



**You  
and  
Body Language**



<b>Body Language Introduction</b> .....	<b>2</b>
<b>Lies And Lying</b> .....	<b>3</b>
<b>Hand Gestures</b> .....	<b>7</b>
<b>Female Body Language</b> .....	<b>13</b>
<b>Female Sex Signals</b> .....	<b>16</b>
<b>Female Foot Signals</b> .....	<b>18</b>
<b>Female Shoe Posture</b> .....	<b>21</b>
<b>Flirting Tips for Women</b> .....	<b>23</b>
<b>Flirting Tips for Men I</b> .....	<b>26</b>
<b>Flirting Tips for Men II</b> .....	<b>30</b>
<b>Facial Expressions - The Basics</b> .....	<b>34</b>
<b>Facial Expressions - Part 2</b> .....	<b>36</b>
<b>Body Language And Attraction</b> .....	<b>38</b>
<b>Ten Body Language Secrets</b> .....	<b>43</b>

## **Body Language Introduction**

### **HUMAN BODY LANGUAGE**

Understanding body language is not as difficult as some people would have you believe. All human beings use it and so actually have a “built-in” ability to recognise and read it. Unfortunately, as humans have become increasingly better at “verbal” communication their ability to consciously recognise body language has faded away.

Having a complex spoken language is one of the great evolutionary tricks. It means that vast amounts of detailed information can be transmitted from one person to another. It allows us to read, write and even think in a certain way.



**You may be telling the truth - but I don't want to hear you because I don't like what you are saying. Powerful Body Language.**

As far as we can tell, human beings are the only creatures alive on this planet that truly have this ability. This incredible skill gave humans the advantage that put-us-on-top and, if measured in evolutionary timescale, it's brand new.

We're not saying that animals and other creatures don't communicate - they definitely do. However, the way they communicate is much closer to body language than it is to verbal communication. Not so long ago we human beings were just like them. Deep inside us this is still strong but is now more commonly used to emphasize (or contradict) what we say. An angry man shakes his fist, a depressed girl sits slumped in her chair, and a soldier stands up straight – ready to take on the enemy. Yes, human body language is alive and well.

"Millions of words have been written about why we have body language and why we do what we do. For example: Psychologists and psychiatrists believe that when we lie our bodies experience stress so we sweat, when we're attracted to someone we assume postures we believe others will find us

attractive. When frightened or aggressive we try and make ourselves look bigger. These are just a few explanations.

Is the reasoning true? Well we don't know, but we do know that they do happen. People do get itchy lips and noses when they lie.

To demystify body language it is enough to know that it is real and that it works. These pages has not been prepared to convince you that body language is real – just how to understand this intriguing form of communication. "

## **The secret to “understanding” and demystifying body language is the ability to understand the next eight points**

### **1. Signals or Tells**

The body language signals that we or other people use

### **2. Intensity**

How emphatic (strong) are the signals

### **3. Corroboration and Contradiction**

Are all the signals saying the same thing or are they mixed?

### **4. Clusters**

Are we using or seeing many signals for the same thing as this will make the message stronger?

### **5. Progressions**

Are the signals getting stronger or weaker?

### **6. Contexts**

Is the signal being used in the right context?

### **7. Conditioning (Culture)**

How do the signals relate to the cultural environment and are they instinctive or learned?

### **8. Objectiveness (Seeking and Denial)**

Basically seeing things you want to or refusing to see things because you don't

Recognizing the signals is just the first step.

## **Lies and Lying**

Lies! Humans use them so often that more than half the time they don't even realize what they are doing.

Lies to protect, to persecute, to reassure, to undermine, to harm and to heal are everywhere. Are all lies bad? Is it so wrong to tell a person that they're prettier than they are – if you love them? Still, some lies are pure evil – just think about some of the racist hatred spread by the Nazis. However, no matter what kind of lies they are - they are still deception. There are many signals that give away the liar. These are:

- Covering the mouth
- Scratching the upper lip or nose
- Uncontrolled blushing
- Facing the palms downwards
- Lip licking
- Sudden crossing of the legs
- Sudden crossing of the arms
- Sudden smoking
- Glancing away / Sideways glancing
- Forced eye contact
- Overly stiff posture
- Clenching
- Fidgeting
- Hand hiding
- Pupil contraction
- Controlled vocal tone
- Stutters, slurs and hesitations
- Sweating and palm wiping
- Sudden giggling

From the list above it's clear that there is no shortage of signals. The real trick is interpreting them correctly. To do this it is necessary to understand a little about people and why these signals happen. Anxiety is the key. When people lie, they put themselves in a state of stress. Adrenaline floods the body, the heart beats faster, muscles tense, blood vessels dilate (or contract), pupils' shrink, the need for nicotine increases and breathing becomes faster. Lie detectors and their ability to work depend on these physiological reactions. A trained body language observer doesn't need a machine – these changes are very visible if you know what to look for because in addition to physiological changes there are psychological ones too.

From birth most westerners are taught to look at a person when they're speaking to them. Children instinctively cover their mouths when they lie and people seem subconsciously aware that their gestures will betray them so they hide their hands. Exactly why people do this we'll leave up to the psychologists to explain but it is enough to know that they do.

### **Covering the mouth**

It's been suggested that this is the subconscious mind trying to hide the lie. As children become adults they learn not to make this signal. Still, when the lie is significant the liar reverts and simply cannot help completely covering their mouth. This is one of the most powerful and recognisable signals that a meaningful lie has been told. It is more commonly seen in children and women and particularly when the liar just can't believe that they've told such a "whopper". Occasionally it is done as a form of physical apology for what has just been said.



### **Glancing away**

Sometimes it's so quick that it's easy to miss this signal unless you are watching a person's eyes. Liars do it out of embarrassment that they've lied and a subconscious awareness that there's something about the eyes that always tells the truth. It's one of the signals that most people actually recognise so habitual liars train themselves not to do it. The result is the frozen-stare that's described later on. In this picture the signal is reasonably strong and obvious. In reality it can be far more subtle. This is a powerful signal and shouldn't be ignored.

### **Glancing and Lip Touching**

As children mature, they learn that covering the mouth when lying is a complete give-away. However, the compulsion to hide the mouth is strong even in adults and the liar will often scratch their nose or lip instead. This picture shows this classic signal becoming less obvious although still very recognisable. In this case the woman has compounded her mistake by glancing away and down at the same time. This cluster clearly shows that she is ashamed at having lied. Some Psychologists believe that strong clusters of signals such as this suggest the liar may wish to be caught.





### **Palms down - probably lying**

When a person holds their palm upwards (as in the picture) it is actually a sign that they're telling the truth. If the hand was in exactly the same position but facing down - then watch out. Psychologists believe that an open palm shows that nothing is concealed that could be dangerous.

For example, watch a confidence trickster or palmster and how their hands are often palm down in order to conceal. When people tell the truth the body reacts automatically and "shows" that it has nothing to hide. If a lie is told the hands in particular, try to hide the intention to mislead.

### **The Smokescreen**

Unless you've been addicted to nicotine you may never fully understand this signal. When people do lie it puts them into a significant stress-related condition. Stress triggers the brain's need for nicotine. A person who makes an untruthful statement will suddenly feel the need to light-up. The action of lighting a cigarette also provides a much needed pause for the liar to collect their thoughts and establish their composure. Finally, the smoke itself is a screen and non-smokers in particular will be distracted.

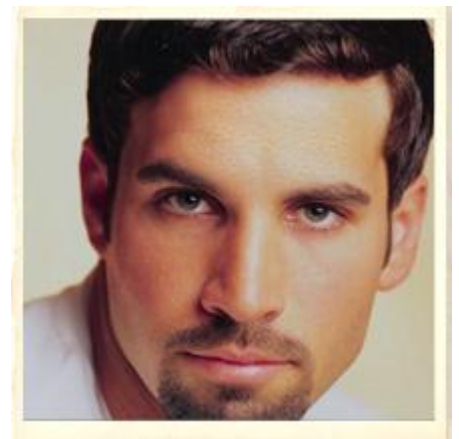


### **Hand Hiding**

This is a less obvious signal and unless a person has literally thrust their hands out of sight just before lying it should not be seen as very significant. Still, when it forms part of a cluster it adds considerable importance to other signals. For example, if a person has just made several lie-related gestures and then abruptly hides their hands the observer should conclude that the liar has become conscious that they may be giving themselves away. As a signal on its own, hiding the hands often just indicates that the person is insecure or is unavailable.

### **Forced Eye Contact**

In this example the liar is conscious of "wanting" to look away and so maintains an overcompensated gaze. There's clearly something unnatural about the way the eyes lock on yours and the face is stiff and less animated than you might expect. If you feel that you are being challenged to a game of "who-blinks-first" then there is probably something wrong. In this picture the open, honest eye contact is contradicted by tiny beads of sweat appearing on the forehead. The overly steady and forced eye contact combined with the anxiety sweat suggests deception is underway.





### Hand Rubbing and Clenching

Sudden rubbing of the hands, clenching of fists and general muscle tension indicate that the person in question is experiencing bursts of stress. If the gestures are occurring continuously it may mean that the person is merely an anxious individual. However, if these signals occur sporadically and in association with verbal or non-verbal statements, they may indicate that lies are being told. Like children, most people are punished for "telling lies". This fear never quite goes away and thus telling a lie can trigger a strong but temporary anxiety reaction caused by the fear of being caught and be punished.

### Sudden Arm Crossing / Leg Crossing

When people lie they are naturally aware that they have done wrong and are scared of being caught-out. Most people have, at some time in their lives, been humiliated for telling a lie and being found out. This combination of shame and fear is a powerful cocktail that is rarely admitted and never forgotten. As such, the telling of a lie instantly makes the liar feel defensive and it often causes them to suddenly cross their arms and / or legs. To the observer this sudden signal will seem unnatural and defensive. It is the suddenness of the movement that should alert the observer.



Can be held lower

### What? - The Hand Shrug

Sometimes known as the "what can I say gesture", this is often a last resort of the liar. In short they are saying, "This is no longer anything to do with us/me. I can't say anything more for both of us will know that I am lying. I am disengaging from this communication." As a signal it indicates final resignation - a surrender - to the or a situation. The palms are held up indicating a form of honesty but this is actually an acknowledgement that the observer has a "right to doubt". It also represents a final statement that can be read as "believe what you will." Its use is actually a last resort challenge, "I've told you the truth - What more can I say."

### A Word of Warning

A word of warning, signals that indicate a person is lying, particularly those related to stress, can be caused by the situation. Nina, a member of the team, once interviewed several human resources managers and identified a pattern. Most of the interviewers felt strongly that that the interviewees were lying – even when they weren't. The reason was that the stress of the job interview was causing the candidates to display signals very similar to those associated with the lie. Let's face it; a job interview is a pretty stressful experience.

### The Voice

As verbal communication took over from body language as the primary method of communication so humans became increasingly able to use words and speech to lie. Most people use visual clues or signals to tell if a lie is being told.

This has made the telephone the most valuable tool of the liar. You can hear but cannot see. Still it is possible to hear the signals that tell if a lie is being told – but only if you concentrate and know what you're listening for. According to some linguistic and vocal tone specialists human voices become less resonant when people lie. (It is believed that security forces and the polices use sensitive recording / analysis equipment to detect these changes).

The normal speaking voice becomes flatter, slower, loses its depth. The impression is a less dynamic and more monotonous tone. The reason for this is that the human brain is trying to stay ahead of what is being said and this causes the speech to lose its spontaneity and speed. Also, because people are more cautious that their words may betray them, they say less than they normally would. Anxiety causes breathing issues that can cause slurring or stuttering. However, expert liars teach themselves to "believe" what they're saying. In confidence trickster terms this is known as the "patter".

### **Stiffness of Posture**

One of the most reliable signals used to identify the liar is the examination of the posture of the person in question. Trained observers say that a liar's body will become unnaturally stiff and awkward. This is caused by muscle tension. It is one of the best ways to identify a practiced liar who has learnt to suppress all other signals. This is because people are naturally animated in their gestures and cannot suppress these without appearing tense and "wooden".

### **Fidgeting**

Inexperienced liars often fidget. Foot-tapping, pen twirling, finger flicking and general posture shifting indicate a person's discomfort with the situation they find themselves experiencing. On their own these are not strong signals that lying is taking place but they are useful cluster enhancers if other more finite signals are evident.

### **Micro Tells**

These are tiny movements that can be recognised with practise and are peculiar to a specific individual. They tend to occur microseconds before a lie is told. Professional poker players are constantly looking out for these "tells". Warning When it comes to Body language it is all too easy to see signals than can be for lying but may well be caused by something else.

## **Hand Gestures**

### **V FOR VICTORY**

With the palm facing forward this gesture is seen as positive and meaning victory. It was popularised by Winston Churchill and other Allied leaders during WWII. During the 1960's and early 1970's it became a symbolic gesture of the "alternative" and "anti-war" hippie movement and became to mean "peace". It probably assumed this context because the anti-Vietnam war movement did believe that peace would be victorious. It was very common to make the gesture and say "peace" at the same time. As time passes and the 1960's are less relevant to people it is assuming its original meaning again.



### **A OK - Perfect**

It's believed this gesture was popularised by divers because the thumbs up / thumbs down gesture meant - go up or go down. Myth has it that the fingers form the "O" and "K" of OK. Again, this is probably just coincidence. The truth is that this gesture has been used for centuries by gem stone dealers. The gem would be placed between the forefinger and the thumb, held up to the light and it was moved back and forth to change the angle and check for flaws. We still use this motion today. It does not mean "Your Anus" unless the extended fingers are in line with the circular forefinger.

## Thumbs Up - That's great

As a gesture it's one of the most common. Several references believe that it was used by Roman rulers at the "Coliseum" and other arenas to indicate whether a gladiator lived or died. This has recently been debunked as increasing evidence indicates that most gladiatorial battles did not end in death. It was popularised by the American and Chinese pilots during WWII. In China this gesture means "one" or "number one". Whatever the origin, it is generally considered a positive gesture. Don't jab it forward as this has a completely different connotation.



## Fingers Crossed

Generally this means "wishing for good luck or fortune". Another interpretation could be seen as "here's hoping". The gesture probably has pagan / Christian origins where the gesture was believed to ward off evil. As such, folklore believes that crossing the fingers when telling a lie somehow offsets the evil of the lie. Some historians believe that crossing your fingers is a hidden or secret way of making the Christian sign of the cross - a sure-fire way of defeating demons. As a gesture it has both positive and negative symbolism. Luck or lies.

## Thumbs Down

There is no need to discuss origins as this is clearly the opposite of the thumbs up gesture and is one of the few hand signals to have an opposite. It generally indicates that something is bad and not accepted. "It received the thumbs down" has entered the English language as an expression to indicate that something has failed. Its use is nowhere near as common as the thumbs up gesture and is seen as a somewhat rude, callous and arrogant way of indicating failure or disapproval. It is usually made as a single downwards jab of the thumb.



## Stop - That's enough

Mothers and teachers are common users of this hand gesture. In general it is used to admonish or warn a single individual. It is a variation of the "you" gesture. If translated into language it would say. "Stop whatever you are doing and pay attention to me. I am your superior and I am warning you!" Classed as a "silent" parent to child gesture, it is completely unacceptable in a professional environment where it will be interpreted as both rude and domineering. Some psychologists believe that it is a metaphor for the cane or a whip.



## Stop and Calm down

To the right and below are two very similar hand gestures that have subtly different meanings. The one to the right has the hand tilted forward implying control. It is an authoritarian signal that states "Stop - Enough". The forward tilted fingers are pushing down indicating that the person for whom the gesture is intended should "sit" or "settle". The tilting of the hand indicates that the person doing the gesture feels confident and in control of the situation. It is not as defensive as it seems and is actually "pushing down" the person for which it is intended.



