



2019 MDRT Global Conference e-Handout Material

Title: Body Language for Sales

Speaker: Christian Chua

Presentation Date: Monday: September 2, 2019

Presentation Time: 1:30p.m. - 2:30p.m.

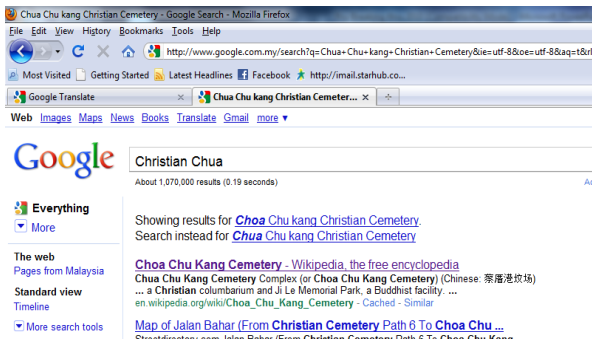
Session Room: ICC - Darling Harbour Theatre

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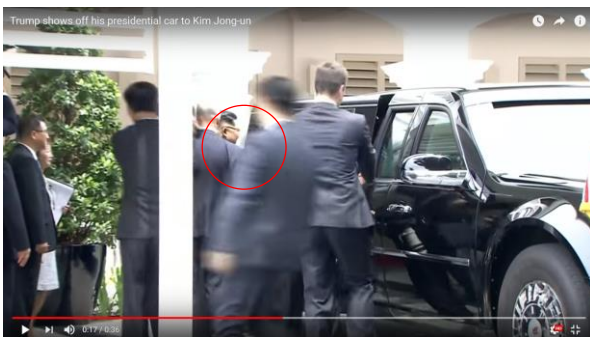
What we will learn today

- How to read your clients.
- Know when the client is a 'Hot lead' or 'Cold lead'.
- Be aware of your own body language.
- Million Dollar Charisma.
- Face Reading.

Frequently Asked Questions

- Can body Language be concealed?
- Does body language differ between cultures?
- How accurate is Body Language?



