**Persuasive Devices**

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| Addressing somebodydirectly by their nameor title.e.g. Sir, please give us extraplaytime. | Using negativecommands.e.g. Do not tell anybody. |
| Using personal or familystories.e.g. My family have owned theshop for years and if you stealfrom them they will losemoney. | Using questions.e.g. If you don’t help me thenhow will I buy something to eattoday? |
| Talking aboutconsequences in thefuture.e.g. You might be bullied foryears and years if you do notdo as the others tell you. | Using sensory language(see, hear, smell etc..)e.g. The sound of the piano willbe so beautiful and watchingGemma play will makeeveryone feel so joyful. |
| Stating true facts.e.g. Broken stairgates cause 30accidents every year. | Asking somebody to seethings differently.e.g. Please look again at yoursister and see how much sheneeds your support. |