## Stay Away / Talk to the hand

This gesture is a metaphoric wall. The fingers and palm are vertical and indicate a barrier. In most cases it is clearly a defensive gesture that, if translated into language, would state: "Stop! I am uncomfortable with this communication. Stay away." If done in a casual or off-hand manner it is the "Talk to the Hand" gesture and suggests that the user is completely uninterested in the communication. This second, and rude, interpretation is quite rare and implies both the confident superiority of the user and their disregard for the importance of the recipient.

## Come On - Hurry Up

People actually look at their wrist in this way even when they're not wearing a watch. Generally it's a sign of impatience or irritation. When it's done subconsciously it indicates that the person doing it feels that it is "time" for the communication to end. When it is done consciously it is a subtle signal that the communication needs to move on or end. This gesture is rarely missed by people for whom it is intended. Certain cultures, particularly those from the Middle East will perceive this as extremely rude as their culture believes that once a communication has started it must "take its time".



## You!

According to most parents in the West - pointing at people is rude. It falls into the same category as "don't stare". The use of this hand gesture implies that a dominant- to-subordinate relationship is taking place. It is a brave or desperate employee that points their finger at a superior in this manner. In general, this is an aggressive signal that if translated into language would state: "You! I'm not happy. You'd better pay very close attention because this is very personal to you." As humans we don't like being pointed at. This gesture do single people out from the safe huddle of the crowd.

## Things to be noted ...

There has been much written about common hand gestures - a fair amount of it contradictory and some of it is just plain nonsense. With this in mind, there are several important considerations that should be noted.

- A) It is true that not all hand gestures mean quite the same thing in different parts of the world. Sometimes this is more about context and variations on the gesture (thus making it a new gesture) rather than purely different meanings. For example, the thumbs up gesture is always rude if the hand is held down and the extended thumb is "jabbed" forward. In this case it then means "up your ..." Well you get the idea. Still, many authorities claim that in some countries, such as Brazil, any kind of thumbs up gesture is considered vulgar.
- B) Many of the stories in circulation about how certain hand gestures originated are very doubtful at best. We have referred to some of the more sensible ones out of general interest but in no way claim that these "origins" are infallible.
- C) Gestures that are insulting do very often have sexual connotations. Why Humans should do this is a mystery. Perhaps the intensity felt for sex is an "enhancer" of the insult - who knows for sure.
- D) The quicker and more emphatic the gesture the more likely it is to be perceived as aggressive. How a signal is used is often as important as the signal itself.

What is important is that it is very easy for hand signals to be misinterpreted even amongst close friends. However, as television and the internet spreads common programming amongst different cultures so increasingly diverse groups of people will recognise the meaning and the context of at least the more common hand gestures. Not all dictionaries agree on the precise meanings of words and not all experts agree on the precise meanings of hand gestures. This section attempts to provide a basic consensus but should not be seen as the absolute and final word on the subject - It is a guide and no more.

As explained in the first part of hand gestures, a single sign can definitely have several meanings depending on how it is displayed. Below are four images of the "Horns" sign that demonstrate this statement. All have quite unique meanings based on how the hand is held. Two further variations not included in the images are the "surfers greeting" and the "telephone" gesture. These are depicted later.

### **The Evil Eye / Camel's Head**

Depending on the culture, this gesture is designed to curse or to ward-off a curse. Used as shown in the picture, it is inflicting an evil influence. However, if the arm is lowered and the fingers pointed downwards it is more likely to mean that a curse has been deflected. To inflict a curse the hand is jabbed forward and aimed at the heart of the intended recipient. Very Italian in its use, its exact origins are unknown but it is a common and highly superstitious hand gesture in Naples where it should never be confused with the "You've been cuckolded" sign.

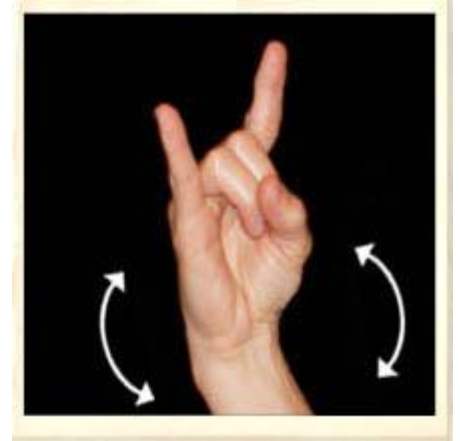


### **Safe / Respect / Cool / Anarchy**

This gesture, usually made across the stomach or chest was popularised by 'rock' legend Ronnie James Dio. It's used as an alternative culture "Safe" or "all's cool" hand gesture predates this in at least one country. This sign was common amongst South African teens prior to the fall of apartheid (1960's / 80's) and was generally accompanied by the expression "Et Ta Da" or "Ay Teh Dah" or in English, "Safe" which meant "Everything's good - how are you?" It has since moved into Rock and Goth subculture to mean We're Cool or Rock on.

## The Cuckold Gesture

**Uocchio e maluocchio:** This is a variation of the "horns" hand gesture that is reasonably common in Italy - and Naples in particular. The hand is held up and the fingers are extended as shown. The wrist is swivelled back and forth. In Naples it is usually used by the women to insult a man and implies that he has been "cuckolded" or in simpler terms - his wife (girlfriend) is having an affair. Shown by one man to another it is considered very serious "Fighting Talk" and is one of the worst hand gestures that can be made. Its inappropriate use will usually result in physical violence.



## The Longhorns Gesture

"Hook em Horns" is the slogan and typical hand gesture of the Austin based University of Texas. Used as a greeting and farewell, the gesture is so geocentric that in Austin its use has eclipsed all its other national and international meanings. This hand gesture is meant to represent the mascot of the University - a longhorn steer with the (strange) name of Bevo. "A variant of the Horns, formed upside down, is often used by rivals of the Longhorns and is considered insulting, especially when performed by a player or coach of the team in question." (Wikipedia 2007).

## Do you get it / Understand?

The fingers of the dominant hand are closed as if "pinching" an idea. It is usually used by a dominant to a subordinate to enforce a verbal point that has just been made. In essence, it is a physical representation of the statement; "So you get the idea?" In Italy, the land of the Hand Gesture, it can also mean "what are you saying?" Depending on how obvious and aggressive the signal, it can vary in intensity from "Casual" to "mildly rude". The more it is waved and thrust at the recipient, the more it can be perceived as derogatory.



## The Steeple

Believed to be a sure sign of confidence this is most commonly used by a seated person and imparts a clear message of authority and serene control. In many cases this is a superior to subordinate hand gesture. It can also imply that the user is listening patiently and wisely while at the same time thinking deep and important thoughts. As such, it's similar to meditation postures. Still, if used too blatantly, it can be misinterpreted as supercilious or "master mind at work." It has been used often in B-grade "Hong Kong" movies usually performed by the master villain.

## Come here!

In today's (Western) society, the "crooked finger" is seen as a somewhat impolite hand gesture. The hand is extended and the fore-finger is then repeatedly curled towards the palm in a hooking motion. Almost exclusively a superior-to-subordinate (parent-to-child) hand gesture, it has arrogance about it. You may have used it on people more junior to yourself but just try it on your superior and then watch their shocked facial expression. It is used for summoning a waiter and, in some countries; it is used exclusively for calling-over a prostitute (Philippines).



## Power to the People

Today this powerful gesture simply means defiance against authority, solidarity and, in certain contexts, anarchy. Was once very common amongst communists, protest gatherings and anti-racism movements, this was the gesture Nelson Mandela chose to make when he was released from Robben Island after three decades of captivity. It is sometimes known as the "Red Salute" and "Black Power" gesture made recognisable by the Black Panther political group. According to some sources, anarchists and protesters raise the right fist and communists the left.

## The Begging Gesture

The empty hands, shaped as they are above, suggest that the applicant doesn't even have a bowl. It signals a degree of desperation on the part of the user. In language it states "I have nothing left to offer but my humility and a plea for your charity." When used by genuine beggars there is no misunderstanding its context. However, when subconsciously used in circumstance where the user is clearly not living-hand-to-mouth it is plea for agreement and for support while acknowledging that they are wholly dependent on the whim of the person for which the gesture is intended.



## Bring It On - If you're tough enough

Similar to the "crooked finger" hand gesture this body language is using an opened fist to beckon someone closer to engage in a fight. Done with both hands in the style as depicted here is an aggressive stance. The hands are extended palm up and the tips of the fingers of one or both are repeatedly curled towards the palm. It is most commonly seen when a person is challenging their opponent to step forward and "have a go." Translated into language it would say. "I'm ready for you. I'm not going to attack you unless you make the first move. Are you Tough enough?"

However, some rude hand gestures are so universally established that their use in just about any country can get a person into serious trouble. The "Middle Finger" sign is just one example. In Dubai (United Arab Emirates) the use of obscene hand gestures by motorists is an offence that is likely to land a person in jail. The problem is that there are so many different cultures intermingled in the city that no one is really sure what is rude and what isn't. As a consequence, drivers hardly ever gesture

to each other - even to say thank you - just in case that casual wave is misinterpreted. An interesting observation by scientists is that chimpanzees learn hand gestures quite quickly and even seem to use them in the wild without training. These gestures actually seem to apply cognitive meaning to their use. This is seen as significant evidence that hand gestures, as a form of communication, may significantly predate the spoken word.

"Amy S. Pollick and Frans B. M. de Waal of the Yerkes National Primate Research Centre report that the two species (Chimpanzees and Bonobos) use gestures in a much more flexible way than facial or vocal signals." - New York Times Online 2007/1/05

## Female Body Language

### **The Single Signals**

There are literally dozens of ways that a woman uses her body language to communicate her interest and attraction to a man. Reading female body language can be simple or complex but the real trick is recognising clusters and progressions.

The images shown on this page are some of the most reliable individual signals. However, the use of a single signal by a woman does not indicate total attraction but is rather an indicator of interest. As the individual signals become more frequent, clustered and obvious, the more interested (or desperate) is the woman. For example it's quite common for woman in a nightclub to be subtle in her signalling early in the evening but as the night progresses and she still hasn't attracted a man these signals can become increasingly obvious.

### **The Head / Hair Toss**

The human body is pretty hairless. Other than a gene manipulated cat and near extinct shrew; there are no other mammals that are as hairless as humans. (We don't include fish, reptiles or birds in this analogy.) Long, flowing hair has always been a sign of female health and thus sexuality and child bearing ability. By tossing her hair a woman is essentially saying: "look at me and my suitability. I am happy, confident and very healthy!" Long hair is feminine while short hair is masculine. If this wasn't the case why do so many (male) lesbians shave their hair as a statement?



### **The Lip Nibble**

Men love this body language signal. It's origins and the reasons why it works are still a mystery. There is nothing like the Lower Lip Nibble to subconsciously give a man an injection of pure testosterone. The lower lip is gently gripped by the teeth and with sensual slowness allowed to slip away. Done well and without awareness this can drive a man to his knees - done badly it becomes a parody. Strangely, this is a powerful sex signal between women (lesbians) and is used by the submissive female to indicate her interest in the dominant potential partner.

### **The Hair Flick**

Reading female body language has never been easier. For women, twirling or flicking their hair is a favourite flirting gesture. Why this has such an effect on men is a hotly debated subject. The 'Definitive Book of Body Language' (Allan and Barbara) allegedly claims that it allows a woman to expose her armpit and thus "waft" pheromones to the man. Another explanation is that it is a casual way of exposing her neck - a well-known erogenous zone. Some researchers even claim it attracts attention to her "healthy" hair. We admit it - we just don't know. Still, it's a great signal to watch out for.





### The Tilt and Smile

This is a classic and it is perhaps the most common of flirting and attraction signals. It indicates a submissive, interested and alluring mood on the part of the woman doing it. Most importantly it is "short-hand" for: "I've noticed you and I like what I see. I can't look away so I'm sneaking another look. My Smile is to let you know I'm feeling good and want you to know it." Generally the gesture is quite quick and meant to attract attention. If the man doesn't get it after several attempts then the woman usually gives up on him as "just too stupid to mate with".

### The Neck Stroke

The neck is one of a woman's most sensitive and erogenous zones and touching it will attract a man's attention. Why does this work? Well, apparently, men are attracted to soft smooth female skin and the neck is the most socially acceptable to display. Smooth skin is a reliable indicator of both youth and health - critical factors when a male is "hunting" a mate. The neck is also a very sensitive part of the female body and touching it stimulates a gentle, soothing and loving sensation. Try it for yourself.



### Knee Pointing

This signal is about interest and focus. By turning the knees and legs towards a man, a woman is using female body language to indicate the person in which she is currently interested - creating a personal space triangle. The outer legs also present a barrier to others who may intrude. Translated, this signal means: "You are the person I am focusing on." Legs and knees that point away are a bad sign - particularly if the knees are aiming at a door. In a sense they become a barrier to the nearby person and an invitation to others. The more leg exposed the more sexual the signal.

### The Womb Gesture

To the right is a picture of a woman wearing an average pair of jeans and yet the way she has placed her hands is a powerful "turn-on" for some men. The reason is that her hands are creating a frame for her Vagina. Although sometimes mistaken for "male" gesture, her hands are actually "spelling-out" what's on her mind. Her female body language is actually saying: "This is the part of me that I want you to notice. I'm telling you this area of my body is available for the right man!" It is a confident signal indicating aggressive sexual availability.





### **The Shoe Dangle**

Reading a female's use of shoes and her feet as part of her body language could fill a book on its own. The Shoe Dangle is a strong but subtle message to a man.

Translated it says: "By half slipping off my shoe I'm indicating that I am relaxed, comfortable and may be willing to undress further." Also, for many men (even those that won't admit it), the female foot is (strangely) attractive. Women worldwide spend Billions of Dollars on footwear and pedicures and they do it for a reason!

### **Object Touching / Stroking**

Psychologists believe that people often transfer inner feelings to external objects. So by stroking the stem of a wine glass (for example) a woman is using female body language to say "stroke me". By running her a pen across her lips she is saying "kiss me". These female body language signals should not be confused with "agitation" gestures that indicate that the woman would rather be somewhere else. The difference is in the speed with which they are performed. Slow and sensual is good - fast and "jerky" is bad. Wine glasses, table ornaments, sun glasses and pens are common objects used for "toying".



### **Self-Touching**

This act is both subtle and obvious at the same time. Essentially it means: "I'm stroking and touching myself because I'd really like to be stroked and touched by you". Also, by touching herself in this way a woman draws a man's attention to those erogenous zones that she thinks are her best assets and will appeal to him. Thighs, neck and ankles are all favourites. It is fair to say that women are very aware of the way that this subconsciously affects men and will do it deliberately. Where it is subconscious it is a truly reliable indicator of a woman's feelings.

### **Things to be noted ...**

Contrary to what you may have read elsewhere about reading female body language, there is no sure-fire way of perfectly understanding these courtship gestures every time. Women may project them consciously (sometimes just for sport), or they may be totally unaware of what their bodies are saying. A woman may even show physical interest through her body language because she subconsciously wants to be desired while actually rejecting a suitor because she is consciously aware that she is married. This is self-reassurance behaviour.

Reading female body language also requires a high degree of honesty on the part of the man. Many men overreact to simple signals or, because of their desire to be successful, actually see signals that are not really there. One simple and fantastic piece of advice when reading female body language is to take it nice and easy. If her signals are subtle and understated then a man's responses should be just as balanced. If hers fade away then her interest has been lost - if they increase then it's safe for a man to respond in equal measure.

However, before exploring the progression of signals it is vital to be able to recognise some of the basics. For most men "seeing" even the most simple of signals can be challenge. Fear of rejection is the reason.

# Female Sex Signals

## **More Single Signals - Flirting**

Essential to the game of love and sexual attraction is flirting. The reason that this is so important can be traced to Peer Group Pressure and Fear of Rejection. Ask yourself this: "Why are so many men and women terrified of rejection." There are seven billion or more people on this planet. Why should you care if a few people reject your advances there's always a few billion more. The reason is Peer Group Evaluation or Peer Group Pressure. (Continued lower down)

## **The Hair Preen**

Women with long hair often twirl or play with it out of habit but it is also a sign of nervous or playful arousal. It's used to attract a man's attention or to show him that his masculinity is attractive to her. This signal is sometimes confused with hair tugging which actually indicates the opposite - intense discomfort and a desire to be somewhere else. In this case the hair is "jerked" and forcibly pulled. When a woman preens her hair the motions are slower and luxurious. The hair is stroked and twirled in a sensual fashion.



