






THE BODY LANGUAGE INSTITUTE



We're Saving Lives™

YOU SAY MORE THAN YOU THINK

<p>Gathering Intelligence</p>		<ul style="list-style-type: none"> •Gauge others' baseline and determine your own norm. •Meaning vs. perception. •3 Step Process to read people more accurately. •What messages are you giving off without saying a word. •N400 •Power poses: Increasing testosterone and decreasing cortisol to build and show confidence. 	<p>Notes:</p>
<p>Develop</p>		<ul style="list-style-type: none"> •Building rapport is key to baseline. •Inattentional blindness. •Open ended powerful questions •Belly Button Rule -“Naval Intelligence.” •Handshakes: upper handshake, palm up, palm down, hand hug, extended eye contact.. •Framing 	
<p>Decode & Decipher</p>	 	<ul style="list-style-type: none"> •Fully Body Surveillance: head, shoulders knees and toes. •80 Percent. •Change in voice and blink rate. •Facial and Micro-expressions: (1/15th of a second). Seven universal emotions. •Duping Delight •Lip locking and Facial blocking •Statement analysis:I vs.You. •Powerful liars vs. regular liars. •Defying gravity: excitement. •Body Leveraging. 	
<p>Deliver</p>		<ul style="list-style-type: none"> •Strategy to seek the truth. •Ask powerful questions: Is there any reason why/maybe I am wrong here. •Assign them the traits you want them to have. •“Don’t”/Flip the script. 	