

Henry Fong's Face Reading Series

A Quick introduction to
“Face Reading”
For the Employee
(and Employer)!

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A Quick Introduction to Face Reading for the Employees (and Employer)

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Why am I writing this book?

I have a close friend and ex-colleague.

He is a good guy but he can be difficult to work with. I had some difficulty adjusting to him at first but I recognize his contributions, got to know him better and eventually became good friends.

On the plus side, he is hardworking, highly knowledgeable, a very fast learner, very focused and is someone that you can rely on to deliver high quality work and on time.

On the negative side, he is very impatient and cannot tolerate those who beat around the bush.

Coupled with the fact that he is not smooth and refine, many of our colleagues who had casual interactions with him find him to be harsh and difficult, certainly not someone they would share a chat with during coffee breaks.

On the other hand those who had the chance to work with him recognize his strengths and learn to forgive his weakness. It fact is it not surprising to see them apologizing to others who may have been 'bruised' by his behavior.

I did not know about face reading then and did not understand the significance of his high, broad and sloping forehead and very close set eyes.

If I had known face reading then, I would have spoken faster and got straight to the point. These are typical features that denote impatience and intolerance.

I started learning Chinese face reading many years ago and my motivation then was to learn about the personality and characteristics of the people that I deal with.

Yes, face reading has help me understand others better but it has also help me to understand myself, recognize my strengths and weakness and to take the appropriate corrective steps.

Let me give you an example. I have and not a thrifty person. The features on my face also show this fact and goes on further to caution that I may not have enough in old age.

Since then I have been more careful with how I spend my money and where I invest them. Hopefully I will have enough in my 'golden' years!

What I hope to do with this booklet is to get you interested in this wonderful study of face reading to first understand yourself, then understand others and in the process improve your interaction skills.

In this short booklet, I will share with you a few tips that you can learn and use immediately.

There is a Chinese saying, “Knowing yourself, knowing your enemies, a hundred battle, and a hundred victories”.

About Face Reading

Most cultures have their own study on face reading. The Indian has it, and so do the ancient Creek.

Chinese Face Reading was first used by the ancient Chinese as a supplemental technique in medicine. Aside from taking your pulse, and smelling your breath, the ancient medical practitioners also observe a person's face to look for tell tale signs to help them to confirm their diagnosis.

Techniques were later developed to read a person's character and fortune.

Modern western face reading on the other hand focuses more on personality analysis.

I know that some of you may be new to face reading and may not necessary believe in its ability in describe personality and fore-telling fortunes.

I did not either until I took lessons and started to observe my family, friends and colleagues. After observing hundreds of faces I am convinced that there is a relationship between a person's character (and fortune) with his or her face!

In this booklet I have listed a few face reading tips that you can use immediately to observe your family and friends. Once you recognize a feature, check with them to see if your observations are correct. Repeat this with as many people as you can, take notes and form your own conclusions.

Let's start with Face Shapes

Can you do this right away?

Take a good look at the faces of the people around you. Do you see that they come in different shapes?

Some are rounded like a ball. Others may be square or oval and yet some may look like an inverted triangle, broader at the forehead and pointed at the chin.

Not every face will fit into the categories that I have described above. Some may look like a mixture of round and square and so on.

The ancient Chinese has a 5 face and a more complex 10 face classification. In this e-booklet I will introduce you to the 5 face classification.

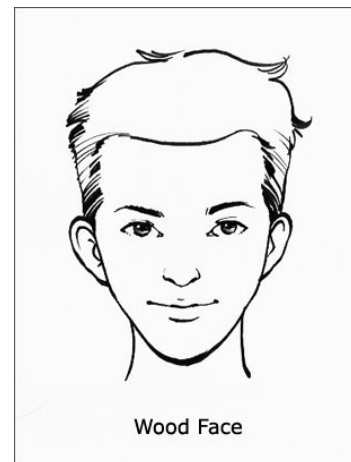
There is a pervasive principle in Chinese metaphysics called the Five Elements. I will not explain the principles behind the Five Elements but it is suffice to know that the elements are Metal, Wood, Water, Fire and Earth.

