

STELLAR *Life*

Hosted by *Orion*

The Hidden Messages of Body Language

10 Point Checklist

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Want to gain as much knowledge as possible out of this episode? Here is your **10 point checklist** that gives you actionable steps you can take **TODAY** to start living a Stellar Life!

STELLAR *Conversations*



10 STEPS YOU CAN TAKE TODAY

**Take charge of your health, wellness, and success.
Here are 10 steps that can move you closer to your goals – today.**

- Watch out for people who are trying to deceive and distract you. They will always have different gestures to distract you from their lies. For example, they may touch their nose with their left hand as they speak. They're hoping you don't pay attention to what they're saying, and distract you with their hand gestures.
- Don't base your judgment on one deceptive gesture. Instead, look for two or three deceptive gestures before you discern another person is lying. You need to observe a cluster of gestures to get a good reading of deception.
- Notice the keywords people use to discern whether or not they're lying. Sentences that start with 'I swear to God' or 'honestly' typically show some form of deception. Also, interchanging present tense and past tense is an indication of deception.
- Use your hands when talking to others. People will be quicker to trust you when they can see your hands.
- Learn when to use the steeple hand gesture (placing the tips of the fingers of both hands together in an upright position). A steeple in body language indicates the confidence of the person speaking.
- Cup your hands when sharing your ideas. Upward-facing palms always show acceptance, while downward-facing palms indicate you want to take control of the conversation.
- Learn the 3Cs of body language; Cluster, Context, and Congruence. Look for gestures in clusters. Give context to the gestures based on your environment. Check the congruence of a person's actions and words.
- Listen to voice pitches. If a person is stressed, strained, and lying, their voice will typically have a high pitch. If someone is afraid, their voice will sound much lower.
- Nod your head and smile back when you are in a virtual conversation. These gestures encourage the other person that you're engaged in the conversation and actively listening.
- Do not touch your hair when you are in a serious business setting because it will undermine everything you've communicated. However, you can use this gesture when you're flirting on a date.
- Visit Jan Hargrave's [website](#) to learn more about her courses and seminars. Also, check out her five books: [Let Me See Your Body Talk](#), [Judge the Jury](#), [Freeway of Love](#), [Strictly Business Body Language](#), and [Poker Face](#).