

## Transcript for Toolbox | How to Read Body Language (Episode 249)

Full show notes found here:

<https://theartofcharm.com/podcast-episodes/episode-249/>

JORDAN: Welcome to The Art of Charm; I'm Jordan Harbinger. The Art of Charm brings together the best coaches in the industry to teach you guys how to crush it in life, love, and at work. Imagine having a mix of experienced mentors teaching you their expertise, packing decades of research, testing, and tough lessons into a concise curriculum. We've created one of the premiere men's lifestyle programs available anywhere, and it's free. This is the show we wish we had a decade ago. This show is about you, and we're here to help you become the best man you can be in every area of your life. Make sure to stay up to date with everything going on here and get some killer free eBooks as well as drills and exercises that'll help you become more charismatic and confident by signing up for the newsletter at [theartofcharm.com](https://theartofcharm.com).

If you're new to the show but you want to know more about what we teach here at The Art of Charm, listen to the Toolbox at [theartofcharmpodcast.com/toolbox](https://theartofcharmpodcast.com/toolbox). That's where you'll get the fundamentals of dating and attraction such as body language, eye contact, vocal tonality, all that stuff that's more important than you might think. We've got boot camps running every single month here in California. Details at [theartofcharm.com](https://theartofcharm.com) and I'm looking forward to meeting all of you guys here at The Art of Charm. Enjoy.

Hey guys, today we've got a good podcast going with Justin Jensen, one of the coaches here at The Art of Charm. We're talking a lot about reading body language and signals of interest and, of course, disinterest, from his days as a poker player, bartender as well -- and we're going into some body language hacks, how to tell if people are comfortable around you, defensive, anxious, etc. So, enjoy this one with Justin Jensen and I, here at The Art of Charm in this latest installment of The Art of Charm Toolbox episodes.

All right, welcome to The Art of Charm podcast, the show that's more than just about getting girl, but putting a little sriracha as I've heard recently that it's pronounced, on your personal growth pizza. I'm Jordan Harbinger, live from The Art of Charm headquarters on Hollywood Boulevard, where all the magic happens at AoC bootcamps and training courses. This is the beginning of a week long program. The guys are off tearing out tearing it up with our coaches and we've got guys from the U.S., Canada, the U.K., Australia, and Denmark this week, up north there. And I've got Justin Jensen --

JUSTIN: What's up guys?

JORDAN: -- world famous AoC coach. We're going to be doing a toolbox episode this time around and we're going to talk about some rules for reading body language because, you know, you actually -- well I'll let you tell how you learned this skill, aside from being a coach here and working with guys all the time. But you worked in nightlife venues for a minute and you played poker, which is like, both heavily reliant on reading people's nonverbal communication

JUSTIN: Yeah, yeah. So, about four years ago I got really into poker and one of the things that I wanted to learn is the body language because when you're at the Poker table, you don't have a whole lot of information, and often times --

JORDAN: Right.

JUSTIN: -- what people say and what they do can kind of contradict each other. So I wanted to be able to pick up on that and I wanted to look for cues other than the face because the face is really easy to control.

JORDAN: Sure.

JUSTIN: You know, we have like over, I don't know, 30, 40 muscles in there. So when you're at the Poker table, that's one thing that everybody knows. Stone cold face. So I wanted to --

JORDAN: Poker face.

JUSTIN: The Poker face, yeah. So I wanted to pick up on other things like the hands, the shoulders, the arms, and in some cases you can tell if they're like, twitching their leg because their shoulders are bouncing, so I wanted to pick up on --

JORDAN: Oh, interesting.

JUSTIN: -- other things that would help me out when I'm making decisions at the Poker table.

JORDAN: Okay so this was your living, effectively, for a while. Because everybody's working really hard on keeping their poker face but it's so hard to control your whole body.

JUSTIN: Yeah. There's a lot of things that we do that we don't actually think about --

JORDAN: Mm-hmm.

JUSTIN: -- that communicated how we're feeling on the inside.

JORDAN: Oh, that's crazy, so this was a money maker for you, literally.

JUSTIN: Yeah.

JORDAN: So what are some rules for reading body language? I mean, guys who think they know what they're talking about are always like, "I know when the girl's interested, she's" -- you know, "she flips her hair. She like laughs and twirls her hair, like bites her lip," and it's like, Mmm, that could be a million different things. She's -- maybe she's cringing because you're super lame and she can't wait to get the hell out of there.

JUSTIN: Yeah, exactly. Exactly. A lot of guys try and look and focus on one thing and what they have to do is kind of look at the whole picture. So, when creating this material, which is actually something that came out of the boot camp a few weeks ago -- when I created this material, I came up with four rules for guys to follow so that when they are going out there reading body language, they're picking up on more accurate things and not just focusing on things like hair twirling --

JORDAN: Right.

JUSTIN: -- or biting her lip, when she's obviously showing other signs that she might not be interested.

JORDAN: Right or just other signs that are negative like, "Oh, she's crossing her arms, she must not like me," and it's like, "Dude, it's 55 degrees and she doesn't have a jacket on."

JUSTIN: Yeah or that could be her neutral position.

JORDAN: Yeah.

JUSTIN: So, yeah, why don't we talk about that stuff? The first one is, body language comes in clusters, right?

JORDAN: Yeah.

JUSTIN: So it's not just one thing, it's usually a multiple of things.

JORDAN: Mm-hmm.

JUSTIN: So I like to think of each little cue as a word in a sentence. So --

JORDAN: Oh, okay. So each nonverbal cue is a word in a sentence so by itself it doesn't necessarily mean much.

JUSTIN: Exactly. So when we say it comes in clusters, you typically want to look for at least two or three things to get an idea of

where she's at. And on a quick note about that is, we'll never be mind readers --

JORDAN: Right.

JUSTIN: -- we'll never understand somebody else's mental state but we can understand where their comfort level is.

JORDAN: Sure.

