

3 Lyin' Tamer Bonus Tips & Exercises:

How To Get The Job Or Make The Sale



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1) Initiate The "Rapport Principle"

QUICK TIP

Always turn off your cell phone, pager, PDA alarms and other devices that might interrupt your interview or meeting.

You want the other person to feel like they are the most important person you have ever met...so no interruptions!



People like people who are like themselves! So be sure to make some personal connection between you and the hiring manager or your potential client. For example, talk about his cowboy boots or ask her about her FBI lapel pin, or remind him of the great conversation you had regarding the old 56 Chevy the last time they bought a house from you. During this phase of the interview or negotiation, you should "norm" the other people. What is their "normal" behavior? Where do they put their hands, what is the pitch of their voice, how much eye contact do they give you? Are his or her ankles, legs, or arms crossed when they are relaxed and talking about everyday issues?

PRACTICAL EXERCISE

Find a partner. Either sitting or standing, either you or your partner takes the lead and begins to move in any way you or the other person wishes (try not to talk, since it's distracting). The task for your partner is to follow or mimic everything that the leader does. Use both obvious and subtle behaviors. Do this for a minute or two, then switch roles of who is leading and who is following.

This mirroring exercise can be done with body language alone, facial expressions alone, or body language WITH facial expressions. This last one is considerably more difficult to do than the first two.

This simple exercise will sensitize you to the details of body movement and expression. It also may say something about your interpersonal styles. Some people prefer to "lead" while others prefer to "follow." In particular, some people are very empathically in tune with the others movements, while some people cannot focus on this. Also, moving in unison is easy with some people, but not others, which says something about how you!

2) Zip It...And Get 'Em Talking!



QUICK TIP

THREE BUSINESS 'NEVERS'

1. **Never arrive with wet hair.**
Wet hair sends the signal that you are not prepared!
2. **Never eat food or smoke during a meeting held in an office setting (even if they say it's o.k.).**
3. **Never bring someone with you to a business meeting or job interview (no kids, no significant other, & no pets!)**
Bringing someone else screams that you are insecure, or problematic, or just a highly disorganized person!



Be sure to answer all questions appropriately; however, do not ramble on and on chatting about you, your company or your product! The most successful job interviews are those where the person being interviewed gets the interviewers doing the talking at the end of the interview. And the most successful salespeople are those that get the other people talking throughout the ENTIRE sales meeting!

PRACTICAL EXERCISE

Whenever you are going to ask someone a question, rephrase it to a "how" or "what" or "why" question. For instance, instead of saying to your brother, "Did you go golfing this past weekend?" try asking, "What did you do this weekend?" Or instead of saying to your boss or your co-worker, "Are your children going to summer camp?" try asking "How are you kids keeping busy this summer? You can also throw in a, "Ohhh, tell me more about that!" The more you get the other person talking, the more they will enjoy talking with you!

3) Calibrate Their Emotions

QUICK TIP

Never lie to a hiring manager or a potential client. Your body language and tone of voice or the words you use will give you away! Trust me!



Your resume may be awesome and you may be dressed to impress, but ultimately, hiring managers will give you the job based on how they feel about you (ie, are you trustworthy?) And when it comes to sales & marketing, your clients may rationalize their decision to buy based on data, but they make the decision to buy based on feelings. World-renowned Psychologist, Dr. Paul Ekman, has identified 7 basic emotions with clear, universal facial distinctions: happiness, sadness, disgust, contempt, anger, fear, and surprise.

PRACTICAL EXERCISE

Familiarize yourself with the Dr. Paul Ekman's Seven Universal Emotions, [described further in this article](#), and you will be on your way reading people's true feelings about you and your product!

Janine Driver, Lyin' Tamer, is a body language & detecting deception expert, author, speaker, and radio personality. Janine offers her signature training to political advisors, law enforcement officials, attorneys, judges, and professionals in the medical and sales industries. For your free mini-course on "Body Language Business Bloopers Successful People Avoid at All Costs" visit www.lyintamer.com right now!



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