The Body Language Institute’s (BLI) elite global certification programs offering advanced communications training essential to taking your life to the next level! Our training helps executives, sales people, entrepreneurs and leaders build executive presence, explode their selling and interviewing skills, and create and deliver winning business presentations.

**UPCOMING 2-Day Stand Out Loud Series Certification Courses:**

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<th>Course</th>
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<td>103: Detecting Deception</td>
<td>October 16-17, 2010</td>
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**REGISTER TODAY AFTER THE PROGRAM**

2010 INVESTMENT:  
- $1495 per course
- $5995 entire Stand Out Loud Series
- SPECIAL PROMOTION: Register 3 people and the fourth person attend FREE!

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**NOTES:**

- Gauge others baseline & determine your own norm: Head, Shoulders, Knees, and Toes:
- The Upper-Hand Handshake: palm up, palm down, hand hug, left of picture
- The Bill Clinton Handshake
- Non-verbal first impression “nevers”
- Move their bodies & change their perspective
- The Belly-Button Rule (BBR)

- Show ‘em Your Feathers
- Steepling: full hand, 2-finger, handgun, basketball
- Take Up Space: 6-10 inches
- 7-Second Fixes: boredom to interest; beta to alpha leader; overpower the rebellion

The Question:
- Maybe I’m wrong here, but...

- Break the Chains
- Attitude & Intention
- Explode Your Confidence

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**RAPPORT BUILDING**

- Rapport Building

**OBSERVE & LISTEN**

- Observe & Listen

**ASK POWERFUL QUESTIONS**

- Ask Powerful Questions

**REACH YOUR POTENTIAL**

- Reach Your Potential

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**YOU SAY MORE THAN YOU THINK**