



# Body Language

## Program Workbook

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## **DISC ONE**

### ***Outline for the Program***

- The first part of this program, we will be working on theory, practice and doing a lot of exercises up here onstage
- The second part of the program, we will be hearing from a bunch of my special guests who will share all kinds of different secrets and techniques with you

### ***Tough Love***

- The story of a guy who came up to me seminar to ask a question
- Before answering, I had to address his gestures and voice tone after the appearance,
- The letter I received after
- We're going to give you some "Tough Love"
- Seek out more in life

### ***The Language of the Body***

- In what ways is the word "apple" different from an actual apple?
- In what ways is a piece of paper money different from a solid gold coin?
- In what ways is body language different from other "languages"?
- I'd like to suggest that the words "body language" distract from the reality of the situation; that BODY LANGUAGE isn't as much a "language" as a method of DIRECT COMMUNICATION
- If you understand the language of the body, you can communicate WITHOUT language... and your communication will be ten times more powerful
- You'll also be able to READ communication... again, ten times better, faster and more accurately
- A mastery of the language of the body will give you a huge advantage in dating and in life

### ***How to Think About Body Language***

- It's funny when we speak of "body language", because the reality is that the word "language" implies abstracting things, ideas or concepts into symbolic things like words
- The language of the body is the real thing; it's the original way, the actual direct route... the direct communication... and when we speak of "body language", it implies that it's something you have to learn
- I believe that the language of the body is really the universal language... it's the direct way of communicating and being communicated with

## ***How to Think About Body Language***

- If we didn't HAVE language, we would have grown up developing and fine-tuning our ability to read and interpret subtle cues from others, as well as our ability to communicate using our bodies, facial expressions, voice tones, etc.
- Because we DO have language, which leads to culture, ideologies and other distracting things, we've forgotten or never realized that we have a built-in, hard-wired, natural system for communicating and being communicated with on this level... or channel
- Women are far better than men at communicating with body language and reading body language

## ***Body Language vs. Words***

- According to Albert Mehrabian, in his Psychology Today article, of a total message:
  - 7% is conveyed by the words
  - 38% by the voice tones
  - 55% by facial and body expression

## ***Body Language Is the Most Important Aspect of Communication***

- If your body language isn't on point, nothing you do or say will make her feel attraction for you (unless she can't see you)...
- Everything you do will weird her out...
- Nothing you do will make her feel ATTRACTION...
- On the other hand, if your body language IS on point (and you understand how attraction works), it doesn't much matter what you say, because you can say almost anything and have it lead to attraction

## ***The Objective Is Not...***

- To be perceived as “nice” and “friendly”
- To impress her
- To win her approval
- To fit in
- To not make waves
- The objective is ATTRACTION...

## ***Let's Keep Our Objective In Mind...***

- Attraction!
- Spark attraction
- Taking the correct steps to amplify attraction
- Bridge from one step to the next
- Communicate “all the right things” about your INNER self
- Trigger unconscious attraction response
- Amplify attraction and sexual feelings

## ***Independence***

- Dependence is not an attractive quality in men
- Most men communicate on every level that they depend upon the woman
- For our current discussion, we're going to focus on body language
- How can you communicate independence with body language?
- Don't follow the body language of others; pause and reflect before unconsciously "going along" and do your own thing" often
- Use in all social situations, not just with women

## ***Give Yourself Permission to Be "Cool"***

- It's important to be OK with becoming "cool"
- You must overcome embarrassment about learning what "cool" is: fashion, style, etc.
- You must overcome the idea that others will think you're "stupid" for "trying to be cool"
- You must overcome fear of alienating friends or others who might not be "cool"
- You must realize that once you understand what "cool" is, it will probably feel more "natural" than you feel now

## ***Status***

- High social status is connected to attraction
- If you communicate to a woman through your body language (or any other ways) that you see yourself as a "low status" person, or communicate that you're willing to let her be the "high status one", you kill the attraction instantly

## ***Status***

- Pay attention to "High Status" people
- Corporate executives
- Wealthy people
- Academic "gods"
- Spoiled, high maintenance women
- Famous actors and rock stars

## ***“Lady Chatterley’s Lover”***

### CHAPTER 3:

“Michaelis talked frankly about himself, quite frankly, without affectation, simply revealing his bitter, indifferent, stray-dog's soul, then showing a gleam of revengeful pride in his success.

