

MASTER THE FIRST IMPRESSION

How Body Language May Shape
Your Next 10 Years



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By

Positivity To Success

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INTRODUCTION

Thank you for downloading this fantastic guide—“**Master The First Impression: How Body Language May Shape Your Next 10 Years.**”

Actions, like those made by one with confident body language, speak louder than words. And when people say "action", they mean more than just hand gestures or nodding of heads or showing a facial expression. When people say "action speaks louder than words", it often means communicating through one's whole body.

It's widely accepted that 93% of what we communicate is non-verbal. This being so, our body language is critical in how we come across to others. The body can send messages that are clearer than what comes out of one's mouth, whether or not the person is aware of it.

So if a person is feeling nervous or insecure, their body language will show it. They will not have the power of body language. By the same token, when one is secure about himself, his confidence would also naturally show it.

Between an insecure body language and a confident one, the latter is, of course, the more beneficial. When a person feels confident, it also appears that they **ARE** confident. And when it does, it gives them some aura that commands respect and attention from the others.

This kind of confidence can also be helpful for someone trying to land a job or getting a client to invest in their business. No one wants to hire, let alone trust, a person who does not feel confident about themselves.

Lack of confidence means lack of skills, talent and capabilities. It is something one should avoid sending to others about themselves. So now that it is established that confident body language gestures are far better than insecure kinds, the question now comes to, how exactly does one do that?

When you are meeting other people for the first time, are you usually friendly? Or is your attitude closed off towards them? It might surprise you, but the emotional attitude you have when you first meet others has a significant influence on the first impression that you make on the people you meet.

Not everybody is willing to be open when they meet others for the first time. Lots of us like to wait for a while before we decide whether or not we want somebody.

Master The First Impression

Many people dislike most newcomers until they get to know them better. It takes these people a long time to warm up to somebody new.

There is a danger of disliking new people you meet. The risk is that your negative attitude towards other people will turn them away from you. It's very likely that people will sense your negative feelings towards them. When your attitude is closed, instead of open and friendly, you will create a poor first impression on others. In the long term, you will end up making far fewer friends if you approach new people with an attitude of hostility instead of an attitude of friendliness.

If you dislike almost everyone you meet, how many friends do you think you will make with this attitude? Very few of us want to get closer to a person when we sense that he doesn't like us. If people don't detect that you love them within the first few seconds of meeting you, they may have no interest in having any relationship with you in the future. That's why people say that first impressions count a lot.

When you meet people for the first time, start out with the assumption that most people you encounter are beautiful human beings and worthy of your friendship. You can choose to believe that just about everybody you meet likes you and that you like most other people. People who are very socially confident and have a lot of friends tend to have this attitude.

You will find that when your attitude changes, the world will become a friendlier place because you have become a more familiar person. When you can genuinely feel that you like someone you have met, they will have a much better first impression of you. They will be much more likely to want to get to know you better.

Let's Get Started!

UNDERSTANDING AND DECODING BODY LANGUAGE

What Is Body Language?

❖ Everyone does it

Humans tend to communicate with each other. It can happen in apparent and in not so obvious ways. We speak, we write. However, we can also communicate without even using words at all. If words are used to communicate content, this nonverbal communication talks about our relationships. It is probably even more important than getting the message across. We are meta-communicating communicating about communication.



❖ When words just don't do it

When we are talking to a person, we also need to make it clear how the content of our message is to be interpreted. The way we do this speaks about the relationship we have to this person, or at least the way we think of this person. Words cannot do this.

It is easier to show than it is to speak about our emotions. The meaning of our words is created through body language. In the de Saussurian meaning this langue (as opposed to the parole) is used for nonverbal communication. We use it all the time. Most of the time we are not even aware of using it. Touching somebody during the conversation means something entirely different than not touching our partner in dialogue. It is just not possible to communicate without using non-verbal language written word is the only exception.

❖ **Are we aware?**

Most of the body language is communicated on an unconscious level. It has an extensive influence on the quality of our message. From this, we can conclude that it would be a good idea to become conscious of our and what is of even greater importance other's body lingo.

We can learn to use our body language for a purpose and to understand the body language of others. We also have to be aware that body language is interpreted culturally its meanings differ in different cultures. The interpretation depends on the situation, the culture, the relationship we have with the person as well as the gender of the other. What this means is that not a single signal of our body has the same meaning in all parts of the globe. It is an important point and should be taken into account. The language of our body is integrally connected to the spoken language and our complete behavioral pattern. With all this put together, various signals can also complement each other to strengthen the meaning of what we communicate.

Some social groups have developed a specific body language which is very explicit because the use of words is confusing in a given situation. These are mostly minority groups in cultures where there is an excellent history of prejudice of the dominant culture.

❖ **Feelings matter**

Body language is used primarily to express feelings. For instance, if we are fond of someone, it is often difficult to say that directly to the person. It is, on the other hand, more accessible to make our feelings clear (intentionally or unintentionally) through body language. The opposite is also exact. We may say that we **ARE** angry

through words yet our body language may be saying loud and clear that we are **NOT**. It can be very confusing for the recipient of the message.

The situation is usually described as giving out double messages one message in words and an opposite message in body language. It is also difficult to lie or cover up our feelings through body language. We may give their true feelings away by not being aware of their body language.