## **The Closer Look**

This is a very obvious female sex signal and translated it means - "You're worth a closer look and I want you to know I'm looking." In the image to the left the woman has also opened her mouth with a hint of the "I'm ready to be kissed / You've taken my breath away" gesture. This is a fairly common signal at daytime parties or by the poolside where more subtle signals may well be missed. It works best with sunglasses that actually make things harder to see but can work with ordinary reading glasses. Her hand movement attracts the man's attention.

## **The Glamour Pose**

Arching her back to emphasise her bottom and her flexibility (youth), pushing her breasts forward and playing with her luxurious hair, the model to the right is exaggerating normally subtle signals into large movements and dramatic sexual gestures. This is most often used by a woman where the male target is a fair distance away or where she wants absolutely no doubt about what is on her mind. Exaggerated body language is often seen at large gatherings or public spaces like a beach where simple "quieter" signals are often unnoticed.



## **The Lip Lick**

As a sex signal this is pure dynamite an one to which men often over-react Woman lick their lips for two reasons - they're either dry or she's sexually interested. Let's skip the psycho-babble about moist genitals and clitoral stimulation and go to the facts. If a woman places her tongue at the corner of her mouth, then sensually licks her upper lip she consciously or subconsciously wants you to know she's very interested. It doesn't mean she wants the man to launch himself onto her but it does mean "don't be a dummy - even you can't miss this."



## I'm Wide Open

Context is an important consideration when both using and evaluating this signal. Many women would never consider sitting in this way if they were wearing a dress. From their childhood females are taught that the correct way to sit is with their legs together so one must assume that the decision to sit with legs apart is a strong and sexually aggressive signal. However, if she's just been on a five mile hike it may well be more about comfort than sexuality. It is believed to indicate that a woman is opening her legs to indicate she is willing.



## My Lovely Ass

The female bottom, both amongst primates and humans, holds a fierce attraction for males. Buttock augmentation is rapidly becoming common cosmetic surgery particularly in countries where a curvy bottom is considered a woman's sexiest attribute (Brazil for example). This signal is done by placing one hand on the hip to pull the fabric taught across her cheeks and then half turning away so the man can appreciate the shape and beauty of her bottom. One hand is often placed on her stomach to make it less obvious that she is arching her back to make her bottom more prominent.

## Parted Lips / Ready to kiss

The chin is lifted and the lips parted as if ready to be kissed. This is a serious sex signal and not one that is used casually for flirting. This is often the final signal in a progression indicating that physical contact can now take place. Some psychologists claim that by parting the lips of her mouth a woman is suggesting that she is ready to part the lips of her vagina. While at first this may sound dubious, it is interesting to note that very many women seeking a sexual partner choose lipstick that is extremely close to the colour of their labia or nipples. Coincidence?



## Sexy Blushing

There are basically two types of blushing. There's the "Sexy Blush" and the "Embarrassed Blush". They both happen because an emotional state triggers blood vessels to dilate and the cheeks are where it is most obvious. "Women draw attention to themselves by tossing or playing with their hair, tilting their heads, raising their eyebrows, giggling, or blushing." (Encyclopaedia of psychology - by Alan E. Kazdin). The cosmetics industry has understood this signal since Egyptian times and one of the consistently best-selling make-up items is cheek rouge or "blusher"

## The Air Kiss / Pursed Lips

Some women have naturally "sculptured" lips and are often seen as both beautiful and desirable by the men that they meet. Pursing her lips in the way shown here a woman is essentially kissing the air. When making this gesture to a man it is both conscious and unmistakable. This is a gesture that can be made by some woman and scorch the walls but done by others it just doesn't work - particularly by those woman that have over-plumped up their lips with collagen. Some women have significantly more control over the tiny muscles of the lips than others and for these women this is "the" sex signal.



## Dilated Pupils (Bella Dona)

When shown pictures of the same people that either had the pupils of their eyes airbrushed larger or smaller, almost all people tested indicated that they felt more attracted to the pictures with the larger pupils. Most importantly, they couldn't explain why. The reason is that our pupils dilate when we're feeling sexually aroused. Pupils also dilate when it's darker so perhaps that's why the candle light dinners are so romantic. English Tudors of the fifteenth century actually placed drops of deadly belladonna poison into their eyes to dilate their pupils and create the effect.

Psychologists believe that when we were all living in much smaller communities or tribes and everyone knew everyone else, reputation naturally became everything. So, if you were known to be rejected by a person then your suitability rating was diminished. But, if you were accepted then your suitability rating increased. The danger of being visibly rejected is that it encourages others to reject you too. In this case it's just another form of peer pressure. A particular woman might go through the following thought process: "If Janice rejected Mike maybe there's something wrong with him? Maybe I should reject him too just in case. Hell I don't want to be seen with Janice's reject anyway."

If you think this system no longer applies then just watch how people behave at parties or nightclubs. Subconsciously, men will only approach a woman if they feel that they have more than an eighty percent chance of being accepted.

This is where flirting and sex signals become important. In a sense they are a code used between humans to test the levels of mutual attraction before visibly acting and thus risking rejection. Where people are watching and a rejection is taking place, the person doing the rejecting often exaggerates the act so that the spectators are in no doubt as to who is the loser. Sometimes seen as cruel, this is actually a form of self-protection. The person doing the rejection cannot afford the peer-group to doubt that they themselves might have been rejected.

## Female Foot Signals

When women take off their shoes, the way they position their feet is a strong indicator of the emotions they're experiencing. The key to understanding this group of body language signals is simple. If the woman is "pointing" her foot or "raising her heels" off the floor she is consciously or subconsciously making her legs look longer and thus more attractive. An example of this is the difference between the shoes a woman might wear when going out or when she is at home alone. The same woman that will wear glossy six inch heels to a nightclub will also happily wear tatty flat slippers around her home.

## Tip Toes

Most of the naked-foot signals shown here involve using the "Tip Toe" stance in one form or another. When women are prepared to take off their shoes but continue to walk on the balls of their feet it indicates that they have moved from displaying availability to pure sexual attraction. This is not an easy posture to maintain. The heel-lift clearly displays the soles of her feet which - although denied by men who feel there may be something wrong with them - is a highly erogenous zone. How many sexual encounters started with an innocent foot rub?



## The Toe Point

Known in ballet terms as the "pointe" it is a definitive and intimate signal indicating erotic femininity. Translated it might say: "Look at my long luxuriant legs with their smooth youthful skin and taut lithe contours. These legs go on forever and can take you to Heaven." Positioned "straight-out" or tucked to the side - as long as the toes are pointed the message is clear. Nine out of ten models who pose naked will automatically point their toes or feet to accentuate their sexual allure. It works best with narrow feet but can even make a broad foot more attractive.

## The Lift to Kiss

The "naked-foot" variation of the "kiss me" position. The woman raise her heels and leans forward. Her stance increases her height to that of the man so that their lips are of equal height and her hips are pressed forward onto his. Translated it might say: "I'm reaching up to you - take me." This is as good a place as any to remind our readers that a single signal is often not enough on its own to define a clear message. Many women habitually assume this stance when kissing their husbands goodbye in the morning. After an evening out and with a few drinks adding a buzz - it's a give-away sign.



## The Single Heel Raise

Generally this means "I'm interested but not convinced." This may be because the woman is unsure of the man or herself. It's a hint that of how things might go but nothing more. What it does do is lean her body towards the man and allow her to "point" one of her knees to indicate the direction of her interest. It is more commonly seen when a woman is wearing shoes. If she has already removed them - as shown in the picture - it means that she is increasing her interest but that the man should take it slow and gentle.

## The Cat Walk

This is a favourite of models. Each foot is placed in a straight line in front of each other. It is a graceful "prowl" and when a woman approaches a man in this fashion it indicates an immediate and direct sexual interest. Translated it might say: I've stopped playing and I am now stalking what I want - you! For this reason it is the exact motion adopted by "catwalk" fashion models and is named after the graceful way that cats actually walk. Feline and feminine this posture narrows the legs, implies their confidence and sexual aggressiveness in a controlled and feminine way.



## The Playful Sole

This is not a pure sexual signal but rather one that indicates a playful happy mood in an engaging setting. The woman lies on her stomach and raises her lower legs with her ankles crossed. If it is performed while a man is present, it indicates a relaxed and comfortable mood that is both intimate and, for many men, mildly erotic. This is perhaps because the posture is common amongst younger women at the poolside or at slumber parties and is therefore a "Playful" challenge. Translated it says: "Look at me - I'm happy, pensive and just a little naughty. Care to try your luck?"

## The Foot Caress

This is a motion signal that starts by covering the one foot with the other as shown in the picture. As it stands, this indicates a degree of comfortable nervousness but if the foot is then drawn across the lower one and stroked across the ankle it becomes nervous arousal. We're sorry that we have to keep reminding people that context is critical. If this is a waitress who has been working for the last six hours then her feet are probably just tired. If it is in an intimate setting after a lovely dinner or relaxing swim then it probably is sexual in its intent.



Walking on the balls of the foot also makes the legs appear more graceful and feline. Ballet dancers, a potent symbol of femininity, often ruin their feet by taking the position to extremes and actually standing on the tips of their toes - the classic "A Pointe (releve)" position.

Why are long legs so strongly associated with femininity and desirability? One source claims that the legs of adolescents appear long and thus length implies youth - always desirable to men. Another source suggests that long legs give a woman the automatic appearance of gracefulness which in turn implies femininity. A third source, and one more down to earth, suggests that long legs means that a woman can run faster and is more likely to survive in a hostile world and therefore a better potential mate. (All humans sprint on the balls of their feet.) The truth is that it may well be a combination of reasons but there is no doubt that men generally prefer long legs.

Women who wish to appear attractive, and by definition available, will wear ankle twisting heels and flit on tip toes to achieve this visual effect.

Another important consideration is symmetrical proportions which imply physical wellness and long straight legs help to create this impression. It was not very long ago that Bandy-legs (birth defects) and Rickets (vitamin D and calcium deficiency) were common in the western world and straight legs were seen as very visual evidence of wellbeing - health.

## Female Shoe Postures

It is estimated that women **worldwide** spend more than \$43 billion on **fashion**-related footwear per annum. It could be much more! A pair of Manolo Blahniks (made famous by the TV sitcom 'Sex in the City') can easily cost more than \$500 a pair (2007). A one-off pair of designer Gucci Shoes is even more and may reach \$6,000 or higher. 'Celebrity Only - Hand-made' shoes by the London designer Jimmy Choo are alleged to be priced by negotiation only. A pair of regular retail boots sell for more than \$800. The 43 billion dollar question is why? The answer lies in sexual attraction.

### **The Sassy Sailor**

This pose was a favourite of Marilyn Monroe and was made instantly recognisable by a World War Two recruiting poster that showed a women dressed as a sailor with her legs and feet positioned as shown in the image. The caption read: "Hey Sailor - Are you man enough to Join the Navy?" The appeal of this posture lies in the fact that it indicates to a man that the woman has been "unbalanced" by his attention. It makes her legs look longer and shows off her ankles. More erotically, it presses her thighs together and accentuates the curves of her body.



### **The Kick Back / Heel Lift**

When a woman rests her hands on a man's shoulders or neck and then raises one leg as is shown in the picture then be sure that it's going to get seriously hot. Psycho-babble claims that it allows the woman to feel slightly unbalanced but the truth is that this body language gesture remains a mystery. Still, it is a very common signal and often done when a women kisses a man. Movie producers love this gesture and so do men. In a sense the urgency and passion of the moment is literally lifting the women off her feet. A "come-on" variation of this gesture is the "Flamingo".

### **The Ankle Rub**

When a woman uses one foot to rub the ankle of her other leg - as shown in the picture - she has either just been bitten by an insect or is feeling aroused and attracted by a man that she is with. For the signal to be truly representative of her feelings, the foot should be moving slowly up and down the ankle. It works best when sitting and the legs are relaxed but is not uncommon when a woman is standing by a bar and has already engaged in an interaction with a nearby man. As a signal it indicates a desire to be touched and allows the woman to draw attention to her legs.



### **The Toe Tip Tap**

This signal generally indicates sincere sexual interest. If the context is non-sexual and the toe is tapped it can indicate irritation. However, in the context indicated in the image it is suggesting attraction. The foot with the raised heel is slid across the floor and the woman's body leans forward. It is a precursor to the "kiss me" position and accentuates the length of her legs, her femininity and desire. Woman adopting this stance when they are on their own are definitely indicating their desire to be approached. It's a suggestion of things to come.

## Entwined

When a woman crosses her legs and then slips her one foot behind her ankle thus locking her legs, she is either saying "I'm on the defensive" or she is using the tension of her thighs to put pressure on her vagina. It's a little known fact that many women can use this position to stimulate themselves to orgasm. Some psychologists believe that "entwined" legs indicate the woman's desire to become entwined with the man with whom she is communicating. If the legs are positioned forward then this is a positive signal but if the legs are tucked backwards then this indicates reluctance.



## Footloose / The Shoe Drop

This is the most significant of shoe related sex signals. By dropping her shoes a woman is saying "OK, I'm ready. My clothes are literally falling off me." It is also a safe sexual signal and should the woman suddenly feel threatened, she can easily pull back - after all, she only removed her shoes. Of course she may have removed them because her feet were simply too hot. Both men and women are very aware of their feet and that not all feet are attractive. Context is important and if a person is too dumb to realise the difference they don't deserve to pass on their genes.

## The Flamingo

It is an aggressive stance that is more commonly associated with men. It implies a "tough" confident approach that says "come on if you're man enough". It is particularly relevant if the woman using it is wearing a short skirt and heels as it then reveals her thigh and potentially her underwear. If done in trousers then it may simply imply her projection of a "tough girl" appearance. Either way this is an assertive signal that implies the woman should be "approached" if the person feels that they are confident enough to do so. This is a favourite of street prostitutes.



## The Shoe Dangle

This is a strong but subtle message to a man. Translated it says: "By half slipping off my shoe I'm indicating that I am relaxed, comfortable and may be willing to undress further." Its particularly powerful when the toes are flexed thus moving the shoe to attract attention. This is a precursor to the "kicked free" signal where the shoes are removed completely. Why is this such a strong signal? For many men (even those that won't admit it), the female foot is (strangely) attractive. Women worldwide spend Billions of Dollars on footwear and pedicures and they do it for a reason!

## The Air Kiss / Pursed Lips

Men who have lived with a woman in an intimate way will recognise this stance. When women remove their underwear they often bring both their knees and feet together in the way shown in the picture. When a woman assumes this position in a public place it indicates two things. By adopting this slightly awkward stance she is projecting submissive vulnerability as well as a subconscious readiness to remove her panties. It is more commonly seen in television shows than in real-life where women are increasingly aggressive and assertive in their use of body language.



## The Sexy Housewife

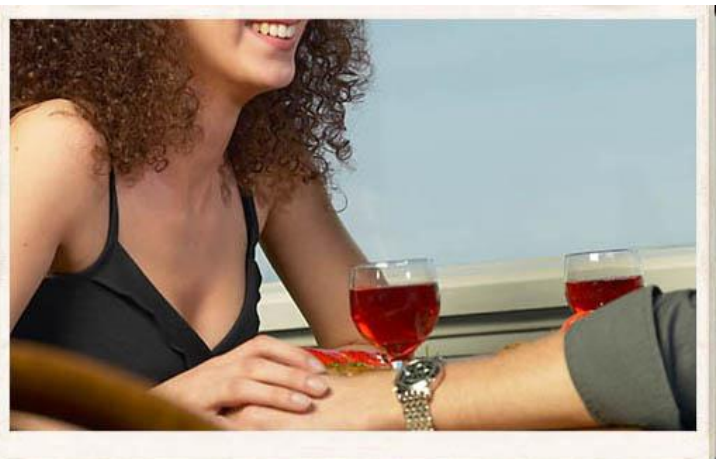
This is a popular if misunderstood signal and is broadly used to indicate femininity rather than immediate sexual attraction. This posture can be seen in many of the 1950's TV commercials that used the concept of the "sexy housewife" to sell anything from washing machines to peanut butter. For other "sexy Housewife" signals it is worth watching the music video "Falling Star" by the Sunset Strippers to see a parody of many of the sex signals associated with this stance although this specific position is not actually used as a single signal.

