





# THE BODY LANGUAGE INSTITUTE



We're Saving Lives™



**YOU SAY MORE THAN YOU THINK**

<p><b>R</b>apport Building</p>		<ul style="list-style-type: none"> <li>• Gauge others baseline &amp; determine your own norm: Head, Shoulders, Knees, and Toes:</li> <li>• The Upper-Hand Handshake: palm up, palm down, hand hug, left of picture</li> <li>• The Bill Clinton Handshake</li> <li>• Non-verbal first impression “nevers”</li> <li>• Move their bodies &amp; change their perspective</li> <li>• The Belly-Button Rule (BBR)</li> </ul>	<p><b>NOTES:</b></p>
<p><b>O</b>bserve &amp; Listen</p>		<ul style="list-style-type: none"> <li>• Show ‘em Your Feathers</li> <li>• Steepling: full hand, 2-finger, handgun, basketball</li> <li>• Take Up Space: 6-10 inches</li> <li>• 7-Second Fixes: boredom to interest; beta to alpha leader; overpower the rebellion</li> </ul>	
<p><b>A</b>sk Powerful Questions</p>		<p>The Question:</p> <ul style="list-style-type: none"> <li>• Maybe I’m wrong here, but....</li> </ul>	
<p><b>R</b>each Your Potential</p>		<ul style="list-style-type: none"> <li>• Break the Chains</li> <li>• Attitude &amp; Intention</li> <li>• Explode Your Confidence</li> </ul>	

The Body Language Institute’s (BLI) elite global certification programs offering advanced communications training essential to taking your life to the next level! Our training helps executives, sales people, entrepreneurs and leaders build executive presence, explode their selling and interviewing skills, and create and deliver winning business presentations.

**UPCOMING 2-Day Stand Out Loud Series Certification Courses:**

- 101: Execute the New Body Language: *September 9-10, 2010*
- 102: Insiders Guide to Getting on Television: *August 28-29, 2010*
- 103: Detecting Deception: *October 16-17, 2010*

- 104: Sales Driver: *October 8-9, 2010*
  - 105: Mastering Presentation Skills: *October 10-11, 2010*
- REGISTER TODAY AFTER THE PROGRAM**

2010 INVESTMENT: \$1495 per course • \$5995 entire Stand Out Loud Series • SPECIAL PROMOTION: Register 3 people and the fourth person attend FREE!