

Lyin' Tamer Bonus Article:

7 Body Language Socializing Secrets to Successfully Ringing in 2007!



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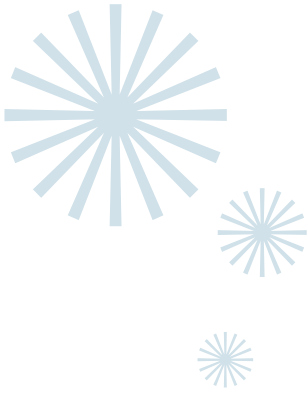
You walk into a New Year's Eve party where you only know the host. Do you linger near the bar, start chatting about a funny story to the person next to you, or quietly join a group of people who look interesting and make a relevant comment at the right moment?

Whether you are planning to celebrate New Year's Eve by networking at a potluck dinner at your friends' house, dancing at a black and white "Harry Met Sally" kind of bash, or thinking of being one of the thousands of people closely mingling in Times Square, social situations can be a challenge. Fear not! With a few helpful tips, you won't feel to the urge to abandon potentially fabulous opportunities to meet new people!

The first step in becoming a New Year's Eve socializing superstar is realizing just how important body language is: 65 to 90 percent of every conversation is interpreted through body language. Mastering the art of reading people is not only essential in forming new relationships, but also in creating lasting impressions. With the right observations, approach and preparation, anyone can become skilled at 'listening with their eyes'. Remember: great New Year's Eve socializers are **made**, not born.

So, before you dive into meeting people this New Year's Eve, be sure to take a personal inventory of what your body language is saying to others. Then survey the scene for positive body language cues and target people who seem approachable or in need of rescuing. Finally, when you are ready to make your move, don't overthink it—just smile and introduce yourself! A great opening line is, "Before 2007 gets here, I need a woman/man's opinion on something..."

Now, here are the 7 Body Language Socialising Secrets you should commit to memory before throwing on your tux or your little black dress this New Year's Eve:



1. Cues That Make You Seem Approachable/ Unapproachable

A P P R O A C H A B L E :

- When you walk into a room, should stand up straight, smile, and look around, as it will give out the impression that you care about where you are—and people will be more likely to approach you.
- Keep your arms and legs open, not crossed.
- When men are comfortable with their surroundings, they will unbutton their jackets.
- Although a direct stare sends the message of romantic interest, it can also imply intensity, aggression or fear, so stick with the “GAZE.” The gaze makes you appear confident, interested, secure, and at ease. It’s a particularly good technique to have up your sleeve for when you want to connect with someone who is important, where you want to appear interested, confident and calm.
 - When you actively shift your gaze between the people you are talking to, you send the message that you have respect for everybody in the group.
 - The famous saying that ‘the eyes are the windows to the soul’, actually rings true! Therefore, for you to achieve a heartfelt and productive conversation this New Year’s Eve, be sure to give the other party your undivided attention.
 - Looking at someone’s lips is considered sexual.
 - Looking at someone’s forehead is considered talking down to them.
 - Keep your eye contact within the upside down triangle area—from your right eyebrow to your nose to your left eyebrow.

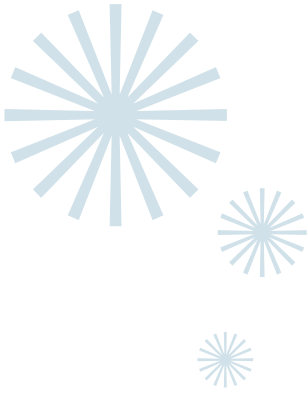


- Do NOT, under any circumstances, look around while the other person is talking. Always make sure that the person with whom you're conversing sees that you are fully participating in your conversation by listening intently, while maintaining eye-to-eye contact.
- A smile is the most positive signal you can give. It reaffirms your enthusiasm and good nature, but be careful of over-grinning. Your smile is one of the strongest tools you have in meeting new people. It will help you appear warm, open, friendly and confident – even if you are feeling on edge.
- To appear more approachable to men, women should not take up a lot of space (taking up space is a sign of power and superiority). Women should also keep their feet no further apart than 6 inches. After all, on New Year's Eve, you want to send the message that you have room for a conversation.
- For men, appearing more dominant effectively draws the attraction of women. To attract women, stand with your feet 6-10 inches apart, and toes pointing outward. Feel free to take up some space.
- Maintain symmetry. If one side of the body does not match the other, that suggests that you only have half interest in the other person, that you are distracted with something else and not saying why.
- People instinctively raise their eyebrows when they meet someone they consider interesting. Use this to help gauge the interest others have in you. Interested or excited people will also have shiny eyes. The eyes have a tiny gland on the bottom of the eyelid to secrete liquids such as tears and lubrication. When a person is interested or excited, the glands tend to secrete liquid thus giving the eyes the shiny appearance.
- If someone catches your eye from across the room, appear sincere and genuine by briefly raising and lowering your eyebrows and giving a slight backwards head tilt.