Women, more than men, use the shoes they wear to communicate a message. The different types of shoes and what they mean is another section - this page is concerned with how they're worn and the postures that women use. We unashamedly admit that when the research into this section began we (even the women on the team) had no idea of the depth and breadth of shoe language available. This page only deals with those gestures that relate directly to sex signals. The reality is that there are very many more shoe and foot postures than the ones we've revealed in the images. Although they have subtly different meanings, the postures and signals explained here all have one thing in common; they are intended to make the woman appear as desirable as possible. How does this work? Well, there are some psychological explanations and whether they truly reveal the reasons or not is debatable. What is a fact is that shoe signals are real and for the women reading this - they definitely do work. This is about shoe and foot positioning and not about the shoes themselves.

## [Flirting Tips For Women](#)

We've had so many requests for male and female flirting tips that we've bowed to pressure and included a section.

Actually, it's been quite a lot of fun to prepare as we've tried them out as a social experiment - and they actually work. In fact, they work too well. This is very powerful body language and both guys and girls get "very" upset (and very quickly) if the "strong" flirting signals turn out to just be a tease.



## Before you even start flirting

- Be graceful and keep moving with poise and confidence. Men are psychologically programmed to “zone-in” on this kind of movement. That’s why strippers move the way they do and don’t do techno dancing.
- Look healthy – this is **truly** just as important as being good-looking.
- Don’t lower your chin (it makes you look scared) and definitely keep your chest out. It doesn’t seem to matter if you have small breasts – it’s the posture that counts.
- Women choose the men that they want to approach them by flirting – most of the time. If you want to see which men are “looking”, then watch out for the guy who is “scanning” the place. He may be alone, with his friends or even with another woman but his eyes will periodically “sweep” the room like a radar beam. And, just like a radar beam, he is looking for a signal.
- Flirting is about being noticed and that means being noticeable. There are six (6) sensible things that really make a person, especially a woman, “stand out” these are:

**A) Colour** – Don’t wear boring colours. The guy may not like what he sees but he will at least see you.

**B) Movement** – Move! Be animated. Motion attracts the eye. When people (animals) are scared and timid they freeze. This implies that you are reluctant and unready. In short, you’re a poor opportunity for his time and efforts.

**C) Accessibility** – The single biggest mistake that women make if they want to be approached is to **appear** difficult to approach. Let’s be absolutely clear – no guy wants to try and “pick you up” while a group of your scornful (they weren’t approached) girlfriends watch him do his stuff. There’s a really stupid line from one of the Spice Girl’s first songs “Wannabe” - it goes, “*If you wanna be my lover, you gotta get with my friends, make it last forever (for) friendship never ends,*” Well that is fine if you are a 14 year old girl-power comic reader but if you want to meet a man then it is very bad advice. Men, on the whole, hate your girlfriends – they’re often bitchy, cruel, jealous, critical and will very definitely get in the way. Where you sit, how you position yourself and what part of the environment you are in, affects how accessible you are. The less accessible, the less you’ll be approached. Recognising accessibility is also a very powerful “man-thing”. Why would they want to waste their efforts on an inaccessible female? Very Freudian!

**D) Eye Contact** – Be prepared to make eye contact with the guys you’re interested in. To do this you have to be prepared to look around too – just enough but not too much or every lame hopeful is then going to be all over you. Still, no eye contact then no approaches – well not from anybody you’d be interested in.

**E) Be Different** – Well, actually you should be just different enough to stand out. If you’re at a Goth party and you’re dressed as a W.A.S.P. cheerleader (Marylin Manson – Tainted Love) then you will get noticed but possibly not in the way you wanted. Just be different enough to stand out and be seen. No guy ever approached the invisible woman.

**F) Skin** – When it comes to flirting, there is no substitute for showing some skin. Men love skin – especially if it is smooth and unblemished. In their testosterone driven minds the equation is simple: Skin = availability. There’s been a lot of flirting psychobabble written about why this is by people who probably don’t get out enough but it is true. At a very basic level, men are programmed to look for naked skin – generally the more the better.

## Glance and Look Down:

This is the “killer” flirting signal. You’ve made eye contact with that guy who’s “scanning” and who you would like to approach you. You give him a hint of a mischievous smile, an interested glance, and then look down (Not away). Subtly adjust your posture so that you’re pointing towards him. Slightly arch your back so you emphasize your chest. Don’t overdo it or you’ll seem awkward and, dare we say it, desperate.

## Three Strikes and Out:

Quite often your first flirting signal won’t be enough. What’s going on in the guy’s head is this. “Oh my god, she’s interested. Is she? Did I just imagine that? Oh Hell, look at all her friends watching. I’m feeling good that she’s interested but do I actually want to do this? Did I just imagine this? How much have I had to drink?”

So now you have to repeat your “look” so that he gets the message that he’s not in fantasy land. If he still does nothing then you can try a third attempt. By now (within two minutes) if he’s a confident



male he should be coming over to you. If he isn't then he probably isn't good "mate" material. In short, where flirting is concerned – it's three strikes and out. You'll be better off investing your interest elsewhere. One final thought in defence of the guys is this: Girls tease and practice whereas most guys are for real. Girls that reject a guy often go up in the estimation of their friends (they have high standards) whereas a guy that fails always goes down in the estimation of his friends (loser). Guys have learnt that even if all the signals are "right" they can still be rejected.

### **The approach:**

So now he's coming over to you. Your **flirting** has worked. He'll probably move slowly and look for reassurance from you. At any time he can turn away and bypass you if he feels that the "vibe" isn't right. Then you blew it. If you're with friends then they'll have noticed your "play" and if he turns away then you lose. As he walks over you need to increase your smile and open your posture to welcome him. Both you and he know that this is literally the first step. As he nears you it is critical that you do allow him some personal space. That means adjusting your posture to exclude those around you and focus on him. That is if you want this contact to work. Women often change their minds as a man approaches and you can reject him once he's made contact or if he is obviously not "mate" material. If you're a woman then trust your instincts as he approaches you. Watch out for weird-walks, frozen smiles, glassy eyes and guys that keep looking at their buddies. So, if you've changed your mind then turn away from him before he arrives and with luck he'll get the message and won't even try.

### **The Contact:**

So now you've made contact and you've decided that he's safe and you like him enough to explore this further. He's clearly shown his interest in you by coming over but is going to need to see plenty of female flirting (sex) signals or he may lose interest and start "scanning" again. If you are genuinely attracted to the guy then many of these may come naturally. However, for lots of people the act of flirting or projecting body language sex signals does not come easily. This is something of a mystery but is true. He's going to want to see some of the following:

#### **The Hair Tug**

#### **The Body (knee) point**

#### **The Shoe Dangle**

#### **The Neck Stroke**

#### **The Tilt and Smile**

#### **The Lip Nibble**

These are just some of the gestures that will continue to show him that you are interested.

### **Be Welcoming:**

Just remember that if you gave him a flirting signal then you actually invited him to come over and play. It's at this point that women often feel insecure and have an inexplicable urge to be "hard-to-get". This is usually done to appear "cool" in front of the watching girlfriends – sometimes to test his determination. Bad move if you feel attracted to the guy! He's risked a lot by coming over to you and he'll actually save face by "mocking" your attitude and leaving you high-and-dry as fast as he can. (I.e. "She was so weird I just had to get out of there!") So, be welcoming. Shake his hand if he offers it. Give him some space and, if you like him, keep on sending the right signals.

### **Finding out Stuff:**

He talks – you talk. He sends you body language signals you do the same. Assuming that you find yourself enjoying the encounter you need to send him some strong verbal messages that are backed up by corresponding body language. Men need plenty of clear simple messages. Understand this, you'll quickly know whether you like him or not because it's hard-wired into your brain. Time passes, you tell him stuff about yourself, he tells you stuff about himself. You're both enjoying this time. Maybe you dance, maybe it's a drink at the bar or maybe it's a time for some personal space?

### **Body Magnetism:**

You're attracted to each other. Like magnet and metal you'll find yourself drawn to reduce the physical space between you. You need to subtly lean forward – a powerful signal in the right environment. If he does the same then this encounter is going places. If he leans back then he is subconsciously (or even consciously) maintaining the distance. The rule is simple, closing the space between you is good if you want this to go further but if he moves (leans) forward and you move away then you are sending a very negative set of signals. If they were put into language, they would say, "Hey! Slow down! I'm not ready. I'm not sure. Maybe I don't like you."

### **Just the Right Touch:**

Let's say that you do like him. He's charming, interesting, values your conversation, has things in common with you and is definitely not weird. Now is the time to close the gap. This is a very serious flirting (sex) signal and you should only use it if you're ready. The body language you're going to use is the accidental touch. Consciously or subconsciously you let a part of your body touch his. It might be that your leg rests against his as you adjust your posture or that you reach out and touch his forearm as he says something witty or interesting. Whatever the circumstances – you've made body contact. A normal, well adjusted, guy will respond in equal measure. Contact!

If he ignores the touch then he's not ready or maybe a novice when it comes to the flirting game. If he overreacts and tries to grab you then he's either a serious amateur or a predator. This is a game that goes slowly-by-slowly and he should understand the rules.

If you're comfortable with the way things are going then your touches will become longer and more obviously deliberate. If he's "cool" he'll keep pace with you and do the same. Both your intentions are clear – physical contact is very OK!

### **The Very First Kiss:**

A kiss cannot really happen by accident and so it is a very clear body language interaction that moves a potential relationship from flirting to real. The guy is going to be very nervous and be adrenaline-charged by this stage of the game. This is where it all goes right or goes horribly wrong. You need to understand he is going to be a little hesitant to take this step. He knows timing is everything and so he will be watching for the "kiss me" signal. It's called the "Melt and Breathe". Simply put, you let your face relax totally, your eyes slowly close as if in a trance and you open your mouth as if needing a deep breath of his masculine vitality. This is the most incredibly powerful of all body language gestures. If he doesn't kiss you then leave, go home, get drunk (if you're over 18 – yeah right) and start again tomorrow. Frankly, if he doesn't kiss you then he's probably too dense to tie his own shoelaces and probably doesn't deserve to pass on his genes. Harsh but true!

### **The final Count Down:**

We've given you some solid **flirting tips** but from here on out it is really about how far you go. Perhaps you will kiss a few times and agree to meet again or perhaps you will wind up in bed together engaged in wild monkey sex. Just remember that the further you want it to go the more body language signals you'll need to send to each other. For men this is the final count down and for most of them it always comes as a bit of a surprise. If you want to go all the way then make it clear! Every night there are millions of women around the world who find themselves at home, alone and drinking something, wondering why they're not in bed with that sexy guy they got on so well with.

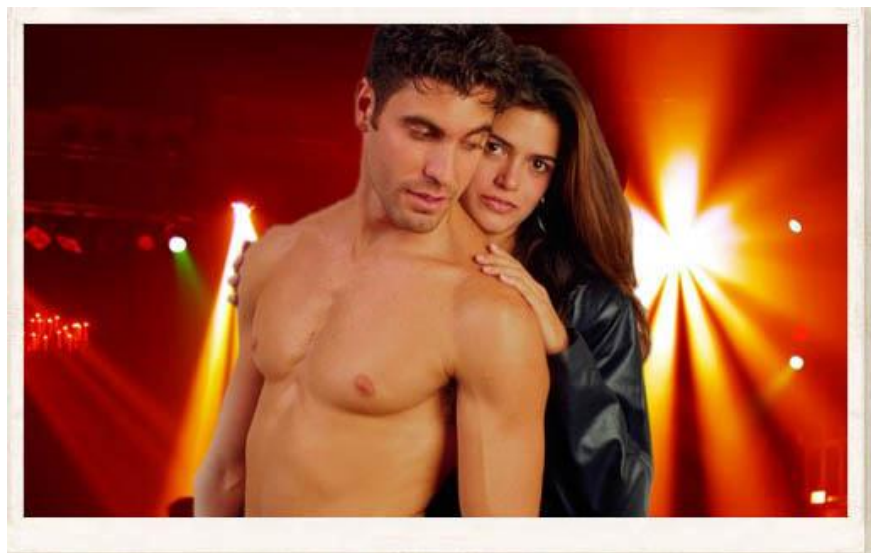
Finally, when three million years of evolutionary behaviour has fade into passion and the flirting competition is just an illusion, you'll stop playing the game and experience raw, beautiful, mad, fantastic harmonic sex. If you're really, really, oh yes really lucky then you'll have found that person that with whom forever is too short a time. Good luck.

## **Flirting Tips For Men I**

This section is about body language and flirting – It's a definitive guide to meeting and interacting with women but there is a lot of cross-over with body language.

If you're too lazy to read it properly then don't expect great results.

Let's be honest - you would not be reading this if you were not interested so do yourself a favour and read it properly.



There's a lot of rubbish been written about this in the past so here's the facts. Looks do matter, size does count (your shoulders not your penis) and women do compare notes. The good news is that you live in the age of miracles. (Hair dye, plastic surgery and Viagra)

### **Known or Unknown**

Flirting will either take place with someone you already know or with someone you've never met before. Both situations have their pros and cons. It's quite common for a friendship to suddenly go sexual and it is also just as likely that you'll meet someone at 9.00pm in a nightclub and be in bed with them by 1.00am. (A little later if you're in New York.) In either case, flirting and body language will play a huge part in the interaction but may be very different with regard to what and how it is done. For example, with people you've never met before first impressions are hugely important but with people you know then it may be all about changing the impressions that they already have. Sometimes people you know will start flirting to test the water and sometimes people you don't know will flirt with you just to check that they're still attractive. When it comes to flirting and body language it's a game with some very complex rules but here's the point – if you don't play you can't win.

- **If you already know someone ...**

There are advantages and disadvantages of flirting with people that you already know. The key to the success of your flirting often depends on what the other person secretly thinks about you. We know this guy that has been hot for a woman for more than twenty years since they were at school together. One day she looked over at this guy and a switch flipped in her head and she started broadcasting to him. He responded and they got married a little while ago. What triggered her to suddenly find him attractive? Well he'd just turned 35 and had decided to join one of those clubs where you do "stand-up" comedy. Turns out he was good at it. Suddenly she saw him in a whole new way. When we already know somebody we risk losing whatever relationship we have with that person if we switch tracks. Naturally, people are reluctant to lose what they already have.

The key to attracting and flirting with somebody that you already know is to change the way they see you. This can require dramatic action. Say you've been as boring and inactive as pond scum lying on pool for ten years and suddenly take up sky diving then you will certainly get people's attention. A positive aspect of flirting with somebody that you already know is that you probably have established a degree of trust with that person. This makes your efforts seem more sincere.

- **If it's a stranger ...**

On the whole we would say that it is easier to flirt with a stranger than with a friend. Strangers have to judge you on first impressions and how you project yourself. You are a blank canvass that can be painted in the colours most suitable to the occasion. In short, you have the luxury of re-inventing yourself. On the downside, there is probably very little trust.

### **Time and Place**

Another factor that will impact on your flirting is time and place. It can start and take place anywhere but the simple rule is that it has to feel right. It's not uncommon for business colleagues to flirt outrageously in the office and then suddenly go cold when they're in an intimate environment. The reason is simple – in the office the **flirting** is safe – it is practice. In an intimate environment it is serious with all the attached consequences. That doesn't mean that it can't happen in both places – it often does. In this case the office is the warm up for the real game. On occasions, it actually is the real game and the photocopier gets to make some interesting images.

