

# **-Secret Book of Unconscious Gestures-**

*Secrets of Hypnotic Body Language!*

By, Nathan Blaszak

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Published by:

Life Tricks  
320 S Gladwin St.,  
Lake City, MI 49651  
U.S.A.

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## **Intro...**

Studies show that 90% of what you communicate with others isn't coming out of your mouth. That means, the WAY your voice is expressed including tonal expression, accounts for around 30%. Another 60% is your body language. That leaves you with only 10% of what you actually say is doing the communicating.

With persuasion, WHAT you say has its benefits, especially with covert hypnosis. However, knowing how your body talks will make a big difference with how you communicate with people.

So in this book, I'll be sharing with you powerful body language dynamics that give you the ability to obtain the 60% leverage "body talk" gives you.

This book is short and sweet and I think you'll enjoy it more that way. I've purposely "tell it like it is" without wasting any time.

Let's get started...

# **"It's All In Your Head"**

Did you know what you're actually thinking "expresses" itself through your body?

Have you ever thought about something that caused the least bit amount of stress and someone looked at you and said "what's wrong?" How many people have you asked this question to?

Maybe their posture hunched, or they rested their head on their palm and looked down to the floor. Now, people don't have to be experts at reading body language to ask "what's wrong?" They just naturally "pick up" on it.

Now think back and remember a time when you were happy and confident in yourself. Maybe you were playful with others and it was easy to joke around. Maybe it was just your day and you got all the attention you could ever ask for. Just ask yourself as you think about that time "what was I thinking?"

Just think how easy it is to train your mind to have those thoughts you once had all the time, starting now into the future, and how much differently your body talks as a result. More on this in a minute.

So remember, what a person THINKS plays a major role in what their body expresses – and often times, it is expressed without a person's conscious awareness.

Let's examine the person who desperately asks "what do I need to do to make new friends?" What if the person goes out tonight pumped up with the thoughts of "I have to make new friends tonight" and "I just have to be liked" running through their brain? How effective do you think that will be?

When you think about it, this person might non-verbally come across as desperate and even at times *obnoxious*. Don't you agree? They might say things that cause them to think "why did I just say that?" They might find themselves doing things they normally wouldn't, that turn people off. But what if this person thought instead... "I'm an attractive and likable person?"

How much different would their body sing? Chances are, they'd more than likely physically "shift" into a playing the opposite role. Their posture might straighten, their breathing might come easier as they find themselves relaxed and feeling laid back.

People will obviously like that state of mind versus the other any day of the week.

Now, I could stop right here and call it a book. Body language essentially will always fall back to what you have running through your brain. It's the state of mind you choose to be in at any given point that automatically gets your body to "talk that way."

Does that make sense?

Now, a skilled person in the field of communication can be careful and deceptive with this technique. Most politicians and some religious leaders are good at "lying" or manipulating the truth. They've literally trained themselves to say one thing while meaning another and you'd never know it unless you're trained with the skilled eye.

However, no matter how good a person is at lying, there are sure-fire subtle signs that might be considerably accurate and reliable signals that tell you that they are in fact lying. Now, I'd have to create a whole book on this, but what's the point when there is already a book written on this? It's called "Never Be Lied To Again" by David J. Lieberman, PH.D.

If you'd like to get good at reading people and get the truth in 5 minutes or less in any conversation or situation, get your hands on this book.

Now, think about how you can use your state of mind to send "like me" signals. This is where modeling another person's success benefits you. Why re-invent the wheel? This is also where "remembering" a positive state of mind you were once in can be used again for success.

Let's examine both concepts.

Suppose you wanted to learn how to shoot a gun accurately. Now, you could go buy yourself a gun if you don't already have one, and go through dozens of bullets to learn how to shoot it accurately.

But what happens if you just ask someone who is already successful at shooting guns? What if 9 out of 10 times they hit the bull's eye? Could it be as easy as asking them what they thought, and ask them the steps they take in order to short cut your learning curve?

Suppose you were at the shooting range and there was a person who was dead accurate at shooting. It just makes sense to "follow their lead." How are they standing? How do they hold the gun? You could even go as far as asking them what it is that they're thinking before, during and after they shoot.

Doing so gives you valuable information that would sometimes take weeks, months or years to develop yourself. Instead, you're using what's obviously already successful and shooting a gun will become easier faster.

Now think about a person who is good with the opposite sex. You'd be surprised at how many people will take the time to talk about why they are so successful. Don't you think you could use their ideas and methods yourself?

Of course you can! And since people love talking about themselves, you could easily tap into their brain and determine what states of mind you could use to rapidly develop incredible skills with the opposite sex instead of learning by trial and error.