Research has shown that most people pay more attention to, and believe more readily, their impression of how a person acts through body language than what is said through words. As a consequence, we tend to doubt, or put a question mark behind, the spoken words if they do not correspond with the language of the body.

❖ **Awareness of how we communicate = Vital**

Only a small part of how we come across to another person is decided by the words we speak (according to research, less than 5%). It is of vital importance that we know and (to a certain extent) control our body language. The recipient of our body language will have a feeling that is often difficult to describe, to put into words or to prove that something was communicated. But it was. We have all surely said to ourselves: 'I think he/she does not like me' or 'I do not believe what was said.' It is called intuition, and body language plays a huge role as it gives us messages about the other person that we can interpret at an intuitive level. We need to get to know our body language first. We should learn about it so that we can recognize it in others as well as in ourselves.

Negative Body Language Signs

Displaying any of the following signals can be warning signals of lack of interest.

1. Arms Crossed. Any defensive closed-up body posture indicates a barrier between two people when they're conversing.
2. Turning his or her body away from you or giving no room for minimal physical contact. As one gets uninterested in someone, one tries to move away and reduce contact, and most forms of connection between the parties.
3. Inattentiveness to what you are saying.

4. Lack of eye contact and staring away from your glances. Shifty eyes and blinking eyes can indicate deception.
5. Frequent head nodding indicates a loss of connection most of the time.
6. Yawning May indicate a state of boredom and is a sure sign of lack of interest.

Positive Body Language Signs



The following are good indicators of interest being displayed by your partner.

- 1. High level of eye contact and blinking.** If a person likes another, they try to match the other blink rate and keep in sync with it, which is both fun and then to increase the attraction between them. Intense flirting will often result in eye to eye contact as well as look long and hard at the mouth. The eyes are the window to the soul.
- 2. Nodding.** A little nodding is a good sign if it is done periodically as one speaks, indicating that you're on the same wavelength.

3. Increased physical contact. If the touching is warm rather than suggestive, there is progress.

4. Body positioning by leaning forward and being in a relaxed position pointing in the direction of the person of attraction is an all-too-good sign of interest. These break the barriers down indicating a non-defensive and open mind that is relaxed and comfortable.

5. Mirroring. Unconsciously reflecting each other's behavior leaning forward at the same time, breathing in sync, crossing the same leg over the other at the same, speaking in the same tone, indicates that there is entirely a bit of attraction involved, as it implies that both of you are at the same level of attraction.

Style Confidence And Body Language

Body language and confidence go hand in hand. If your body language is closed and introverted, people will be less likely to want to get to know you. You need to be aware of what you are conveying to others through your body language. It is well known that body language represents approximately 93% of non-verbal communication which leaves only 7% for verbal communication.

It seems evident that if you are not confident in your body language, you will not attract the attention of others. People, in general, are attracted to open, outgoing, and magnetic personalities. If you are not emanating these traits, you will find it difficult to connect or be taken seriously by others.

Where do you begin the process of building self-esteem and self-confidence and become a person who attracts others? The most successful method of overcoming low self-esteem and get immediate results is your appearance.

Have you ever noticed that when you find that perfect outfit, you feel on top of the world? We have all had at least one moment when we put on a costume and felt this way. If you are looking at overcoming low self-esteem and want an instant confidence boost, focus on your appearance.

You may think that building self-esteem by focusing on how you look and what you are wearing seems like such a shallow approach, but you have experienced it yourself when you have found the perfect outfit.

You've felt a huge confidence boost and are ready to take on all of those issues you usually procrastinate over. Learning about your body shape and the styles that suit you begin your journey of building your self-esteem and self-confidence. Knowledge is a powerful thing and the most critical point to make about style and self-esteem knows why an outfit looks great and most importantly, why another doesn't look great.

Why not use this process as a flow on to other areas of your life that you want to improve. Your confidence and self-image is one part of the wheel of life. The wheel of life is a wheel broken into segments that represent the different areas of your life. They include:

- ❖ Family and Friends
- ❖ Health and Wellbeing
- ❖ Money
- ❖ Romantic Relationships
- ❖ Career and Life Purpose
- ❖ Confidence and Self Image
- ❖ Happiness and Creativity
- ❖ Personal Growth

It is probably possible to focus on any of these areas, but some may require many visits to a life coach or take a very long time to build to a level you are focused on. Confidence and self-image is the most fun and quickest way to make self-esteem and self-confidence.

When you take time out for yourself and learn how to look great, it will begin a snowball approach to building the other areas of your life.

You have seen the instant results you get from wearing the perfect outfit, but knowing your body shape and how to dress your true style will last you forever and always give you a confidence boost.

Speaking Without Words

One of the most influential modes of communication we utilize in our day to day interactions is our non-verbal, or body language. It is the mode of communication which ignites our "gut level" emotions and responses.

Research has shown that acquiring an understanding of body language increases one's ability to be successful at getting anything one wants out of any given situation.

Have you ever watched a couple sitting together and in minutes had a sense of how good or bad their relationship was? Did you ever wonder how you were able to come to this conclusion so quickly without any direct interaction? Whether you are aware of it or not we spend our days responding to people's non-verbal cues projected through their body language and drawing conclusions about them from our observations.

Our body language reveals the truth we hide with our words from the world, including how we feel about ourselves, our relationships, and our situations.

Through our eye contact, gestures, body stance, and facial expressions the people we interact with can determine our intentions, the quality of our relationships, how masterful we are in any given situation, our confidence level, and what our real motivations and desires are.