The best and most common time-and-place for flirting is when it has the potential for both commitment and escape. This makes parties, nightclubs and other social gatherings ideal. There's plenty of opportunity for flirting (strangers and friends) but there is also a "safe" environment – at least to start with.

### **Practice makes Perfect**

Flirting is about what you say and what your body language says. The absolutely most important rule is that they must say the same thing. If they don't, and women are good at recognising this, then you'll just make them feel uncomfortable.

Practice flirting! You wouldn't pick up a golf club and expect to win the first time you play. Here's a tip about flirting – girls are naturally just better at this – guys do need to practice. Most guys naturally know how to fight - most girls don't have a clue. It's just one of those things.

Practice that sexy smile, that wistful glance, that "you're hot" wink and get it right. You'll just make a

fool of yourself if you get it wrong. Practice! Mirrors are helpful. If you want to know how it should look then watch a few of the male actors in some of those chick flick films you wouldn't want your buddies to ever know you've watched. At the moment the girls are hot for George Clooney, Josh Hartnett, Brad Pitt, Jonny Depp and Paul Walker but that'll change in a year or so. Just watch how they do it.

One last thought. Not all men have the physical "looks" and "attributes" to pull this off. Be honest! If you're 250 pounds, have less hair on your head than a shaved porn star, wear glasses and sweat badly when you meet people then it's probably a bad idea to try and emulate Jonny Depp. Still, you're not out of the game you just really really need to read the section on what women want and do something about it. (Remember – Age of Miracles)

### **What DO women want? (The Turn ON)**

What do women want? Well that's the toughest of all questions because more than half the time they are not sure themselves. (We're not being patronizing – just truthful.) What women want changes depending on their age, their culture, the century and time of their menstrual cycle? For millennia, men pondered this question then, as their heads started to hurt, went and got drunk. Many still do. However, thanks to the internet and the sudden surplus of information available, it's possible to finally understand this mystery.

***This is what women want – most of the time – but they will happily settle for just some of it and, in certain cases, very little of it. Beware – it's confusing. In general, women want men that are ...***

- 1 Tall rather than short (or at least taller than the woman)
- 2 Dark haired rather than blonde
- 3 Handsome rather than plain
- 4 Masculine but clean (hygiene is important to woman)
- 5 A little rough and dangerous but safe and gentle – with them
- 6 Risk takers until they're married and / or have children
- 7 Flat stomach - small butt
- 8 Broad shoulders - narrow waist
- 9 Wealthy or have future wealth potential
- 10 Leaders rather than followers
- 11 Able to make them feel good even if it means lying (convincingly)
- 12 Confident and relaxed
- 13 Popular with others but focused on them – the woman
- 14 Physically fit but not so it dominates their lives
- 15 Intelligent enough to understand them but definitely not a nerd
- 16 A little wild but tameable
- 17 Adventurous in their past and present but only adventurous with her in the future
- 18 Unpredictable – for a while
- 19 Experienced with sex but prepared to give up other women for them
- 20 Good listeners
- 21 Definitely not weird – unless being weird is the norm for the social group
- 22 Able to dress with style and reasonable fashion but not a dandy
- 23 Loving but not possessive and stifling.
- 24 A sense that they're prepared to walk away – if they really feel like it
- 25 Able to make them laugh! (Hugely important)

### **Very Important:**

Statistically, the number of men that have all the characteristics listed above is less than 1.4%. So ... the good news for most men is the "Rule of Five". Most women will be pleased with their catch if the man has just five (5) of the above characteristics. That's just one fifth (1/5). Try it and you'll see what we mean. Pick any five characteristics at random. Write them down and then use them to describe an imaginary friend to a single woman that you know. See how she reacts.

"True men want fame, fortune and glory and a son to leave it to. Women want men to achieve this and then to be desired so much that they will give it up just for them."

There are a lot of hidden truths in that statement but one that is often overlooked is this. Women don't want men to give up insignificance, poverty and being scorned for them. That's no sacrifice at all. The heart of this statement is about proof. Above all else, a woman wants proof of a man's desire.

## What women **DON'T** want! (The Turn OFF)

However ... and this is a big however, if the man has any of the characteristics listed below then his chances fall incredibly fast. These are called: **“Contact Killers”**.

- 1 Has an very unpleasant or unusual body odour – Could be illness
- 2 Has noticeable rashes or advanced skin disease of any sort – Illness and Disease
- 3 Has distorted or imbalanced facial features – May imply genetic issues
- 4 Sweats uncontrollably – It implies illness or anxiety therefore not an alpha
- 5 Is “laughably” socially awkward – Implies ill adjustment
- 6 Is noticeably feminine – Could be secretly gay?
- 7 Is fat – a butt the size of two pigs in a sack - No self-control / physical weakness
- 8 Has bad teeth / breathe – Not kissing a dirty drain.
- 9 Is really, as opposed to just interestingly, weird. I.e. Collects frog spawn as a hobby and believes it could be tomorrow’s wonder-food. – Unbalanced!
- 10 Is too old or just looks too old – No kids there.
- 11 Comes across as desperate - Loser.
- 12 Over 25 and lives with his mother – Let’s not go there!

So before you even think about women take two steps. Firstly make sure you have none of the “Contact Killer” negative characteristics. In most cases these problems can be cured – even if the solution is a little dramatic such as plastic surgery.

Secondly, pick five of the characteristics from the **“positives - what women want”** list and really work to emphasize them. Pick a second five that you don’t have and disguise them. So if you are quite funny become really good at making girls laugh. If you’re short wear shoes that increase your height. If you have dark hair then grow it longer. If you’re a bit boring take up an adventurous sport.

## The Right Attitude

You have to have the right attitude. Women are incredibly quick to pick up “vibes” relating to your attitude. If you’ve sorted out any personal “contact killers” and have perfected at least five of these positive characteristics then you should be confident. Project the right “aura” – you’re a leader, fit, funny, practiced in the right body-language and stylish. You’re already in the top 5%. You are not scared of rejection. You don’t need to be drunk or have twenty buddies edging you on. You know that you’re going to lose some and be able to laugh it off. You also know you’re going to win some and that’s what counts.

## Observation and Selection

So now it’s time for flirting and body language recognition. You don’t just see a woman you’d like to get to know and go and hit on her. Sure there’s a small chance that you’re so hot that you will get away with it but if you’re not extraordinary (1.4%) then you’ll do it this way.

The first step is to use your powers of body language observation to identify the women that are broadcasting their availability. They’ll be accessible and positioned to make an advance reasonably easy. The clothes they wear, the way they’re sitting or standing and how animated they seem are all clues for you. Now would be a really good time to read the section on female flirting signals. Don’t waste your time on those women that are not broadcasting. Your chances will be low – very low.

Once you’ve identified a potentially available woman that you are interested in, even if it is a previous friend, you need her to notice you. One thing to your advantage is that if she is truly available she’ll be looking too – just not as obviously. Don’t expect her to see you hiding in the shadows or five rows deep behind your buddies.

In brief, you’ve got to position yourself close enough to her so she can see you and yet do it in a way that seems casual, confident and comfortable. It’s helpful not to appear alone at this time. Perhaps you and a just one buddy wander over and with luck she will notice you and send a signal. Usually it’s eye contact and the slightest raising of her eyebrows. It’s Ok to respond with a gentle grin or a sexy look and hold her eyes with yours. Don’t look away before she does. This is called “lingering eye contact.” It’s a red-hot signal and it shows you’re confident and interested. She’ll probably smile a little and then look down. If you’re not sure it’s OK then wait to see if she “broadcasts again”. If she does so then now’s the time to act. Some women will be prepared to keep broadcasting even if you don’t react but most will give up after three attempts.

- **Generally the female Signals and the Male Responds**  
(Only true Alphas should broadcast first)

Obviously the circumstances will impact on how you behave. In a nightclub you'll move in fast and she'll expect you to do so. However, at a garden party your flirting may be less obvious and slower. When it's with a group of friends you may need to keep sending signals to each other for quite a while before you can get some space without everyone watching. Here's a really good tip – stay sober or at least reasonably sober.

### **How to be the CHOSEN ONE (Key Flirting Tips for Men)**

What makes a woman decide that you are worth a flirting signal – especially if she's never met you before? Initially it's your appearance and body language. Some say that it's as much as 80% of her decision. We've already covered appearance so now onto body language. These are the top male body language (flirting) signals of the available and attractive male.

- 1 Stand tall – don't slouch
- 2 Keep your shoulders back
- 3 Keep your chin up
- 4 Suck in the stomach (but not obviously so)
- 5 Casually look around – scan but don't stare
- 6 Make eye contact with women (very important)
- 7 Position yourself at the centre of the action – you're an Alpha Male
- 8 Move casually and confidently
- 9 Lead don't follow
- 10 Don't cross your arms (unless it's freezing cold)
- 11 Send out flirting response signals - or even initiate a few of your own
- 12 Show off your physique – if it's good.
- 13 Be groomed in a very, very, casual way
- 14 Laugh and make people around you laugh with you not at you
- 15 Display wealth – appear wealthy
- 16 Never tuck both hands into your pockets (unless it's freezing)

## **Flirting Tips For Men II**

### **Barbie Doll & Action Man (G I Joe)**

These are some of the most successful toys sold by the Mattel Corporation (TM). They make many millions of dollars each year from their sales. Being smart, you'll notice that they were not called Geeky Doll and The Boring Man.

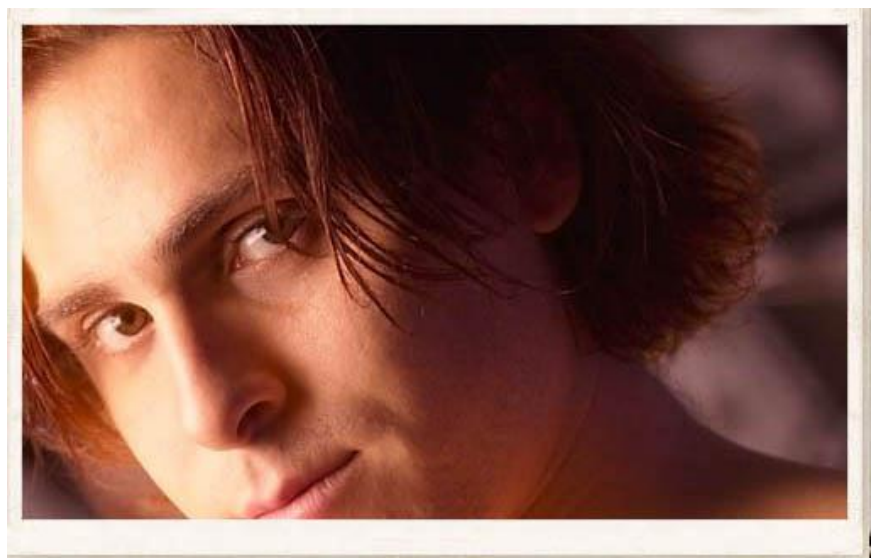
If you want to understand the “stereotypical male and female” sex symbols then take a look at these toys.

Action man is dark, fit, muscular and an adventurer. Barbie Doll is lithe, fit,

has prominent breasts and is blonde. (The name was very sexy in the late 50's and also the name of the inventor, Ruth Handler's, daughter) Based on her measurements, if she really existed, she'd make the average centrefold model look flat-chested.

Ken - Barbie's on-off boyfriend, is a somewhat less-rough version of Action Man. In short, he's an androgynous non-threatening stereotype for young girls. Perhaps post 50's people would be less confused today if the makers of these toys had included plastic genitals.

What's the point? The point is that these toys work because they subconsciously appeal to very young people who recognise them as winning formulas in the flirting and mating game. Just ask



yourself how many blonde women dye their hair dark? How many men wish they had fewer muscles? Generalizations? Yes. Stereotypes? Of course. True? Definitely!

### **The Approach**

Don't sweat it! No ... we really mean don't sweat it – nervousness causes unpleasant sweating. For most men (you're not alone) this is the hardest part. Men feel as if everyone is watching them and waiting to see if they score or fail. Adrenaline is flooding their bodies causing them to experience the masculine "Fight or Flight" response to stressful situations. Of course – the problem is that meeting a woman is neither. As with everything in life, the more you do it the less stressful it becomes. Adrenaline is a catch-22 hormone. It prepares men for action but can also make you appear rigid (not in that way) and awkward. The more approaches you make the more relaxed you'll become. So what if the first 10 women laughed you off – who cares! The world is full of sexy beautiful women. Remember the golf game – nobody, especially you, should expect to win the first time you play. According to General Taurasian Von scheißen just do the math. There are more than 60,000 nightclubs around the world. On any night each of these nightclubs has at least 25 single and available women inside. That means that each year more than 547,500,000 (half a billion) women are waiting to meet somebody special. In short you can screw up 547, 499,999 times before you run out of opportunities. Yes ... it is B.S. but we hope that it gets the point across. You actually have very little to lose by losing as long as you have the guts to try again.

### **Humour - Make the ladies laugh - but not at you**

Women are generally very attracted to men that can make them laugh. You could read a book on this and why it works and still not completely understand it. In short, psychologists claim that laughter releases "feel good" hormones that are very similar to sexual hormones and this makes a woman attracted to the man that is causing her to feel the way she does. This could well be true! Everyone knows a guy who is seriously overweight and definitely no longer handsome but can take his pick of the single women he meets just because he always makes them laugh. Sometimes he tells jokes, sometimes he teases them but eventually he gets what he wants. It's a rare skill. Really! Make them laugh.

### **Don't come on too strong**

If there is one thing that all women have an issue with it's their fear of desperate guys. Desperate guys are a big, big turnoff. Life is too short to try and understand why but guys that "try-to-hard" are definitely on the scrap heap before they even rev up the motor. Guys actually feel the same about girls. If you don't get what we're telling you then watch the music video "Too Fly for a White Guy" by the band "Offspring" or listen to the song "Some Girls Try to Hard" by "Blink 182" . You should be interested in her but not so into this contact that the girl suddenly starts thinking, "Am I the first girl that this guy has talked to in his life?"

She has to believe that you'll walk away at any time if you feel like it. Maybe girls like a challenge? Maybe they don't want what any other girl could have had. Who the hell knows exactly, but wise up – "Too keen and you're a has been".

### **Matching the pace**

This is where the guys often go wrong. You recognised the signals and acted. You talked, she talked and you've got stuff in common. (A good thing) You made her laugh. Your body language is right and so is hers and then you moved too fast (or not at all) and blew it. Does this sound familiar?

So she touched your hand? This wasn't a signal to jump the table and try and stick your tongue down her throat. Here's the rule – match the pace that she sets. Mimic her body language without making it obvious. It's a game guys and she wants to see if you know the rules. If she's moving slow then take it easy. If she's going fast then don't wimp out and back off. If she leans forward then so do you. If she accidentally touches you then you need to respond at the same pace. This is the warm up before the game.

Oh, by the way, if she's moving really, really, really slow then find someone else. Even if it works out then you're letting yourself in for a world of frustration – maybe decades of it. Girls should have just the same level of sex-drive that guys have. They just use it differently. If it's too, too slow then it's a no go. Do yourselves a favour and find someone else!

## **Body Pointing**

Body pointing is powerful Mojo (body language magic involving the soul or your very life force). Make sure that your body faces or points towards hers. She should be pointing hers towards you. This achieves two things. First it excludes other people (men and women) that might interfere and secondly, it shows readiness and attraction.

## **Mirroring**

People that have an affinity for each other tend to subconsciously mimic each other's body language. Affinity means liking each other. This is pure body language wizardry. You can gain an edge by making sure that your body language mimics hers but don't be stupid and make it obvious. This means not copying her every move but rather using similar body language in general – say a minute later.) Just remember, she's just as smart as you are – maybe more. God help two people that have both read this and then meet each other.