Each of these elements has a set of characteristics. For example Metal is oval and stands for righteousness and decision making, while Wood is rectangular and is associated with kindness, growth and learning and so on.

Wood Face

The first shape that I am going to introduce to you is the Wood Face. This face has a strong and broad forehead that tapers all the way to the chin like an inverted triangle. Please refer to the diagram on the right.

A tall and broad forehead indicates intelligence while a tapered and small chin indicates lower physical motive. People with such face shape tend to be deep thinkers, philosophical, have strong good analytical skills and a strong desire to acquire knowledge. Generally they do not like menial outdoor jobs.



People with Wood faces are highly suited for 'thinking' jobs like scientist, researcher, corporate strategist, advisers etc.

One weakness of wood face people is that they do not often spend enough time thinking about money and have the tendency to face financial problems in old age.

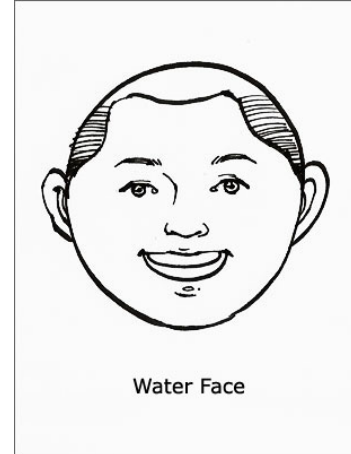
Take a look at yourself in the mirror. If you have a wood face, you might want to put some money in property or other investments!

Water Face

The next shape that I would like to introduce to you is the Water face. The water face is rounded, wider in the middle and rounded at both the top and bottom. Please refer to the diagram on the right.

Water is associated with intelligence, diplomacy, adaptability and relationship. They also have strong business acumen and can take advantage of opportunities that come along.

Water face people are most suited to jobs that require interaction such as public relations officers, sales professionals etc. Or they can be good businessmen.



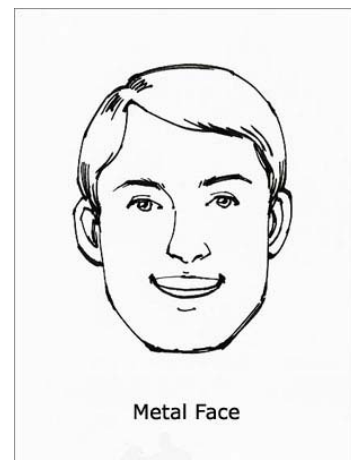
One weakness of water face people is the tendency to take too long to make decisions and others may view them to be slow. Another weakness of water face people is food and we know what too much good food can do to us!

Metal face

Next is the Metal Face which is sort of oval as shown in the diagram below.

Metal face people tend to have a whiter complexion. They have a sense of righteousness and justice and are very good in decision making. They are also elegant and courteous and they make natural managers or diplomats.

People with metal faces are suited for positions that involve justice and decision making such as judges, management professionals, diplomats etc.



Earth Face

The Square or Earth shape face represents someone who is stable, reliable and trustworthy. They are down to earth and are unlikely to take unnecessary risk, instead preferring to tread the beaten and proven path. They are also doers with strong will power.

Earth face people are suitable for jobs that require trust such as finance and insurance. They are also likely to end up as industrialist.

One weakness of Earth face people is the tendency to be too conservative and others may view them as not forward minded enough or worst label them a 'Square'!



Fire Face

Finally we have the Triangle or Fire face. As the shape implies the face is pointed at the top but with a dominant flared out chin.

Fire face people are usually extroverted and have an aggressive style. They tend to be gregarious with a fun personality and are people oriented.

They are suitable for jobs that require an audience where they can utilize their best qualities. They make good speakers, network marketers, presenters etc.