JUSTIN: So, the most we're ever going to be able to discern is, "Are they comfortable or are uncomfortable?" Those are the two basic states.

JORDAN: Yeah, okay. Okay, so we can't think like, "Oh, she's -- she doesn't like my shirt," because it has nothing to do with it. Basically we can only tell if someone has a base level of anxiety attached to something we'll never know about --

JUSTIN: Yep.

JORDAN: -- and can only infer through context or if she's comfortable, maybe because we're making her that way. It's sort of an on and off switch in a lot of ways, right? So if somebody -- if you're somebody who makes people uncomfortable, people are going to be uncomfortable around you. So, if she's at ease according to her nonverbals, you're at least not making her uncomfortable, but that's kind of as far as we can go --

JUSTIN: Right.

JORDAN: -- with reading people.

JUSTIN: Right, right.

JORDAN: Right, okay.

JUSTIN: Right, we'll talk about like her signs of interest later, which will kind of help you feel comfortable moving forward --

JORDAN: Right.

JUSTIN: -- with attraction but first things first, you have to understand some of the rules and how to read body language --

JORDAN: Right.

JUSTIN: -- before you can actually do that.

JORDAN: So then the inverse would also be true. If somebody's uncomfortable, that doesn't necessarily mean it's because of you. It could be anything.

JUSTIN: Absolutely. They could have social anxiety which is across both sexes.

JORDAN: Sure.

JUSTIN: Girls are just as nervous as guys are.

JORDAN: We guys never think about that. Guys will go, "Oh, she said this. It must mean she's not interested," and it took me years and we talk about this at boot camp too. Sometime's girls' game really stinks, you know?

JUSTIN: Yeah.

JORDAN: So like, she'll do or say something and you're thinking, "Oh, she's not interested," and meanwhile she's like, "Why did I do that? I'm so stupid," like Chris Farley in that sketch, right? And meanwhile we're like, "Oh, she doesn't like me," you know? And meanwhile she's --

JUSTIN: Right..

JORDAN: She just doesn't know how to flirt.

JUSTIN: A lot of guys are too focused in on their own internals and they interpret those things as negatives because that's kind of where

their mindset is at. So just because she's displaying some nervous behavior doesn't actually mean that she's not interested. It could just mean that she's just nervous and --

JORDAN: Right.

JUSTIN: -- you won't find that out until you actually have a conversation with her and interact with her. If you just take those on face value then you're going to shoot yourself in the foot a lot of the time.

JORDAN: Yeah, that makes sense. What about, you know, lie detection and stuff like that? They always say you need to have a baseline. You need to have a baseline. Let's talk about what that means.

JUSTIN: Yeah, so the second rule, other than clusters is you have to know somebody's baseline behavior to be able to read them. So, for example, we talked about the arms cross. I know plenty of girls that their default position --

JORDAN: Right.

JUSTIN: -- is having their arms crossed.

JORDAN: Mm-hmm.

JUSTIN: But, that's just what's comfortable for them.

JORDAN: Right.

JUSTIN: If you were to take this one sign as a defensive body language, which it is in some cases --

JORDAN: Some cases, yeah.

JUSTIN: -- then you're not reading her emotional state right. You're not reading where she's coming from. That's comfortable for her so to read body language effectively, you need to spend some time

and figure out what their baseline reading is, and then once you have a baseline reading -- like what their normal behavior is -- anything that deviates above or below that line is a tell.

JORDAN: And a lot of people have their arms crossed when they sit because of their back issues, they way that their posture is usually by default because they sit a lot at a computer -- so there's balance things going on there. How do we get a baseline then? I mean, is it just because we know somebody and -- so like when your mom's like, "You're lying to me," just because she's like raised you and knows, you're not like, "Hey how are you guys?" She's like, "What do you need right now?" or, "What did you do?"

JUSTIN: It kind of depends. I mean, when I was first studying this it took me a while to kind of pick up on that. But, nowadays I can pick up on somebody pretty well within five to ten minutes.

JORDAN: Mm-hmm.

JUSTIN: So I would say that generally you can pick up on somebody's baseline stuff within about five to ten minutes of just talking to them.

JORDAN: Yeah, okay that makes sense.

JUSTIN: Especially with things like arms crossed. I mean, if they're doing that for like 10 minutes, then you can kind of assume that that's just sort of what their normal thing is.

JORDAN: Right. Yeah, unless of course you meet them in some weird tense situation. So any deviation from the baseline is a tell.

JUSTIN: So that's number three is any deviation above or below that line of the baseline reading is a tell. Now, like I said earlier, the only thing you're really be able to discern is are they comfortable or uncomfortable. So to add to the deviation or below the baseline, people exhibit behaviors that will tell you if they're comfortable or uncomfortable. For most experts they call this -- if they're



nervous they're doing pacifying behaviors and what that means is that they're trying to calm their nerves. So, we'll talk about a bunch of these in a second but basic ones are like rubbing of the palms or like rubbing up the back of the neck, things like that. What people are doing with their body language subconsciously is they're trying to calm their nerves. Because when we get nervous we have the famous flight, fight, or freeze responses --

JORDAN: Fight or flight. Yeah, yeah.

JUSTIN: So what ends up happening is when we get nervous and there's a lot of tension, we want to pacify these behaviors. So I see this all the time at boot camp where guys are -- and they come out in so many different forms.

JORDAN: Sure.

JUSTIN: Rubbing at the bottom of the neck, rubbing the back of the neck, I've seen guys tug at their shirts when they're really nervous. So they do this like pecking thing on their shirt.

JORDAN: Sort of like airing out their --

JUSTIN: Yeah they're like airing out their chest.

JORDAN: Yeah.

JUSTIN: So, those are called pacifying behaviors. And then open body language is pretty -- pretty self explanatory. Basically what that means is kind of like how we're sitting. We're open towards each other, I'm not giving you my back, I'm not giving you my shoulder, but we're sitting open towards each other. So that's -- those are usually good signs of comfort and that the person's comfortable with the conversation or with you.