Power Of Body Language

The power of body language is found in the emotional response it creates. Feelings drive decisions and reactions in virtually every situation. Non-verbal cues trigger feelings which determine core assets of an individual such as truthfulness, trustworthiness, sincerity, skill level, and leadership abilities. The interpretation of these cues can determine who we date, the job we get hired for, what level of success we obtain, and even who may be elected into influential political positions.

With such a significant skill why don't we spend years learning and developing practical body language skills? The truth is most people undervalue the importance of body language until they are looking for a deeper understanding of human behavior in a personal relationship, or gaining an edge in a competitive business situation.

Mastery of body language provides people with the keys to interpreting the meaning behind specific gestures and body movement, as well as providing an understanding of how to project and communicate messages effectively when

dealing with others. As a result, overall effectiveness in interpersonal relationships is significantly increased. The best way to begin this process of mastery is to learn the basic interpretation of the two core body language types open presence and closed presence.

The closed presence body language type is featured in individuals who fold their body around the body's centerline, which runs straight down the middle of the body from the top of the head to the feet.

The physical characteristics which create this type of presence are feet placed close together, arms held close to the body, hands crossed on body or pressed together in front of the body, small hand gestures kept close to the body, shoulders rolled forward, and eyes focused below eye level.

The messages sent out to the world by the closed presence type of body language is a lack of confidence, low self-esteem, powerlessness, and a lack of experience. In extreme cases, one can even create the message of wanting to be invisible.

The effects on the individual projecting this type of body language can range from directly not receiving the best opportunities possible to a worst case scenario of harboring a self-fulfilling view of victimization.

In contrast, the open presence is featured in individuals who create a sense of authority, power, and leadership by projecting confidence, success, strength, and skill mastery.

Physical Characteristics

The physical characteristics are feet held hip wide apart, open hand gestures used in conversation away from the center line of the body, elbows held away from the body, shoulders held back, straight stances, and eyes focused at the eye level of their listeners.

These individuals are seen as attractive, successful, intelligent, and appear to have success come easily. We view this body language type as the "body language of leaders."

To improve body language and begin to project an open presence, the key is eye contact.

Eye contact is one of the most important communication tools we own. By using direct eye contact when interacting with others, one can change the way people view them. When people begin to speak directly into a person's eyes, they are seen as confident, trustworthy, and skilled.

Hand Gestures

Hand gestures and facial expression are the second levels of change one can make to be viewed with open presence. These modes of communication lend themselves to increasing the ability to communicate messages clearly and efficiently.

By using open hand gestures away from the body and dramatic facial affect skillfully, the greater impact is created when speaking by becoming more visually stimulating to the listener and increasing the amount of information provided during the interaction.

As children, from an early age, we are taught that good boys and girls sit correctly with legs together and hands folded in front of them. The encouragement to limit physical space as children can create some of the characteristics found in the body language of the closed presence in adulthood.

To counter this effect, one can begin to adopt the characteristics of the open presence body language and incorporate these manners into their natural state of being. Once this behavioral change is completed, it will provide the same non-verbal impressions and messages as their open presence counterparts.

MASTERING YOUR FIRST IMPRESSION

Using Body Language To Succeed In Life

You'll notice a whole new reaction from people if you unleash the power of body language. Everyone communicates nonverbally even without having to think about it.



If you want to have a robust edge in life, you need to convey the proper body language signs, with or without having to say anything else. Here's how to use the power of body language.

❖ The Approach

First and foremost, you need to establish a territory to utilize the power of body language. You're responsible and confident in anything you are about to do or say during the expected conversation.

Spread your feet without your knees completely locking out. Relax your shoulders, keep your hands at your sides (never inside your pockets) and breathe carefully.

Assume an open posture and have a warm, welcoming facial expression as if you look forward to communicating. Depending on the situation, you may smile when appropriate.

❖ **Using the Power of Body Language When Conversing**

Face the other person or your audience squarely and maintain eye contact as much as possible throughout the conversation. Nodding, arching your eyebrows and tilting your head closer, shows that you are listening. Do not fold your arms, look down at the floor or put your hands in your pockets. These can subliminally show that you are uninterested.

If you have any comments, you can show it in negative but respectful ways like raising your eyebrows, pressing your lips together and raising your palm up front as if telling the person to pause.

❖ **Keys to Confidence**

A lot of your body language can show how confident, interested, bored, angered or nervous you are. Keep your head up throughout the entire conversation to show that you are very much into the discussion at hand.

You may feel free to use a few hand gestures to emphasize a point. If you're enumerating things, it's better to use each of your fingers as you mention each item to help your audience keep track.

Pacing will help you establish more ground if you have a more massive crowd to communicate with. It will also show confidence on your part as you think of more things to say. Swinging your arms and walking tall are good indicators of confidence as well.

❖ **Safety Precautions**

Avoid fidgeting or twiddling with different items like pens, coins and shirt buttons. Practice feeling comfortable having your arms stick to your sides. If you intend to depict a reserved attitude, you may cross them as needed but open up again with new and accepted ideas. You may sit if it is proper or necessary but never slouch. Covering your mouth after you speak suggests a false statement or lying.

Building A Good First Impression

Creating a good first impression requires your commitment to be better.

We have all heard and have probably said from time to time "you only get one chance at making a good first impression."