Fire represents beauty and elegance and fire face people are also suited for show business.

One weakness of fire face people is their temper. They need to keep them in check.

Enough will shapes. Let's move on to some practical applications of face reading.

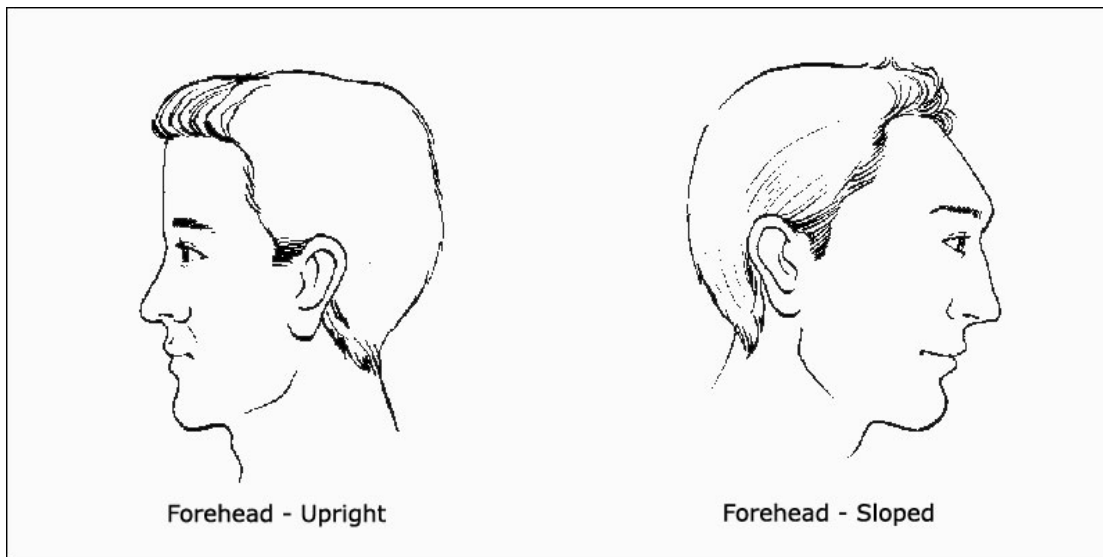


Which approach should I take?

You are asked to give a sales presentation to the chief technology officer whom you have not met or know.

How should you structure the presentation? Should you give him a high level overview and point out the benefits of your offer or should you take more time to give a thorough rundown of your proposal?

I would advise you to take a look at his forehead from the side. See if it is upright or sloped as shown in the diagram below.



If he has a sloped forehead, then give him a short high level overview and get ready to answer his questions. If his forehead is upright, then you can take more time to give me a thorough rundown.

Why?

In face reading, persons with a sloped forward tend to be quick thinkers. They are quick to grasp what others have to say and prefer to see the broad picture. They dislike details and are often irritated by slow speakers. They are also likely to make decisions quickly.

On the other hand, persons with upright foreheads tend to take more time to process information and actually prefer that they be delivered one step at a time. They dislike fast talkers and usually need more time to arrive at a decision. So take it slow and do not pressure them.

That's why!

The friend and ex-colleague that I talked about in the beginning of this booklet have a high and 'very' sloped forehead and he absolutely cannot stand slow talkers and especially those who beat around the bush!

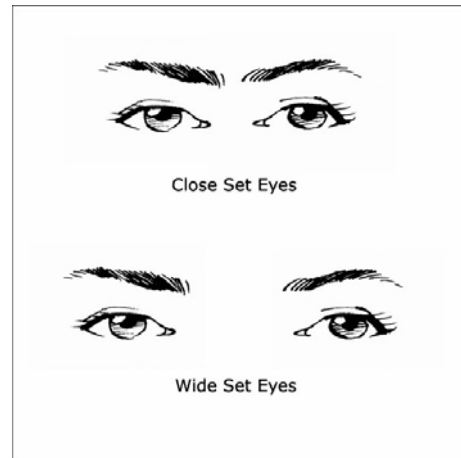
Should I put John in charge of customer service?