Another great way to send "like me" signals is to simply remember a time in the past where you were successful with any given circumstance.

Let's say you wanted to be good at attracting the opposite sex. Simply remember a time in the past where you were successful with doing that. And don't say it's never happened. It doesn't have to be an "academy award" time in your life. It could be something as ridiculous as a Tupperware party your mom had at the home when you were six.

Maybe the ladies there were laughing and enjoying your entertainment. I don't know. It doesn't really matter. What does matter is what state of mind you were in at the time. This is what you'll use to go out into the real world NOW to get the same or similar result.

Three years ago I had a dry spell with the ladies. I used to go out in the world and talk to them all without a care in the world. I consistently made new friends and lovers. One day, it seemed as though I had lost it. "How could this be?" I remember thinking.

I'd go out and talk to the ladies and I'd get shot down faster than an e-mail gets sent across the internet. They'd laugh at me, yell at me, tell me to "get lost." I didn't like it and needed to put a stop to it immediately.

After some careful probing within myself, I discovered that I had a dry run where I said the wrong things, and got rejected. Then, it grew from there. I noticed my attitude changed and because of what happened; I started developing the wrong frame of mind towards women.

Yes, my frame of mind actually changed from what it once was to something different by just a few negative circumstances. And the changes were only subtle.

Realizing this I simply went back to the times in my life when I was successful with attracting the opposite sex and made new friends and lovers all the time as if it was something I naturally did all the time.

I simply closed my eyes, took a deep breath, replayed the successes in my mind and said "so be it, it is done."

The very same day it was as if I never had a problem in my life when it came to attracting women and making new friends and lovers. I simply changed my thoughts. I changed my state of mind.

You can do the same. Consider this the heart of body language. In the rest of this book I'll be sharing with you powerful subtle signals you can use to read people like a book and gain advantages. However, there's nothing more powerful than just changing what you have running through your brain.

Use it generously.

If you want to be more confident in sales, change what you're thinking. If you want more power in your job, change what you're thinking. If you want more sex, again, change what you're thinking.

Here's why it works:

There are dozens of sciences and "mind programming" jibber jabber psycho babble tools and techniques to make positive changes in your life. Let me demystify it for you and give you the common sense approach to making changes in your life.

You could go see a therapist, hypnotist, attend certain churches, perform magick rituals and try to go back into your life and "erase" all bad that has ever happened in your life. With this approach the chances of "relapsing" to how you were increase because a person's mind might not be comfortable with such dramatic change.

Instead, if you were to think of your brain as a computer you'll get my point. You can erase a virus in the hard drive (brain). Of course, with computers this is easy. You just pop in a disk and poof – all the negative things in the computer get wiped out. The computer doesn't know any better.

But why spend years and money doing that to yourself when you can just “overwrite” the virus? No, I'm not saying you have a virus in your brain. Simply put, if there's any behavior you have that you don't like, overwrite it with another. You do that by repetition. You do that by affirmation. You do that by conscious action.

Eventually, the old behavior gets replaced with a much more beneficial behavior. And it all happens much faster (and cheaper) than going back to erase any negative pain in your past. The past is gone. This is now. Learn from your past, know what you want in your future, but just be who you desire to be in the moment starting this moment.

So if you're shy right now, take an action that let's you think “that wasn't being shy.” If you're easily angered, next time you think you'll get angry, take an action that let's you think “I'm not easily angered, see?” And keep doing this until the negative or not so beneficial behavior gets replaced with a positive and better one.

It just makes sense, and by now I think you agree.

So let's get on to some specific body language dynamics outside of your state of mind...

## **How You Stand, How You Walk, How You Sit... AKA: Your Posture**

I'll never forget it. I wore this ridiculous looking gadget on my head. There were dials and measuring devices all over it. It looked like a silly gadget in the cartoons to “brain wash” a character. My girlfriend at the time laughed and snickered at me the whole time. I looked like a nerd. The assistant promised there weren't any cameras in the room.

Then, I had to wear short skimpy shorts. I wasn't too impressed. I stood in front of this machine nearly naked as I had to remain completely still and not move and inch.

“Click, Wizzz, prrr, ding” went the machine. “Okay” the doctor said, “you can go back into the room and wait, I'll be back in a sec.”

Then, I'm lying on a table relaxed. The doctor places his hands on my back, "pop, snap." "Whoah! Mmmm, ahhh, ohhh." I responded.

If you haven't guessed yet what I'm referring to by now, I'm talking about the chiropractor. What an AMAZING experience.