Master The First Impression

Making a "good first impression" is one of the critical rules followed by anyone who has to sell something to someone else as well as an essential requirement for effective networking. We all know that when you don't make an excellent first impression anything good happens. In fact, a not so good first impression can lead to only bad things happening. So, if only "not so good" things happen when you don't make a good first impression, why do so many folks treat this important subject lightly, thinking they can wing it? The answer could be they want the rewards without doing the work, or they think they can "talk" their way through anything (these are the "wingers") or they are just not sure what to do.

For those who are not sure what to do, let's focus on the basics of making a good first impression. Below are 6 simple steps that you can work on to get started:

1. Speak clearly and directly while avoiding "big" words (that even you don't know the meaning of) the conversation is always about the other person; their needs and solutions you can provide.
2. There are no "game show" speedy responses to beat the buzzer you think before you speak and if you don't know, you say so but commit to getting back to them with an answer.
3. You ask good questions versus making self-serving statements. You spend more time listening rather than talking it's the best way to show that you are interested.
4. You make a professional appearance that includes shined shoes! Like the TV show, you know "what not to wear."
5. Your sense of humor is engaging and not the only thing you bring to the table.
6. You are current on world and local events; you can speak intelligently to the business climate in general and specifically to what you do and the value you offer.

Lessons To Good First Impressions

Within the first few seconds of any encounter, you are evaluated by the prospect. Your appearance, demeanor and body language all contribute to creating a first impression quickly.



This judgment happens primarily on a subconscious level and once made is extremely difficult to reverse. The prospect's subconscious is asking the question "can I trust this person". Follow these twelve key lessons and learn to influence this judgment in a positive way helping you to make a great first impression.

❖ **Do your research**

Do your homework, who are the key people? What are the products? Who are their customers?

Are there any big plans for the future? Today you can use the Internet to get lots of information about the prospect, but it's also always worth ringing ahead a few days in advance to gather any relevant insight.

❖ **Get focused**

So the baby was sick, and traffic is awful. Take a deep breath, leave your troubles behind and ensure that your focus is entirely set on the meeting.

❖ **Good timekeeping**

Plan for unforeseen events like traffic etc. and aim to get there with time to spare. Lateness is one sure fire way of killing off any chance of a good first impression.



❖ **Be Confident**

Expect to do business, and your words, tone and body language will send out all the right signals.

Successful people give off a successful image so even when you are having a lousy month, approach every new business encounter openly and confidently.

❖ **Dress to Impress**

It is the first visual clue that the prospect gets and making an extra effort will pay dividends.

As far as the prospect is concerned If you look sharper than the competition changes are you are sharper than the competition.

❖ **Keep an open stance**

Ensure that your stance is open particularly during introductions. Try to be aware of giving any negative or defensive subconscious gestures such as folding of arms, putting the point of sale materials in front of your torso etc.

❖ **Smile, smile, smile**

The most potent subconscious tool you have at your disposal is your smile so use it. When you smile at someone, they will laugh back and start to relax in your company. Remember, smiling is infectious.

❖ **Always offer a firm handshake**

A firm handshake helps to imply that you are confident and honest person. A loose, weak handshake says don't trust me; I got something to hide.

❖ **Keep good eye contact**

Ensure that you keep eye contact when addressing someone and when they are talking to you. Good eye contact says you can trust me; I'm interested in what you have said because it's also important to me.

❖ **Slow down introductions**

When you are introduced, slow down the process taking time to remember the names and positions of the people that are introduced. We tend to rush through introductions and later find we can't remember the names and places of the people we have just been introduced to.

❖ **Use first names**

Once the introductions are over, use people's first names when addressing your audience or asking questions. It helps to build trust with prospects quickly.

❖ **Be an obvious listener**

Excellent listening skills require concentration, focus and effort. When listening to the prospect, let them see that your attention is directly focused on them through use of eye contact, nodding and by avoiding mental distractions.

STUCK

Are You Living Up To Your Potential?

Potential is a funny thing, and everyone has it in abundance in one form or another, however very few people live up to their potential. Are you living up to your potential?



Are you making the most of your talents and gifts, are you being the very best you that you can be, are you maximizing your potential?

We all know someone who we think has a tremendous amount of potential, and who in our opinion isn't living up to it. It is so easy to sit and judge other people isn't it, it makes us feel superior when we can look down on someone else and say, they aren't making the most of themselves.

"Judge not, that ye be not judged."

Do not waste your time worrying whether others are living up to their potential or not, all that should matter to you is whether you are living up to your potential or not. Well, are you? Are you striving every day to be the best that you can be, are you setting yourself goals and working towards achieving them, are you planning for your future, are you playing full-on in the game of life?

If you are not, then you are not living up to your potential, you are not doing the very best you can do with the God-given talents bestowed upon you. Don't you think that it is the time that you started living up to your potential, don't you think it's time that you made the very most of yourself, don't you think it's time that you decided to be all that you can be?

There is no time like the present, forget about doing it tomorrow or the day after that, "tomorrow only exists in the calendar of fools." Take action today, start maximizing your talents today, start living up to your potential today, and make a better life for yourself tomorrow.