Look into the mirror at the space between your eyes.

Is the width of this space approximately equal to the width of one of your eyes?

If the space is less than the width of one eye then, your eyes are considered to be close set. If they are wider then you have wide set eyes. Please refer to the diagram on the right.

But what do they mean in face reading?



Wide set eyes belong to someone who is more tolerant. They are often easy going and may appear to be laid back. They find it difficult to concentrate and can get distracted easily.

On the other hand, close set eyes belong to someone who is less tolerant. They are very focus, dislike distraction and usually have a sense of urgency.

If you are in charged of staffing, would you get someone with close or wide set eyes for a customer services position?

Of course, wide is better. The person is more tolerant and can handle multiple job requests at a time.

But who would you hire for an accounting position?

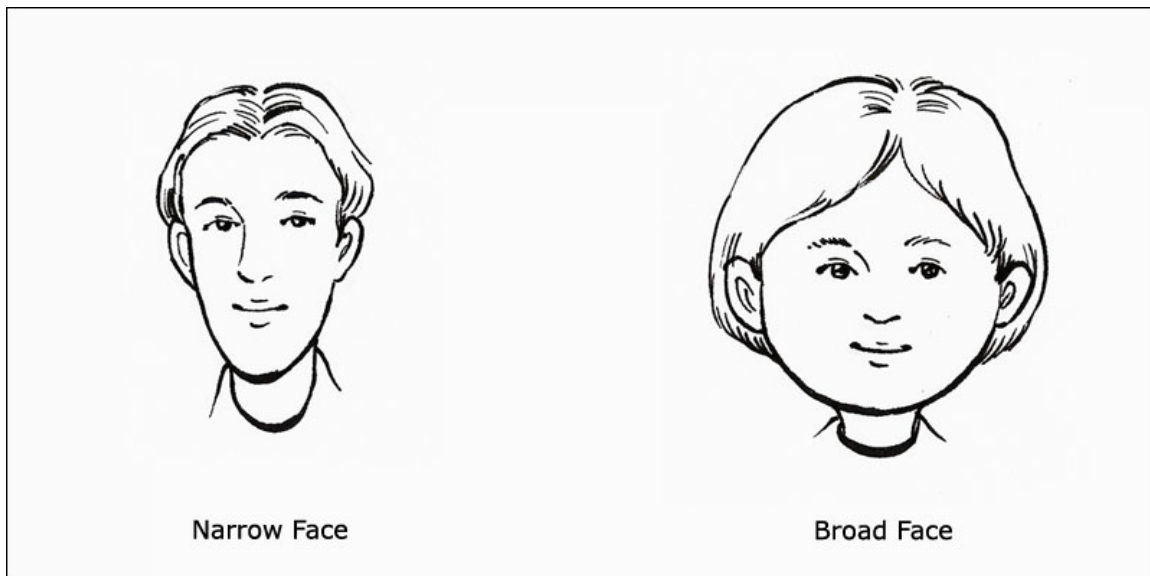
Assuming that everything is equal, someone with a closer set of eyes (more focused) would be better.

Who should do the presentation?

You and your team are to give the most important presentation of your lifetime when the designated presenter is hospitalized at the very last minute. You are the back up presenter but the last couple of weeks of preparation and late night had also taken its toll at the worst possible time. You lost your voice!

Your only option given the short time frame is to select either one of two remaining team member to give the presentation. The problem is both of them are junior members of the team and may not be familiar with every aspect of the proposal and has little experience in giving presentation and certainly not at this level.

One of them has a narrow face. The other has a broad face. Please refer to the diagram below.



Assuming that all things are equal, who would you pick for the assignment?

I would give it to the one with the broad face. Why?

