

# 6 Simple Steps To Spotting A Liar

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1. Always remember: there is no one phrase or word or action that indicates that someone is lying. Look for groupings of indicators.
2. The person must feel like they have something to lose, i.e. their re-election, spouse & family, or their freedom, etc.
3. You must get a baseline on the person's "normal" behavior; the experts call this "norming." Observe the person's mannerisms, voice tone & pitch, posture & stance, and eye contact during the rapport-building process.
4. Look for verbal responses that do not match their body language.
5. Look for clusters of signs or signals that indicate possible deception. One indicator can occur by chance, but more than one and you have yourself a "hot spot."
6. When you notice a "hot spot," do not assume the person is lying. Instead, ask further questions, such as, "Maybe I'm wrong here, but in the last couple of seconds it seems like something has been upsetting you. Is there something you're not telling me?" Or "Is there any reason why you are uncomfortable answering that question? Is there something you want to get off your chest?"

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To find out more on how to spot a liar, sign up TODAY for Janine's class called, "Detecting Deception: The Truth About Lying!" or call Janine RIGHT NOW at 202-271-0922, so she can create a specialized program for your next meeting, conference, or training, in her signature way!

*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.*