But why are you such a lonely bird?"

Connie asked him; and again he looked at her, with his full, searching, hazel look.

Some birds are that way,' he replied.

Then, with a touch of familiar irony: but, look here, what about yourself?

Aren't you by way of being a lonely bird yourself?' Connie, a little startled, thought about it for a few moments, and then she said

Only in a way! Not altogether, like you!"

`Am I altogether a lonely bird?' he asked, with his queer grin of a smile, as if he had toothache; it was so wry, and his eyes were so perfectly unchangingly melancholy, or stoical, or disillusioned or afraid.

`Why?' she said, a little breathless, as she looked at him. `You are, aren't you?"

She felt a terrible appeal coming to her from him, that made her almost lose her balance.

`Oh, you're quite right!' he said, turning his head away, and looking sideways, downwards, with that strange immobility of an old race that is hardly here in our present day.

It was that that really made Connie lose her power to see him detached from herself.

He looked up at her with the full glance that saw everything, registered everything. At the same time, the infant crying in the night was crying out of his breast to her, in a way that affected her very womb.”

### ***The “Sexual Threat”***

- The concept of the Sexual Threat and SAM
- Read from “Body Language”...

### ***The Body Language of the “Sexual Threat”***

- What is the body language of the Sexual Threat?
- What are the things the Sexual Threat DOESN'T do?
- What do other men think of a guy who's a Sexual Threat?
- How do women tend to respond to a Sexual Threat?
- Stay strong and remember that your purpose isn't to please others here

### ***Psychological & Physical Leaning***

- Stuart Wilde says “don't lean psychologically”
- David DeAngelo says “don't lean physically”
- Fat Joe says “lean back”
- Don't lean forward like a needy Wuss... lean back like a secure man

### ***Approval Seeking & Approval Giving***

- Approval giving body language
- Approval seeking body language
- Approval keeping body language

### ***Projecting Self-Image and Beliefs Through Body Language***

- It's important to see yourself as a man who is successful with women
- It's important to see yourself as a man who is confident around women
- It's important that you like yourself
- It's important that you're selective and don't give attractive women "special treatment" or preference, because of their beauty
- It's important that you're comfortable in social situations
- It's important that you see yourself as a "high status" individual
- Your body projects your self-image and beliefs...
- How does a man who has all these things "handled", communicate this stuff through body language?

### ***Honest Signals***

- Animals (and I believe humans as well) have evolved different types of traits that act as "signals" to others
- For a signal to be useful, it must be both easy to recognize AND difficult to fake
- Think about a bull elephant seal's size and ability to defeat other males in battle, or a peacock's tail feathers... these animals can't fake these things... which means females can RELY on them as "honest signals" of a male's "genetic fitness"
- In humans, the language of the body, eyes, gestures, voice tone and complex interactional behaviors is a set of "honest signals" that females use to judge males
- Your body language is very possibly your most important "signaling mechanism" to women... and it tells them everything they think they need to know
- INSTANTLY

### ***Some Honest Signals to Practice/Mentally Rehearse***

- Strong, secure eye contact
- Dominant, confident posture and walk
- Slower-than-usual movements and gestures
- Unself-conscious demeanor
- Knowing the "sequence" of human mating steps (what are they?)
- The ULTIMATE Honest Signal: The Sexual Threat...

### ***Be Conscious of Body Language until it's Unconscious***

- You must become conscious of your body language at all times... until it's so natural and unconscious that you have mastery of it
- Once you have it mastered, it's time to literally "put it out of your mind"

**Rapport**

- When it comes to attraction, traditional rapport concepts often mislead guys into thinking that if they act like the girl is acting, she'll feel more attracted to them
- This often causes bad thinking... and leads to guys trying to get a woman's approval by "being like her"
- Much better to understand rapport so you can know when SHE is trying to get it with YOU
- If she's showing signs of rapport: for example, mirroring, synchronizing her body with yours, touching you, laughing with you, then you are on the right track

## DISC TWO

### ***Part of Body Language Is Grooming and Dress***

- One extension of your body language that you can “set and forget” is your grooming and your dress.
- If you choose well, it takes a small amount of time to “set”... then you can “forget” and let it work FOR you.
- Styles change over time, but the basics do not:
  - Learn which clothing types suit your build.
  - Get professional advice on what type of hair/facial hair/etc. style is best for your look.
  - Learn to groom yourself well... face, hair, nails, hygiene, etc.
  - Study fashion, at least until you understand it.

