

Reading Time: 6 minutes

Value Elicitation

Unlocking What She Truly Cares About

Value elicitation is a powerful tool that goes far beyond surface-level interactions. It's the key to truly understanding a woman's internal world—her deepest emotional drivers, core beliefs, and guiding principles. When you uncover these values, you unlock the gateway to her heart and mind. By aligning yourself with what matters most to her, you can create an unbreakable bond, positioning yourself as the person who understands her like no one else. This lesson will guide you through the art of value elicitation, helping you engage her on a profound level.

1. What is Value Elicitation?

Value elicitation is the process of discovering the **core values** and emotional needs that shape someone's decisions, actions, and life choices. These values—whether they involve feeling loved, secure, appreciated, or respected—are deeply personal, and they influence every major decision a person makes, from relationships to career moves.

When you uncover these core values, you gain access to her emotional blueprint. You discover what drives her, what she needs to feel happy, and how she defines success in her relationships. When you learn these values, you gain the ability to meet those needs and create a connection that feels truly meaningful.

But here's the key: **People don't always know their own values.** Many people live their lives without fully understanding what drives them, often leading to unhappiness or a sense of dissatisfaction. This lack of awareness is especially true when it comes to decisions in relationships. Women, too, can be unaware of the values guiding their attraction and emotional responses. However, once you uncover her values, you'll have the **remote control** to influence her emotions deeply, using simple phrases and actions that resonate with her core desires.

Why Values Are Important:

Values are the guiding force behind decisions. When values are aligned, people feel secure, happy, and understood. But when values are in conflict—whether internally or externally—it creates confusion, indecision, and emotional distance. This conflict might explain why a

woman is drawn to you but hesitates to express it, or why she seems torn between her feelings and actions. Her values may be at odds, and it's your job to help her clarify them.

Example:

Imagine a woman who values independence but also craves connection. If those two values conflict, she might struggle to fully open up or commit, even if she feels attracted to you. By understanding this, you can help her resolve these conflicts, making it easier for her to follow her attraction.

2. The Impact of Values on Decisions

Values are **feelings** with a particular degree of importance attached to them. They dictate how people perceive right and wrong, what makes them feel secure, and how they prioritize their needs in life. For example, a woman might prioritize **security** over excitement, or **freedom** over stability. Once you know what she values most, you can tailor your approach to fit those priorities.

When people are indecisive, it's often due to **conflicting values**. A woman might feel drawn to you but hesitate because her values are pulling her in different directions. For example, she might want to feel loved but also values independence, leading to uncertainty about how close she should allow herself to get to you. By identifying and aligning with her values, you can resolve this inner conflict, making her decision to connect with you feel natural and easy.

Real-World Example:

Imagine a woman who values **family** above all else but also desires a high-paying career that demands long hours. These conflicting values create internal tension and can make her feel stuck or unfulfilled. If you understand these conflicts, you can frame yourself as someone who understands and supports her desire for balance, making you the person who helps her resolve her internal struggle.

In relationships, a man who understands and aligns with a woman's values has the power to create a bond so strong that it feels effortless for her to follow his lead. The trick is discovering what she values most—whether it's trust, love, security, or adventure—and reflecting those values back to her in everything you say and do.

3. How to Elicit Her Core Values

To elicit values effectively, you need to guide her into revealing what's truly important to

her. This involves asking thoughtful, deep questions that encourage her to reflect on her life, relationships, and desires. But the key here is to ask these questions **naturally** and within the flow of a conversation. Abrupt or rehearsed questions will feel forced, and you risk breaking the rapport you've worked to build.

Start with Broad Questions:

Begin with questions that encourage her to open up about what she values in relationships, work, or life in general.

Example Questions:

- *“I find it fascinating to hear what really drives people. What’s something you truly value in a relationship?”*
- *“What’s important to you when it comes to feeling fulfilled in life?”*

Her responses will reveal either **ends values** (such as feeling loved, secure, or appreciated) or **means values** (traits like wanting a strong, brave partner). If she mentions ends values, you've struck gold. Now, your job is to position yourself as the person who can make her feel those emotions.

Follow-Up Questions to Go Deeper:

If she gives you means values—traits she finds attractive in a partner—follow up with more probing questions to uncover the deeper emotional needs behind them.

Example Follow-Up:

“You mentioned that you value a strong and brave partner. What does it feel like to be in a relationship with someone who makes you feel that way?”

This will guide her toward the emotional outcome she seeks, such as feeling protected or secure.

4. Framing the Conversation - Keeping It Natural

A common mistake men make is firing off deep questions in rapid succession, making the conversation feel like an interview. You must **avoid jumping from one topic to another** abruptly. Instead, string your questions along **tangents** that flow naturally from the original conversation. This keeps her engaged and makes it feel like you're still on the same subject, even as you go deeper.

Correct Flow Example:

1. You: *“What do you do for a living?”*
2. Her: *“I work with kids as a teacher.”*
3. You: *“That must be so rewarding but challenging too. What’s the most fulfilling part of working with kids?”*
4. Her: *“Seeing them grow and learn.”*
5. You: *“That’s beautiful. It sounds like you really value making a difference. Is that something that’s important to you in a relationship as well—feeling like you’re making a positive impact?”*

By staying within the same flow, you encourage her to reveal more about herself without feeling pressured or interrogated.

5. Discovering and Comparing Her Values

Once you’ve elicited her values, it’s time to figure out which ones are most important to her. People often rank their values without realizing it, and understanding the order of importance can help you tailor your approach even further.

Example:

If she mentions that **attention** is crucial in a relationship, ask follow-up questions to dig deeper.

- *“Why is attention important to you?”*
- She might respond, *“Because it makes me feel secure.”*
- Follow up with, *“And how does feeling secure change how you experience love?”*
- She might say, *“When I feel secure, I can fully trust and love someone.”*

This process reveals that **attention leads to security, which leads to love**. Now, you know that if you provide her with attention and make her feel secure, she’s more likely to develop feelings of love and trust for you.

Pro Tip:

If you’re unsure of the exact order of her values, you can clarify by asking:

- *“What’s more important to you—feeling secure or feeling loved?”*
- This allows you to pinpoint the sequence of values and understand how to engage her emotionally.

6. The Power of Aligning With Her Values

Once you've uncovered her core values, you need to align yourself with them. This isn't about pretending to be someone you're not—it's about genuinely understanding what makes her feel valued and acting in ways that reflect that. When you show that you can meet her emotional needs, she will naturally gravitate toward you.

Example:

If you discover that **trust** and **security** are her top values, frame your actions and conversations around these. Be the person she feels she can rely on, and subtly highlight your trustworthiness in conversation.

Practical Tip:

Always ask about her interpretation of a value. For example, if she says she values **attention**, ask: *"What does attention mean to you?"* One person's idea of attention might be spending quality time together, while another might interpret it as receiving frequent compliments or gestures of care. Tailoring your actions to her specific understanding of each value is crucial to deepening the connection.

Conclusion: The Secret to Deep Emotional Connections

The art of value elicitation is about more than just asking questions—it's about unlocking the emotional drivers that shape her decisions and actions. By discovering her core values and aligning yourself with them, you create a deep emotional bond that makes her feel understood, valued, and secure. This is the key to building lasting attraction and becoming the person she truly desires.

As you practice these techniques, remember that each woman's values are unique. The more you refine your ability to uncover and respond to these values, the more natural and effortless your connections will become. You're no longer just speaking to her mind—you're speaking directly to her heart.