Reasons Why You Are Not Fulfilling Your Potential

Very few people can claim that they have achieved all that they are capable of. In the Western world, most of us do moderately well. We get an education and a succession of jobs; we have some relationships that work; we are well fed; we avoid poverty and destitution. We can take comfort in modest achievements. But for many people, there is a nagging feeling that they could have done much, much more with their lives and careers. They know that their talents went undeveloped. So what is that is stopping you right now from making a much more significant contribution to society? What is it that is preventing you from fulfilling your potential?

1. You do not have enough belief in yourself

All successful people have enormous self-belief. They know that they have something unique to contribute and they are determined to make their mark. It does not mean that they are arrogant, narcissistic or complacent.

On the contrary, they are self-critical and push themselves hard because they know that they can achieve more. What is it that is special about you? What is the talent that you have not developed? What do you know you are capable of?

2. You do not measure yourself against written goals

It is hard to make progress if you have no clear goals for your life. Most of us muddle along from one thing to the next. Successful people define their objectives and measure progress against them. You should set yourself targets in the areas that are important to you, e.g., career, wealth, health, relationships and social life.



Many books are giving detailed advice on goal setting, and they reinforce the point that the most important thing is to write your goals down and track progress. If you do not achieve some of the goals, then reset them. You can be flexible and adjust how you move forward, but you must keep moving. Do you have written objectives that you track regularly?

3. You are too comfortable where you are

It is smooth and natural to settle into a rut. Why try something new when you are already doing what you are good at? High achievers go further. They take risks. They move out of their comfort zones. They take on difficult challenges. They

push themselves to acquire new skills and to face new examinations of their abilities. It means that they run the risk of failure. Where are you right now - inside your comfort zone or taking risks?

4. You are lazy

Thinking and planning are great, but it is an action that leads to success. It is only by doing things that you change the world. If you have clear goals but are not making progress towards them, then look at your activity level.

If you are a writer are you writing enough? If you are a salesman are you selling enough? If you are a leader are you leading enough? Great athletes and musicians practice for hours each day. Picasso painted over 20,000 pictures. Persistence pays dividends. How high is your work rate?

5. You work on low-value activities

To succeed you need to focus on the crucial and strategic goals, not just the essential day-to-day stuff that consumes so much of your time.

How much of what you are doing is advancing you towards your key objectives? Try to eliminate the low-value activities that absorb you and release time for the essential things.

6. You are not mixing with enough high achievers

Let's face it your friends and family are charming people, but they are not challenging you to achieve more. Spend more time with high flyers and positive thinkers who understand ambition and achievement.

Share some of your thoughts, dreams, and challenges with them. They will encourage you and give you the direct advice you need. How much time are you spending with really successful people? You do not handle your negative emotions well enough to be successful. Frustration, fear, dullness, anxiety, and impatience are universal emotions, especially if you're attempting to do something challenging.

Mastering yourself is the ultimate pathway to mastering life. If you know exactly what you desire, the only real obstacle you have is yourself. Everything else is simple if you can manage yourself.

ACHIEVING YOUR POTENTIAL

Common Barriers To Overcome

Achieving success of any kind in life is a fulfilling feeling, but by reaching your potential, you have completed the most significant achievement of all. Why is it then that so many people fall short of what they are capable?

Sad but true is the fact that many go through life never achieving the personal success they yearn for.



As easy as it would be to merely cite a lack of motivation as the primary reason this would **NOT** necessarily be the case. W

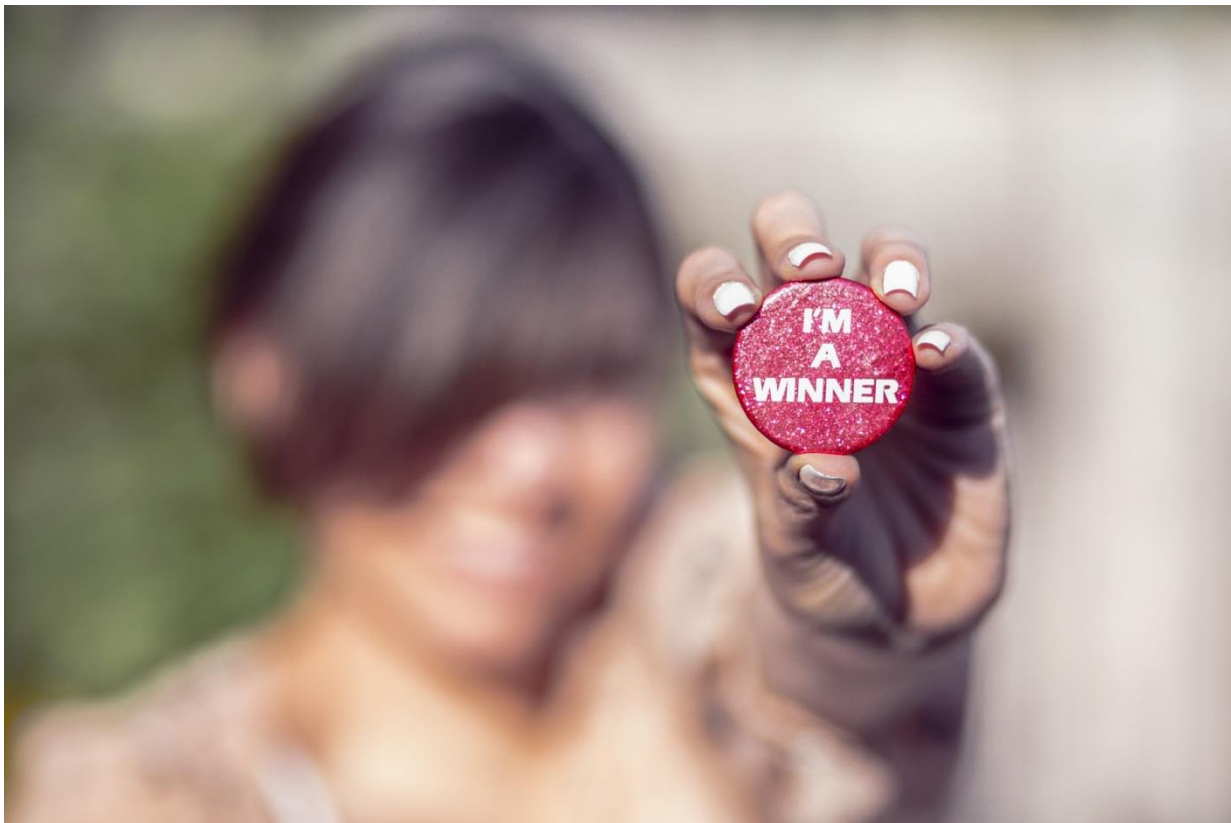
hy is it then that so many fail to take the necessary actions that would lead to a fuller and more rewarding life on both a personal and professional level?