## **MORE USEFUL FLIRTING TIPS**

### **Look at her mouth but don't ignore her eyes**

As you talk don't be afraid to look at her mouth. Watch her lips move as she speaks. Most women can sense when a man starts looking at their mouth and know that this is a subconscious desire to kiss them. This is a powerful flirting tip for men. It shows desire, sincerity and hunger for them. Still, don't be so obvious that she thinks that you have a lipstick fixation. With effort, tear your eyes away from her lips and meet her eyes. Look deep and passionately into her soul. She'll love this. Very Hot!

### **Don't be Afraid to Blink**

The rule is that the more that a person blinks the more stimulated they'll find themselves. By blinking yourself you'll trigger her to start blinking too. If things are going well then her blink rate will start to match yours. The more she blinks, the more she is going to feel attracted to you. Please don't overdo this. If you sit there batting your eyelids like some neurotic psycho then she's going to run a mile. This is definitely a case of "less is more". Use it wisely.

### **The Eyebrow Flash**

Eyebrows and what they do are a micro-tell. Both women and men just can't help lifting them when they see someone they're attracted too. The problem is that this body language subtle and is often done in less than a microsecond. You'll need to be a pro to recognise this.

### **Keep her Talking**

Women do talk more than men. Here's the truth – women want to understand the world – Men want to change it. Understanding requires explanation – words. Change requires action. Let her talk. As she talks the more comfortable she will feel with you. Still, don't let her forget why you're there with her. You want sex. You're not her psychiatrist. Talking is good but too much of it is bad. If you allow her to use you as a listening post then you're a girlfriend. Gently focus her on the moment and the reason you're together. This is a really good time to use your humour skills. Make her laugh. Get her talking about the moment – after all the moment is you.

### **Don't try and fix her – She's not broken**

Women are extremely casual about self-disclosure. This means telling you about themselves and their issues. For a man this can be scary stuff – way too much information. Surf it as you would a wave. As a man you'll instinctively want to "sort-out" the problem. Here's a tip guys. Women don't think like you do. Women don't want to be fixed. They want to see how you respond. If you try and fix their issues then you're a girlfriend. If you have the strength to continue focusing on her as a sexual person then you're a potential mate. This behaviour maybe some kind of test that we haven't a clue how to explain.

### **Find the similarities**

The science of liking and attraction lists similarities as a very important factor in any relationship. Find things that you have in common – emphasise them. If she says that she really liked the film "Four Weddings and a Funeral" don't tell her you thought it was a load of sentimental crap. If she tells you that fashion is a retrospective statement of inner desires don't laugh, grab your balls and



say. "So is my ass!" For a start she may be right.

Just remember – she is probably looking for a relationship while you are probably just looking for sex. She knows that similarities mean agreement while the opposite means division. The good news for you guys is that as a relationship develops both men and women are prepared to accept fewer similarities. In fact, some of the best relationships develop between people that are quite the opposite – but not in the beginning.

### **No worries**

Women feel comfortable disclosing things about themselves and expect you to do the same. They may tell you about the things that worry them – this is allowed. It makes them vulnerable. You can't do this. For God's sake never tell them you have issues or problems. You have to project the appearance that you have the world in your hands. You could say that this is a trap. They want to see if you're really a well-adjusted, well-off, alpha male. If they tell you that they have an issue, you tell them you've just succeeded at something. They're projecting vulnerability but you're projecting strength. It may sound like B.S. but it isn't. Only very disturbed women with a mother image complex wants men that have issues.

### **Touching**

We just touched on touching but we need to explore this some more. Let's say that you do like her. She's good looking, sexy, fit and most importantly, she likes you. What happens next is a very serious flirting (sex) signal and you should only use it if you're ready. The body language you're going to use is the accidental touch. Consciously or subconsciously you let a part of your body touch hers. It might be that your leg rests against hers as you adjust your posture or that you reach out and touch her hand as she says something sexy or appealing. Whatever the circumstances – you've made body contact. A normal, well adjusted, girl will respond in equal measure. Contact!

If she ignores the tentative touch then she's not ready or maybe an amateur when it comes to the flirting game. If she overreacts and tries to grab your balls then she's either seriously desperate or very horny. Try not to take advantage of desperate women – at best you'll hurt them and at worst they'll come back and boil your bunny. (Fatal Attraction -1987) Nymphomaniacs are another issue for another time.

If you're comfortable with the way things are going then your touches will become longer and more obviously deliberate. If she's hot for you then she'll keep pace with you and do the same. Both your intentions are clear – physical contact is very OK!

### **No ... we can't just be friends!**

We'll keep this short. If you're unlucky, or unskilled, then your contact will cool down. She likes you but not in the way you want. No matter how much you want this woman, the moment she says "Let's be friends" then do this: Leave! You don't want to be her friend you want to be her lover. Biologically, she's classed you as a supporter not a mate. We'll say it again, "leave". You're wasting your time. By leaving you might actually gain a second chance. You've redefined the game in a dramatic way.

### **Where to now?**

From here on out it is really about how far you go. Perhaps you'll kiss a few times and agree to meet again or perhaps you'll wind up in bed together engaged in wild monkey sex. Just remember that the further you want it to go the more body language signals you'll need to send to each other.

For women this is a much more serious commitment than you're making. If it all goes wrong then they wind up with a kid and you wind up somewhere else having fun while some rug rat chews (often painfully) on their nipples as they count the stretch marks that your night of passion left them with.

Don't be the bastard that you're capable of being. Realize that for a woman to let you into her life she is taking a far bigger risk than you are. She can genuinely sense what kind of person you really are. The "force" is definitely "with" women when it comes to this stuff. She'll instinctively know if you just want a one-night-stand even if you don't know that you do. The more you truly believe that you want to be with her, the more likely she is to say yes. We agree ... it's very mystic.

### **The Morning After**

It's the morning after - you're sticky, worried about your breath, there's a funny tingle where there shouldn't be and your hair looks like a squirrel has been sleeping in it. Don't wake up, leap out of bed and start dancing round the room chanting, "We did it, we did it!" Never slump your shoulders

and say. "This might have been a mistake." Remember, women compare notes. No matter how scared you are that you had unprotected sex, be cool, loving, and keep on flirting. You may never see her again or you may wind up marrying her but either way she wants to know (believe) that this wasn't a really bad mistake. Oh and for heaven's sake never try and reassure her by telling her that your last VD test was negative.

This is what you do. You will either both feel really amazing and have sex again or you'll feel a little awkward and need some time to reassess where you are. If it's the latter then you'll take a shower and give her some personal space to clean herself up and regain her composure. You will tell her what a fantastic time you had and how incredible it was to be with her. You'll kiss her neck and hold her without grabbing her breasts or bum. You'll agree to meet her later even if you don't set an actual time or date.

### **Make the Effort**

Flirting is one of the magic ingredients that makes relationships work. Don't try and laugh this off. If you do then one day you'll be sitting in a divorce court, watching your life fall to pieces, and remember that we warned you! Never stop flirting with that one person you eventually love.

## **Facial Expressions - The Basic Eight**

Silvan Tomkins, world recognised guru on emotional states, (1911 - 1991), believed that there are eight basic expressions which are:

<b>Surprise</b>	<b>Interest</b>
<b>Joy</b>	<b>Rage</b>
<b>Fear</b>	<b>Disgust</b>
<b>Shame</b>	<b>Anguish</b>

The chalk picto-faces on this have been drawn with deliberate simplicity to show how a circle with a few lines within it can be recognised as a distinctive facial expression with a strong corresponding emotion. It is important to note that humans actually use a far wider range of facial expressions than the eight depicted here.

### **SURPRISE**

The eyebrows are lifted so they become curved and central to the forehead. The skin underneath is stretched and horizontal wrinkles appear across the forehead. The eyelids open and the upper lids are raised while the lower lids are brought down. The jaw is dropped so that the lips and teeth are parted creating the effect of a slack jaw. The head is often tilted and the eyes raised. If the head is forward it indicates disbelief - if the head is pulled back it indicates fear. Usually this facial expression is swiftly replaced by a reactionary expression.



### **INTEREST**

This facial expression is essentially neutral and by definition open to information - i.e. interest. There are some indicators - a half smile and a slight widening of the eyes. The forehead and the eyebrows are the kinesics to observe. A slight frown indicates concentration rather than disbelief. However, should the eyes narrow and the frown become more obvious then the person is clearly having difficulty "absorbing and accepting the incoming information. The more informed or educated a person becomes, the more difficult it is for them to blindly accept new input.

## JOY / THE SMILE

Joy is an emotion of sincere happiness. The key visual component of this emotional state is the smile. Still, "Why do we smile?" Almost all animals don't smile. Baring the teeth is actually a very aggressive facial signal. This is a great psychological question and there isn't yet a fully convincing answer. It might be as simple as dental health. Good teeth may indicate a good mate or it may have to do with submissive / aggressive behaviour patterns. It is perhaps the most inexplicable body language signal and simply taken for granted.



## ANGER - RAGE

"If you have to fight then win at any cost. You cannot defend your actions tomorrow if you die today." An ancient wisdom from Japan. Anger is the precursor to Rage. Anger is the warning - Rage is the result. The eyes narrow and the eyebrows form the classic V shape. The lips tighten. The face prepares for combat. Adrenaline floods the body preparing muscles for violence while endorphins prepare the body for pain. Hate, a desire to inflict hurt and a denial of consequences. This is rage - the mind-set of the berserker. No mercy - one victor!"

## FEAR

A frozen stare, wild and wide-open eyes, face pale, face pulled back, chills, sweating and hair standing on end. These are all some of the components that make up the facial expression of fear or terror. A cliché in English literature is: "His face was a mask of terror." This is because the face does, for a moment, actually take on a mask-like appearance. For an instant the person freezes like a rabbit caught in the glare of a car's headlights (stay still and the predator might not see you) and then adrenaline floods the system and the person flees or fights.



## DISGUST

Dr Valerie Curtis of the London School of Hygiene and Tropical Medicine discovered that people worldwide found a range of things that were consistently considered disgusting. These were: Body secretions (vomit, pus, sexual fluids, etc.), body parts and blood, anything rotting, certain insects and animals, (lice, rats, and flies), contagious or contaminated people. She drew the conclusion that disgust is a survival instinct that repels people from disease. As such the expression of disgust may be an attempt to close off the nose and eyes from contact with the contagion.

## SHAME

Guilt and humiliation have almost identical facial expressions. The person looks down and to the side to avoid meeting the eyes of other people. The eyebrows arch outwards in a non-aggressive expression and the mouth droops in sorrow. Usually the head is tilted forward or bowed. These emotions occur when an individual realises they have been identified in an indefensible "wrong doing". This usually occurs when the person is "caught out" by others but can happen when the person recognises internally they have done wrong.



## ANGUISH

The Merriam Webster dictionary describes Anguish as: Extreme (emotional) pain, distress or anxiety. Anguish can also be described as an overwhelming sadness or sorrow. The facial expression depicted to the left is a simple representation of the way that the face alters (often uncontrollably) when this emotional state occurs. Tomkins describes the physical manifestation as: Crying or rhythmic sobbing, arched eyebrows, mouth slightly open and lips turned down. No picto-face can begin to describe the intensity of this expression.

Facial expressions are the foundations of body language. Some are instinctive and some are learned by watching others and then mimicking them. It's a fact that children see the gestures used by their parents and copy them as natural behaviour.

As usual, scientists and researchers disagree on the exact number of basic facial expressions. Charles Darwin is recognised as publishing the first serious scientific study in 1872 and in his work "the Expression of Emotions in Man and Animals" he claims to have identified 13 that can be considered universal. These are: astonishment, shame, fear, horror, pride, hatred, wrath, love, joy, guilt, anxiety, shyness, and modesty.

It's worth noting that many other people before Darwin appreciated the importance of facial expressions and their link to human emotions.

***"Beauty without expression is boring."***

This was proposed by Ralph Waldo Emerson an American Poet, Lecturer and Essayist who lived between 1803-1882.

***"Sweet babe, in thy face soft desires I can trace, secret joys and secret smiles, little pretty infant wiles"*** (From the poem Sleep! Sleep! Beauty Bright)

This was written by William Blake an English visionary, Mystic, Poet, Painter and Engraver who lived between 1757-1827. He clearly understood the importance of facial expressions.

## [Facial Expressions - Part Two](#)

Facial expressions are subtle and the slightest change in the position of an eyebrow can change the entire meaning of the body language that is being displayed. What's more, humans are very good at reading facial expressions (and faking them) - far more so than any other aspect of body language. Why do we have facial expressions?

One popular theory is that the complex verbal communication is actually a fairly recent evolutionary advance. In fact, it is so recent a development that only one species on the planet actually has it for

sure. (No we don't believe that dolphins have a secret language taught to them by aliens and film producers).

To put this into perspective we need to think of evolutionary time as a twenty four period with now being the end of the 24th hour. If we use this analogy then speech as we know it occurred in the last second of the last hour or 23:59:59.9 to be precise. The real question is how did humans then communicate up until that moment? The answer is with grunts, gestures and facial expressions.

It's therefore no surprise that we still use them. Today, our facial expressions are the equivalent of a perpetual PowerPoint display of our emotions. A huge amount of communication using facial expressions needs no words at all. A smile to say: "I'm pleased" or "I'm happy" or even "I like you" is enough.

These expressions are more than a statement of a person's emotional state they occur to reinforce or contradict what is being said. They are just as often used to provide others with feedback about the communication being received. A child being "told-off" looks down to acknowledge to the parent that he or she understands the communication and now feels shame. Two-way communication is taking place at many levels.

Sometimes facial expressions are simply automatic responses to protect the delicate organs of the face. Eyes narrow when threatened and a person will wrinkle their nose in disgust in an attempt to keep from inhaling a bad smell that might be dangerous. As stated before, the science behind body language is fascinating but this is mainly dedicated to the recognition of body language and what the individual signals and expressions mean.

## **SO FUNNY**

People enjoy smiling and laughter is so valuable to humans that we are actually prepared to pay for it. Comedy shows, jokes, puns, tickling and the occasional ludicrous situation make humans laugh. To the right is the "So Funny" facial expression that occurs when laughter reaches a point that is uncontrollable. The same expression is seen when a person is being tickled and, again, has no ability to stop laughing. It's much more common in women than men.



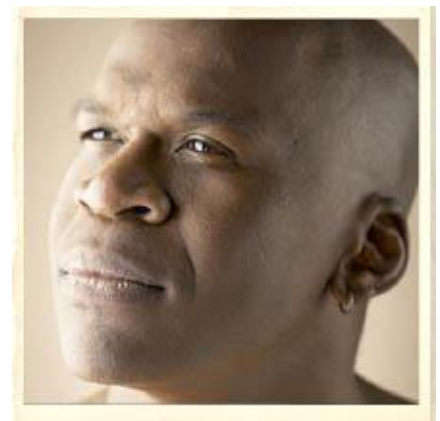
## **BLISS**

This is the facial expression of a person who is enjoying the emotional state described as bliss. The eyes are closed. The forehead is relaxed and free of frown lines. The lips reflect a faint smile.

Sometimes described as a state of extreme happiness, bliss is more accurately an emotional state that combines comfort, contentment and tranquillity. This is the facial expression of someone who may be daydreaming pleasant things or of a person who is enjoying a soothing and intimate massage. A state-of-mind where the world and its worries are far away.

## **THAT'S INTERESTING**

This picture shows the "quizzical" facial expression of a person who is paying close but cautious attention to what is said or displayed. The face is relatively neutral although there is a hint of a frown that tends, in this case, to suggest concentration rather than disapproval. The eyes are open and fixed on the subject and lips are relaxed. This is the intelligent expression that a lecturer would like to see on the faces of his or her students. If the person had a hint of a smile or occasionally nodded their head, this would indicate approval of the communication.