A wide face person is naturally more self-confident than someone with a narrow face. By nature, a wide face person feels assured even though he may not be very knowledgeable or experienced on the subject. They often feel that they are good enough to handle any situation and often have high self-esteem.

On the other hand a narrow face person is just the opposite. They will often appear to hesitate when faced with a challenge and may feel inadequate. They normally have lower self-esteem.

The wide face person, being naturally more self confident should be able to handle the pressure better.

The narrow face person will feel stressed and this may affect his ability to do a good job.

This does not mean that a narrow face person cannot do the job. If he is well verse with the subject he can be as good as anybody.

Does he really agree with your decision?

In face reading, the eyes are the window into the soul.

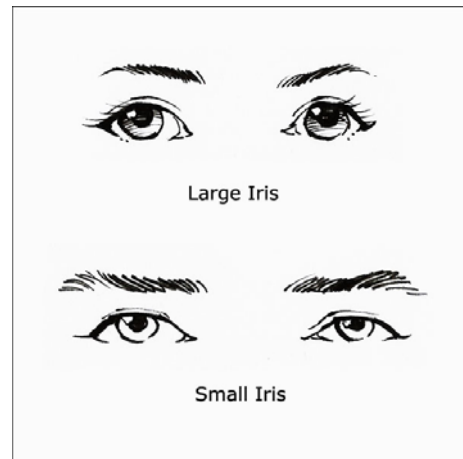
When your staff says, “Yes boss, I am happy with the increment”, does she really mean it?

You have to look into the eyes again but this time look at the pupil of the eye. Is it much more dominant than the white of the eye?

Please refer to the diagram on the right.

If the iris is dominant (lots of black and little white), then the person is emotionally expressive. You do not need to have special skills to know if she is happy or unhappy with your decision. You just know. Emotionally expressive people are more open with the feelings whether it is happiness or sorrow.

On the other hand if the iris is relatively small and you see a lot of white in the eyes, this person is emotionally repressive.



She is very good at hiding her emotions and you will think that everything is all right until you receive the resignation letter. Even then you may not know why she is leaving!

If you work with someone like this, whether a staff member, fellow manager or business partner, it makes good sense to get to know her better and ask a lot of questions. Make extra effort to get his feedback. Encourage him to bring down the protective wall and express themselves more.

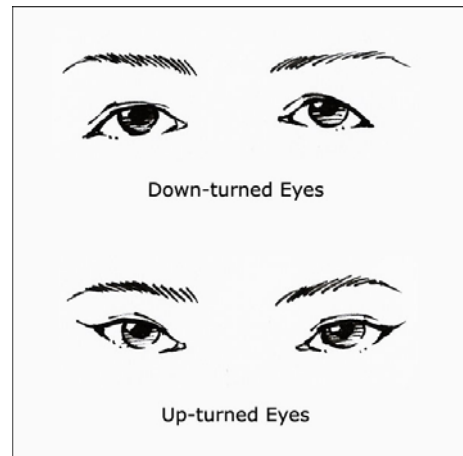
Are you ready to present your business plan?

You have just completed your business plan that will propel your company to unimaginable heights and all you need is your board's approval before you execute it. You think that your plan is almost perfect and you have every possible angle covered. Or do you?

To plan safe, you decide to let someone else review the plan first. But who should you give it to?

You have to look at the eyes again. Most people have eyes that are level meaning the inner and the outer corner are at the same level. If you look carefully you will see that some have eyes with outer corners that are set lower (down-turned) and vice-versa (up-turned). Please refer to the diagram on the right.

If I were you, I would ask the one with the down-turned eyes to review your proposal. People with such eyes have a high degree of critical perception and tend to see every little error or imperfections. They can be very hard to please.



The chance of them detecting a flaw or flaws in your business plans is much higher.

By the same token, it pays to study the eyes of your board members. If they have eyes with downwards slanted corners, well I wish you all the best.

No, just make sure that your plan is water-tight!

How do I ask for the raise?

