

## Reading Faces to Understand People

### Naomi Tickle

Face Language is based on ancient wisdom using modern day technology for determining your innate abilities and talents. It validates much of what you already know and will assist you in developing a heightened awareness of yourself and others. Researched from the 1930s - 1960s, it was found to be 92% accurate. The results are similar to any of the career or personality assessments available today. The major difference is that it is specific, instantly recognizable and easily applied within the first 30 seconds of meeting someone.

Today Face Pattern Recognition is used for career guidance, relationships, sales training programs, human resources, communications and personal development. During this workshop series you will learn how to quickly recognize some of the key traits which will assist you in all areas of your business

and personal life. The first step is to develop an awareness of our own traits and how we communicate.

#### **The Benefit**

- Developing business relationships
- Identifying your clients preferred buying style and increasing your sales
- Identifying the strengths and challenges in business and personal relationships
- Selecting the best people for the job
- Helping you avoid much of the miscommunication experienced at work and at home
- Understanding your own traits and those of others

#### **Close Set Eyes - Just Tolerant**



These individuals like people to be on time. They do not like interruptions and are very good at details. Give them a five minute warning before interrupting them. This trait is often seen in accountants, dentists, dieticians, teachers and professional tennis players.

**Notes:**

#### **Wide Set Eyes - Very Tolerant**



These people tend to be more laid back. They can handle many different projects at once; their challenge is to stay focused. They are not as good with details, and see more of the big picture. They are very tolerant people. This is not to be confused with impatience. The trait is often seen in politicians such as Hillary Clinton.

**Notes:**



**Backward Balance + Close Set Eyes Trait Cluster**

The head is wider behind the ear compared with the front. Individuals with this trait tend to replay situations over and over in their head. It is hard for them to let go. This trait, combined with close set eyes, indicates that this individual will go down to a deep hole, and it is hard for them to climb out.

**Notes:**



**Exposed Eyelids - Get to the Point**

Individuals with this trait like to get to the bottom line. If you go on and on with these people they will either interrupt you or finish off your sentence. "I know where you are going, just get to the point." Once they get the general idea they will want to take action. If necessary, they will go back and check the details later.

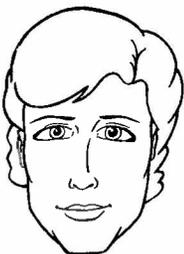
**Notes:**



**Eyelids Covered – Very Analytical**

People with this trait are extremely analytical. They will want to know all of the reasons behind everything before making a decision or purchase. They enjoy taking things apart in order to understand how they work. Because of this natural instinct they will often over-analyze a situation or problem. This can delay things from getting accomplished. There is a tendency to make things more complicated than they need to be, especially when it comes to the more practical things in life.

**Notes:**



**The Perfectionist - The Outer Corner of the Eye Lower than Inner Corner**

These individuals notice every little error or flaw. They are amazed when other people fail to see mistakes. To the perfectionist they are so obvious; surely other people must notice them. These are the people for whom nothing can be perfect enough. They seek perfection in themselves and others. They are very quick to find fault and criticize other people's work. Nothing is ever good enough. Combine this trait with Low Self-Confidence (Narrow face), and these individuals may suffer from low self-esteem. They rerun the "never good enough" over and over in their heads, especially when combined with Backward Balance (more head behind the ear than in front).

**Notes:**



### **The Volunteer - Ski Jump Nose**

These individuals are the volunteers and will go the extra mile for you. They bend over backwards to help you. They make great hosts or hostesses and will be happy to wait on you hand and foot. They have a hard time delegating tasks to others. Their lesson is to avoid taking on everything themselves; otherwise people will take advantage of their good nature. Their other challenge is to charge the full price for their services. They do not find it easy to ask their clients for payment - "Pay me next time," or "Don't worry about it."

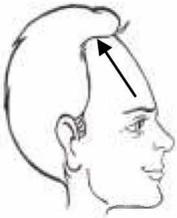
**Notes:**



### **The Administrator – Convex Nose**

Individuals with this shaped nose look for the best price. These are the bargain hunters. What does it cost, is it worth it, and can I get it for less? It makes their day when they can haggle the price down on something they have bought. They are more concerned about the value of something. If they also have very thin lips, they will be very tight with their money.

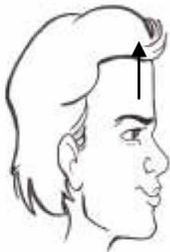
**Notes:**



### **Sloped Back Forehead – Quick to Think**

Individuals with this trait are very quick to respond and can think on their feet. Often they will jump to conclusions without getting all of the details. They become quickly annoyed when others around them are slow to respond. They like to act and move on things right away. If you have this trait, understand that not everyone moves at the same speed as yourself. People with this trait leave things to the last minute, from studying for an exam to leaving for the airport.

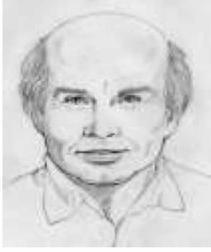
**Notes:**



### **Vertical Forehead – Sequential Thinker**

This trait indicates the way an individual processes information. These individuals are linear thinkers. They need a step-by-step approach to learning new information. If they miss a part of what is being said, the rest of the information will go over their heads. They need to have all the pieces to be in place. Many children with this trait are often thought to be slow learners. This is not necessarily the case.

**Notes:**



### **Wide Face - High Self-Confidence**

Individuals with this trait need to be challenged or they get bored. People with wide faces are naturally very confident and love a challenge. If their work is not challenging they will become quickly bored. This trait is often seen in leaders of companies and organizations. These are the people who take a weekend course and then hang out their sign and work with clients the following week. They fake it 'til they make it. - Hilary Clinton, Bill Gates.

**Notes:**



### **Narrow Face - Builds Confidence**

Narrow-faced individuals build their confidence through knowledge. They find new situations intimidating and become very anxious to the point that they walk off the job if they have insufficient training. Once they have the knowledge needed, they are very confident - Jennifer Aniston, Hugh Grant, Julia Roberts.

**Notes:**



### **Fine Hair - Texture of the hair**

The finer the hair the more sensitive the person is to sound, taste, touch, smell and feelings being hurt. It takes less time to get under their skin. If you are in a noisy location, find a quieter place to talk. If you have a loud voice, soften the tone.

**Notes:**



### **Coarse Hair**

It takes a lot more time for situations to get under their skin. They may appear to be less sensitive than the finer haired individuals, like the saying, "It's water off a duck's back." They have feelings but it takes a longer time for them to surface. Most politicians have coarse hair.

**Notes:**



**Naomi Tickle** is an international speaker, career consultant and author of *What Makes People Tick and Why*. She was first introduced to Personology (face analysis) 22 years ago. Amazed by the accuracy, she could immediately see how this approach could help individuals better understand themselves and the people they meet with. Naomi has appeared on CNN, Fox News, NBC, BBC, Good Morning America and numerous television radio interviews around the world. Her clients include Norwich University, The Commonwealth Club IBM marketing division, The World Trade Center, AT&T, National Semiconductor, College Administration Conference, Orthodontist, FAMA conference plus many more.

To learn more about this fascinating study, go to [www.naomitickle.com](http://www.naomitickle.com) where you can order her book, *You Can Read A Face Like A Book*, and the face reading card decks that have a sketch on one side and brief summary of the trait on the other side.