JORDAN: Basically just to repeat, those are the only two things we can tell. Because a lot of guys really lean in. They'll read a book on body language and they just start to like -- suddenly they can

read everybody's mind but really they're just filtering it through their own emotional state which is either good or bad.

JUSTIN: There's -- yeah, there's that and I mean, listen, if you want a quick trip to the loony bin, then try and figure out what's going on in a girl's head.

JORDAN: Yeah I think that's probably a really unhealthy way to be. It is with everybody, you know? "What is this person thinking about me right now," is not a fun game to play.

JUSTIN: No, and it's not a healthy mindset either.

JORDAN: Of course body language changes with our emotions, which can be really fast.

JUSTIN: Yeah. So this is the fourth one. The fourth one is that body language happens in fleeting moments. So, oftentimes these are very quick. Sometimes they can be very subtle movements that people make, it just depends on the person. Everyone's very unique. So like, we talked about rubbing the back of the neck. They might do this in a very subtle way, right? Whereas other people might be very overt about it, like with clear discomfort. So, when it comes to body language, this is particularly important when you're looking for signs of attraction from a girl. These happen in fleeting moments.

JORDAN: Okay.

JUSTIN: So that's why we're always about action, right?

JORDAN: Sure.

JUSTIN: Because, she gives you that smile and that nice solid eye contact, you best believe you have to go over there to approach --

JORDAN: Right.

JUSTIN: -- otherwise that moment off or two, that's like -- it closes really quick.

JORDAN: Right, that's like me back in the day being like, "She totally smiled at me so in no less than 20 minutes I'm going to go over and talk to her." Then it's like 35 minutes, 45 minutes, I'm like, "Yeah, I'm drunk enough to make that happen," and then she's like, "Whatever dude," --

JUSTIN: Yeah.

JORDAN: -- "that was so 45 minutes ago."

JUSTIN: Yeah, I don't even remember doing that at this point.

JORDAN: Yeah, who are you again? Yeah.

JUSTIN: Yeah. So those are the four ones. Just to recap: it's body language comes in clusters, you have to have a baseline reading of somebody, any deviation from that baseline will tell you if they're comfortable or uncomfortable, and that body language changes with emotions, so oftentimes that can be very fleeting.

JORDAN: Okay well let's talk about some times when she might be nervous and signs when she might be feeling pretty good. I mean, let's give the guys some stuff to look out for and obsess over for the next eight to ten years.

JUSTIN: Sounds awesome. So the first one I'm going to start with is the hands. Hands are really good indicators of somebody's emotional state and the reason being is because it's the second biggest way we communicate other than our spoken word. Back in the day when we were monkeys, we went off a lot of nonverbals.

JORDAN: Yeah, sure.

JUSTIN: So, hands are part of that.

JORDAN: I was never a monkey, by the way. Speak for yourself.

JUSTIN: When it comes to hands, people when they're nervous will start to rub their palms a little bit.

JORDAN: Right.

JUSTIN: Now this isn't like the I'm getting away with murder hand rubbing.

JORDAN: Mr. Smithers style?

JUSTIN: No, this is something that you'll see -- and you can kind of actually see this in public speaking a lot when they're nervous and they're kind of feeling the tension. What they'll do is they'll start rubbing their palms together in a very slow motion. And what they're doing is -- this is a pacifying behavior. They're trying to calm their nerves. We have a lot of nerves in our hands plus we have the second largest amount of sweat glands in our hands. So we're trying to --

JORDAN: Diffuse that a little bit?

JUSTIN: Yeah, diffuse that a lot. That's what they'll do is they'll start just rubbing the palms of their hands and if they start to get really nervous, they'll interlock their fingers almost in a prayer position.

JORDAN: Why is that?

JUSTIN: Because they're feeling tension. You know the white knuckling that happens?

JORDAN: Yeah, sure.

JUSTIN: Yeah, what they're doing is they're trying to pacify this tension. This is a way for their nervous energy to get released.

JORDAN: You know people say the clammy feeling -- how come people's hands get cold and stuff too?

JUSTIN: Clammy hands come from nervousness and it's a fear response. So what ends up happening is when we're nervous and we're kind of scared or when we feel fear, our body starts regulating blood to the vital organs so that we can run away.

JORDAN: So your extremities lose out.

JUSTIN: Yeah.

JORDAN: Especially your hands because you don't need them to run.

JUSTIN: Yeah, so you have less circulation in your hands because all the blood is being flowed to your heart and what ends up happening as a result of that is not only are you sweating because you're nervous, but your hands get cold because there's less circulation there because it's all being wired back to the heart and the legs and things like that.

JORDAN: Right you get those zombie hands or you shake somebody who's nervous like that -- their hand -- and you're like, "What the hell?"

JUSTIN: Yep. And that's where the clammy handshake comes from.

JORDAN: Okay, and are there other ways? Since the hands are so communicative, are there other ways that we use our hands to calm ourselves down?

JUSTIN: Yeah, we talked about this earlier. It's the rubbing of the neck.

JORDAN: Oh, right, okay.

JUSTIN: So, there's two forms of rubbing of the neck and I use this because again, we're using our hand to do this. This one is actually pretty common. We see this in movies, we can see this --

JORDAN: I do this. I'll be like, "Aw I didn't get that freaking UPS package," something really normal and I'm like, "When am I going to have time to do that?" and I find my hand right on the back of my neck.

JUSTIN: Right on the back of the neck.

JORDAN: It's an automated thing. Even being really aware of it. I'm not trying to hide anything especially from myself. I'll be alone in my apartment and I'll be like, "Oh, man."

JUSTIN: Yeah, hand through the hair.

JORDAN: Through the hair and right down to the neck. That's me.