Here are 5 subtle and sometimes undetectable reasons as to why we fail to fully engage in our lives by not even pursuing our personal goals and objectives.

1. Fear

Whether it is the fear of the unknown, success or failure, this emotion can paralyze preventing us from acting logically or beneficially.

The concern could be something that has been instilled in us since childhood making it difficult to recognize since it has become a 'part' of us over our lifetime. Remember emotions are just that, and often they impede our ability to think clearly or intelligently.



2. Regimentation

One of the most significant stress factors known to man is change! Right or wrong we 'wear' our environments like a pair of old socks. The longer these environments or conditions maintain their existence in our lives the more 'comfortable' we become with them. One thing about familiarity is that we know what to expect. It is not at all unusual for people to avoid or reject change even if it is for the better since it presents a new and 'unfamiliar' environment. As a result, this reluctance can quickly put a stop to any attempts at change.

3. Ignorance

Ignorance keeps many from achieving success. It is not always what we know but what we think we may know that can stop us in our tracks. The more people may 'push' change or suggestions upon us, the more we may tend to 'fortify' our current perspectives or beliefs even to the point of viewing these people with disdain.

4. Instilled Beliefs

Beliefs that have been reinforced in us over an extended period will be hard to change no matter how wrong these beliefs may be.

Many times the origin of these beliefs may have been an 'authoritative figure' from our past. Like a family heirloom, these beliefs can be handed down over the years no matter how wrong or outdated they may be.

5. Finances

As the saying goes 'money is the root of all evil' and there is a lot to be said for that. Once money gets involved it almost affects us like an emotion since it often handicaps our ability to reason logically.

Living in a society where collecting 'things' is a sign of 'personal success' can taint any person's priorities. At this point, it is easy to lose focus on your direction or previous good intentions. When all is said and done you are left feeling empty and miserable.

Maximizing Your Potentials

Potentials are qualities that exist in people that can be developed to arrive at a definite end. In other words, possibilities are individual talents and abilities in individual or in a person that can lead to fulfillment in life, career, and destiny. Every human has a potential which is deposited in him by the creator, and which can lead to the fulfillment of life.

Realizing and maximizing those potentials is incumbent on man. Unfortunately, many people die with their possibilities without maximizing them.

Maximizing potentials is utilizing potential to the fullest. It is the ability for one to arrive at the highest point of the dream, desire, and destiny. It is tragic if one dies

without fulfilling destiny. It is a great and severe tragedy. But it is eminent in our society today. People often die of frustration, hunger, and poverty due to unemployment, underemployment, retrench and other related issues that are nonparallel to an improved standard of living. The reason is that they do not know that they are the embodiment of wealth and excellent life. The creator has placed that skill in you for you to maximize it.

There are several ways on maximizing potentials as potentials vary. It is not everybody who has the potential of flourishing in a white-collar job.

If one's potential is that of self-dependence and he/she is wallowing in a redundant job, it is called inarticulate potentials. It is like missing a track of a particular destination. Unfortunately, many people have lost their right track of life.

Those whose potential is writing and flourishing in it are busy looking for engineering work. Those who are talented in affiliate marketing are delving into electrical work.

Some who are good at teaching are wallowing in the sport. Misuse of potentials is a threat to one's destiny, and the resultant effects are disastrous. It affects the optimum living and hence reduces what one is capable of becoming. One cannot do well in a borrowed career rather than the God-given potentials for a particular course.

Time For Potentials

The time has come for potentials to be released and maximized to the barest minimum. You cannot afford to fail in life and destiny; you are retrenched because that is not your area of specialization. You are created for a different reason and should be maximized.

You are unemployed because you are not created to seek employment; instead, you are designed to be the employer of Labor. There is that thing in you that could be utilized and thereby catapulting you to your destiny. That is your potential.

THE PSYCHOLOGY OF BODY

On the personal, social and psychological aspects of the body that define identity, interaction, and emotions. The word 'body' evokes many images some of which are sexual and some others are more aesthetic, spiritual or even clinical. We perceive the human body differently, and that explains how indifferent or concerned we are about our bodies.

