

# IT'S WRITTEN ALL OVER YOUR FACE

By Mac Fulfer

I was yelling. She was crying.

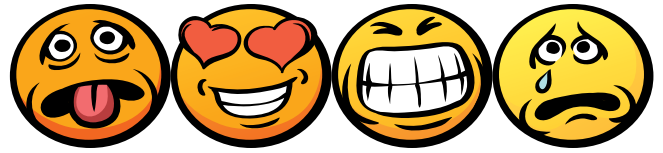
"It always has to be your way," I shouted. "For you, it's either your way or the highway. When I talk with you about it, you think I'm criticizing you, and you get your feelings hurt and start crying. You never tell me what's really going on with you. You suppress your feelings and keep it all bottled up inside."

I've been reading faces for years. Even so, I still discover new insights. One such situation occurred recently during a heated argument with my business partner. I had an epiphany. I looked at her more closely and realized that everything I was saying about her was true. I could see it plainly written on her face. "You have to be in control..." She has angled eyebrows. "You can't take criticism..." a small chin. "You suppress your feelings..." thin lips. When I saw her with greater understanding and compassion, the heat

of the argument disappeared. I couldn't take all those things personally, because she wasn't singling me out to hurt my feelings. This is just who she is.

Of course I'd seen my business partner's angled eyebrows, small chin and thin lips before. But I'd interpreted them differently. When I first began reading faces, I became aware of how our culture often reduces people to stereotypes leaving them feeling almost invisible. Sure, other people could see them but almost no one really knew them. I quickly discovered how important it was for people to be clearly seen and validated for the qualities they recognized in themselves, but I almost never read the negative side of the person's personality.

In our descriptions of human nature we often polarize the same trait into "good" or "bad" depending on our personal perspective. For



example, in a relationship the desire for constant togetherness could be seen as total loyalty if we view it as a positive or if viewed with a negative spin as clingy or possessive. Realizing that every trait has both a positive and a negative, I chose to read the positive.

Therefore, when I first read my partner's face what I saw in her angled eyebrows was a take-charge person who could tackle an assignment and get it done. With her small chin, she would have sympathy and understanding for my small chin and not be critical of me. And her thin lips meant she wouldn't be blurting out ideas like I do, without careful consideration first.

All these things are true: control and taking charge, inability to take criticism and sympathy, suppressing feelings and wise restraint. In attempting to avoid labeling a person as having "bad" traits I'd failed to see that reading both sides has tremendous value.

Amazing Face Reading allows you to see everybody you meet more clearly. Before you finish shaking hands, you can know more about a total stranger than their best friends do. Such an understanding can help prevent the kind of angry exchange I just described.

On one level we're all face readers — it's how we rec-

**Here are some examples of things we say in anger that show up on the other person's face:**

- "You never listen." ..... small ears
- "He is so intimidating." ..... low, angled eyebrows
- "She thinks she's so smart." ..... full, even eyebrows
- "She's clingy." ..... abundant eyelids
- "He thinks he's always right." ..... crooked bottom teeth
- "He wouldn't trust his own mother." ..... down-turned nose
- "She cries at the drop of a hat." ..... small irises
- "He'll never tell you what he's thinking." ..... thin lips flat bottom eyelids
- "He's so rude, he interrupts me constantly." ..... high ears / low eyebrows
- "He is a total loner." ..... no upper eyelids showing
- "He is emotionally unavailable." ...flat bottom eyelids extra-thin lips no visible upper eyelids
- "She can't take criticism." ..... small chin
- "He is as stubborn as a mule." ..... big front teeth

ognize each other. However, more than recognition is occurring. It's innate. Even a baby will react to a happy face or a scary face. Unfortunately for most of us, face reading occurs on a subconscious level. We either have a good feeling about someone or a bad feeling. Amazing Face Reading raises your awareness to a conscious level. Instead of just having vague feelings about somebody, you can read the person's life history written on their face. Of course, part of the way our faces look is genetic: you may have your mother's eyes or your father's nose. But you may also have your mother's optimistic outlook or your dad's nose for business. Each thought or feeling generates an almost imperceptible facial response that over time shapes our face, resulting in physical features that reflect personality characteristics. People respond to these characteristics on a subconscious level.

The list of good reasons for getting upset with another person is almost endless, but what are we really upset about? We get upset with someone because they are not like us. If they were, if they saw the world through our eyes, then we would have never had a problem with them in the first place.

Our emotional downfall comes from taking someone else's behavior personally, as if it were their hidden agenda to upset us. Our objectivity goes out the window. We view the other person's behavior with suspicion, as a personal attack or as reckless disregard for our feelings.

The power of face reading comes from allowing us to see the other person more objectively. When we can instantly see on the other person's face the very thing that was

upsetting us, all the emotional heat from our conflict disappears.

If the complaint is that they don't listen, a quick glance to discover that they have small ears gives the answer: they're visually oriented and best take in information when they can see it. We were right: they weren't listening. We just need to show them what we're talking about.

If we notice angled eyebrows and a jutting chin, we can no longer condemn them for being controlling. When we understand that being in control is part of their personality, we no longer take what they say or do personally. It's absurd to expect anyone to be someone they're not. If they can't be themselves, who could they be?

If our neighbor owns a yappy little dog, we don't think the dog is being yappy to hurt our feelings. It's just a yappy dog. If we could extend to other human beings the same level of understanding that we give the little dog, we would seldom reach our boiling point. We still may not be overly fond of yappy dogs or controlling people, but we no longer think they're trying to hurt our feelings. In fact, our perceptions and feelings have been validated: the dog is yappy, and the person is controlling. Our real issue with them is that they are not us.

When we can truly understand and accept someone for who they are, it is almost impossible to hate them. Given a choice of interacting with someone who is very different from us but up-front about it or someone who shows one personality to our face and something different behind our back, few people would prefer the phony. Of course, there are some objectionable and

even dangerous people in the world, just as there are some vicious dogs that we would choose to avoid, but these are exceptions. Face reading allows us to identify those dangerous few, rather than being afraid of all dogs or all strangers.

Face reading allows us to choose the people we admit into our lives from a place of awareness rather than proceeding on our fear-based reactions or erroneous assumptions. We may even discover that people we might otherwise find objectionable have important value. For example, a tough guy who is immune to pain, likes to fight, will never back down and has an unwavering allegiance to his group might sound like an hardened East L.A. gang member, but he also holds the qualifications for an excellent soldier and we need good soldiers..

Face reading may not eliminate conflict in our lives, but it will change the tone. Instead of wasting our time, energy and efforts being upset and insisting that someone change, we can look at them objectively. When we can accept and honor others' differences, life has a lot less friction.

I initially became interested in face reading when I was an attorney, hoping to improve my jury-selection skills. Soon it changed my life and my perception of people. I have given lectures and seminars all over the world, and one of the wonderful things about face reading is that it works on everyone, of every culture, background, race and gender. Of all the things I've done in my life, nothing has had a greater effect than learning to read faces. There are no longer strangers in my world; everyone is readable. And there's a lot less conflict.