to follow your cues. This subtle influence guides her into the state or behavior you want to create, whether that's feeling more comfortable, opening up emotionally, or escalating the interaction physically.

4. Practical Application: How to Pace, Pace, Lead in Real Life

Let's break down the process step by step with examples:

Step 1: Start by Pacing

You're on a date, and she's feeling a bit nervous, talking quickly, and fidgeting with her hands. Instead of trying to immediately calm her down or change the subject, begin by matching her energy.

Example:

You nod your head while maintaining a similar pace of conversation. Your voice has a bit more energy to match her excitement. You reflect her energy level, allowing her to feel like you're on the same page.

Step 2: Continue Pacing

After a while, you notice that she's becoming more comfortable as the conversation progresses. You continue pacing by mirroring her body language—if she leans forward, you do the same. If she gestures with her hands, you mirror her movements.

Example:

At this point, she's smiling and becoming more engaged, and you continue to match her level of excitement and physical gestures, further building rapport.

Step 3: Begin to Lead

Now that you've established rapport through pacing, you can gently begin to lead the interaction. You lower your voice slightly and speak more slowly to create a calming influence.

Example:

As she follows your slower pace, you start to introduce more personal or emotionally significant topics into the conversation. You might ask, "*What's something you're really passionate about?*" This question signals a shift from lighthearted conversation to deeper

emotional engagement. If she mirrors your more relaxed tone and opens up, you've successfully led the interaction.

Step 4: Lead Physically

You've led the conversation to a deeper emotional level, and now it's time to lead physically. You've mirrored her body language, and she's relaxed. You shift your posture slightly by leaning in a little closer.

Example:

If she leans in as well, this is a sign that she's following your lead. At this point, you could reach out and lightly touch her arm as you make a point, signaling the next stage of physical connection.

5. Calibrating the Pace, Pace, Lead Technique

The success of this technique depends on **calibration**. You need to be constantly aware of her reactions and adjust your pacing and leading based on her comfort level. If she doesn't follow your lead, return to pacing until she feels comfortable again.

Signs She's Following Your Lead:

- She mirrors your body language or posture.
- Her energy level matches yours as you shift the tone or pace of the conversation.
- She reciprocates touch or moves closer to you after you initiate physical contact.

Signs to Slow Down:

- If she moves away physically, or seems hesitant in conversation, you may need to return to pacing and re-establish comfort before trying to lead again.

6. Practical Tips for Using Pace, Pace, Lead

- **Start with Emotional Pacing:** Match her mood and tone of conversation before trying to lead her into a new emotional state.
- **Use Physical Mirroring:** Mirror her body language subtly to create unconscious rapport.
- **Lead Slowly:** Don't rush into leading. Let her follow at her own pace and guide the interaction gradually.
- **Watch for Responses:** Always be aware of how she's responding to your lead. If she's

not following, return to pacing until she's comfortable again.

- **Escalate Physical Touch Gradually:** After pacing with body language, begin introducing light touches to lead the interaction toward more physical connection.

Conclusion: Mastering the Pace, Pace, Lead Technique

The **Pace, Pace, Lead** technique is a subtle but highly effective way to guide interactions. By first mirroring her emotional, verbal, or physical state, you create a sense of understanding and connection. Once that rapport is established, you can gently guide her toward the outcome or emotional state you desire, whether that's comfort, attraction, or deeper connection.

Mastering this technique will allow you to influence interactions naturally, making her feel as if she's being guided effortlessly. Practice this in your interactions, and watch how smoothly you can guide her from where she is to where you want her to be.