

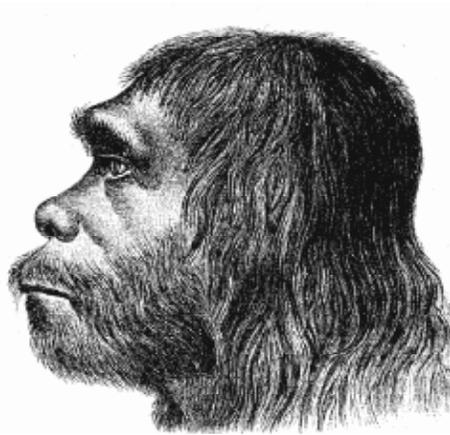
# AMAZING FACE READING

by Mac Fulfer

Long before the development of languages, our earliest ancestors were face readers. Their survival often depended on their immediate reaction to the slightest change on a stranger's face and the ability to know whether the person was a friend or foe.

Every face is a living history of that person's life, revealing not only life experiences but also unspoken attitudes, secret intentions and hidden agendas that can be read as easily as reading a newspaper. The ability to know the truth about what is not being said is a valuable tool for hiring the right person for the right job, improving sales, conducting better interview and understanding everyone you meet on a deeper level. In some situation, it could even save your life.

In 2006, I was hailing a taxi in Shanghai, China, in a poorer section of the city where the local street markets were located. I had been warned by the travel agent to be



careful to only ride in cabs with the official state sticker but I was tired, it was getting dark and I was ready to leave. When a taxi finally pulled to the curb and the door opened, I was prepared to jump in. One look at the driver's eyes stopped me in my tracks. I noticed that the driver's upper eye lids were drooping to the point that they were covering part of the iris and cutting his pupils in half. Before I learned to read faces, I probably would not have paid any attention to a feature that small. I may not have even bothered to notice the driver's face. But, as a face reader, I was familiar with that look.

It is the same "eyes cutting the pupils in half" that can be seen on the 9-11 terrorist, the mother acquitted by reason of insanity for murdering her children and the convicted snipers that terrorized the East coast in an attempt to extort money.

I waived him on and waited for another cab. Although I could not read the driver's mind, one look at his eyes instantly told me that he was more focused on his internal world than anything occurring externally and that included me. The drooping lids revealed a hidden agenda that I did not want to become a part of. While I have no proof that he intended to harm me, I am thankful to be here to tell the story.

Face reading is not only the first language it is also a universal language that can give an instant and accurate assessment of every person we meet, and all they have to do is have a face.