

YOUR FACE IS AN OPEN BOOK

Are you good at telling what someone is thinking by their expression? You don't know the half of it...

The first woman executive vice president of Challenger, Gray & Christmas, a multi-million-dollar international outplacement firm based in Chicago, Ann Marks was planning a meeting for her division and wanted to hire an outside speaker for a session. She got a call from the head of the firm's Dallas office raving about Mac Fulfer, the author of *Amazing Face Reading*. The book illustrates how to read every face like a map – not just to discern what people are feeling at the moment, but also their intentions, problem-solving styles, degree of openness, and intimacy requirements.

"I thought it sounded absolutely ridiculous," she recalled. "I have two master's degrees, one in theology and the other in counseling psychology, am a qualified therapist, and I had never heard of such a thing."

But her colleague was so excited about the presentation that he offered to pay for it. "He said he thought it would be helpful to my consultants – plus he was paying – so I decided to schedule it at the conclusion of the meeting so it wouldn't ruin its tone." Fulfer started his presentation by examining some of the faces in the group and Marks was instantly intrigued. "I had 24 people reporting to me and there were some I had worked with for 10 years. The things he was saying were dead on."

She became convinced when Fulfer looked at the face of a man named John and told him that on a personal level, he had intimacy requirements that weren't being met. "Well his wife had died of cancer 15 months prior and this was correct," explained Marks. The upper eyelid is the barometer of how we are

taking care of our-selves, of touch and connection and his left lid was puffed out. The left side of one's face relates to one's personal life, the right side to



one's professional or external life.

After teaching and counseling for more than 20 years, spending 14 years with Challenger and serving as the executive director of the YPO (Young Presidents' Organization) International Forum, Marks now devotes her time to giving face reading presentations and classes across the country. A person's history, character and potential are reflected in the features of their face, she said. The very structure of the face and its accompanying features reveal the thinking style of the owner.

Abraham Lincoln commented that we may not be responsible for how we look when we are born, but our face at 50 bears the record of a lifetime of choices.

Face reading features mean the same thing anywhere in the world. "They cut through every kind of bias, bigotry, and prejudice out there. We all have more in common than not," she said.

Here are a few tips to get you started face reading:

Eyebrows – signal our mental thoughts. The shape of the eyebrow tells you how the person is most comfortable in framing their world. People with round eyebrows are people oriented. Straight eyebrows are people who need the facts. Angled eyebrows are people who want to stay mentally in control.

Nose – a small nose indicates that the person is hard working.

Eyelids – abundant eyelids mean the person has a very high capacity for intimacy, loyalty, and commitment.

Upper lip – The space between the upper lip and the nose relates to libido. A smooth one indicates a strong libido.

Marks recalled a woman in her 70's who attended one of her sessions. Marks was struck by how smooth her upper lip area was. When Marks explained to her what that indicated, the woman burst out laughing holding up 6 fingers "I've had 6 husbands," she explained.

The old adage goes that the eyes don't lie; with the help of Marks and face readers like her, other hidden personality characteristics are as plain as the nose on your face.

From www.amazingfacereading.com
Whether selling, hiring, negotiating, speaking or interacting, the ability to discern another's attitude and mindset is a skill we all desperately need. Being a gifted communicator is not solely defined by mastery of a verbal style or well-rehearsed techniques, it also requires the ability to immediately read and acknowledge your audience. The availability of the face gives the reader an opportunity to accurately interpret and respond to every interaction.