

R. Don Steele

Body language *Secrets*

Guide During Courtship And Dating

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A Guide During Courtship And Dating

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PREFACE

Manuscript reviewers who were politically correct, gender-neutralists, protested that the book is written *as though it is natural, as well as necessary*, for the male to be the initial aggressor during courtship.

Not Guilty! I simply take for granted that most of the time men must get things started. Should this offend you, please be assured that no offense is intended. My approach to *explaining* courtship does not mean that assertive, 90s women must stand and wait.

Several female reviewers complained that it was slanted toward helping men. *Nolo Contendre!* I'm a man, often explaining things from a man's viewpoint. No favoritism is intended.

Some English majors objected to awkward wording such as . . . *he, or she, is lying* . . . as well the grammatically incorrect but politically correct use of *they* or *their* when the subject is singular as in *Everyone wants to have their [his] cake and eat it too*.

Guilty! A person cannot please all other human beings and I tried anyway. Please try to overlook such shortcomings.

A few 50ish reviewers accused me of being an *ageist*. I assured them, as I assure you, that although I use younger people in many of the explanations and examples of courtship rituals, everything applies to people of all ages.

Finally, several reviewers, fans from previous books, protested that the overall tone is too serious. They are familiar with my style of using personal success and failure stories to enlighten while entertaining. If my final result is still too serious, I am sorry. I did what I thought was effective.

My firm conviction that people everywhere are fun-

damentally the same is behind everything I have written. Archeological and anthropological evidence that we, the people who live at the dawn of the 21st Century, are essentially the same as the people who lived 15,000 years ago at the dawn of civilization is the foundation of this book. However, most of that factual information is reserved for the Appendix.

Our culture, Western Civilization, has come up with hundreds of things, literally, that men and women must do during courtship, when these things must be done, and how they must be done. However, we must understand that over the last 60 million years, during the rise of mammals, the natural world created us all, evolved us all and armed us all with behaviors, drives and hungers for a single purpose—survival. Why? So that each of us lives long enough to send our DNA into the future. That's what courtship is *really* all about.

That fact underlies much of what I have written. Once again, no offense intended. As with everything you read, keep the parts that you can use to improve your life, and discard the rest.

One feminist strongly objected to the entire manuscript. "Women should simply walk right up to men they find attractive." I asked if she read what *female* anthropologists had to say on that topic. Her reply, "I don't agree with them, either!" What can I say? A person cannot please every human being.

One last thing. A few reviewers were put off by my casual writing style and refusal to use 50-cent words. Their comment, "Sure, it's easy to read and understand, but it's not 'professional', people won't take it seriously." I cited Robert Heinlein's advice to writers, "Eschew obfuscation." A couple of them got it. For those who didn't, I offered a slightly modified version of George Bernard Shaw's well-known, "He who can, does. He who cannot, teaches." [And writes books about how to do it]. That had the desired effect.

Enjoy!

ACKNOWLEDGMENTS

A simple, but deeply felt thank you to Nathaniel Branden. You saved my life in 1972. By 1975, with your guidance and insistence, I had learned the fundamentals of how to live, truly live, that life you saved. Without you, none of this, or any of my fully, alive, joyous journey of discovery through life, would have been possible.

As always, to my daughter, Syndee, thanks for just being you! By doing so, my journey has substance and meaning.

To Joanna, my wife, thanks for enduring what a writer must do as this book slowly came together across time, distance, heartbreak and happiness.

Thanks to all the acquaintances, colleagues and friends who gave me what a writer needs most, negative, constructive feedback. As you remember, after five years, I could not see the forest for the trees.

And finally, to the nameless Disco Dick at Bobby McGee's, Fullerton, California in the summer of 1982, thank you for erasing my final sliver of doubt about the validity of body language.

ABOUT THE AUTHOR

Don's first job was in 1952, age 12. In the heart of Appalachia, he was the Saturday telephone operator in his home town of Shippenville, Pennsylvania, population 258. He earned ten cents an hour. At 16, he worked as an embalmer's assistant for the summer. The next summer, he was an oiler of strip mining equipment, a muddy, cold, dreary, dangerous task. Those two jobs convinced him to get an education.

He attended Clarion State, Penn State, USC and Cal State Fullerton to earn a BA in Philosophy and Cal State Northridge for his MA in Psychology. He interned with Nathaniel Branden at the Biocentric Institute in Beverly Hills. After becoming a Marriage, Family and Child Counselor in 1976, he worked with Branden and was in private practice. He began writing professionally in 1984.