JUSTIN: Yep. And we do that because, again, it's a pacifying behavior. We do this when we're nervous. There's a lot of nerves in our neck and so what we're trying to do is calm the central nervous systems so we'll rub the back of our neck. And this one's very common. Usually this is a sign when something is a little concerning or questionable.

JORDAN: Yeah like do I really have to go drive in rush hour traffic to the UPS warehouse to get a package?

JUSTIN: Yeah, exactly.

JORDAN: Yeah.

JUSTIN: Do I really have to drive through all that L.A. traffic?

JORDAN: I'm late for the meeting. Like those crappy headache commercials where the guy's like, "Oh, my head hurts so bad and I'm so stressed now."

JUSTIN: And then there's another one which is a stronger indicator of them being really nervous, when people start to clasp or start to

rub underneath their chin where their adam's apple is. This right here.

JORDAN: What is that thing called on a turkey? It's like the gizzard or something.

JUSTIN: Yeah, it's like the gizzard. When they start playing with their gizzard.

JORDAN: Yeah.

JUSTIN: There's a lot of nerves there and so we do this when we're really nervous about something. Near the Adam's apple too when we're like really -- and this one I find is a much stronger indicator of somebody's uncomfot level.

JORDAN: That's a serious --

JUSTIN: It's more serious than the back of the neck.

JORDAN: That's like the, "I'm going to jail," throat grab.

JUSTIN: Yeah, or I'll see this in boot camp when we're doing our introductions. We have people introduce themselves up front and every once in a while you'll catch a guy like, "Well see, I'm 29, I'm from Seattle," --

JORDAN: I love public speaking.

JUSTIN: "And I love public speaking," and this whole time you guys can't see these but we're massaging the lower part of our neck or underneath our chin.

JORDAN: Yeah. No, that makes sense.

(COMMERCIAL BREAK)

JUSTIN: I coined a term and I call it the arm barometer.

JORDAN: Okay.

JUSTIN: And what this is is, I'll have you guys do this but basically if you're sitting and you're able to do this -- take your right hand and put it over your left wrist where your watch is. This is the starting position of the arm barometer. And basically the idea is you can tell somebody's comfort or discomfort by how high their arm goes up -- or by how high their hand goes up on their arm.

JORDAN: Right. Oh, cool.

JUSTIN: So if it's down low by their wrist, they're fairly comfortable. It's not too big deal. But if you see somebody where they're holding their tricep and they're hugging themselves, this is a sign of discomfort.

JORDAN: Yeah.

JUSTIN: This is a pretty big sign.

JORDAN: That's great. So if it's on the elbow it's like, meh, she might just be a little bit nervous speaking to people in general. But if it's up here, you're freaking her out.

JUSTIN: If it's up here they're giving themselves a serious hug and this is another pacifying behavior.

JORDAN: Huh, interesting.

JUSTIN: They're trying to hug themselves to calm them down. So I call this the arm barometer. Depending on what areas of the arm it is, you can kind of get a sense of their comfort level or discomfort.

JORDAN: Yeah, sure.

JUSTIN: Again, you have to take this with a grain of salt. If their arm is up here and they're hugging themselves, again, this could be a



default position. You don't know unless you actually spend some time with them.

JORDAN: Right, okay that actually makes a lot of sense.

JUSTIN: So when it comes to girls and girls getting nervous around guys or just being nervous or uncomfortable in general, the arm barometer is the big one that I see most often. Girls will do that. They'll hug themselves and be like, "Oh, I don't know."

JORDAN: So what do we see when we see a high level arm barometer?

JUSTIN: Use banter. Banter is a great way to diffuse the situation. Throw out a little joke. That's the best way to diffuse it.

JORDAN: Hey have you seen [00:19:17] know how to get blood out of my clown suit?

JUSTIN: Yeah, exactly. Yeah, something like that. Maybe --

JORDAN: Seen my rape van? I just cleaned it.

JUSTIN: It says free candy on the side.

JORDAN: Yeah.

JUSTIN: But yeah, throwing out a joke is a great way to just diffuse tension and if you see this from a girl where she's exhibiting signs of let's just call it nervous behavior, then throwing out a joke and just sort of cycling back through the interaction map is a great way to keep the conversation going forward.

JORDAN: Okay, that's really good. I mean that is brand new. I have never heard that but that totally jives with my experience. If you find yourself going, "I don't know about that," try this stuff at home while you're listening and you'll be like, "Oh, yeah, I've seen girls do that," or, "I do that."

JUSTIN: Yeah.

JORDAN: Because I'm doing this stuff as we're talking. I'm like, "Yeah, that's definitely legit." What about other parts of the body? A lot of these criminology type experts are always talking about feet and foot position. Let's work our way down there. What about the legs or the hips or anything like that?

JUSTIN: The legs, for me, was the most part of the body that I have observed. You can tell so much about -- particularly when I was working at bars, I would actually study the legs of people in their interactions because that told me so much. Let's dive into this because this is definitely one of those things that people don't consciously think about. There's two positions when it comes to the legs. There's two positions to pay attention to. The first one I'm going to describe here is the legs crossed open. So imagine you take your left foot and put your ankle over your right knee. So, I'm doing this to Jordan right now and he's sitting to my right. So right now I'm exhibiting very open body language. So this is a very good sign. If you see this from somebody it means that they feel like they're comfortable around you and that perhaps you're even building some really good rapport with them.

JORDAN: Okay.

JUSTIN: So this is a really good sign. When I worked at bars and I saw this from girls, I was like, "Ah, guy's doing something right." Conversely, if we switch positions, so now what I'm doing is I'm taking my right leg, putting my right ankle over my left knee and now I've created a wall between me and Jordan. This is a very defensive move and this is something that people don't normally think about. So you'll typically see this when there's something in a conversation that somebody doesn't like.

JORDAN: Okay.

JUSTIN: And this is one of those things you have to be seated to notice this.

JORDAN: Yeah, that's interesting.

