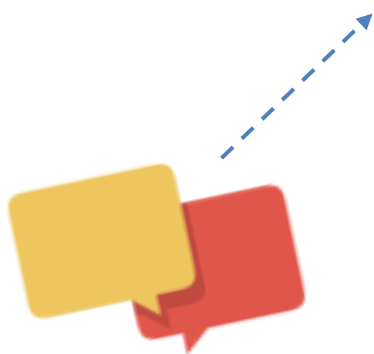




BODY LANGUAGE SECRETS

Body Language Secrets

Welcome!



The way you communicate is a complicated business.

You'd be forgiven for thinking that most of your communication comes from the things you say. For most people, that makes a lot of sense. However, it's only a small part of the equation.

In fact, speech and the words you use account for only about 7% of your complete communication package, while around 55% of it comes from your body language.

(The other 38% is the tone of voice you use.)

That doesn't mean the things you say and the way you say them aren't important. It simply means that to be able to understand how you communicate - and to understand how other people communicate with you - it helps if you have a deeper awareness of body language in its many guises.



'...we'll show you what signs to look out for so you can tell what another person is feeling and/or thinking.'

There have been lots of books and articles written to try and explain body language. While some of them are useful and informative, they often take the form of lists. 15 ways to do this or 50 ways to recognize that.

In this guide, however, we're going to take a more practical approach. Rather than going through yet another list, we'll show you what signs to look out for so you can tell what another person is feeling and/or thinking.

For instance, how can you tell if someone is lying to you? How can

you tell if they're nervous? Or if they're paying attention? We've organized the body language signals in these types of categories so it's easier for you to make use of them in your everyday life.

There is another point you need to keep in mind before we begin.

Like most things that have to do with interactions between people, body language needs to be put into context. A girl who's playing with her hair, tucking it behind her ear, might very well be showing a level of interest in you. On the other hand, she might just be getting the hair out of her eyes.



'You can't base your body language study on a single cue, because it could be misleading.'

You can't base your body language study on a single cue, because it could be misleading. Context is everything, so make sure you take note of as many cues as possible, including the other person's speech.

Finally, remember that communication is a two-way street. Whatever signals you detect in

another person are also the kinds of signals you give off yourself.

So once you learn how to recognize them, you'll be able to use your own body language to influence how other people see you. Some of these might be familiar to you already, while a few of them will hopefully be new and take you by surprise.

Without further ado, then, let's get started.

How to tell if someone's interested in you

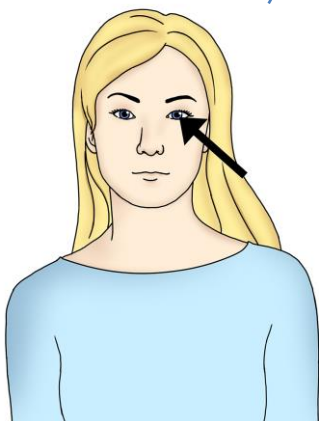
Look into their eyes. Are their pupils dilated? Enlarged pupils are a definite sign of interest.

Notice their hand gestures. If their palms are up, it's a sign that they're being open, friendly and receptive.

Watch how they sit, stand and move. If they're copying or mirroring your body language, it means they're on the same wavelength as you.

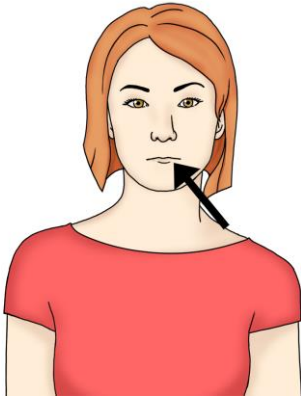
Back to the eyes again. Do they appear to be shiny? If so, they're either interested or excited. This is due to a gland that secretes liquid into the eyes to lubricate the eyeball. But it's also a sign that the other person is attracted to you.

If you notice someone with **shiny eyes and dilated pupils**, you know



they're enthusiastic and keen to get to know you better.