### **DOUBT - NOT SURE I BELIEVE YOU**

If the picture above indicates cautious interest then the one to the left is a negative progression. The eyes have narrowed and a clear frown has appeared, the lips have become pursed in disapproval, the chin has tilted defensively higher and the whole head has turned slightly away. Combined, these individual signals create a facial expression that blatantly indicates that the person has serious concerns about what they are hearing or seeing. This is a classic expression that generally indicates a distrust and the rejection of the communication that is taking place.

### **SHY, SO SHY**

This facial expression and posture may be confused with a "tell" for lying. Shy people experience emotional stress when interacting with other people and so look down and away. Liars experience a very similar stress and display the same signal. One indicator of these differences is in the movement of the persons eyes. A liar's eyes will often "glance" back at the other person to see what they are doing. The truly shy will keep their eyes averted. The speed of the expression is also important. Liars make this signal involuntarily and because they try not to do so, it is often very quick.



### **PAIN / EXTREME RAGE**

Why do people (and many animals) scream or bellow when in pain? Sources claim that it is an audible expression of an very intense physical or emotional experience that helps stimulate the release of adrenaline (the fight or flight hormone) and endorphins (the body's natural painkiller). As a facial expression it is similar to "rage" except that the eyes tend to close for pain and remain open for anger or rage. In both cases the act is a catharsis that provides a momentary release of emotional stress. Further sources claims the scream of pain is so close to that of rage it might frightened off an attacker.

### **ASHAMED / SO SORRY**

Bowing the head and looking down is a classic sign of shame or regret. The mouth is closed and the eyes, while open, usually look at the floor. Some psychologists believe that this facial expression implies deep introspection brought on by shame and concern for what is causing the emotion. Others believe that it is a learned response that shows subservience and is an act of contrition and thus a plea for forgiveness. In some cultures looking down is seen as a way of saying: "I'm not worthy to look at you. (Far Eastern) In Western culture not looking at someone can be seen as a sign of rudeness and weakness.



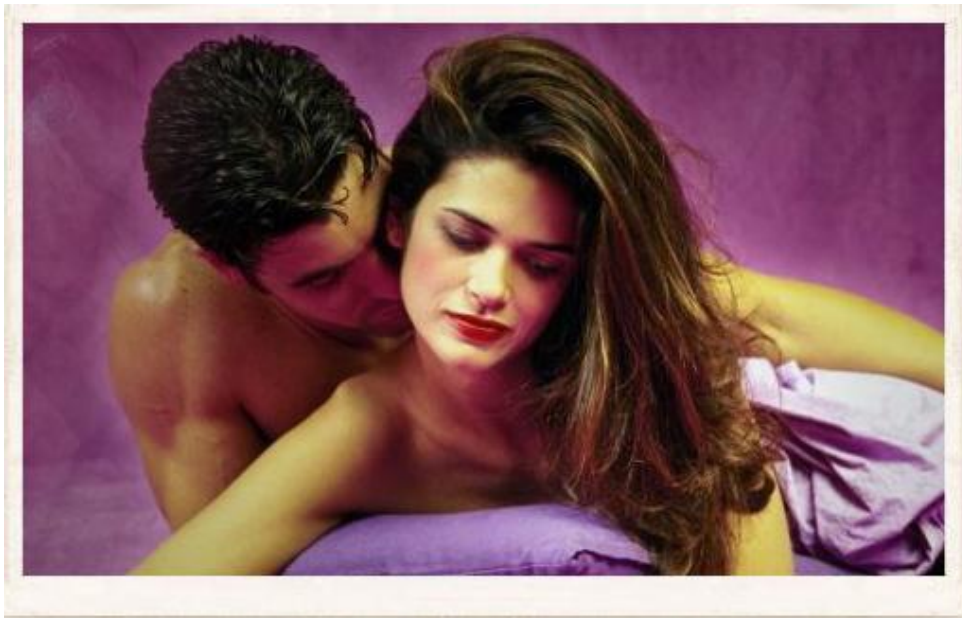
## **Body Language And Attraction**

**For most people the secrets of attraction are a subliminal mystery and a heady cocktail of desire, love, lust and lucky timing.**

**"Body language Extreme! The Secret of Life. There's nothing more important and so in the very end of days every person understands this truth.**

This section concentrates on the body and its hidden language. To understand these secrets of attraction is not so hard after all. Here are listed some of the most powerful aspects and attitudes that do really make a difference when it comes to human relationships. They will certainly help

but if you won't go out and meet people then none of this will make a difference. Also ... if you just skim through this without really understanding what we're say then you're not going to achieve the results.



### **STAND OUT AND BE NOTICED!**

Oscar Wilde, famous English playwright wrote, "The only thing worse than being talked about is not being talked about (at all). Paul Vincent, author and communications expert (1964 - ) once wrote, "I'd rather be noticed as someone who was different than never noticed at all." The rule is incredibly simple – "How can anybody be attracted to you if they don't realise that you're there?" So how do you stand out and be noticed? There are three simple steps and each of them requires courage. These are great body language secrets.

#### **A) Be different but not foolish.**

For example, if all the women at a formal ball are wearing black then dare to wear a deep crimson or emerald green. You will stand out and usually be admired for your verve. "She must really be confident to wear that ..." But remember, don't be foolish. Wearing a transparent gown with no underwear ... well sure you'll be noticed but maybe not in any way that you'll enjoy. Do not be scared by this advice. For example take the case of Czechoslovakian model Karolina Kurkova. Just before the 20th November 2008 she took part in a fashion show for Victoria's Secret – the lingerie line – and the world noticed she didn't have a belly button. Did the world scream freak? No ... overnight she became the most searched for woman on the internet (for a while).

Her popularity ratings soared. People that had never heard of her before were suddenly interested and for two days it was the most e-mailed story. There is something about human nature that is driven to recognise and focus on difference. In the case of Karolina her lack of a bellybutton was unusual, strangely sexy and curious. On the 20th of November 2008 the World noticed Karolina not for her stunning beauty, not for the clothes she was wearing but because a tiny part of her body was smoother than most peoples'. Now if that doesn't make you think then nothing will.

#### **B) Just a little bit more.**

This is a touch complicated but we'll do our best to explain. Being different is always a good idea but it works best if it is kept within context and limits. Basically this means going just a "little bit" further than everyone else. Let's say your social environment is "into" dancing. Everyone is on the floor for an average of ten minutes but you make sure you are out there for fifteen. The secret is to be just different enough to be noticed but not so different that people think you're weird. We'll give you another example. Let's say that your social group is "into" hairstyles. You could be radically different and shave your head. You'll be noticed (as Britney Spears was just before she lost custody of her children) but not in the right way. If your group is into being blonde then be golden blonde not platinum. Women love a "fit" man. So be just noticeably fitter than the competition. You do not need to have every muscle looking like a balloon full of ball bearings on steroids.

#### **C) Be unpredictable (Spontaneous).**

Most of the time human nature desires routine and patterns and so most people actually strive to be consistent. Why do humans want this? The secrets simple ... because then they can fit in, file it away and forget about it. (See: Information overload). We are taught to conform from a very early age and find it very hard to ignore or throw off this social conditioning. Bizarrely we notice (and often admire) those that can within limits. How many times have you heard a woman say, "I can't wait to see him again he's so wonderfully predictable." You're right ... not a lot! Perhaps you've heard a man say, "She always does the same thing – I love it!" Nope ... we don't think so. The French really understand this and actually have a cultural saying. "Viva la Difference". In English it means, "Praise (or long live) The Difference." Being boring and predictable is fine for when you're old and grey but when you're younger and playing the game then being predictable just makes you seem old. Once again beware that going too far has the opposite effect. Occasional unpredictability is very good but where your unpredictability becomes the norm you just become (predictable) too much like hard work.

### **BROADCAST INTEREST NOT AVAILABILITY**

This is one of the least written about body language secrets. One of the key rules of human nature is that people want what they can't afford. Any loser can broadcast availability. In fact, it's often their basic state of being and it can be noticed like a screaming siren. However, like a siren it also warns people to beware. This is a very subtle concept because interest also denotes availability. Put it another way ... it is important to seem only interested (available) to the 'right' person and this "quality" availability is focused on that single person rather than broadcast to everyone. The interest is now valuable. It is very interesting to watch human behaviour in a nightclub. During the early part of the evening when people are more sober and focused the "Quality Interest Signals" dominate peoples' body language. However, as the evening progresses and the alcohol consumption increases a shift in behaviour happens. The initial, quality, pairings have taken place and those that then remain start switching from focused interest to "*I'm now open to any suggestions*" availability signals. It is exactly the same principle as a seller dropping their house price to ensure they get a taker. It is for this reason that so many people (men and women) wake up the next day with someone they can't believe they spent the night with.

### **PROMOTE YOUR ASSETS**



Any shopkeeper will tell you that what's in the window gets the customers inside! Sure, they don't always buy but they do often look and quite often open the door. In reality there are very few totally perfect people. Most humans have aspects about themselves that are good and some that aren't so appealing. As far as body language secrets are concerned, the trick is to significantly promote the good or the assets. This achieves two important things. Firstly, it advertises the positive and secondly, it draws attention away from the negative. Let us take the case of Elaine. She is tall and rather plain looking but she has a nice body, extraordinarily long lithe sexy legs and a fantastic crown of dark lustrous hair. Not surprisingly, she tans her legs and wears very short skirts. She also really emphasizes her hair and plays with it often. Men's mouths drop open when she walks past. She's actually also intelligent, got a good sense of humour and is fun to be with and people find this out once they make contact but it's the hair and legs that got them to her in the first place. The same is true of men. Jack is slightly shorter than average (5.6") and only moderately good looking. However, he has great hair, a masculine face a really fantastic smile. As such, he tends to wear striking shirts, expensive clothes and sits at the bar rather than parading his lack of height. When the right girl comes by she gets the full force of the "killer" smile. Jack has them queuing up. Basically it's simple – display your best assets.



## 80% SIMILAR

If you want powerful body language secrets then pay attention to this one. Humans are often most attracted to people that are at least 80% similar to themselves (physically and intellectually). There have been whole books written about why this is and feel free to go and read them. However, if you want the key points then this is what you need to know. In a social situation most people are actually looking for security, reassurance and reinforcement. Security means safe amongst your own kind. Reassurance means people whose views, beliefs and behaviour supports yours. Reinforcement means people who agree with you. For example; it's a nightclub and a guy arrives dressed in preppy beige chinos' and a blue blazer. Sure ... he's different and will be noticed but not in the right way. Everyone else is dressed in leather, lace and skin tight denim. Your first thought is – "He's not one of us. He doesn't belong here!" Another example; a sexy girl sits down next to you and her first words are, "You know drink is bad for you and I do not believe sex should be fun!" WTF? Still, there are millions of people in America who believe just that. We could go on but the point is that we humans like having things in common with other people and we reject those that are different from our social group. So if it is attraction that you are after then you will have to "fit in" while at the same time being different enough to be noticed. It's some trick if you can pull it off.

## PHYSICALLY FIT - THE RIGHT WEIGHT

It also seems that people are attracted by the physical normality of the time and culture. The basics that don't seem to change are these. Women like broad shoulders and narrow hips in a man. Men like long legs, soft skin and noticeable, but not exaggerated, curves. Being either too thin or too fat is definitely a problem. However what constitutes these conditions is very subjective to where you live, the age you live in and your cultural background. For example being slender in Europe could be seen as very thin in Brazil. What most people are attracted to is fitness. This explains why many women are repulsed by heavily built body builders. Instinctively they know that all that muscle can't be healthy in the long-run. This is also the reason why men really do prefer a woman with moderate curves rather than a skinny magazine model.

## THE SCENT OF ATTRACTION

Not all body language is about what you see – it's about what you touch and, very importantly, about what you smell. There's two parts to this ...



### A) Pheromones:

This is still a hotly debated subject but here are the basics. Pheromones are airborne chemical signals (scents) that are produced by one creature and cause a compulsive and instinctive reaction in another of the same species. A very common pheromone is one that triggers a sexual interest reaction. It is believed that humans do produce and react to pheromones but the scientific evidence is sketchy. One anecdotal, but strong, case for the power of pheromones is the dance floor. When a large group of people get together in an energetic and enclosed area there is also a dramatic rise in sexual awareness. This may be caused by the concentration of pheromones in the air. In our hygiene focused world the idea that sweat and body odour can be appealing is surprising but there is a lot of evidence to suggest that a little can be. Eight out of ten women said they were most attracted to their partner after he had worked out and then had a quick shower. This makes sense as he would be both clean (very important) but still scented with Pheromones. The same number of men said they were often very aroused by a woman who had just worked out whether she had showered or not. We're not sure about this but it does bear thinking about.

### B) Good Smells and Bad Smells:

The perfume industry worldwide is huge. This alone should be proof of the importance of smelling right. The human body produces a vast range of smells and some add to attraction but many can

have the opposite effect. The Bad smells are usually anything that is associated with illness, poor hygiene or filth. For example, smelly feet indicate athlete's foot disease. Bad breath indicates possible tooth decay and long-term sweat may indicate poor personal hygiene. Humans are consciously aware that most diseases can now be controlled or cured but subconsciously they remain terrified of them. Smoking, stale coffee, oily hair, alcohol, wet clothes and skin oils can all create unpleasant and unattractive odours. The first rule is to eliminate them.

Good smells are those that suggest cleanliness, health and comfort but are not so strong as to be overpowering. Light perfumes for women - heavier musk perfumes for men. Fresh smelling clothes and lightly scented hair are good. Comfort smells are those that people associated with good things and make people relaxed and open. Apples, cinnamon, fresh mown grass and vanilla are all very good examples. One woman we know claims that she always dabs a hint of chocolate essence on her neck as well as her perfume and she claims it works wonders. (Who knows she could be right.)

The basic rule is this: A bad smell is very bad and is a big turn-off. A good smell won't draw the opposite sex compulsively to you but it will send the right message.

### **THE ALPHA SECRET - THE RULE OF ONE**

The Alpha Body Language Secret is simple. Both men and women want to make the best match that they can at the time. One very strong consideration is the instinctive drive of both sexes to be attracted to the dominant member of the opposite sex. By dominant we don't mean domineering but leading.

So in group situations there will always be a single man and a single woman that become the focus for the majority of the interest and attraction. Therefore if you wish to have the greatest chance of attracting someone you need to become the Alpha in the group. There are two simple ways to do this. Firstly, you could be the Alpha person by making sure your appearance and behaviour allows you to assume this role. This is easier said than done. Secondly, you could make sure you are naturally the Alpha person by ensuring that everyone else of your sex is a beta. Put simply, don't hang out with people that are noticeably more attractive than you are. If you do you will always be a second choice. Ever wondered how that average guy got that stunning girl? It's simple - he was probably the Alpha in the group that met the girls. It works the other way around too.

### **BEAUTY & SYMMETRY (The Good & Bad News)**

What is beautiful or handsome? This is one of the hardest things to define and yet all human beings seem to be able to instinctively recognise it. Is blonde better than dark hair for a woman? Is a strong chin more important than brooding eyebrows for a man? The truth is we just can't make up our minds - both as the Aquiziam team and humanity in general. What the experts do seem to agree on is that facial symmetry or the balance between the features is important. The more balanced the greater the attraction. According to psychologists Viren Swami and Adrian Furnham in their recently released body language book "The Psychology of Physical Attraction", facial looks are by far and away the most important factor in attraction. This is true of men and women but seems slightly more important to men. This sounds true although we've all been told for generations that it isn't. Here's a test. We bet you can remember what your favourite film star looks like but have a tough time remembering their height, shape and even their clothes.

Well that's the good news and means that people now know that this is critical and can do something about it. However, the bad news is that makeup can only do so much. Cosmetic surgery can improve a person's facial looks but is it worth it? Well it seems that the growing trend of young people to have their features fixed means they obviously do. They are still a minority but a growing one.

