

I · THE REFLECTION

The Mirror, Unplayable #1





Omen

*"Become their reflection, and
they will trust what they see."*

The Reading

People trust whoever feels familiar. Match someone's pace, tone and energy, and they feel understood before you've said a word.

Upright (*use it*)

Mirror lightly and slowly: their pace, their volume, a word they use often. Follow, never copy.

Reversed (*spot it*)

Someone you just met feels instantly like an old friend, perhaps with the same pace, the same phrases, the same laugh. Ask whether that closeness was earned or built.

Ask yourself

"Who do I trust simply because they feel like me?"



II · THE FOOL

The Pratfall, Unplayable #5





Omen

"Show one crack, and they will trust the whole wall."

The Reading

Perfection reads as polish. A crack reads as truth. Admit one small, harmless flaw and everything else you say gets easier to believe.

Upright (*use it*)

Show you're good first, then own one minor flaw out loud. A crack, never a collapse.

Reversed (*spot it*)

Someone confesses a cute little weakness right before the big ask. Notice which flaw they chose to show you, and which ones they didn't.

Ask yourself

"Which confession made me stop asking questions?"



III · THE GIVER

The First Gift, Unplayable #17





Omen

"Give before you ask, and the debt is already owed."

The Reading

When someone gives first, we feel we owe them. A gift put down before any request leaves the other person leaning toward yes.

Upright (*use it*)

Give something real and personal, early, with no strings in sight and nothing yet to ask for.

Reversed (*spot it*)

A favor you didn't request, then a request you didn't expect. When someone gives first, ask what they sell.

Ask yourself

"What do I feel I owe, and who decided that?"



IV · THE ANCHOR

The Anchor, Unplayable #22





Omen

"The first number spoken owns the room."

The Reading

The first number on the table drags every later number toward it, even a random one, even for experts.

Upright (*use it*)

Speak first, and aim high but defensible. Every counteroffer now gets measured from your number.

Reversed (*spot it*)

An opening price so bold the "discount" feels like a gift.
Write down your own number before you hear theirs.

Ask yourself

"Whose number am I really negotiating from?"



V · THE GATE

The Velvet Rope, Unplayable #29





Omen

"Close the door, and they will queue all night."

The Reading

Make something hard to get and people want it more. Exclusivity sells what features can't.

Upright (*use it*)

Put a real threshold in front of something good: a waitlist, an invite, a small circle. Then keep the standard.

Reversed (*spot it*)

"Members only." "Invite only." Same prices as last month. Ask what you'd pay if the door were wide open.

Ask yourself

"Do I want this, or do I want to be let in?"



VI · THE CROWD

The Packed Room, Unplayable #37





Omen

"Nobody wants the empty table."

The Reading

When we're unsure, we copy everyone else. A crowd draws a crowd, whether it's real, staged or just early.

Upright (*use it*)

Show the line, the numbers, the people who already said yes. Let them do the convincing.

Reversed (*spot it*)

A queue from nowhere, "1,000 sold today," everyone staring at the same window. Ask what the crowd actually knows that you don't.

Ask yourself

"Would I still choose this if the room were empty?"



VII · THE HIEROPHANT

The White Coat, Unplayable #42





Omen

"Wear the robe, and they will kneel."

The Reading

Titles, uniforms and expert symbols switch off our questions. We obey the coat before we check the claim.

Upright (*use it*)

Lead with real credentials and let the right symbols speak: the title, the proof, the setting.

Reversed (*spot it*)

A title is doing all the arguing. Check the claim the way you would if a stranger made it.

Ask yourself

"Who in my life do I obey without asking why?"



VIII · THE MAGICIAN

The Reframe, Unplayable #46





Omen

"Same facts, new frame, opposite choice."

The Reading

Facts don't decide. Frames do. Show the same truth from a new angle and people choose the other way.

Upright (*use it*)

Pick the frame before you share the facts. "Saves 200" beats "400 lost," and it's the same number.

Reversed (*spot it*)

A cost called an investment, a candy bar sold as a lucky charm. Strip off the label and ask what you're actually buying.

Ask yourself

"Who chose the frame I'm seeing this through?"



IX · THE THRESHOLD

The Foot in the Door, Unplayable #61





Omen

"Step once inside, and the house is half theirs."

The Reading

Agree to something small and you're far more likely to agree to something big. Every yes changes who you think you are.

Upright (*use it*)

Start with a request so easy it's awkward to refuse. Let the first yes build the staircase.

Reversed (*spot it*)

Each request a little bigger than the last, each one "just this once." Judge every ask as if it were the first.

Ask yourself

"Which yes am I still paying for?"



X · THE HERMIT

The Walk-Away, Unplayable #80





Omen

"Whoever can leave the table owns it."

The Reading

Your real power in any deal is your willingness to walk. Need has a smell, and people raise the price when they catch it.

Upright (*use it*)

Know your best option before you sit down.
Then be relaxed about leaving, and mean it.

Reversed (*spot it*)

Deadlines, guilt and "final offers" built to make you feel you can't stand up. Ask what really happens if you do.

Ask yourself

"What would I do right now if I didn't need this?"



XI · THE SEER

The Baseline, Unplayable #82





Omen

"Learn their normal, and the lie will light itself."

The Reading

You can't read a change until you know the normal.
Crossed arms mean nothing if they always cross their arms.

Upright (*use it*)

Watch someone on easy topics first: their pace,
their eyes, their "fine." Then watch for the shift.

Reversed (*spot it*)

Your gut keeps saying something's off. Don't
talk yourself out of it just because you like them.

Ask yourself

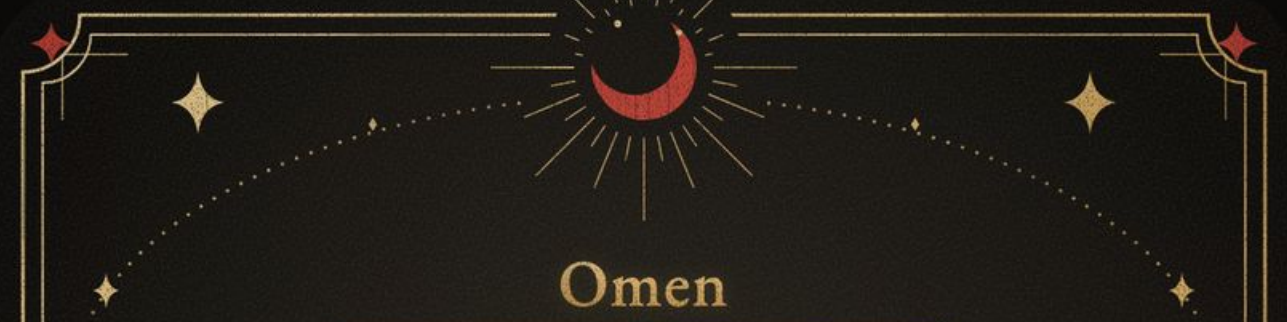
"Whose normal have I stopped paying attention to?"



XII · THE LOVERS

The Love Bomb, Unplayable #88





Omen

"If it feels too much, too fast, it is."

The Reading

A flood of attention, praise and promises before they really know you. It feels like being seen. It's built to bind you before you can look closely.

Upright *(what it looks like)*

Nonstop messages, "I've never felt this way," big gifts and future plans in the first weeks. Warmth first, control later.

Reversed *(spot it)*

Affection that arrives too fast, too complete and too organized. Slow it down. Real connection survives a pause, and a script gets impatient.

Ask yourself

"Has anyone ever loved me this fast, and what did it cost?"