



IMAGINE THE IMPACT

YOU Will Have on Others When YOU are
INSPIRED to Look at the World Differently

How to use the New Body Language to Turn Cubic Zirconia Relationships into Diamond Relationships

Introduction

Uncovering the mysteries of body language and how people communicate their thoughts and feelings without saying a word is a powerful first step toward mastering any professional and social situation. All successful people know that the ability to detect and react to the split-second signals that skim across people's bodies hundreds of times each day is crucial to getting what we want in life.

Yet, research proves that all human beings are programmed to be meaning-making machines and unfortunately most of what you know about body language and reading people is simply not true – and it's not our fault. The good news is that the fix is easier than you may think! During this one hour exclusive training session, we will unlock the key nonverbal and verbal hotspots people show that we can use to build trust and rapport or spot possible deception.

Part 1:

Why is it important for YOU to understand the research on how the body and brain are connected.

- Your gestures literally send a signal to other people's brains that influences whether they "perceive" you as someone they can trust or someone they can't trust.
- Because what you hold in the palm of our hand, and what others hold in the palm of their hand, can influence how you feel about them and they feel about you- and ultimately if they are willing to give you something or keep something for themselves.
- The way you physically hold your body is affecting your hormone-levels – your body language can literally be stressing you out or giving you a confidence-boost.

Part 2:

Develop: What are YOU saying with your body language without saying a word and why should YOU care about "perceived value."

- Its valuable to understand how to use power gestures to enhance how you are coming across in the moment. It is important to make sure your body language is supporting your message and not undermining it.

We believe in looking at the world in a different way.

The Body Language Institute

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- There are times, by no fault of your own, you are missing valuable information which may be getting in the way of your ability to build rapport and trust or spot deception with others both professionally and personally.

Part 3:

Decode and Decipher: What are others saying with their body language without saying a word and how are their word choices indicating possible deception?

- By fine tuning your visual information channel, you are able to spot challenging unspoken concerns before they do damage to your operations.
- By spotting and decoding discomfort and deviations, in hidden facial expressions, you will be able to take immediate action to decrease your colleague's, client's, or partner's concerns and effectively address their issue.
- By deciphering subtle language shifts, we see key hot spots that help us see when deception is present or that indicate there maybe more to the story than is being shared.

Part 4: Deliver

Conclusion: Why does being INSPIRED to look at the world in a different way matter?

Emerson said it best when he explained, "I can't hear what you are saying because who you are being is getting in the way." Ask yourself, are you, and the people on your team, who work for you (and with you), giving too much weight to the "old body language?" Ultimately is it getting in the way of you and your teams ability to perform at an optimal level and get the results you are after?

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