

# Body Language: 32 Most Common Body Language Gestures and Meanings. Everything You Need to Know For a Delightful Non-verbal Communication (Body Language, body language 101, body language training)

Leroy Jackson



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When I was a young child, maybe 7 or 8, I remember my dad seemed to be very interested in the topic of body language. Of course at that time I was too young to understand what was going on. However, as I became older and started to follow his ways I began to understand his fascination with the subject. What I discovered upon expanding my own knowledge on the topics still fascinates me till this day.

What people say and what people mean aren't always the same. I discovered that as a salesperson I could use this to my advantage. As long as I knew what a person really meant I could always use my sales skills to close the deal.

Before I lose some of you I want to clear something up. While these body language techniques work perfect in sales and business situations, they are universal. In other words, these techniques will have applications in all facets of face-to-face communication.

See, non-verbal cues and signals make up for 65% of communication.

### In this book I will explain:

- How to come across as a likeable person
- Successfully close business deals
- Make quick bonds and positive impressions
- Spot liars
- Achieve more of what you want
- Recognize when the opposite sex is giving attraction signs
- Know exactly what the words a person uses mean and more

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