Additionally, Don has worked for more than 20 aerospace, defense and engineering companies as well as the Republican National Committee and many political campaigns.

Beyond writing, other passions include a deep, abiding hatred for bureaucrats, poverty pimps and nearly all politicians; a lifelong devotion to anthropology, philosophy; astronomy and cosmology plus a long-term love affair with Hawaii, consummated in 1996.

He and his wife Joanna live on the Big Island with their turtle, Shelby and rabbit, Peaches.



*We must, however, acknowledge,
as it seems to me, that man,
with all his noble qualities, with sympathy
which feels for the most debased,
with benevolence which extends not only to
other men but to the humblest living
creatures, with his God-like intellect
which has penetrated into the movements and
constitution of the solar system,
with all these exalted powers,
man still bears within his bodily frame the
indelible stamp of his lowly origins.*

CHARLES DARWIN

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done by how the words are spoken, inflection and tone of voice.

- Nonverbal communication is achieved by eye contact, posture, gestures, position relative to the listener and the attire of the speaker. But that is *not* the most significant fact. Here it is—*nonverbal signals have five times more impact than verbal signals.*

THE SITUATION

You want to become far more effective at finding, meeting, talking with, and dating the right kind of person.

Find. This is not meant to be glib, but I explain in only a few pages where to look for the right kind of person. Hint! Not in bars, clubs or any other pick-up spots. More later.

Meet. I don't want to give the impression that it's child's play to meet someone. But, *Meeting Mr Or Ms Right* is only about five percent of the book. I'm certain you will put a few of the techniques from that chapter to work for you this weekend!

I'm supremely confident that in the immediate future, you'll get much better at meeting people you're interested in. Why am I so confident? Because you will have found them in the right places!

Talk With. Can you carry on a simple conversation and pay attention to the other person's gestures? That's all there is to it, once you know what to look for.

At first, you won't notice all of the signals coming at you. But soon, most of what he, or she, is saying *without* words will become stunningly obvious. After you get that down, you'll be sending the other person unspoken messages you want them to *hear!*

Date the right kind of person. This is the essence of the book. All of the body language and

most of the concrete, practical methods and strategies come together to make it possible for you to identify, then attract *the right kind of person*.

IS BODY LANGUAGE FOR REAL?

In the late 1800s, Charles Darwin noted that the meaning of many human gestures was the same the world over. He also noted that some human gestures had the same meaning for the apes as they did for us!

About 70 years later, the science of kinesics, the technical name for body language, was formalized by Dr. Ray Birdwhistell in the early 1950s. However, I learned the most about this fascinating subject by working with psychotherapist Nathaniel Branden, PhD and from books by Albert E. Schefflen and Gerald I. Nierenberg. Yes, it's for real. As you will see shortly.

HELPFUL HINT

If you didn't take time to read the *Preface*, take a moment before you continue. It sets the stage so you can learn more, then easily remember it.

THE GENDER GAP

During courtship and dating, women do not face the same types of problems as men. How's that for an understatement!

A man usually says he's not able to tell if a woman is really interested in him. Whereas, the most common problem a woman faces is not being able to quickly determine if he's a lurking Mr. Hyde or a potential Mr. Right.

Let's attack the woman's problem first. The next chapter is called *Lines, Lies Or The Truth*.

Men, as you read the chapter, put yourself in the woman's shoes. That's the quickest way to become more effective at social intercourse.

*You knew I was a snake
when you let me in.*

THE SNAKE TO THE RABBIT AS HE BEGAN TO EAT HIM.

The snake was dying from the cold outside in the storm. He sincerely promised not to act like a snake if he could just get warm by the fire. AESOP'S FABLE.

Lines, Lies Or The Truth

Courtship *feels* dangerous. Everyone fears being rejected or humiliated and hurt. So, a genuine person is slightly nervous when meeting someone who rings his, or her, chimes. Sincere people are always somewhat awkward and childish no matter how hard they try to be cool and relaxed. Even if forty-something, they may blush or stutter because this is real, this is important, this is arousing, and this could get your heart broken.

But the experienced manipulator or game player is not afraid because he, or she, knows it is just that, a game. He can't get hurt, because he's not going to be genuinely vulnerable.

