

- They walk with the head down and hands behind the back. People who walk this way are probably worried about their problems, and they are thinking of ways to solve them.

Indications That They Are Frustrated/ Dismayed

A basketball coach whose team loses by a point may say “Aaarrrrrrr!” or he may just keep quiet while making certain body movements that indicate how disappointed he is. Here are some hints that indicate frustration.

- They are scratching/rubbing the hair or the back of the neck.
- You often hear the word “Tsk.”
- They kick the dust or air.

Indications That They Are Action-Oriented

People who are goal-oriented and highly motivated may not only be recognized by how they speak, their actions actually speak louder.

- They walk at a fast rate while swinging their arms loosely.
- They put their hands on their hips, usually with legs apart.
- They walk with hands on their hips. This may indicate a spurt of vitality at the moment, but may be followed by sluggishness.

Indications That They Are Defensive/Hiding Something

The mouth might keep a secret, but certain gestures could indicate that people are hiding something they don't want others to find out, such as:

- They walk with their hands in their pockets.

Signals Of Anger/Resistance

Many people rarely let their anger go out of control. They are more likely to restrain their raging emotions. You must therefore be able to recognize any gesture that signifies wrath or resistance to prevent any possible chances of the fireworks exploding. Here are some hints:

- Their fists are clenched.
- Their hands or feet are tapping.
- One hand is clutching the other hand, arm, or elbow.
- Their arms are crossed over the chest.
- Their eyes are blinking constantly.
- Collar pulled away from the neck, like letting some air in during a hot day in the summer.
- They kick the dust or soil.
- Their arms are vertically placed on the table while the hands are gripping the edge. Beware when they do this because it might mean something like “You better get this done or else!” or “Better listen or you’ll regret this!”

Signals Of Nervousness/Tension

Nervousness can be a turn-off. If you’re going to be interviewed in a television show (hey, who knows?), you should be aware of your body movements. Signals conveyed by nervous people include:

- Their fists are clenched.
-

blow and close the sale. The client's body language may change from positive to suspecting. In this case, take it easy, gather your wits, read your client's moods, and try to win him back. Always exhibit openness and sincerity. When the client crosses his legs and arms, this is a warning signal. Use mirroring techniques (discussed in the previous chapter). You must make every effort to earn the trust of the client, so that you ultimately can close the deal.

5. In worse cases where you are unable to close the sale, try to be professional and diplomatic at all times. Thank the client for listening and shake his hand with sincerity. Sales cannot be achieved overnight and you generally win some and lose some.

Closing the presentation on a positive note will leave a good impression of you. Who knows, he might be your next positive client at some other time.

Use your body every way you can in the selling process. Always be enthusiastic. If you truly believe in the high quality of your product or service, other people will be positively affected by your enthusiasm. Body movements can convince prospects to become believers in what you are offering.

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Chapter 5

Body Language in Job Interviews

Gone are the days when the job seeker has to write the handwritten application letter to earn that job interview. In this age of computers and cyber technology, most employers prefer applicants who apply online, and more job seekers are looking to the net for their job opportunities. But one thing remains the same - the body language of the applicant during job interviews and how they make the first impression as they step inside that interview room.

Your Type of Person

Based on your body language, an interviewer may know whether you are confident or not, if you are the shy type or the friendly type, if you are a loner or a team player, or even if you are telling the truth or not. They can tell if you are capable of handling the job, if you are devoted, or if you're someone who can get along with other employees. Based on their questions, the interviewer will not only pay attention to what you say, but also on how you say it. The interviewer generally will find responses from you that match their qualifications. How you can decode the body language of your interviewer in relation to your own body language will determine the thin line if you get that job or not.

Be Punctual

This is the most important aspect of the job interview – arriving on time. The job interview is deemed as a very important appointment, and being late is a cardinal crime with gravity that may cause you to lose that job opportunity. Your attitude regarding time will send the wrong messages to the employer, and will tell a lot about your lack of professionalism. Being stuck in traffic is a

You need to detect the inner feelings of each attendee and bear in mind how this can affect the reaction of the other attendees. If the topic being discussed becomes “too hot to handle,” it might be better to re-schedule the meeting at another time. Some emotional people can exhibit great facial expressions and body gestures. Recognizing them early in the meeting can prevent any undesirable emotional outbreak to occur.

I have interviewed a number of successful men and women in the field of network marketing and advertising in their 30s and 40s. Here are their tips on how you can put good flirting to your advantage:

1. Don't worry about whether you are making a good impression or not. Instead, analyze how you can make the other person feel good. By doing this, you will get the feedback you are expecting. Soon you will make the connection.
2. Flirting can help you make friends or impress a client if you make yourself approachable. Put a smile on your face, as it gives you an aura of being friendly.
3. Remember that you cannot attract people just by sitting or standing like a statue. There will be instances when you will encounter a person who gets a little bit too close for comfort feel, or someone who makes you feel you are already invading privacy. No matter what you do, you would get a so-called “vacuum” reaction. Tough one, huh? You can avoid this by using gentle moves and by calibrating the person's reactions to you. Be aware of these signals: mouths get larger, the lips swell, eyes widen, pupils dilate, skin flushes and changes color, muscles around the mouth move, among others.

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6. Her hands mirror how she feels. She rubs her wrists up and down in a suggestive manner. She rubs her chin or touches her cheek, and in a bold way may even unconsciously touch her breasts. She plays with objects on the table, fondles keys, or rubs a drinking glass in a flirting manner.

On the contrary, how does a man show his interest in a woman? It's much simpler. Maintaining eye contact, smiling frequently, and exhibiting confidence through his actions are the main ways.

Conversation Openers

If you want to start a relationship, you've got to initiate the dialogue. Here are some great openers.

- If your special someone is a specialist, ask "How do you...?" or "What's it like to...?"
- Ask about experiences, like "Have you ever tried to...?" or "Have you ever done to...?"

Find out what interests your special someone. Give compliments in-between conversations. Always stay calm and relaxed. Be curious and interested. Nod to signify that you're listening. Say, "Wow," "Great," "I see," etc.

The Touch

A simple touch to the body can have a thousand different meanings depending on how you perceive the power of touch in body language. It is a basic need to be touched. We definitely need to be stroked and have physical contact with other people to survive. As we mature, we continue to heed that need of touching and being touched.