JUSTIN: What they're doing is they're creating a subconscious wall between you and the other person. This is a very strong signal that they're not comfortable with the topic at hand or they may not just be comfortable with you.

JORDAN: Right.

JUSTIN: So, again to diffuse this, don't mirror somebody else's body language. What you'll want to do in tensions like this or situations like this is to exhibit open body language and maybe throw out a joke just to relieve some of tension. But if you see somebody cross their leg where they're giving you a wall, it just means that whatever you're talking about isn't jiving real well with them.

JORDAN: Yeah. Interesting, okay. So knee towards or away, basically.

JUSTIN: I'll never forget this. I want to share a quick story. We were doing programs in New York actually, and we were at Union Square. We were doing some day game stuff. So the guys were out doing a signatures exercise and I was holding down the fort where we were supposed to meet back up. Across the way, not too far away, there was a woman and a guy sitting across from each other having some lunch. Me and her kept making eye contact and that's how I initially started watching this whole thing go down. I'm sitting there watching this and they're eating lunch and as the interaction is going further and further, she starts getting more and more defensive. This was really interesting because dude was like -- I think they were together for a while --

JORDAN: Yeah.

JUSTIN: -- because he was literally reading in front of her, not really giving her any attention, not really talking with her and progressively through about the course of a half an hour she just got more bored and more bored and more bored.

JORDAN: Wow.

JUSTIN: She got to a point where she was all perky and then she started resting her head on her hand, on the elbow.

JORDAN: Mm-hmm.

JUSTIN: Then towards the end of this -- this is the first time I've ever seen this interaction. These are small tables too by the way. These are little coffee tables. So towards the end of this before they left, she literally took both of her legs up and tucked them towards her chest, facing him.

JORDAN: Oh, wow.

JUSTIN: This was like the biggest wall defensive thing I have ever seen in a male-female interaction.

JORDAN: Wow, he was on the outs.

JUSTIN: He was on the outs. So, I think that they were together for a while and I think that he was definitely not getting laid that night.

JORDAN: Yeah. No, it's almost like she made the decision to just be like, I've had enough of this dude.

JUSTIN: She was checked out and the dude didn't even notice because he was reading.

JORDAN: Yeah.

JUSTIN: And she was a cute girl. This wasn't an ugly girl. She was very cute.

JORDAN: They're probably not together anymore.

JUSTIN: They're probably -- yeah, that was a few months ago. They're probably done. Maybe divorced. So anyway, that was an

extreme example of what we can do with our legs and I'm sure she didn't think, "Oh, I'm going to create this big wall," but this was something that was a very clear indicator of her state."

JORDAN: Right.

JUSTIN: Mm-hmm.

JORDAN: Okay.

JUSTIN: So we went over the leg crossing. So, guys if you see a girl and she has her leg crossed in a way that opens up her body language to you, this is a very good sign of interest to you. This is a very good sign that things are going well.

JORDAN: Okay.

JUSTIN: If you see the opposite than you better start bantering or doing something different.

JORDAN: Yeah. And remember this is subconscious so anybody who's listening can't really argue and go, "No, that's not what I mean when I do that," because you actually don't even know when you do this stuff that you're doing it.

JUSTIN: Yeah.

JORDAN: Which is great because that means that it's really hard to fake.

JUSTIN: It is. It's hard to fake and it's a very genuine expression.

JORDAN: Right, yeah. And when it is fake you can really tell. Somebody leans in way too much and crosses their legs towards you right away and quickly -- it's like some hooker \*\*\*\* from Hollywood Boulevard. You're sitting there talking -- or Vegas. You're sitting there talking and someone's like, "Hey, oh, you're so handsome," and you're like, "Wait a minute." This doesn't happen.

JUSTIN: Yeah, it's that situation with Ron Burgundy. He's like, "Well that escalated quickly."

JORDAN: Yeah, yeah, yeah. Exactly.

JUSTIN: The other one I want to talk about -- the position that we just talked about is a seated position. So, you'll only see that in a seated setting. Now, when somebody's standing and they cross their leg, it doesn't really matter which way they cross their leg, but if you see somebody and they're standing next to you and they do one leg over the other, this is a really good sign of comfort. The reason being is because if we didn't trust somebody, we wouldn't stand like that. We wouldn't stand with a leg over the other one because that puts us off balance.

JORDAN: Right, you're off balance, you can't really move that well from there.

JUSTIN: You can't move. And so when somebody does this that means they trust you. They trust you that you're not going to push them over and have them tumbling ass over apple cart. So if you see that when you're standing, if a girl crosses her legs, it doesn't matter which direction it is, just the fact that she's doing that, it means that she's pretty comfortable with the conversation or with you. So when it's legs crossed when sitting, you want to pay attention to the positions. So if it's open towards you that's good, if you start to see a wall form with the thigh then that's not good. If you're standing and you have the legs crossed, it doesn't matter which direction it is, the fact that they're crossing one leg over the other means that they feel comfortable and in a way are kind of vulnerable to you.

JORDAN: Interesting, okay. And remember this stuff comes in clusters. So if you're chatting with somebody and they happen to cross their legs, it doesn't mean they want to jump into bed with you or something.

JUSTIN: Yeah, exactly. She could cross her leg but give you a ton of negative body language. It doesn't mean that she's interested.

JORDAN: Right, yeah, exactly. All right, and now moving down to the feet. What about the feet?

JUSTIN: All right.

JORDAN: Those are very descriptive as well, I would imagine.

JUSTIN: Yeah, the feet are pretty descriptive. This is, like the legs again, something that people don't normally think about. So I'm going to just highlight the big ones here. The first one is something called one foot out. So imagine two people standing and chatting face to face. If you notice that one of their foot is pointed away and towards a different direction, so like this. So if I had a foot pointed to Jordan and I had a foot pointed to the door.

JORDAN: Okay.

JUSTIN: What that means subconsciously is that I'm being socially polite and giving you my attention but really I need to go.