A SINCERE MAN

How can you tell if he's sincere? Look at his body language. Is what he's saying with words in sync with what he's saying without words? If anything is inconsistent, be on the alert. Probe deeper with subtle questions as you quietly concentrate on his gestures and the ever reliable "vibrations."

These next few paragraphs are titled as if the information only applies to men, but *women who lie* do exactly the same things.

SIGNS OF SINCERITY

When he's standing, his feet are slightly apart, firmly planted on the ground. He looks you in the eyes often. When he gestures, his palms are open and up. His arms are slightly extended. His head is slightly tilted. He only glances at your breasts occasionally. He never sneaks a peek at other women. He leans toward you now and then to invade your territory.

Only after you have touched him, does he touch you, and then it's completely appropriate. He does not try to dominate you by getting so close that his physical size is intimidating. When sitting down, his openness and gestures are about the same as when he's standing.

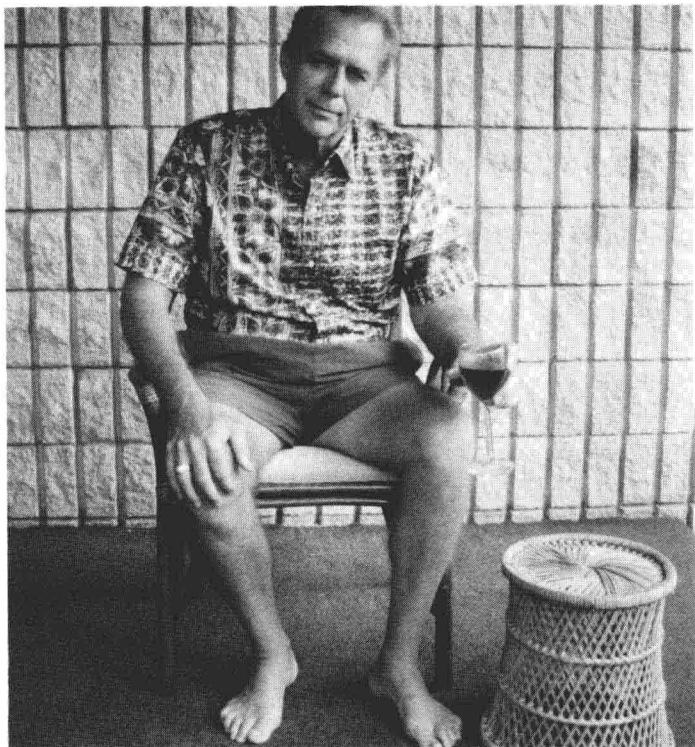
A DECEITFUL MAN

When he's talking or listening, his feet are not firmly planted. One foot rests on the outside edge. Sometimes only his heel touches the floor. If he clears his throat, fidgets in the chair, touches his nose lightly, touches his lip, tugs his ear or rubs his eye, he's probably lying to you.

TOUCHES YOU BEFORE YOU TOUCH HIM

Men who are well-practiced liars know that many women are starved for touch. So, they try to manipulate you filling that need. By touching you first, he reveals himself as someone who is only interested in physical closeness.

Women who touch men almost immediately after meeting them are suspected *Rapo*, as in Rape-o, players, explained shortly.



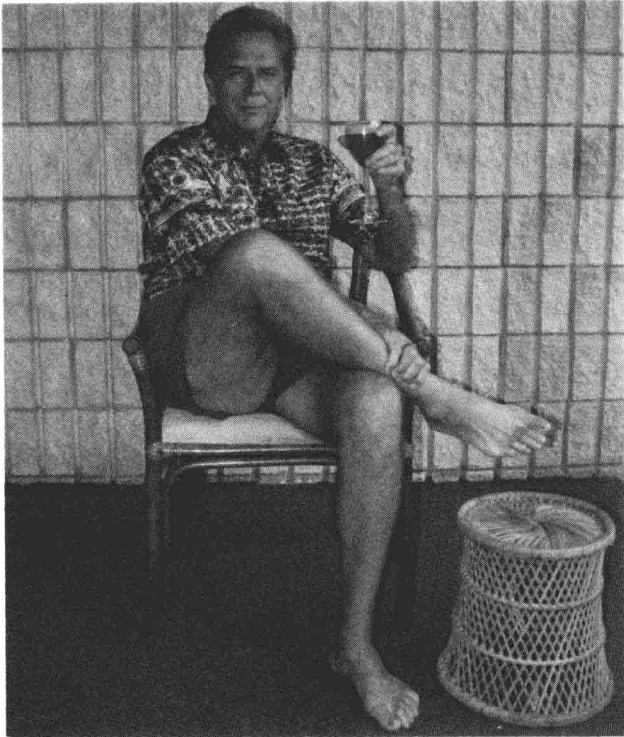
OPENNESS IS SINCERITY *The wine glass is not a barrier, he's leaning forward, head slightly tilted, hands not clenching, feet flat on floor, eyes looking directly at you, and overall, he's alert and energetic.*