### **GET REAL - THE RULE OF TWO**

Whether we like it or not - when it comes to body language then everyone has a natural degree of attractiveness to the opposite sex. To make this understandable you can assign yourself (realistically) a score from one to ten. You will be attractive to anyone of your score, a point higher or a point lower. People two or more points lower than you are likely to be distrustful of your motives. (He/she can't possibly be interested in me?) People two or more points higher are likely to be dismissive. (I can probably do better.) Now this is a general rule and depends on the conditions of the time such as the competition, the level of alcohol consumed, etc. Also, an attractiveness score is based on more than looks although these play a huge part. Similarity is a fundamental part of attraction and therefore similarity in attractiveness levels does make scientific sense.

## **PUSH THEM OUT - SUCK IT IN! RADIATE CONFIDENCE**

When we say push them out and suck it in we are referring to women's breasts and men's stomachs. This is not to put them on display (which doesn't hurt) but this posture projects body language confidence. The underlying psychology of this message is simple. I am worth noticing and taking an interest in. The first person that must believe that you are desirable is you.

And ... the Bonus Body Language Point ...

## **THE FETISH FACTOR**



You probably won't have seen this before because it is often just a bit too "taboo" for most people to appreciate and discuss. Basically it works like this. Almost every person alive has something specific that they find intriguing and attractive in the opposite sex that seems to defy the laws of common sense. By being aware of these you have that secret added advantage over your competitors. Some of the most common fetishes (and you can check these for yourself) are:

<b>Attracting men ...</b>		<b>Attracting Women ...</b>	
Sexy Female Feet:	23,100,000 web results	Sexy Soldier:	22,3000 web results
Sexy Lingerie:	60,500,000 web results	Male Stripper	12,300,000 web results (Est.)
Sexy Uniforms:	963,000,000 web results	Sexy Role Play:	38,400,000 web results

We've only listed three examples for each gender but there are hundreds. Some are truly bizarre.

A final thought on fetishes and body language is this. Men are currently more inclined towards fetish interests by a factor of 65% to 35%. Nobody is really sure why this should be. A final point, fetish behaviour in females is growing year-on-year and should equal that of males by 2025. This may have to do with society relaxing its social female conditioning at an early age.

Why is this important?

Well, if you know a person's fetish interest and play to it with your body language then you have powerful "mojo magic" when it comes to attraction. Recently a guy we know noticed that a woman he works with seemed to wear a different pair of sexy high heels every day. One day she was in his office and without thinking he said, "Those are Manolo Blahniks aren't they? They make your feet look sexy." He swears she literally jumped on him. It turns out she was as turned on by wearing sexy shoes as he was by seeing them. A match made in Heaven.

## **Ten Body Language Secrets**



We call them secrets because so few people seem to appreciate how important they are to body language. Each of the ten "secrets" listed below deserves a whole section but hopefully this page

will provide a basic introduction.

## **1.) MIRRORING**

This is the technique of consciously using your body language to mirror the subconscious movements and gestures of others - in a way that is subtle and unnoticed at their conscious level. This body language can include gestures, vocal tones, breathing rate, posture, attentiveness and even facial-expressions. It is important that you do not “copycat” their motions as this will quickly become noticeable. The trick is to use similar body language postures or gestures approximately ten seconds after they have. It is harder to do than it sounds and requires practice to appear casual and natural. Mirroring is an important secret because it occurs naturally when people are building a positive rapport and by deliberately doing it you can send an encouraging message that strengthens the developing relationship.

According to NLP (Neuro-Linguistic Programming) experts, this technique will build trust and liking in the person with whom you are communicating. You can apparently measure the success of your mirroring if, after a while, you introduce gestures that the other person hasn't used and then they start to subconsciously copy you. It is at this point you can express your own desires and intentions with the greatest likelihood of the other person being agreeable. Both conscious and subconscious mirroring is most often seen in romantic and business situations where the relationship that is being established is fundamental to the success of the endeavour.

(Aquiziam footnote: We decided to test this technique to see if it really worked. We used it in several social situations and deliberately mirrored the actions of people we had just met. In all cases the communication flowed easily and a positive rapport was established. In an equal number of instances we deliberately, but with subtlety, tried to use posture and gestures that were the opposite of those that our test subjects had just used. In all cases the communication was uncomfortable and in four out of five cases the person with whom we were communicating left as soon as they could do so. We realise that our own autosuggestion may have influenced the outcome of the test but it was interesting and seemed to indicate that mirroring does have a definite effect.)

## **2.) BODY FORM**

The shape and condition of your body sends a message whether you want it to or not. It has become so socially and politically “incorrect” to comment or judge people based on their body form that this aspect of non-verbal communication is often ignored in explanations and teaching - *but not in reality*. The secret is this: Humans do consciously and subconsciously judge others in this way.

Pretending that they don't won't make it go away. If you see a very fat person then it is often (but not always) fair to assume that the person probably eats too much and exercises too little. Sometimes these people are very adept at deceiving themselves and others. At some time we've all probably heard someone say, “I eat like a bird but the pounds just pile on!” Actually, the truth is that in most cases they do eat like birds – like vultures. What they actually mean is, “I eat like a little bird when other people are watching but on my own I'm happy to eat six pizzas and a whole cake just for lunch.” Doctors will often admit that they would rather trust what they see in a physical examination rather than what patients tell them. Someone who has well-formed muscles and a fit physique probably has self-discipline. Someone who has broad shoulders and a narrow waist is likely to be more confident. Fat people are often physically lazy. Taller people are less likely to exhibit frustration. Of course there are also a lot of myths. There is no evidence that redheads are likely to be more temperamental or that men with heavy eyebrows are untrustworthy. Even so, we still judge people by the way they look. Sometimes the messages change over time. It is true that being overweight did once represent success and wealth when food was scarce and expensive. It is also true that many the high-level (successful) company executives do still tend to be overweight. (It's these damned business lunches!) However, fit and trim is now becoming a greater symbol of success.

## **3.) PERSONAL BODY LANGUAGE / MOOD TELLS**

Some body language is very specific to an individual rather than a group or society. It is trait that people develop as a response to how they are feeling that has little resemblance to general behaviour. For example; most people are likely to touch their lips or nose when they tell a lie. In the case of a particular boy he would always push his right hand into his back pocket. (Perhaps to stop himself from touching his face?) Once you work out what the body movement means it can become

very useful when reading **that specific person's** body language. These are often called "Personal Tells". Almost everyone has them and in most cases we are completely ignorant of their existence as they apply to us personally.

A certain company Chief Executive would always start scratching the tip of his nose if he was irritated by what people were telling him.

A particular woman we know always starts making little sniffing noises if she does not like the food she's been served in a restaurant.

Perhaps the most unusual example was the case of girl we knew at university. Her boyfriend noticed that whenever she became sexually aroused she would start stroking her left earlobe with the thumb and forefinger of her left hand. Apparently she once said to him: "It's amazing how you always know when I'm feeling turned-on." In poker, professionals often study the other players to see if they have personal body language that can be used to "tell" whether they're holding good or bad cards.

#### 4.) ENVIRONMENT AND BODY LANGUAGE

Environment has measurable impact on body language and the way that it is displayed and observed. Dilated pupils are often associated with arousal. However, pupils also dilate when it is dark. It is for this reason that candlelight has become associated with romance. In a study of theatre audiences it was found that actors performed better if the theatre seating was comfortable for the audience. The reason for this was that if the seating was uncomfortable the audience tended to fidget and sit awkwardly. Some even sat in a hostile way with their arms folded. The stage actors could see this negative body language and it impacted on their confidence. Even though the negative body language was irritation with the seating it still had an influence on the rest of the audience and the actors even though it wasn't aimed at them.

The fact is that people react to their environments by displaying responsive body language. People cross their arms when they are defensive but they also cross them when they are cold. The landlords of pubs and bars know that their guests like to feel comfortable when they go out for a drink. They don't want to see everyone standing around with their arms crossed. For this reason owners make sure that their bars are "warm and inviting".

#### 5.) FACE MAPS

Whenever we smile, frown or use some other facial expression the skin on our face moves and compresses into lines (creases). In young people the high elasticity of the skin means that the when the expression changes the lines disappear. However as people get older, and the skin becomes less elastic, wrinkles form and very often these wrinkles are indicators of the facial expressions that a person has used most often. Therefore a woman with vertical mouth creases is likely to have spent a great deal of her life pursing her lips – an expression usually associated with disapproval. A Man with deep wrinkles in his forehead caused by frowning may have spent much of his life worrying. There are literally dozens of wrinkles that can be interpreted by the competent face map reader.



Vertical lip lines - Disapproval  
(or Smoking)



Classic T-shaped frown lines -  
Hostility



Crows feet - Laughter/Smiling/  
Natural Aging

A much guarded secret of fortune tellers is that they can often predict your future – not by looking into a crystal ball – but by looking at the wrinkles on your face. These lines can tell a great deal about your personality and state-of-mind. Thus a person with very distinctive laughter lines around the eyes

could be told: “you’ve been happy most of your life and will continue to be.” Reading the lines on a person’s face is difficult as it takes a lot of practice and there is very little written reference material on this subject. We will provide some detailed pages when we’ve done enough research. Still, some of the basics are just common sense. See the pictures above.

## 6.) BRAND LANGUAGE

Big business has spent literally billions of dollars over the past decades to convince people to buy their products. In many cases they do this by creating brands with which people want to be associated. These brands are said to have values. For a long time Coca-Cola presented its values as “fun and family” while at the same time “Pepsi” was presenting its values as “daring and exciting”. Although people claimed that they chose their *preferred* cola drink based on flavour, most people were buying based on habit or brand value. The result: American kids bought Pepsi but American moms bought Coca-Cola.

Almost all major high-street brands have values and our choice about which products we buy can be used to better understand our personalities. People who buy Jimmy Choo shoes do so because they are good shoes ... but they also choose them over other brands of good shoes because by wearing them they can make a personal statement to others that understand the “shoe fashion code”. The same is true of watches, jewellery, vacuum cleaners, cigarettes, clothes, handbags, pens and very definitely cars. For example; station wagons (estates) are *believed* to be chosen by practical people - sports cars by the adventurous. There’s a very detailed pseudo-science to this but at a day-to-day level we all make conscious and subconscious decisions about people based on this buying behaviour (and subsequent display of brands) as a source of information input.

## 7.) THE MAGIC OF CLONING

Looking like someone famous can have its advantages and at the very least it ensures that you are noticed. When Joanna Lumley played the part of Purdey in the hit 1970’s Television series “The New Avengers” she had a distinctive hairstyle that people of the time had not seen before. It was quickly dubbed the “Purdey Bob” and within weeks’ women all over Britain were having their hair cut in the same style. Princess Diana also had a distinctive hair style that the public loved and it too was a “hit” with women. The truth is that looking like someone famous seems to pass-on some of their celebrity status. It also means that people seem to attribute some of the “talents” that the star might have – either as a character or as a person – to the look-a-like.

In the context of body language it is possible to be perceived in a certain way by resembling a famous character. Over the years many thousands of men have tried to copy the distinctive and sexy Scottish accent of Sean Connery and women have desperately died their hair blonde and straightened it to look like Jenifer Aniston. In fact, at one time – around about 2004 – a man could go to a Manhattan nightclub on any night of the week and be forgiven for thinking that the world had been taken over by aliens who were rapidly turning every female on the planet into a clone of Ms Aniston.



Stereotyping - The Doctor  
(Actor)



Stereotyping - The Astronaut  
Commander: Robert Crippen  
- NASA (Real)



Stereotyping - The Fireman  
(Actor)

Here’s the secret ... If you wish to be perceived in a certain way then choose a famous personality with the characteristics you desire and find a way to look like them. Try and be realistic. If they’re tall and blond and you’re short and dark you need to find another person to clone. It’s weird and it seems a bit magical but it works. *(Try and avoid plastic surgery!)*

## 8.) SELECTIVE STEREOTYPES

There are two parts to this – what to do and what to watch out for. Selective Stereotyping is the typical way most humans react to people that simply look-the-part. For example, you see a man in a white laboratory coat wearing glasses with a stethoscope tucked into his pocket. You automatically think he's a doctor – somebody you can trust. But what if he isn't? We tested this aspect of body language. In November of 2008 one of the team borrowed a white coat and stethoscope and bought a pair of cheap prescription glasses. He then walked into a major public hospital holding a briefcase in one hand and a clipboard of papers in another. No one stopped him. The security guard even smiled and said, "Good evening sir." Nobody even glanced at his ID card that was clipped to the jacket. If they had they would have discovered that the man was a member of a well-known gym. They didn't check because he looked the part.

Stereotypes are powerful! Firemen, police officers, security guards, doctors, soldiers, corporate executives, teachers, scientists, pilots, nurses, desperate housewives, prostitutes and street bums are just a few examples of people that have stereotypical appearances. Most people will react to you based on the way you appear. The same guy that played the doctor later dressed up like a bum and tried to get into a popular restaurant in London. Naturally, they turned him away. It was the same guy but just a different stereotype.

As humans it is natural for us to believe in the stereotype even though it is clear that this is just the effect of cultural training. Here is a warning. A white coat doesn't always mean doctor. A short skirt and torn stockings doesn't always mean prostitute. Here's the secret: People will react to you based on the stereotype that you present. If you want to be perceived in a certain way then be prepared to play the part. In reality, everyone is an actor to some degree.

## 9.) BODY SIGNS

Bags under your eyes, purple nails, moles, hair condition, skin colour, baldness, dermatitis, acne, favouring, and skin tone are all body signs. These things are the signs that tell doctors, and everybody else, about our general physical condition.

The secret is that this is body language at its most basic and, as such, often overlooked. All of these "indicators" are telling other people about us. A pallid skin colour may mean too much time indoors. (Writing for Aquiziam) Purple toes or finger nails may indicate poor circulation. Favouring one leg over the other or limping may indicate bone disease or injury. Bags under the eyes may mean lack of sleep. Gout may well indicate excessive alcohol consumption. Our bodies are advertisements to our lifestyles and our health. At a conscious and subconscious level they are noted by other people. It is therefore human nature to try and hide them. Makeup hides acne, Botox hides skin aging and cucumber pads will even temporarily shrink bags under the eyes. It is important not to jump to conclusions but it is equally important to pay attention to yourself and others.



Bags Under The Eyes  
(Lack of Sleep / Smoking /  
Genetic Issues)



Pink / Purple Nails  
(Diabetes / Cardiovascular)



Sagging Skin  
(Aging, Rapid Weight Loss,  
Long-term Heaving Drinking)

It is possible to learn a great deal about a person by simply observing the signs in an objective way. Here is a good example. After years of working in a very stressful environment employees of a senior vice president noticed that whenever he became angry the pupil of one eye would grow large (dilate) and the other would stay small (contracted). Over time he seemed to become increasingly irrational

in his decision making. Finally some brave person mentioned the “eye thing” to him and he had it checked out. The doctors found a brain tumour. He’s fine now ... thanks to the way that his body advertised that it had a problem. We’ve used medical examples but it applies to many other areas as well. The trick is to look beyond the obvious and what we are used to seeing. With practice it is also possible to see what others can’t. (Please note, this is not medical advice. If anything that you have read (or seen) has caused you concern then please consult a fully qualified medical practitioner.)

## **10.) CONTAGIOUS BODY LANGUAGE / MOB LANGUAGE**

Studies done on the “mirroring effect” have clearly shown that people will often subconsciously duplicate the body language of others in a one-to-one interaction. However a similar effect occurs in groups. If you are in a crowd where lots of people are laughing then you are much more likely to laugh too. If you go into a room where people are standing with their arms folded in a hostile way then you may feel defensive and cross your arms as well. The secret is that the more a group displays a certain type of body language the more likely it is that they will reinforce each other’s perceptions and their physical behaviour. This is a critical component of communication with very practical applications. For example: If you wish to enjoy an evening of romance you are more likely to be successful in a place where other people are also displaying courtship behaviour. This is because their body language is contagious. To see the proof of this just visualise sports matches, parties, riots, nightclubs and protest marches. The most obvious example is clapping – one person starts it and then suddenly you are clapping too. The more people that clap the more likely it is that you will join in.

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