JORDAN: Okay.

JUSTIN: So our feet pointed in a direction other than you means that they need to go. And the funny thing about this is wherever their feet are pointed, that's usually the direction that they intend on going.

JORDAN: Okay.

JUSTIN: So you want to pay attention to the one foot out. If you see the one foot out --

JORDAN: This is when your legs are not crossed because otherwise one of your feet is going to be pointed somewhere.

JUSTIN: This is when people are standing and let's say for you guys you're in an interaction with a girl and because now that we're

doing this podcast to pay attention to the feet and you notice that she has one foot pointed towards you but one foot maybe pointed towards the dance floor or somewhere else. What that means is she's being socially polite but she really feels like she wants to go somewhere else.

JORDAN: Right.

JUSTIN: So what you should do in this situation is just do a clean exit like, "Hey, it's really great talking to you. I'll catch you later." That sort of thing or if you want you can kind of push it a little bit and be like, "Hey let's go dancing," and see if she comes on --

JORDAN: Lead her in that direction.

JUSTIN: And lead her in that direction. So you could do either one but the bottom line is, what's happening right there is that the person is trying to be socially polite.

JORDAN: And it's important to notice this because I definitely see on boot camps sometimes guys will be -- they're like, "This is going well," and I'm like, "She's almost had it with humoring you but you don't see it."

JUSTIN: You don't see it.

JORDAN: Right.

JUSTIN: And the feet will be a good -- I mean if she's not turning her back and totally brushing you off, her feet will definitely give her away.

JORDAN: Good, good, good.

JUSTIN: And we're talking about this in the context with guys and girls. This is actually something that everybody does so you can use this in business situations like if you're at the office and you're talking to the CEO or something and you notice this then it's a good time to wrap it up.



JORDAN: Yeah, yeah, yeah. Definitely. Okay.

JUSTIN: So, the other one is often called happy feet. Basically what this is when somebody raises their toes. This is an indicator of somebody feeling really good.

JORDAN: Okay.

JUSTIN: So they're feeling very positive.

JORDAN: So their feet are flat but their toes are --

JUSTIN: Their toes are raised in the air. Now this is something that happens when somebody is likely standing. So what you'll see is their heel is on the ground but their toes are raised up. So they'll do this when they're standing. Now, when girls are seated, this is a fun one for -- and this involves clusters of body language. This is a fun one. If you're seated with a girl and she has her leg crossed in an open position towards you and she's bouncing her foot up and down, it means she really likes what's going on and usually when you see this, she's actually turned a little bit more towards you so that she's opening up her front.

JORDAN: Okay.

JUSTIN: In other words she's giving you a lot of positive body language. But when you see somebody bounce their feet, this is a really good solid sign that they're pretty happy, they like the conversation, things are going really well.

JORDAN: Great, okay.

JUSTIN: So just a side note on that one, this is one that I noticed again when I was working at the bar. I noticed that when I saw a girl bouncing her feet along with all the other clusters that the dude was definitely doing a really solid job.

(COMMERCIAL BREAK)

JORDAN: Good. So let's review some other signs of interest just so guys don't have to go and obsess over this plus a million other things. There's a lot of podcasts that we talk about signs of interest, signs of attraction, can we sort of maybe drop a few of those in here so that guys can start putting it all together?

JUSTIN: Yeah, absolutely. Let's do a review. I'll give you guys the review that I do in boot camp. This review is basically -- I start from when you see her to the time that you're talking with her.

JORDAN: Okay.

JUSTIN: All right so I'm going to narrate this from the time that you see her to the time that you're talking to her.

JORDAN: Okay.

JUSTIN: So when you're out there at the bar and you're socializing, having fun, if you see a girl give you slightly more prolonged eye contact and smiling, this is a very good sign that she's interested. The reason being is that no human being pays attention to things that they don't like or are not interested in.

JORDAN: Okay.

JUSTIN: So if she's giving you a little bit more prolonged eye contact, other than a passing glance, and she's smiling, it's a good sign of interest. And what should you guys do? Go over and say hi.

JORDAN: Right, go over and say hi, okay.

JUSTIN: Go over and say hi.

JORDAN: Run.

JUSTIN: Run, do what you've got to do, part the sea.

JORDAN: Yeah.

JUSTIN: But you need to go over and say hi.

JORDAN: Go get another drink and then go to the bathroom and then go talk to your friend and then -- yeah. No, go talk to her.

JUSTIN: It's important to capitalize on this because again guys, this is a very fleeting moment and some girls are, like I said, just as nervous as guys are. So if you don't actually go over there and do that, she actually might think that you're not interested even though you are.

JORDAN: Right, even though you're just terrified.

JUSTIN: Terrified. Scared. Getting the clammy hands. Smiling and good eye contact, that's a good sign of interest.

JORDAN: Yeah and it doesn't have to be ridiculous like beer commercial eye contact.

JUSTIN: Yeah, not at all. Again, it's a fleeting moment. These things happen very quickly. That's why as coaches, when guys are in our program, we push guys when we see that, into those interactions because a lot of times guys are too much in their head and they can't actually see it.

JORDAN: "She only looked at me for a second. It might not have even been me. I don't know."

JUSTIN: Yeah. Or they're scanning the room, scanning the environment, trying to take in all the stimulation and internalizing their own nervous energy that they can't actually see signs of interest. So when things start to calm down and when you start assuming attraction, then you'll start to actually see these signs because you're not worrying about what's going on in your head. As coaches when we see these things across the room, we're like, "Guys, go." The other thing is what I like to call the hover girl. This is the girl in the red dress that you keep seeing within your party bubble which is in about your wingspan.

JORDAN: Right, okay. Party bubble.

