



The Power of Body Language

Joe Navarro

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Former FBI agent and behavioral assessment expert Joe Navarro teaches listeners how to observe and decipher the nonverbal communications of others in *The Power of Body Language*.

Know the truth before you ever hear a word!

Approximately 80 percent of communication is expressed nonverbally. When you know how to unlock the secrets of people's nonverbal cues, you'll always have the upper hand in any situation.

In *The Power of Body Language*, former FBI counterintelligence officer and recognized global expert on nonverbal behavior Joe Navarro teaches you how to "speed-read" people: decode sentiments and behaviors, avoid hidden pitfalls, and look for revealing behaviors. You will discover:

- How the subconscious limbic system drives all body language
- Why the face is the *least* likely place to gauge a person's true feelings
- What thumbs, feet, and a simple handshake reveal about moods and motives
- The most powerful behaviors that reveal our confidence and true sentiments
- Simple nonverbals that instantly establish trust and communicate authority
- Why things taught about nonverbals in the 70s and 80s are incorrect
- And more!

Armed with this powerful information, you'll be able to sit in a business meeting and know what your boss and colleagues are really thinking and feeling, what your children are really saying when they come home from a friend's house, and the perfect time to close the deal in sale or negotiation. You'll even learn how your own body language is influencing your boss, family, friends, and strangers.

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