LYING EYES

Even men who are not practiced in the art of courtship deception, can force themselves to look sincere when they are deliberately lying. At least they can keep their face looking sincere.

Women, beware! Many men can look you right in the eyes and lie. It is a skill they learn when playing team sports as a child and adolescent. Later, they perfect this ability at the poker table and in the business world.

Men, pay attention! Most women have to avert their eyes when they lie to you. When they tell the truth, they can, and do, look you right in the eyes.



HOLDING ONTO HIMSELF OR OBJECTS Getting a grip on his feelings, literally. Also serves to distract him from feeling the negative emotions, which are, in the case of a liar, guilt and fear of being discovered as a fraud.

The seated liar will often cross one leg so that the ankle of the crossed leg is resting on his knee. This is a disguised method of being closed so that he feels less vulnerable. To get a grip on himself, he holds onto the shin, knee, or ankle of the crossed leg.

The grip is easily seen when the liar squeezes his drink or the arm of the chair so hard that his finger tips turn white. Notice the finger tips in the photo.

EYES CLOSE AS HE SPEAKS

This is the same as touching one's eye or rubbing one's eyes. The liar doesn't have to look you in the eyes as he lies or just after. This gesture can also reveal disdain, contempt and pomposity. It is commonly seen in people who consider themselves better than the rest of us.

MOUTH, LIP OR NOSE TOUCHING

He barely touches his chin, lip or corner of the mouth as he speaks, or just after. With this gesture the liar declares, "I can't believe I said that," or, "I can't believe what I'm saying." When he touches his nose, the liar is saying, "This stinks, even to me." The act also conveniently covers his mouth.

PALMS NOT UP WHEN GESTURING

The person appears to be carrying on an animated conversation, however he is always hiding his palms. It's a form of holding back and hiding one's true feelings.

The gesture indicates a general unwillingness to be vulnerable. It is a mild version of crossed arms or crossed legs. Remember, openness is sincerity because the speaker, or listener, has nothing to hide.

LYING FEET

Most of us can control what shows on our face because we have mastered that ability through experience and practice. However, even skilled liars and sexual users do not realize that their hands or feet can reveal them as the snakes they are. That's if you are looking for it. Pay attention!

The liar can tell his tale, or spin her web, and feel far less guilt if he does not have his feet firmly planted on the ground. Doubt the words of anyone whose feet are not flat on the floor and steady.

Caution! As children, females in our culture are taught that it is not proper to wiggle and run

around like little boys do to get rid of excess energy.

Girls are admonished to “sit still like a little-lady,” so they move their feet and hands. As adults, some eager, excited women fidget and squirm their feet as they hold everything above their knees in a proper, polite posture.

LYING HANDS

Patting oneself usually means the person is trying to reassure himself. It's the same as patting a child gently to let him know everything's going to be okay. It may mean that the person is taking a big risk by talking with this attractive woman so he tells himself, “everything will be fine.” Then again, it could mean that he's telling himself that it's okay to lie just this one time.

Worry and anxiety are behind wringing one's hands. But a similar gesture, rubbing one's hands together means excitement and anticipation. The verbal expression that would accompany rubbing one's hands together is “Oh boy, oh boy!”

When someone pinches himself on the hand, it is often an attempt to distract himself from a powerful emotion. It could be guilt about telling a lie. It could be he's trying to hide how excited he is, or how nervous and afraid he is.

Picking at one's cuticles or nails is sometimes the same as hand pinching, but generally it means the person is angry or frustrated.

When hands are folded with fingers intertwined, it commonly means the person is trying to disguise what his hands want to divulge.

The liar often moves his hands toward his mouth or eyes during or immediately after the lie. Sometimes he rests his elbows on the table and raises his folded hands in front of his mouth and speaks from behind this barrier.