For instance, some monks living in the Himalayas sometimes live without clothes and food and reduce themselves to skeletons. In the same vein some women in contemporary societies may also like to live with minimal costumes and minimal food, but of course, the whole purpose in the two cases would be completely different.



The monks try to move beyond the body and try to understand their purpose in life through sacrifice whereas the extremely body conscious people are unhealthily bothered about becoming physically attractive. So we see similar

behavior can have very different goals and it's funny how different people perceive the body differently.

These days' men and women shed clothes and show their bodies for all sorts of reasons to protest against global warming, to make money, to give away money to charities, to protect the environment and even to sell a car. Philosophers would disagree that the body is that important, considering it only as an instrument or tool to express the personal/interpersonal identity. However the body is an essential aspect of art, culture, and society and with so much importance given to the body in modern times, it is necessary to have a psychology of the body.

Here are three aspects of the body:

- 1. Body Image** - This is our perception of the body or personal aspect that provides us with a sense of identity;
- 2. Body Language** - This is the central communicative or social aspect of the body and helps us to interact with others; and
- 3. Body Awareness** - This highlights the mind-body connection or psychological aspect that shows the link between our thoughts and bodily reactions.

The body is thus first and foremost a tool through which we recognize ourselves and others. Our perception of our bodies or other people's bodies is directly related to the body image. The body image is the perception of our shape and size and is mainly about our physical appearance.

The body defines our identity, and it is through our body that we project ourselves to the world. So, we are what we are, and we have no other identity. It's almost like we are trapped in one particular body, and the body image determines whether we like or dislike the body we are in.

Body Image

A positive body image is necessary for developing self-confidence and a sense of inner beauty. A negative body image would mean decreased liking for the body and this is seen for instance in young men and women who may become increasingly concerned about their excess fat or lack of muscles.

Men try to develop muscles and women try to reduce their weight according to social perception of beauty which directly affects the body image. However, the human body could be perceived from an aesthetic perspective, from an erotic standpoint or a clinical perspective.

The way we perceive our body is related to how we understand other people's bodies, so our negative body image is mostly triggered by our idea of a perfect body. If an obese girl considers a woman with a slim waist as having the perfect shape, she will naturally develop a negative body image. The body image thus affects our personal life, our lifestyle and our emotions; it determines our direct relationship with the body.

Although taking care of the physical appearance should be encouraged, being overly concerned about the body image could be detrimental to an individual's well-being. Considering the enormous importance given to nudity, cosmetic surgery, perfect figure, beauty contests and such issues in modern times in most urban societies, there are naturally many debates and questions on the body image. Psychologists and sociologists should determine how far men and women can pursue their body interests and whether there should be some limitations to the societal enthusiasm on the body factor.

Body Language

This, of course, brings us to the other more critical function of the body the interactive element and the role of the body in communication. The body language is as important as verbal language in communication, and the interaction of two people is mainly based on non-verbal communication, much of which is through body language. In fact, the body language cues are sometimes even more important than what is said to us through verbal language.

If your girlfriend says she loves you, that is verbal communication, but when she shows covert interest in other men as well, that is non-verbal communication, and you might consider both these modes of communication as equally important in determining whether your girlfriend truly loves you. The body is an important communicative agent the eyes, the lips, the hands and gestures, postures and movements, determine our thoughts and feelings.

The facial expression is also as important, and sometimes we try to understand a person through his facial expression rather than his words.

So if a person praises you when you least expect it from him, you might want to determine whether the person is genuine in his praise or merely being sarcastic by examining his facial expression. When the verbal language deceives, the body language gives away the truth and real feelings or intentions.

The body is an interface between you and another human being, and the body language is a social aspect of this interface and essential part of our social life and daily communication. Turning away your eyes while talking to a person can imply discomfort, and hands on the waist can indicate aggression.

Specific body postures could be disrespectful in certain cultures, although some universal body postures and gestures are universal across cultures. Body language is thus not just about our sense of identity but about how we maintain this identity and express ourselves through social interaction and communication.

Body Awareness

The final part of this discussion is about body awareness, and many recent studies on the connection between mind and body have shown how stress-related events could affect the physiological mechanisms in the body. Higher blood pressure, for instance, has been recorded in people who were asked to participate in stressful events, such as dangerous sports or even cultural activities like drama. Developing robust emotional health is about controlling the body with the mind through body awareness. When we are 'aware' of the changes within the body due to stress or any emotional change, we are also able to control the mind in a way that our physiological systems are not affected adversely.

Thus controlling the mind with the body or the body with the mind through exercise or meditation or other stress-reducing/ relaxation techniques could help to maintain a mind-body balance that is necessary for a healthy life. Although the mind-body connection was known to many cultures in ancient times, this is quite a recent discovery in psychology. In psychology, the mind-body connection has been emphasized in cognitive psychology, and health psychology and research initiatives in psychology on the mind-body link are only in the early stages.

Know Your Body Language

Whether you realize it or not, body language is a considerable factor responsible for how everyone you meet, reaches an opinion about you. In many professions- particularly in professions where you help others, listening skills are a must and very important for creating good relationships with clients.



No matter whether you help people in maintaining their relationships, giving guidance to people for success in business or to counsel people for any other type of problem, they are seeing your body language, showing good listening skills makes people more comfortable. Poor Body language could Result In you Losing out on something big. It is not so important that you are listening to every single word carefully and honestly. It is your body language that makes other people feel important and that you are giving them the attention they require.