It is time for your review. How do you ensure that you get the raise that you deserve?

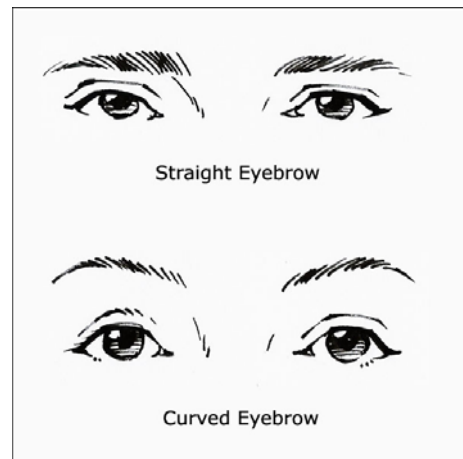
You have to look at your boss's eyebrow.

Eyebrow's comes in different shapes and sizes. Some are horizontal, some slanted upwards or downwards at the outer corner, some curved, and yet other may look like an inverted 'V'.

What you need to do is to classify them into either straight or curved. Please refer to the diagram on the right.

If they are straight, then your boss is likely to be a fact based person. Then check his forehead (from the hairline to the eyebrows). If it is tall and broad then your boss is most likely a logical and fact based person.

You better have tons of statistics and when you see him for the review.



On the other hand if your boss has a curved eyebrow, he is likely to be an emotion based, people oriented person. Check the distance between the eyebrows to the upper lip. If this part is significant compare to the rest of the face then your boss is more than likely to be emotionally dominant.

What do you do then? You still have to present some facts but I would suggest that you play more on his emotions. Tell him about your loyalty to the company, about the late nights that you stayed to prepare the reports, how much your child's university education is going to cost you etc. It will help more than the statistics!

Here is another indicator. Look at his face from the same level. Do you see the nostrils (the holes of the nose)? If you do, you have a better chance as this imply that your boss is more generous with money. If you cannot see them then you have a tougher job ahead.

It helps too if the company is doing well financially!

Do you value your life?

And finally here is a tip that may 'save' your life.

Do you drink too much coffee or liqueur? Do you get enough sleep? Do you eat too much? Is your job overly stressful?

We know that too much of the above can take a toll on our body and manifest as illnesses.

But how do you know if you are exceeding the limits?

The secret is in the ear.

Your ear is an indicator of the condition of your kidneys as well as your immune system.

In normal circumstances your ear should appear to be lighter in color than your face. This indicates that your kidneys and immune system are okay.

Get you spouse, partner or friend to look at your ear.

If your ear is redder than your face, this indicates that your kidney and/or immune system are overworked. When you see this you should cut down on coffee, liqueur, late nights at the karaoke and lounge! Get some rest and wait under it turns lighter again.

What happens if the ears is darker than the face?

Ears that are perpetually darker than the face indicate weakness of the kidneys and/or immune system. It is a wise to pay a visit to your doctor and let him check you out!

Who am I?

It used to be much easier to introduce myself. I would just say that I am general manager of this so and so IT conglomerate.

Today, it takes a bit more effort.

I provide professional Feng Shui consulting services for home and business owners as well as large corporations. So I am a consultant.

I speak a lot on the subject at both public and private functions, give training and so I guess I am also a speaker.

Finally, I have written a few booklets and thousands of copies have been downloaded (not sure if they are all read), so I guess I am also an author.

Here goes **Henry Fong**, *Author, Consultant and Speaker!* ;)

Do you need a speaker (on face reading and body language) for your next event or outing?

If you do, I will be very happy to hear from you. You can reach me at <mailto:henry@henryfong.com>

By the way, are you interested in the subject of Feng Shui?

I have on my website an e-guide that will help you to buy a more Feng Shui compliant house. Like this booklet, it is FREE too!

Check them out at <http://www.henryfong.com/ebook.htm>

Thank you and all the best,

Henry Fong
Consultant, Author & Speaker