

BODY LANGUAGE RULES

THE

{ THAT WILL CHANGE YOUR LIFE }



Mirror effect
Posh always puts her best foot forward, making her legs look even longer

Fail-safe tricks to score that pay rise, land a date and look Hollywood A-list (they will work – guaranteed!)

If you're prone to a bad case of verbal diarrhoea every so often, don't panic. Apparently, only 7% of communication is based on the actual words you say, while 55% is wrapped up in your body language. So, if you can learn some key tricks, the way you hold your body could improve your love life, career and charisma.

"When you first meet someone, the way they look and move affects how you'll judge them, even if you don't realise it," says confidence coach Nikki Owen. "Believe it or not, it doesn't really matter *what* you say, within reason, as long as you give out the right signals."

Get ahead at work

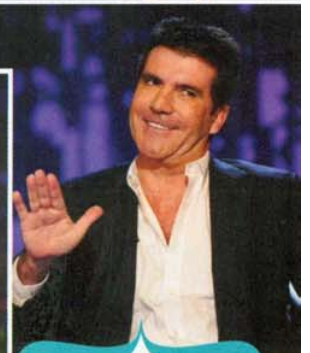
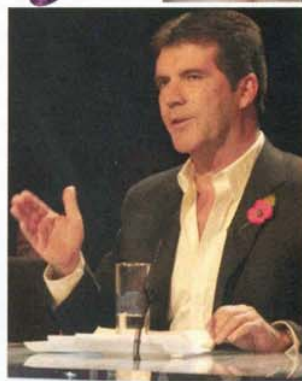
So, can subtle signals really help you ace that meeting or pocket a pay rise? Yes – if you approach your boss the right way. "Take some deep breaths before you go into their office, whether it's to put forward your ideas, or ask for a pay rise," says body language expert Robert Phipps. "Try to stand to the left of your boss as you enter – that way you'll be engaging their left eye, which will appeal to the right-hand side of their brain, which is the emotional part. Also, try to

stand at an angle to them, almost as though there's a third person in the room, as this is a very non-confrontational stance." It might not *feel* like you're making a difference but these subtle tricks will put your boss at ease and make them more likely to listen to what you have to say.

Body language can make your boss rate you in group situations too. "In meetings, people usually lean forward because they're listening," Robert explains. "So if you want to speak up, try sitting back in your seat and raising one hand. The change in position will make you stand out and get you noticed."

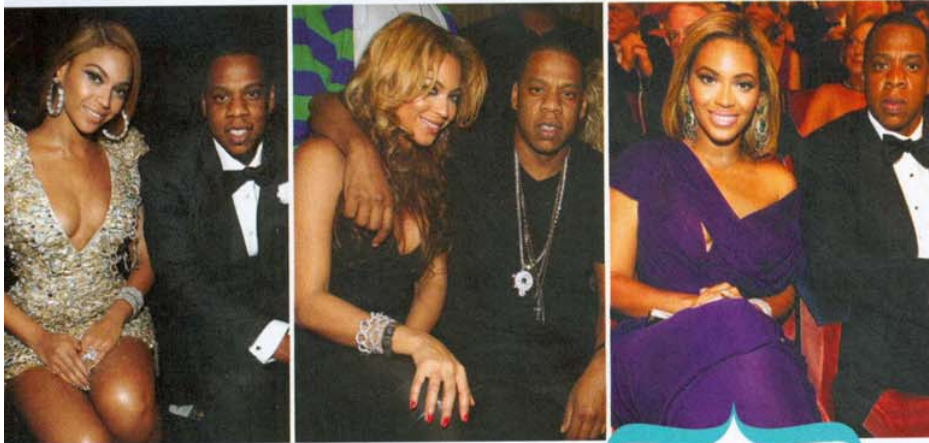
Psychologist and body language expert Jo Hemmings also recommends adopting a gesture called 'ball holding' during meetings. "Imagine you're holding a ball," she says. "This is a very open gesture and indicates to other members of the team that they're safe in your hands. It's a move that Nick Clegg adopted during the election campaign."

She also recommends using expansive eye contact. "It's tempting to focus on one person during an intense meeting but sweeping your eyes around the room will embrace the team and >



Handyman

Simon Cowell: number-one fan of the one-handed, listen-to-me gesture. Of. All. Time



Gentle touch

Beyoncé and Jay-Z show their love by always having a part of their bodies touching. Ahh

stretched out. That willingness to take up space indicates confidence – along with all those grins and winks, of course.

