

## Getting Reactions Through Your Own Actions

The old adage, "action speaks louder than words" couldn't be more accurate, especially in the business world. The way you carry yourself speaks volumes for your confidence, your work ethic and your desire to get things done. For good posture you need to be stable and stability is suggested by use of large muscles. Too frequent use of the little muscles-wrist, finger, and ankle muscles-indicates quickness but also changeability and instability. The predominant use of the large muscles-hip, thigh, arm, and leg muscles-indicates strength, stability and a consciousness of power. Walk like a king among men, strongly tensing the back thigh muscles so that you seem to be pushing the earth away from you at every step. Action is so powerful as a means of communication, that, when you see a man walk with a long, free stride, swinging his legs from his hip, your mind compels you to think of him as a man of power. If, when talking of a big proposition, you emphasize it by light, easy and effeminate gestures, the other man will think that you are not a substantial individual upon whom he can depend, and he will think of your proposition as he thinks of you. If your words say one thing about you, and your tones or action say another, others lose confidence in you. A splendid young man who had been a telegrapher for six years, went to a millionaire with a very good proposition. He called five times; but the wealthy man refused to cooperate with him. To me, the man of wealth said: "The proposition seems all right; but the young man's too changeable, he's not dependable." The young man was stable and dependable, but something which he did while presenting his proposition told the millionaire a falsehood about the young man. Operating a telegraph key for years had become a habit, and the young man's fingers were always moving-tapping, tapping, something-whenever he talked. That habit told lies about him. For three days, I trained the young man to keep his hands and fingers quiet so that he would appear as he really was-a calm, reliable, dependable young man. Then, he again called on the millionaire and the deal was closed within an hour, because his words, his tones, and his actions had been harmonized. All told the same truth about him, and the wealthy man became confident of his capacity and dependability. Your success depends on handling other people. The degree of your success depends on the impression of yourself, which you convey to the minds of others. Action is the most powerful means of communication. Pose is the result of action. It is the means, which creates the most stable and lasting impression. If you stand with your legs spread from side to side, you give others the impression that you are not sure of your position, or that you are afraid you cannot maintain it. No man stands thus, unless he subconsciously desires to prop his own mind, by "physical props." In other words, such a pose indicates that the man self-consciously fears his ideas or decisions are not strong enough to stand on their own merit. Or he fears he is wrong and that you will find it out; or he fears that he cannot win you to accept his plan or proposition. It's amazing how much people can read get from you by just looking at your actions so stand strong because the business world does not like weaklings.

## About the Author

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