JUSTIN: She's basically in the vicinity where you could easily just go over there and say hi. I call her the hover girl because you'll scan the room --you'll be on the dance floor and scan the room and you'll see her, like, "Okay cool." And let's just say you freaked out and couldn't go over and say hi. So like, okay, whatever. Next you need a drink, so you go over there and go to the bar and try to grab a drink. Ironically you see her and she's in within this distance. Now girls might not do this in a sense to follow you around the venue but what they're doing is they're trying to make it as easy as possible for you to go over and say hi. In other words, they're trying to make themselves very approachable.

JORDAN: Right.

JUSTIN: So she might not just be doing this for you, she might just be trying to just be more approachable. But the fact is, if you keep seeing this girl and you keep making eye contact and smiling and this is just someone that you see throughout the night, then go over there and say hi.

JORDAN: Right, right. Especially because now you don't want it to get to the point where like, you know that she knows she's seen you a few times and you know you've seen her a few times but you haven't said \*\*\*\* about it.

JUSTIN: Exactly.

JORDAN: That's awkward.

JUSTIN: No, that's exactly it.

JORDAN: And if it has gotten there, don't let it keep going to the point where it just gets more and more awkward because she might even then start avoiding you because it's weird. But you can

always go, "All right I've seen you like five or six times tonight. Obviously I have to say hi now or it's just going to be weird."

JUSTIN: Exactly.

JORDAN: And just deliver that with a smile and she'll be like, "Oh, my God, I didn't even know," or she'll be like, "Yeah, I feel like I've run into you four times already. What's your name?" And that happens a lot.

JUSTIN: And that happens more often than it doesn't And you're right, if you let that tension linger then she's actually just going to get creeped out because you keep looking over there and you're not even going to say --

JORDAN: Right and also she's not doing it consciously. She thinks you're following her around the venue.

JUSTIN: Yeah, exactly. And again guys, the girls aren't like, "Oh, I'm just going to hover around this guy and hope that he pays attention it's just --

JORDAN: Sometimes they do that though.

JUSTIN: Sometimes they do but more to the point, if you keep seeing her and keep having that eye contact, then just go over there and say hi.

JORDAN: Right.

JUSTIN: So let's say that you mustered up the courage, you went over there and said hi, you dropped some banter, and she's laughing. Well, a positive sign that things are going well is if she's playing along with your banter. So if you're talking about, I don't know, robbing banks with rainbows, unicorns, and kittens, and she's like, "Oh, yeah, and we'll totally go to the Bahamas and go on a honeymoon," or if you're joking about getting married and she starts coming up with ideas, that's a really good sign that things

are going well. Namely because she's pitching into the conversation. She's adding into the conversation.

If she wasn't interested, she'd just be like, "Pshh, this is retarded. This is dumb," or she would just give you -- she wouldn't be responsive or she would just basically give you a bunch of negative body language and start talking to her friends. So, if she's playing along with your banter, things are going really well. So if you're talking about breaking up, marriage, robbing banks, starting a motorcycle gang with fuzzy kitten jackets, whatever -- if she's playing along, things are going really well. This works with texting too. If you're texting a girl and banter is going really well, this is a really good sign of interest.

JORDAN: And again, these things are in clusters too, right? So it's not just like, "She played along, she must want me."

JUSTIN: Yeah, exactly. Yeah, she might just socially humor you with some banter but her body language might say otherwise. So, again, just keep an eye out for the clusters but generally speaking, if she's bantering along, things are going well.

JORDAN: And of course, we also encourage you to always assume that it is that. We call it rounding up to 100 and we talked about this in the show before. If you think there's a five percent chance that what she's doing means she's interesting you, round it on up to 100 because what we don't want is guys going, "She's playing along with banter and she's smiling but I don't want to make any assumptions, so I'm just going to peace out and not say anything." That is not good for you.

JUSTIN: It's always better to assume attraction and there's a number of reasons for that but the two biggest ones that I can think of that help me personally is that, when I assume attraction I'm not worried about what I'm saying. I'm not worried about what I'm doing. I'm having fun and assuming that she's into me.

JORDAN: Yeah.

JUSTIN: And the other thing is, I'd rather assume that she's into me than think of all the other scenarios that my brain can think of of reasons why she wouldn't be into me.

JORDAN: Right, sure.

JUSTIN: So those two things combined actually are very attractive for them. Girls find that very attractive because remember, the mind leads the body, right?

JORDAN: Right, sure.

JUSTIN: So if you're assuming attraction then a lot of things are coming together.

JORDAN: Yeah, that makes a lot of sense. Absolutely. Now, what about this positive body language you alluded to earlier? That's obviously a sign that we rely on a lot at The Art of Charm. Let's cover that a little bit.

JUSTIN: Yeah, exactly. So, we cover a lot about positive body language and if she's, say, smiling, laughing, playing along with your banter, and then now she's giving you lots of positive body language, things are going really well. Again, the reason why positive body language is such a powerful communicator, at least as a sign of interest, is again, we don't pay attention to the things that we don't like. So if she doesn't like you, she's not going to be giving you full positive body language.

JORDAN: Yeah.

JUSTIN: She's going to be scanning the room, she's going to be giving you negative body language, because as human beings, that's just what we do. We don't pay attention to things we don't like. So if you're getting positive body language from her then that's a really good sign of interest. And for those of you that are pretty savvy with negative body language, keep having some

negative body language and watch her give more and more positive body language.

JORDAN: Right, sure.

JUSTIN: Because she's vying for your attention. And that's how you can really tell if she's interested or not.

JORDAN: Yeah, that definitely makes sense as well. Now what about touching? This is an obvious sign but a lot of guys will overlook this almost on purpose. And also we try to explain it away because as guys, we don't necessarily touch that much unless we mean it in an overtly sexual way.

JUSTIN: This is actually a really strong sign of interest and this is one that guys miss a lot because, again, their negative attitudes, maybe their negative [00:38:55] assume that she's just being friendly. But if she's touching you, things are going really well and there's a running theme here. We don't touch things that we don't like. So if she's touching you, this is a good sign of interest. And here's the thing, this is tricky because she'll do light arm raises, maybe on your shoulder there.