Rock your love life

If you sometimes get tongue-tied around new men, why not let your body do the talking? “The quickest and most powerful way to create a bond is to match his expressions and gestures,” says Nikki. “If you’re talking to a man, subtly copy his movements – because when people are similar, they instantly like each other.”

To find out if he’s going in the same direction, gaze into his eyes. “Our eyes widen when we’re interested,” Nikki explains. “His pupils will dilate, and he’ll often lean forward.” If he looks keen and you’re going in for the kill, try gently touching his arm when you ask him on a date – you’ll be more likely to get a yes.

And once you’ve snared him, body language can help you negotiate some tricky relationship minefields too. Next time you’re rowing over whose turn it is to cook dinner, remember *not* to touch him. “Touching someone when they’re in a highly emotional state creates a negative trigger,” Nikki explains. “They’ll associate your touch with those negative feelings in future.” It seems a hug doesn’t always solve everything then...

Killer move Match his breathing. “If he’s breathing deeply, do the same,” Nikki suggests. “You’ll literally feel an instant warmth – and so will he.” Get your coat...

Ones to watch Despite shying away from the spotlight, Beyoncé and Jay-Z are the perfect example of a couple who are well matched and in a fulfilling relationship. They’re often seen touching each other affectionately, and their body language is always in tune. ♦



Long, tall Kylie

Diminutive pop princess Kylie has learnt to walk tall

Look fabulous

Your body posture can instantly make you look slimmer. Carole White, MD of Premier Model Management, says, “Holding yourself upright – shoulders back, head held high – can make you appear taller and slimmer.”

We’ve all seen pictures of ourselves that have us clicking on ‘remove tag’ faster than you can say, “Urgh.” But whatever your body bugbear, there are loads of tips for looking fabulous in front of the lens.

“Turn your body slightly away from the camera to erase inches from your hips,” advises Carole. “Then, cross one leg in front of the other – a pose made famous by Victoria Beckham – to make your legs seem longer and slimmer. Putting your hand on your hip will make arms look longer and slimmer. And elongate your neck by keeping your chin up – this’ll reduce any sagginess and make you look more confident at the same time.”

Killer move “Perfect your ‘slim’ poses in the mirror and recreate them next time a camera is whipped out,” says Carole.

One to watch Kylie makes herself look taller just by holding herself correctly. “You often don’t realise how tiny she is until you meet her,” Carole says. “But she’s perfected the art of ‘lengthening’.”

encourage people to listen to you. Ensure your posture is strong, and show your boss you’re listening by nodding and leaning your head to one side.”

And the way to impress just by sitting at your desk? “Sitting upright will make you look alert,” says Jo. “To improve your telephone manner, speak slower than you would face-to-face. You lose volume and body-language cues over the phone, so slowing down your pace will make your voice deeper and therefore clearer.”

Killer move When talking to your boss, Robert advises using your right hand to gesture while passing on information, then switching to the left when you need a response. “This creates a subconscious ‘anchor,’ which separates listening and speaking in your boss’s mind, and makes for easier communication,” he says.

One to watch Simon Cowell is the king of self-confidence, and you can tell he’s in control by looking at him move. Although he’s only around 5ft 9in, he walks tall, and sits with his legs and arms

4 WAYS TO WOW THE ROOM

IF YOU NEED TO MAKE AN IMPRESSION, FOLLOW OUR EASY TRICKS TO MAKE YOU APPEAR FABULOUS – EVEN WHEN YOU’RE NOT FEELING IT

1 Your party charisma begins before you even leave the house. Try repeating, “This is going to be a great night,” while getting ready. When your brain believes it, your body will automatically follow.

2 Positive body language is crucial when it comes to grabbing attention. As you enter the room, make sure you walk tall and resist the urge to fidget. All your body movements should be strong.

3 Make like Christina Aguilera and ‘showcase’ yourself. Being expressive and confident in your opinions is automatically sexy, even when you’re not trying to be.

4 If you’re not feeling your best, fake it. Imagine you’ve got a confident, sexy alter ego (it works for Beyoncé) and unleash her on the crowd – pretending to feel fabulous will make it happen for real.