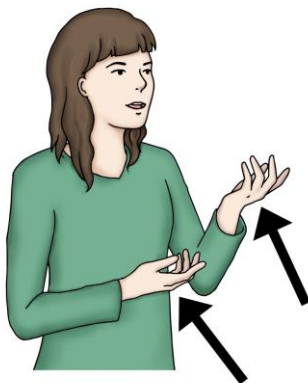
And of course, if someone **gazes into your eyes**, it means they're romantically attracted to you.



Take note of their facial characteristics. If the eyelids are tense, especially the lower parts, then they're probably not interested. The same is true if their lips are flat and thin. If they're into you, their lower lip will probably be plump and sticking out.

How to tell if someone's paying attention

Active hands are an indication of involvement. They show the person is using extra energy and engaging in what's going on. Hands in the pocket or hanging motionless by the side mean they're bored and probably uninterested.



How comfortable do they seem? If they're sitting with their arms relaxed, leaning forward, and nodding occasionally, then you've got their attention.

Likewise, notice their posture. If they're standing or sitting up straight, they're probably paying attention. If they're slouching, they've probably switched off.



Look for binocular disparity. That's a mouthful, but its meaning is pretty straightforward. It means that their eyes are turning slightly inward, a sign that they're really focusing on what you're saying or doing.

How to tell if someone is lying

There are lots of body language cues that hint at lying.

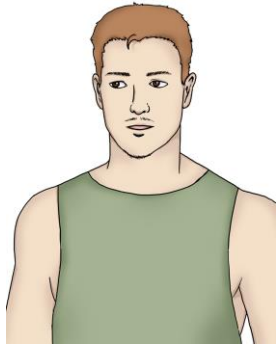
Covering the mouth while speaking is one giveaway. Rubbing the hand down the face from the forehead indicates an attempt to wipe away an emotion, which could mean they're hiding their true feelings from you.



Also watch for someone who avoids eye contact, scratches their nose or the area behind their ears. They're not signs of lying in themselves, but if their gestures don't match what they're saying, you probably need to dig deeper to get at the truth.

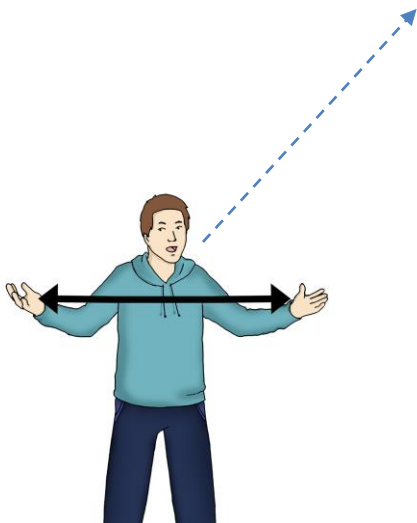
When it comes to lie detection, the eyes can often provide all the evidence you need.

A right-handed person will look to the right when they're trying to remember something from their experience, an event that actually took place and is therefore true.



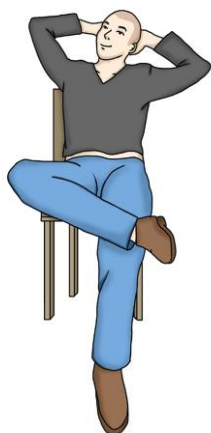
When they look to the left, however, it means they're trying to come up with something suitable to answer your question. In other words, something they haven't experienced, which will not be the truth. For left-handed people, it works the other way round.

Liars also make exaggerated gestures, almost as if they're stretching the truth. They'll wave their arms around excessively, trying to distract your attention from what they're saying. Think of the fishermen recounting the one that got away.



How to tell if someone's nervous

These are easy to spot. They'll find it impossible to sit still and keep eye contact. Their arms and legs will move. They might tap their feet or drum their fingers. They could even nod their head more than you think is appropriate.



On the other hand, someone who's a bit too sure of themselves will act just the opposite. They'll sit or stand perfectly still, or they might even lean back in the chair. They'll make continual eye contact, so much so that it could seem disarming.