They simply do some pre-analysis tests, take a few x-rays and adjust your spine and neck back into alignment.

You might be asking "what does this have to do with body language, Nathan?" And I say "Lots."

You see, your spine acts as "signal central" to the rest of your body. How you move, walk, and express yourself all gets communicated through your spine and to your limbs.

If anything is off, so will certain characteristics of your body be "out of whack" so to speak.

Bottom line: go see a chiropractor as soon as possible. Not only does it put you "back" into alignment, but it straightens your posture, allows your body to heal itself naturally, and potentially has the power to keep you from being sick or hospitalized.

There's a ton of added value and benefits to going and seeing a chiropractor aside from having magical body language. Going to see one is relatively inexpensive, and reaps wonders for you and your health. Not to mention – you move, act and behave naturally without disturbance.

You become more attractively active. Isn't that what having powerful body language is all about, anyway? Being active and attractive? Listen, when your body is functioning congruently, you function congruently, period.

So, if you want to sit, stand, and walk naturally and attractively, go see a chiropractor, it's that simple.

You'll thank me later. Just go and see for yourself the benefits a chiropractor will bring you. I'm absolutely certain you'll love it.

## Eye See You

A person's eyes tell you just about anything you need to know about them. But the only thing you need to know about the eyes that give you the ability to increase your communication effectiveness is make eye contact.

In fact, the longer you can make eye contact, the better your odds of being persuasive and influential.

If you're talking with someone, don't look around the room. Don't look down, don't look up, and don't look sideways. Just pick one eye of theirs and focus on it. Don't jump back and forth between the two, it might create an uncomfortable feeling.

Studies simply show that the more you make eye contact the better. So it bears repeating:

The greater the eye contact the greater the intimacy, and the greater the influence. It's simple, easy, and it works.

## **What To Do With Your Hands**

Whether you're sitting or standing, what you do with your hands plays a big role with what you're actually communicating.

For example: if you stand with your arms crossed, you might portray yourself as deceptive. You might look uncomfortable. You might appear to be holding something back.

Placing your hands on your face might make you appear deceptive or that you're hiding something.

Of course, using your gestures to communicate your point has its benefits. If you can animate what you're talking about with your hands, your persuasion will become more effective.

Placing your thumb on your chin with a finger going up your cheek as the remaining fingers relax in place makes you appear that you're deep in thought.

Combine this with good eye contact while sitting with another person as they speak might cause you to appear to be interested in everything they say. This more than likely will cause a person to find attractive.

Pointing at the person you're talking with will more than likely cause a negative reaction. Mere subtle gestures towards more than likely will have the same effect. Do not point at a person. You will appear to be cocky or arrogant.

Fingers tapping from index to pinky or pinky to index on a surface might convey the message a person is anxious. They more than likely have their mind and attention on something else they'd rather be doing.

Touching your body while talking about intimate feelings will more than likely make your description more real to them. Combine the smooth link between your hands running across your body with your frame of mind and tone of voice and they'll want more.

Putting your hands behind your head as you interlace your fingers might convey the message that you're overly confident and too relaxed.

So you see, there's plenty of do's and don'ts when it comes to gesturing with your hands. Utilize what you've learned here and practice it.

Again, what you have running through your mind will make all the difference in the world. Use these pointers to remind you whether what you have running through your brain is benefiting or harming your persuasion. Make it a point to always have pleasurable thoughts and feelings with people that you're talking to and you can't go wrong.

## **Legs Should Be...**

Well balanced with what you have running through your brain. For example, when you're relaxed, you might cross your legs.

A foot going in and out of the shoe is a sure-fire signal that a person wants to be noticed. Notice them. The "in and out" motion should be innuendo enough.

Someone who sits with their leg bouncing or their foot shaking appears obnoxious. The person might be nervous or ready to do other things. They also might be uncomfortable. What could you say to *get them to relax*?

While standing, it's best to have your knees slightly bent with your feet shoulder width apart. This is the natural stance of a human being. To keep your head straight up while standing this way conveys the message that you're confident. If you have trouble standing this way, a simple visit to the chiropractor might be all that you need.

Another confident stance is to relax with a shoulder against a wall. You're not appearing too confident or too relaxed. Simply put, this stance conveys the message that you're comfortable and have no problem being relaxed.

## **You're So Animated!**

How would you like people to say this to you when you're communicating with them? Especially when they find it attractive?

Facial expressions... the way you move your eye brows, lips, opening you eyes big and wide or squinting your eyes – and, of course, your smile all play key roles in powerful unconscious communication.

Would you like to be seductive naturally? Simply sitting in front of a mirror with playful and flirty thoughts running through your mind should give you the proper playful and flirty facial expressions.