U N A P P R O A C H A B L E :

- People who are anxious may adopt a rigid, tense facial expression. It's possible to misinterpret this as sadness, anger or even disapproval. So, if you meet somebody new and their expression is less than welcoming, it may not be because they don't want to talk to you—they may just be nervous. On the flip side, if **you're** the one feeling anxious, your facial expression may lead you to appear aloof, disapproving or disinterested.
- Making very little eye contact can either convey shyness and submissiveness, or superiority and lack of interest.
- If you keep your eyes averted (as is common if you are nervous) you will seem less interested in being where you are, and thus appear less approachable. To fight this, actively force yourself to look up and direct your gaze around you from time to time.
- Wringing your hands together or touching your sleeves – such gestures can make you seem tense, nervous, and sometimes dishonest.
- Fidgeting conveys a sense of boredom and restlessness.
- People who have formed a barrier generally have their arms or legs crossed, and often hold objects in front of themselves. Their bodies are 'closed'. It is better to seek out those with their arms apart, legs uncrossed, and body positioning in your direction; their bodies are 'open'.
- Tapping your foot is distracting and a sure sign of boredom.
- Looking away or hesitating before or while speaking indicates that you're unsure of what you're saying.
- A fixed, unfocused stare or having your head or whole body turned fully away to one side, away from people, shows your attention is elsewhere (NOTE: both gaze aversion and torso rotation naturally increase dramatically in crowded conditions).



- People who chew on gum, ice or their fingernails send the message that they are anxious or frustrated, neither of which are very attractive emotions.

2. Best Places to be Seen

If you want to be the center of attention, don't become a bar groupie; instead stand and move around a little bit in the center of the room. Where you are in a room (and what you're doing) has a lot to do with your ability to attract the opposite sex. A good alternative is to stand by a window or next to some indoor plants, as sociable people tend to gravitate to these areas.

3. Worst Place to be Seen

Hanging out near the wall or sitting at a table, or constantly at the bar.

4. Wrong Time to Offer to Buy Someone a Drink or Ask Them to Dance

When the person you want to approach is talking face-to-face with his or her hips parallel to someone, DO NOT interrupt! Wait until both parties open up their angle of conversation by at least 30%, then make your move. Watch those hips! And as belly-dancing songstress, Shakira, says, "Hips Don't Lie!"

5. Listening to a 'Mumbler'

If you're trapped talking to a "mumbler" (someone who will mumble their words instead of speaking clearly), lean in with your right ear. It's better than your left at following the rapid rhythms of speech, according to researchers at the UCLA David Geffen School of Medicine. If, on the other hand, you're trying to identify a song playing in the party room upstairs, turn your left ear toward the sound. The left ear is better at picking up music tones.



6. Positioning Yourself so You Have the Upper Hand During Your New Year's Conversations:

We each have a positive and negative side we prefer people to stand on (for me, my positive side is my right side). For instance, have you ever noticed that when you go to the movies, you always like your friend to sit on your right side, or when you seat yourself at a table full of people or take a class, you like to place most of the people at your left side? It's a subconscious preference and the world is divided right down the middle 50/50. When you stand at someone's positive side, it will help you establish rapport with them. The person will think there is something about you that makes them feel that you 'get' him or her! So, when you are chatting with someone this New Year's Eve, notice if your conversational mate's body language is more open or closed when you stand at a particular side. If they pull away, or wrinkle their nose, or cross their arms when you are standing at his or her right side, then try the left side! After all, it can't hurt to be on someone's good side when the bell strikes midnight!

7. How to Spot and Rescue a Person in Need of Rescuing:

If you observe a group of people and notice that one of the men in the group isn't talking or spot a woman being bombarded by a non-stop talker, be a do-gooder and swoop in to the rescue! Watch the person's body language and see if you can sense what he or she is feeling. Does the person seem satisfied just listening? If he or she appears uncomfortable or intimidated, be creative and engage the person's attention—like Will Smith does in the bar scene in the movie *Hitch*—then break into a one-on-one chat. Keep the conversation light. Humor is a wonderful tool for any situation, especially if you're trying to draw someone out.

Now that you're armed with the tools to *listen with your eyes* this New Year's Eve, you're ready to bring in 2007!

Here are some final tips... don't rush through conversations, remember names and use them frequently during conversations, and show an interest in every person you meet—doing so helps create a favorable impression of yourself.



Lastly, the most significant part of making yourself approachable is the act of opening or closing up your body language. So, if the person with whom you are speaking opens or closes his or her body language, they are signaling a change in the way they are thinking or feeling—likely in response to something you have said or done. Monitor your conversations carefully and make sure your conversational audiences are not in need of rescuing **from you!** Who knows—you may just turn this New Year’s Eve into an opportunity for success. After all, these holiday events all have the potential to become great networking possibilities!



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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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