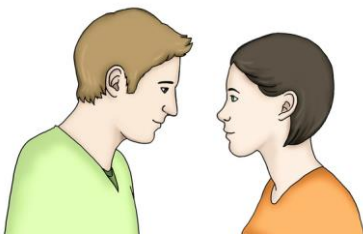
How to tell if someone's flirting



Flirting includes a number of gestures and movements, some of which can be misinterpreted. Touching or playing with the hair, for example. However, if you spot several of them at the same time, you can probably assume you're being flirted with.

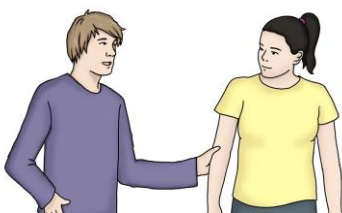
You'll notice plenty of eye contact, and possibly physical contact in the form of light touching. The person will probably smile a lot, and might even send you the occasional wink.

Teasing is also part of flirting, especially in the very early stages. As the relationship develops, it can lead to more obvious gestures such as playing footsie under the table.



Again, just because someone winks at you, that doesn't mean you're in luck. Make sure they didn't simply have a speck of dust in their eye. Look for other signs to confirm what you think. That way you'll be less likely to embarrass yourself or to waste your time pursuing them.

Here are a couple of extra body language secrets you can put to use:



1. Having dinner with the in-laws?

Want to make a good impression? Then make sure you keep your

focus with their son or daughter. Don't switch your focus purely to his/her parents. This will make it obvious that you care about their child and that you're more likely to take good care of him or her.

2. Going to a job interview?



Don't make the same mistake most people make. Instead of sitting down in a cozy chair in the foyer, stand up and wait. Get your bag or materials ready so that when you're called you don't have to fumble around and find things. Be alert the minute you enter the building and you'll be more likely to carry that alertness into the meeting itself.

3. Trying to sell a product to a customer?



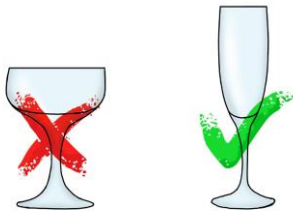
Make sure you don't invade their space. Avoid too much eye contact. Turning your head or body slightly to the side will make you appear less pushy. If your customer looks up and to the side, it's a sign that they're losing interest or that they've become skeptical.

4. Need to make an important telephone call or announcement?

Spend a few seconds humming. It warms up your vocal cords so that you don't end up coughing or

clearing your throat, either of which could put your listeners off and make you appear amateurish.

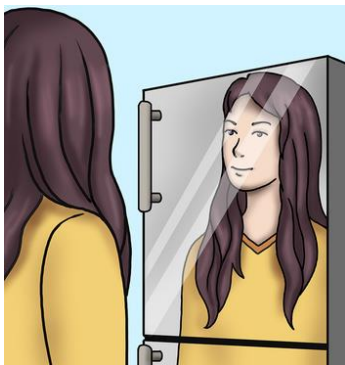
5. Want to cut down on the amount of alcohol you drink?



Use tall, thin glasses instead of short, fat ones. You'll think you're drinking more than you are because the glass seems "bigger" - which will make you fill it up less often.

6. Struggling to stick to your diet?

Place a mirror on your refrigerator door. Whenever you're tempted to reach in for a snack, you'll see yourself in the mirror, which might make you feel guilty and give you the willpower to resist.



Body language is one of the most important communication tools you possess. It's been researched thoroughly and even has a name of its own - kinesics, the study of nonverbal communication.

It's also a significant part of Neuro-Linguistic Programming or NLP, developed by Richard Bandler and John Grinder as an aid to personal development.

Remember, however, that as important as body language might be, it's still not the complete picture. It needs to be studied and

understood in context, taking into account what's being said, the specific situation, and any cultural differences.

In some cultures, for example, maintaining eye contact is a sign of trust and friendship, while in others it's seen as being rude. And in certain cultures the act of avoiding eye contact is actually a sign of respect.

Thank you for taking the time to read through this guide, and we hope it helps you in your daily communication!

To learn how to take body language to the next level, and change how you feel by “hacking” your body movements, check out the Raikov Effect at www.raikov.com.