JORDAN: Okay.

JUSTIN: These are very light, subtle touches. So, they could be a brush of the arm -- this one's actually one that I've noticed a lot is where if I'm standing next to her and we're shoulder to shoulder, our shoulders and arms are touching.

JORDAN: Okay.

JUSTIN: That's a form of touch.

JORDAN: Sure.

JUSTIN: It's very subtle.



JORDAN: So don't assume that since it's not her hand that it doesn't mean anything or that it's a complete accident.

JUSTIN: Yeah or if you're sitting in a booth, right?

JORDAN: Right.

JUSTIN: And you just so happen to notice that both your thighs are touching. This is a form of touch.

JORDAN: Right.

JUSTIN: Again, you wouldn't sit that close if we didn't like them.

JORDAN: Yeah and if you're on a date sit next to her, do not sit across from her. It might be a little strange at first but you just look so much more comfortable and it's so much more intimate if you sit next to each other.

JUSTIN: Yeah, you guys are on the same team, it's more intimate, and it's not set up like an interview.

JORDAN: Right, exactly.

JUSTIN: So, yeah if she's touching you, that's a good thing. A side note with this guys, is that if you notice that you're standing next to each other and your arms are touching, then you should probably just go ahead and throw an arm over her shoulder and bring her in because otherwise you're sitting there and there's this awkward tension and you guys are like in 6th grade -- high school dance or whatever and just like, "Eh." So, if you're that close, just throw an arm around her and pull her in. It'll help you out a lot more in terms of building attraction.

JORDAN: Sure, that makes a lot of sense, actually. Now how do we become good at reading body language? You worked in a bar for a long time, you played pro poker, what is it that makes somebody good at body language? There's a lot of books out there but you can't read a book about riding a bike.

JUSTIN: So there's basically two things that you could do. One, study. Get in the habit of studying body language. To start off with, I recommend books and I recommend YouTube videos on this stuff. There's lots of good documentaries on body language. Personally I don't like a lot of the documentaries on body language because it's very geared towards reading politicians' body language --

JORDAN: Oh, yeah.

JUSTIN: -- which is geared towards looking for signs of deception.

JORDAN: Right.

JUSTIN: This is a very unhealthy mindset when it comes to attraction. So, generally speaking, here's what I did. I read a bunch of material on it, namely What Every Body is Saying and Definitive Book of Body Language. When you actually dive into this stuff, everyone basically says the same thing because our subconscious body language is universal from culture to culture. So like smiling with the eyes. That's a universal sign. I don't care if you're in Saudi Arabia, that's still a good sign, you know?

JORDAN: Sure.

JUSTIN: Now that the Olympics are going on, when somebody wins a race, you know what they do? They put their hands up in that 'V' shaped pose.

JORDAN: Sure.

JUSTIN: Deaf people and blind people do that. So it's a universal -- body language is universal so you can read a lot of this material, a lot of it -- you're going to find congruency which is a good thing. So read up on it and here's what I did. I read a book and I studied a particular part of the body. So when I was doing poker, I'd study the hands.

JORDAN: Sure, okay.

JUSTIN: Because if somebody's shaking their hands, it can mean a couple things but generally it's a big tell.

JORDAN: And you can often see the hands because they're on the table, right.

JUSTIN: They're on the table. Or if they're guarding their chips or doing all these other things with their hands.

JORDAN: Right.

JUSTIN: So, what I'd do is I'd study the hands first. And I wouldn't just do this at the poker table, I'd do this at the coffee shop, I would do this at the airport, I would do this at work, or I'd do this at the gym. So, get in the habit of taking a particular area of the body, studying it until it makes sense to you, until you can start recognizing those signals, and then move on to the other part. So I started with the hands, then I started with the legs, then I started with the feet, and then there's other parts like arms or chest and things like that that we do. So, what I'm saying is, if you are going to study this and you want to get good at it, make it a habit of sectionalizing it so that you can internalize the behaviors, know them before you're overloaded with all this information because our bodies are communicating all the time.

JORDAN: Right, yeah. Absolutely. So observe, study, and -- excellent. And we're going to link to those books. Some of the books that you used, we're going to link to those in the show notes and on the bookshelf for the show. Thanks so much and if you guys want to learn more from Justin, take a boot camp, \*\*\*\*\*.

JUSTIN: Take a boot camp. Before we wrap up here, I just want to just say a couple things. One, I'm sure you've gotten a lot of emails about this too but my story, which is episode 203, has gotten a lot of positive feedback and I just want to give a thanks to the

guys that took the time to email me. It keeps me going and it motivated those guys to really step things up and I love hearing that stuff. It keeps me going, it fires me up, so I just want to give a quick shout out to those guys that took the time to email me and tell me how much it actually helped them.

JORDAN: So how can the other guys who thought about emailing you but then chickened out email you?

JUSTIN: How can they email me?

JORDAN: Right.

JUSTIN: Email me stories, questions, whatever. It's [Justin@theartofcharm.com](mailto:Justin@theartofcharm.com).

JORDAN: Awesome. Thanks so much, man.

JUSTIN: All right, dude. Thank you.

JORDAN: All right, show feedback and guest suggestions -- we rely on you guys to help keep our finger on the pulse. So if you know someone who's a good fit for the show, let us know at [JordanH@theartofcharm.com](mailto:JordanH@theartofcharm.com). Boot camp details for our live programs also at [theartofcharm.com](http://theartofcharm.com) and that's where you're going to find links to us on Twitter, Facebook, and other social media as well. If you're listening to this but you're not subscribed on iTunes or Stitcher or something like that, then that needs to change. Getting our shows delivered free to your phone or computer is the best way to make sure you don't miss a thing. You can do that by going to iTunes and searching for The Art of Charm podcast or by going to [theartofcharm.com/itunes](http://theartofcharm.com/itunes) and clicking subscribe. That's really it.

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