### ***Let Her Orient Herself to You***

- Most men look to the woman in order to figure out ‘how to behave’.
- They take their cues for what to say, how to feel, and how to act from how SHE’S feeling, acting, etc.
- If you watch most men as they interact with attractive women, they’re obviously “orienting” their body language to follow the woman’s body language.
- The men I know who are the best with women do exactly the opposite.
- Instead of following the woman’s body language, they ‘stay strong’ and LEAD.
- They let the WOMAN follow their body language; not the other way around.

### ***Body Language Is Roughly a Projection***

- Your body language can be roughly thought of as a ‘projection’.
- Imagine a projector and a projection screen.
- The image on the screen had to exist in some form INSIDE the projector before it could be “shown” to the real world on the screen.
- Your self-image, social status, beliefs, knowledge of the dating game, etc. is all projected into your body language.
- If you have a fantastic self-image and like yourself, see yourself as a high-status being, have the correct beliefs, know the dating game and understand body language, you will be more likely to project body language that triggers ATTRACTION.

### ***100% Composure***

- Keep composed at all times; the whole time
- Don’t let low status self-image, self-consciousness, and insecurity slip out, at ALL
- Design an exercise around this; get a partner, have the partner ask you various questions and do various things, scare you, etc. and you learn to maintain total composure and communicate that you’re in total control
- The guys in the elevator at 6th and Wilshire

## ***Eye Communication***

- Eye contact
- Don't break eye contact first
- Notice her pupils
- When she smiles, are her EYES smiling?

## ***Eye Contact***

- Holding her gaze a 'little too long'.
- Is she trying to make eye contact with you as you talk to her? Or are YOU trying?
- Reading her pupil dilation.

## ***Self-Consciousness***

- She'll become more self-conscious and insecure, the more attracted she is.
- She'll seek your approval with her body and eyes.
- She'll seek your attention.
- She'll be clearly emotionally connected to your accepting/rejecting of her approval seeking.

## ***Posture***

- Erect/slumped posture.
- She'll sit erect, arch her back, and push her chest out when interested.

## ***Meeting***

- Eye contact.
- First words, voice tone.
- Shaking hands... shake a few times, comment, etc.
- Meeting body language.

## ***Using Body Language to Signal 'Play Time'***

- Pushing her with your arm or body while walking.
- Bumping her with your hip or butt.
- Poking her ribs.
- Squeezing her knee.
- Watch what she's DOING and how she's responding with her body... don't pay so much attention to what she's SAYING.

## ***Physical Protecting***

- Walking on the outside of the curb.
- Opening the door and guiding her in gently.
- Arm around her, holding her close.
- Walking between her and any potential threats.

### ***Physical Leading***

- Taking her hand when leaving together.
- Pulling her toward you.
- Moving her where you want her to be (cuddling, sex, etc.).

### ***Stop:***

- Darting eyes.
- Fidgeting.
- Stumbling over words.
- Tentative gestures.
- Nervous habits.
- Staring at the floor.

### ***Body Language Keys to Communicate***

- Comfort.
- Dominance.
- Security.
- Status.
- Indifference.
- Confidence.
- Control.
- Sexual Awareness.
- Territorial nature.
- Humor and fun.

### ***Exercises***

- Guys on stage ask the audience, “Does this guy get it or not get it?”, then “Why? How do you know?”
- Making and keeping eye contact, escalators... brow raising, narrow eyes.
- The friendly ‘I’ve known you forever’ greeting.
- Slowing down movements.
- “Hey, what’s up?” casual, throw-head-back greeting with no smile.
- Standing in a strong, dominant, casual, comfortable way.
- Sitting in a strong, dominant, casual, comfortable way.
- Facial expressions of the ‘Sexual Threat’.
- Do a hot seat for each?