Here it is essential to know what the signs of a weak listener are, and you should try to rid yourself of any of these. If you are in the habit of keeping your arms folded over your chest, or you tap your toes impatiently, lean or turn to look away too often, or look here and there all of the time while listening, then you are

telling the other person that you are not interested in what he or she is saying. It will most likely result in the end of the relationship and can cause considerable losses in business.

So, what can you do, so that your body language starts to send positive signals to the person you are talking to? Firstly, you should try to face the other person square on. Do not look away to send a positive signal. Then we come to the pose of your body at the time of communication. You should assume an open posture. You must never keep your arms or legs folded; or else, the other person will think that you are not interested in listening to his or her point.

If you lean forward while talking to someone, then your body language says that you are paying more attention to what he or she is saying. In contrast, leaning away indicates that you have no interest what so ever. Then we come to the eye contact. Eye contact is the most crucial factor. At all times try to maintain eye contact frequently.

If you keep looking down or looking away, then it shows that you are not showing any interest in the point and feeling uncomfortable. Additionally, the significance of a relaxed posture can also not be ignored. Do not try to be too stiff. Neither should you be too formal while talking to someone. If you feel that you have suffered significant losses in the past because of your poor body language, then you should start practicing the tips as mentioned above immediately.

Body Language Talks All Of The Time

Your body language begins talking to you the moment you leave your home. Even when you are not speaking, how you stand, how you sit, and how you use your hands, this is what others perceive as communication. So, if you don't have a clear understanding of body language, sometimes your body language won't match what your intentions are, and people will get the wrong message. When your body language contradicts what your intentions are, it could cause a huge loss for you because you will lose your credibility.

How To Retain Credibility

So, what should you do to maintain your credibility? We should first learn a little more about body language, to be more credible and more skilled in the eyes of others. Whenever you meet your customer for any business, make your entrance

as positive as possible. How can you do this? You should start by talking about the business as soon as you enter the premises of the customer. Poring over the papers or searching through your briefcase will send a negative impression. Even if you need to wait for a while, the best way is to read through any magazine instead.

Some More Important Tips

Another essential tip regarding body language is that you should shake hands warmly and firmly. Next, we come to the choice of the chair to sit on. You should never indicate that you will sit only when the other person asks you to.

Instead, you should choose the most appropriate chair and sit immediately. However, never make the mistake of sitting too close or too far away from the customer. How much space you should keep depends on the personality of the customer. A shy person will want to sit at a further distance than that of an outgoing person. However, the perfect length is between 20 to 50 inches. You may lean forward to get closer to the customer when trying to put stress any particular point.

Importance Of Eye Contact And Your Voice

Eye contact is another essential part of body language. Eye contact and a smile on the face will send the message that you are an honest, sincere, and open person. Vague eye contact and looking here and there over and over again will send the message that you do not have enough confidence in yourself.

However, also avoid constant staring at the other person, as this will make the customer feel quite uncomfortable. Always try to speak in your usual voice. If your voice is full of passion, it will instantly grab the attention of the customer.

What Different Postures Mean

Your tone of voice is much more important than the actual words you use body language refers to how you say your words rather than what you say. When you speak in your normal tone and the volume is also in normal range, then your body language can be considered excellent. A well-modulated voice with normal rhythm and rate is a sign of professionalism, showing interest and passion.

FINAL REMARKS

The ability to create an excellent first impression is a strong skill in any business encounter but unfortunately is often not considered necessary. As with any skill worth mastering, it requires planning, practice and thought and while a good first impression can help overcome later difficulties or objections, a bad first impression is virtually impossible to reverse which effectively means you lose any opportunity to do business before you even start the business meeting.

The mastery of body language is vital to creating the most effective presence in all interpersonal interactions. Individuals without this mastery are prone to be misunderstood, and find their efforts to communicate their ideas unsuccessful. With the ability to differentiate between the different modes of body language, anyone can achieve the mastery necessary to become successful in whichever endeavor they choose.

The body is an important aspect of our existence and is almost all that we have to define our existence. It provides us with a sense of identity through a personal emphasis on body image and also provides us with social skills and helps us to communicate with others through body language.

It is through the psychological and almost spiritual aspect of mind-body connection that we develop body awareness and realizes how the body could be used beyond measures of physical attractiveness or social interaction for a more comprehensive relationship with the mind and even the universe. Finally, being human is not just about being within a body but also about moving beyond the body and its limitations to realize our more significant purpose of existence.

Also, reaching your potential is one of the greatest successes you can achieve but sadly so many people fall short of this. Although attaining personal success would obviously be very gratifying many people fail to even engage in the pursuit. As comfortable and logical as it would seem to blame this on a lack of motivation it is not always the case. Achieving success can come **ONLY** after pursuing particular goals and objectives, but specific barriers exist that inhibit people from this pursuit.

By understanding body language more efficiently, we can increase our chances of being able to spot a liar, maintain our friendships, hire and be hired. For many

Master The First Impression

more reasons, body language and communication skills, in general, will help each of us immeasurably in our professional and personal life.

Thank You Once Again For Downloading This Fantastic Guide!

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If you want to gain more confidence, be satisfied with and respect yourself better, you definitely need to check out this website.

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