Once discovered, without the udder of a single word, you might have the most powerful seduction technique that's ever been known to man. These expressions can be used for life.

How do you know if they work? Try them out! Go out in the world and make eye contact with a person you're attracted to and flash them your playful and flirty facial expression and record the results. If they smile, it worked. If they "match" you, that is: if they do the same expression back – it's working! If they approach you or give you look to approach them, yes, you guessed it – it worked!

I'm not going to bother demystifying each and every facial expression here because every person varies. Some might smile and that'd be enough. Some might have to dip their head while tilting it to the side, flash a "naughty grin" to get it to work because a smile isn't enough.

This is your discovery time. Simply experiment in front of a mirror and see what you can come up. Then, go out into the real world and see if it works.

This, of course can be used outside seduction. Keep in mind that whether you're trying to get your kid to listen to you or to make the sale, all your facial expressions shouldn't be ignored, and should, to a degree have it's congruence with what you're thinking.

See how everything comes back to what you have running through your brain?

Also, while you talk, get animated with your face and gestures to make your communication even more powerful. I like to pretend I'm on stage in front of a million people like an actor. This might work for you.

Basically, what you want to do is you want to make sure that you have to the proper animated features. Nobody likes a dead beat. So make your expressions come alive!

And for Pete sake, remember to smile! Smiling is by far the most powerful facial expression of them all. Every person you see from this day forward, smile! That's all there is to it!

Worse case scenario, if smiling is the only expression you decided to use as an animated feature, you'd be 6 steps ahead of most people you meet. Think about it,

when was the last time where everyone you met or saw in a day smiled at you? Chances are, you might only remember one or two in a day. And guess what? They probably are the ones who actually DID smile. Think about it.

And I'm not talking about a smirk. I'm not talking about a half smile or even a ¾ smile. I'm talking about a full "look at my teeth" smile! If you don't like the way your teeth look, today there are countless numbers of affordable ways to make your teeth white and straight, so there's no excuse not to smile.

Smiling with animated facial expressions and animated gestures... what a powerful combination, don't you think?

## **Grooming and Appearance**

It doesn't take a rocket scientist to figure out that being physically fit and looking your best is essential if you want to be perceived as attractive.

A sad yet true fact is – a person that looks good is more than likely going to be favored than a person who is not.

While working at a motorcycle dealership, an attractive woman was far more likely to be served better than anyone else. She had a better chance at getting a better deal or discount, too.

Lately I've noticed how clever collection agencies have become. One particular woman I've met who was behind on a car payment told me how another woman called her to arrange payment collection. Another woman I've met talked about how a woman called her to arrange a late mortgage payment. Yet another woman I know was late on her credit cards, and again, a woman called her to make payment arrangements.

All three of these women said "she was harsh." Or "She didn't let me off at all."

Now what do you think would happen if a man were to call these women, and each woman talked soothingly and innocently? Do you think they would be cut some slack? It's debatable but doubtful they wouldn't be favored.

Even if these women only "sounded" attractive on the phone to the man, she'd be far more likely to be treated like a queen. Don't you agree?

You may have been guilty of doing this too. Who knows? I know I have. I've met women at past work places that I gave discounts to because I thought she was attractive. I've met plenty of women in businesses who gave me discounts and "special treatment" because she perceived me as attractive.

Of course, I'm not bragging about my looks. I'm average in looks. However, I do maintain a clean cut, optimal appearance every where I go just for this reason.

On the flip side, you may have had a similar experience where you were dressed to impress and your body was in great physical shape and you were favored.

Just think about how true having a good looking appearance no matter your actual physical "chisel" or natural looks gives a person far better leverage than someone who doesn't take care of themselves.

So whether you're out for the night on the town, or you're going to the local party store, dress and look good at all times.

And what about facial hair? To some people a beard or mustache can appear intimidating. If you're in sales, you're far more likely to appear more professional without a beard or mustache. This isn't always true, but more than likely.

Grooming body hair is also in your best interest. If you're growing a forest anywhere other than your head, you might consider getting a trim or getting it waxed.

## **Gestures Women Make In Social Settings**

If you're a man and you're looking to attract women into your life, here are some sure-fire signals women will make that let you know whether they're telling you to court them or to get lost.

They are very powerful and I highly recommend you take the time to memorize them. Never again will you ever have an excuse not to talk to a woman – especially when these signals tell you that she wants you to give her attention!

When you know when they are looking to get talked to, the chances of getting rejected diminish greatly.