**Exercise**

- Get three guys on stage, have them introduce themselves... and ask the audience:
- -What do you see?
- -What do you hear?
- -What is the message this guy is communicating?
- -What kind of guy do you think this is?
- -Does he see himself as high status or low status?
- -What do you think this guy isn't aware of?
- -What kind of woman do you see this guy with?
- -What could he do to improve his body language?

**EXERCISE: Self-Image vs. Image Others Have Of You**

- Ask a guy what his beliefs are, and then get what others would think they are.
- Ask him what people think of him when they look at him, then get others to talk about what they see.
- Ask what he thinks he could do to improve his body language, and then ask others to comment.

***Mystery's presentation***

## **DISC THREE**

### ***Steve & Eric's Presentation***

### ***Patty's Presentation***

### ***Craig's Presentation***

## ***Using Body Language to Create Attraction***

### ***Important Insights***

- Without the right body language, everything else is ineffective... to the point of being useless.
- Unlike inner game, this is PHYSICAL... you can learn it FAST and internalize it, just like learning to walk.
- Having good body language will affect you psychologically – it aligns your body and your mind, and subconsciously gives you a surge of masculine power that all women notice.
- Develop your own style – David D., Mystery, Will, Tyler

### ***Get Excited... & Create A Presence!***

#### ***My House!***

#### ***Body Language Mistakes That Send Women Running***

- Eliminate BAD body language
- “Leaning in”
- Stiffness
- Hunchback
- Weak handshake
- Cracking knuckles
- Moving your mouth/licking your lips
- Too much eye contact/too little eye contact
- Watching instead of doing signals, self-consciousness and lack of leadership
- “Wall flowering”

#### ***Body Language That Forces Women to Notice You***

- Laughing and having a great time no matter who you're with
- Head up
- Facial expressions
- Lift the chest
- Take up space
- Legs slightly more than shoulder-width apart
- Hands in front or back pockets, at sides or arms crossed
- Walk with a purpose



## **DISC FOUR**

### ***Eye Contact***

- Accentuate eye contact by pointing – awesome opener: “Was that a dirty look?”
- Eye contact from afar with girls you already know (VERY USEFUL for amplifying attraction!)
- Nod
- Wink
- Hide your face
- Show skin

### ***Use Body Language to Supercharge Your Approaches***

- Dr. Paul’s theory of “Threes” - eye contact, voice and motion - all command attention and are more powerful than words alone.
- Examples:
  - Hi five or “cheers”
  - Street approach
  - Raise your arm and motion them over
  - When talking to a group of women, point to each of them individually to hold the attention of the entire group.

### ***My Philosophy on Reading Women’s Body Language is...***

**DON’T WORRY ABOUT IT!**

**Focus On Creating Attraction**

**Instead Of “Looking For” Attraction**

***It’s ALWAYS On!***

### ***Demonstrations***

- Men and women position their bodies differently when they communicate – make them earn your attention!
- Close the distance – Staring contest
- Arm around
- Holding hands
- Sitting at the bar
- Sit on your lap
- Tickling

### ***Amplifying Attraction... FAST!***

- Is this hair long enough to pull?
- NEVER underestimate the spank!

## ***Dancing***

### ***Physical Comedy***

- The Rock
- Draw a line with your foot
- Bump her with your butt
- Give her a gentle shove
- “The Claw”
- “The Hand”
- “The elbow”
- “Whatever”
- Fake high 5 to finger

### ***The 7 Day Solution***

## ***Suggested Reading List***

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"How To Make Love To A Woman" By Michael Morgenstern

"Essential Manners For Men" By Peter Post

"Touching - The Human Significance Of The Skin" By Ashley Montagu

"Body Language" By Julius Fast

"Dangerous Men And Adventurous Women" Edited By Jayne Ann Krentz

"The Inner Game Of Tennis" By W. Timothy Gallwey

"Psycho-Cybernetics" By Maxwell Maltz, M.D., F.I.C.S.

"Lady Chatterley's Lover" By D. H. Lawrence

## ***Contact Information***

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