



The Wisdom Of Your Face

by Jean Haner

Simple Techniques For Establishing Rapport

The Wisdom of Your Face is based on the same ancient principles as traditional Chinese medicine. The Chinese believed that your face is a reflection of your true inner spirit, the blueprint of your original design. The wisdom written there explains why you think, feel, and behave as you do, and can help you find the life path that brings you joy, relationships that nurture you, and most of all, gain a way to feel true compassion for yourself and everyone you encounter.

Please join author Jean Haner to learn the wisdom you can find in the curve of your cheek, the slant of your nose, even the style of your hair. If you have questions for Jean about your own face or those in your life, please send them to Krysta@newspiritjournal.com or mail them to New Spirit Journal, 14911 Chain Lake Rd., #431, Monroe, WA 98272.

Dear Jean,

I am a therapist and am always looking for ways to establish rapport with new clients. Are there some simple things to look for in someone's face that will help me accomplish this more quickly?

Jean's reply:

While you need to consider the meanings of all the features together when you want to truly understand someone's inner nature, you can certainly discover valuable information even from one feature that can help you establish quick and easy rapport with anyone.

For instance, if someone has deep-set eyes, they'll be more careful about evaluating what you tell them; you may have to work hard to earn their trust. They can be skeptical, and so a bit more suspicious or less quick to accept the point you're trying to get across if you don't back it up with proof. But once you've convinced them you're trustworthy, you're definitely "in" with them.

Deep-set eyes also indicate a person who doesn't find it easy to communicate their more difficult inner feelings. They will not just sit down and start talking about what's really bothering them. You need to give them time to feel they can trust you and then they will begin to find the words. In personal relationships with these kinds of people, they'll tend to be much more reserved about what's really going on inside, and it may not be often that they're willing or able to share what's bothering them. You can't rush them; give them a space of time and a safe place to open up and you'll be rewarded with the truth.

Someone with a sharply pointed nose is said to have a curious nature, who is always finding things to be fascinated by. To establish rapport with them, it's important

to focus on something new and interesting that might stimulate their minds. Their worst fear is of being bored.

If someone has a pointed nose and red hair or is bald, then you should double your efforts to

keep the conversation lively, throwing in jokes or changing the subject frequently, as this is someone with a very active mind and need for lightheartedness.

A large mouth or full lips is a sign of someone for whom rela-

tionships are very important. To make them immediately comfortable, steer the conversation in direction of subjects like family or friends, children, or holiday celebrations. But someone with extremely full lips, especially if they've been artificially filled, is often experiencing big drama in their relationships and you'll definitely hear about it.

Someone with a very large nose is usually a person who notices details more easily than

other people. Manners are often very important to them, so to make them comfortable, don't be overly casual when you're first introduced, and it's probably a good idea to give them more physical space than you normally might, as they don't like people to come too close too soon.

A large nose also is a sign that this person places a lot of emphasis on the quality of their

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