### **The Body Language of Women**

- Look at the whites of her eyes. If there is a lot showing, she's interested. If her pupils grow bigger, she's very interested.
- If she brushes up against you it's not an accident. She's interested in you. This might be your last chance to notice her, too.

- If her body or face tightens or appears younger, move in closer. Also, her face might flush. Consider it a sign to advance.
- If you notice any movement of the thighs or pelvic region, unconsciously she is screaming “HELLOOOO!” If you need anything more obvious than this, what’s wrong with you?
- If she fishes around with her hair as you look over into her direction – she’s trying to get you to notice her, smile!
- If she shows you her palms, she’s open to anything you’re willing to give her. Her breasts pointing at you is also a sign that she’s interested.
- If she is standing on a bar stool, facing the rest of the bar or dance floor with her legs crossed. Her skirt or dress is revealing her thighs enough to play with your imagination, and one hand on her hip, these are all “Come get me already” signals!
- She might be running her fingertips along the top of her blouse, up and down to the top of her blouse, or up and down the top of her cleavage. She might leave the top of her blouse unbuttoned, revealing more than conservative cleavage... She’s sexual and looking for someone to undo her from here. Calmly pounce on it.
- If you are in a group of people, and any of her limbs are facing in your direction, you’re who she’s interested in within the group... and if she’s rocking her leg back in forth in your direction as well.
- Her Nose will flare when she gets excited. This will happen slightly at times when she’s excited by your presence.
- If a woman is mirroring your movements or expressions, she is trying to make contact with you. Get in there and go for it.
- If she bites her lip, that is a sexual courting technique. If you can see the underside of her tongue, these are strong courting gestures, like licking the front of her teeth. She might even smile and bite the tip of her tongue revealing a small portion of it, which is a courting gesture.
- If she plays with her jewelry, especially sparkling jewelry, consider this a sexual stroking gesture. It also might be a lighthouse-like “bling” to get your attention.

- If she is wearing jeans, and her legs are open a little more than usual, pointing her pelvic area in your direction, this is her way of signaling to you there's a good possibility that can be yours.
- Consider her crossing one leg over slowly and back again while rubbing the thighs to be a positive sign for you.
- If a woman is sitting in a booth or bar stool and she is kicking her shoe off then sliding it back in again, or dangling her shoe from her toes and slipping it on and off, this is an "in and out" sexual innuendo signal.
- If she is sitting on the edge of a bar stool with one leg straight to the floor, while the other is crossed, but she's keeping it very high, so her muscles are flexed – She wants you.
- When a woman moves her head from side to side or she tosses her head back, causing her hair to move back and forth suddenly, again, she's trying to get your attention – get on it!
- When she cocks her head as you get closer to her, she wants to learn more about you. Here's your chance.
- If she's stroking her wrists up and down, she's courting you. If she shows you her wrists in any way – it's a courting gesture.
- If she's looking over her shoulder with her eyes slightly lowered, you have her attention. If she drops her gaze when you look at her, that's a good sign of submission. You're the leader. Make the move.
- If her thumb is lingering inside her purse or pocketbook or fumbling with her keys, she is stalling because she wants you to move in. If she is opening it, and looking around, again, make your move.
- If she places her fingernail between her teeth, she wants to show that she's trying to relate with you. Same with touching her cheek or rubbing her chin.
- If she brushes her nose or touches it, it is usually not a good sign. More often than not if you say something she doesn't like, she'll touch her nose. It usually means "no good" or "no you're not for me." Or if she simply didn't like something you said or did.
- If she strokes her glass in any way, this is courting gesture a very positive sign for you.

- If she looks around the room and not you, you're doing something wrong. Get her attention again before it's too late.
- If she talks on the phone while you're together for the 1<sup>st</sup> date, you might as well call it a night. This is her way of expressing that she's not interested. Don't waste your time.
- If she backs up at the end of the night and says "yeah, okay, well..." in a quick manner, you might get a hug but that's about it.
- When you walk her to her door and she immediately goes inside ready to close it while saying goodbye, don't say another word, turn around and walk away.

## Wrap Up Advice

Your body language always plays a major role in how you communicate with others. By now I'm sure you realize that what you have running through your mind plays a major role in how you communicate with your body.

Always remember to have positive thoughts running through your brain while you communicate with others. Not only does this affect the way you're perceived through body language, but it instills in the person's mind that you're a great person to be around.

Use these tools and techniques to create everlasting changes in the way you communicate with others, and reap the benefits as a result!

I look forward to hearing of your successes. Please don't hesitate to drop me a line and let me know how effective this communication you've learned has benefited you.

All the best,

*Nathan Blaszak*

(Author)

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