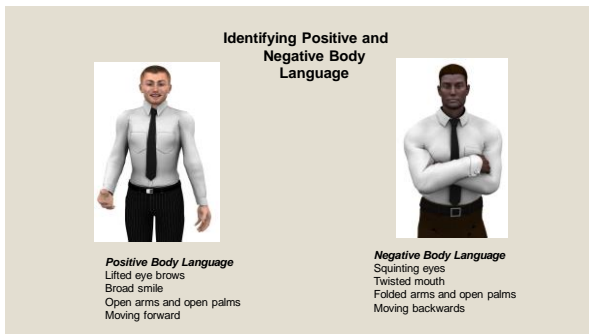






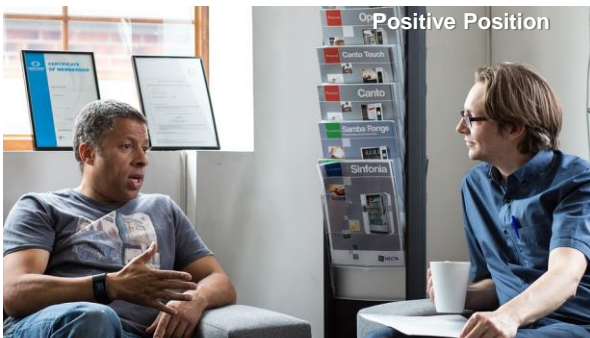


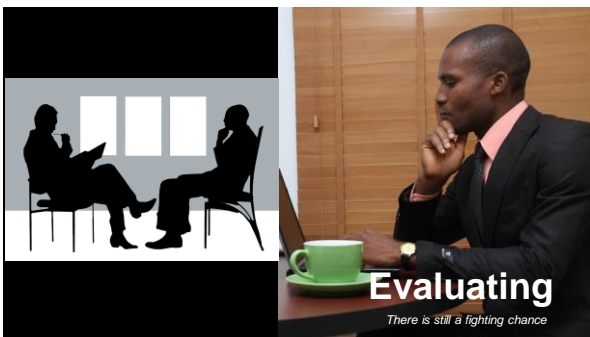




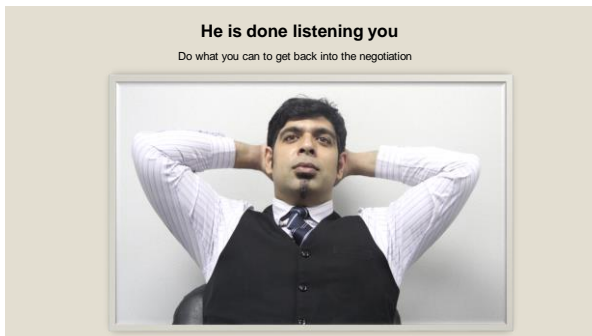


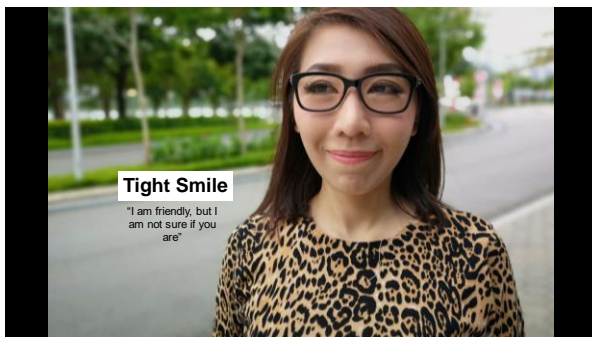




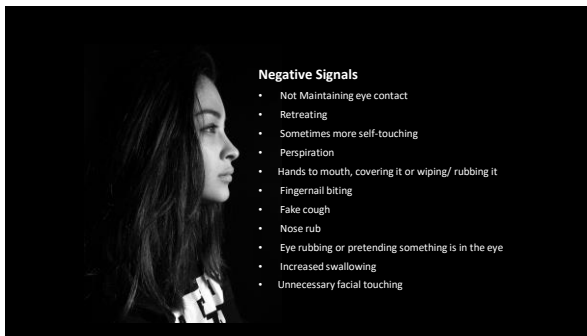












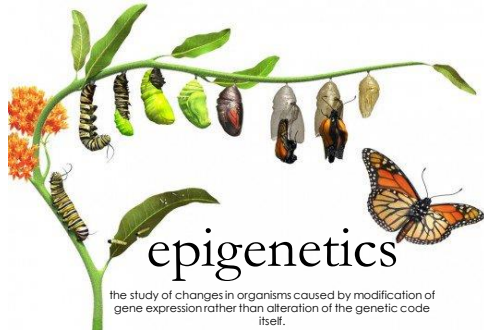


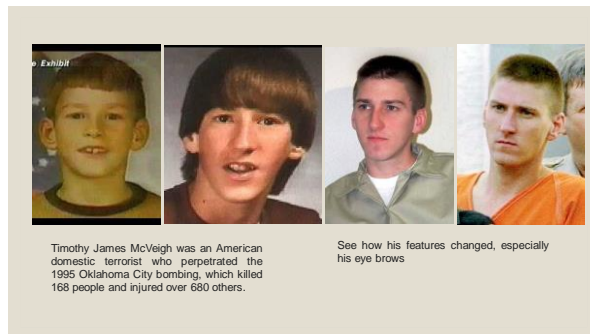


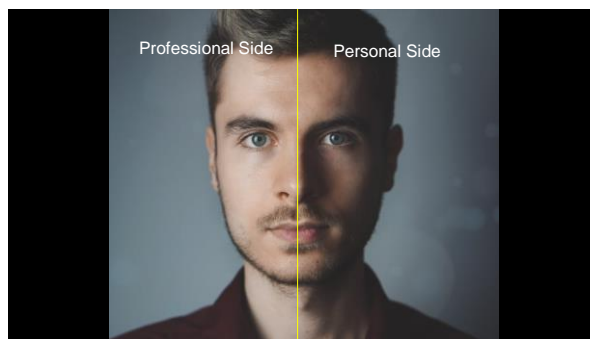
Meet people like they are your old best friends

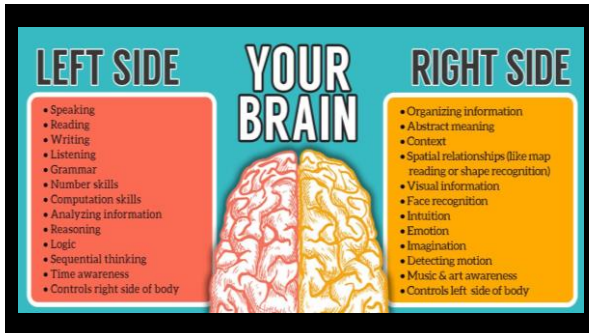


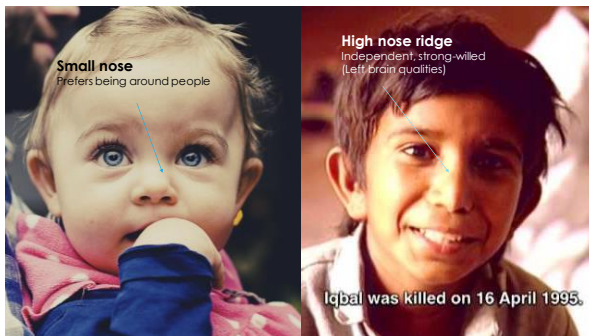


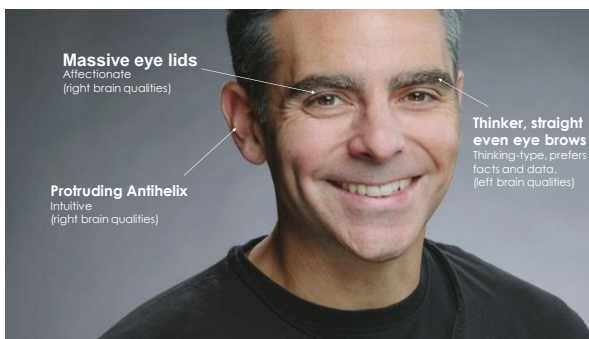


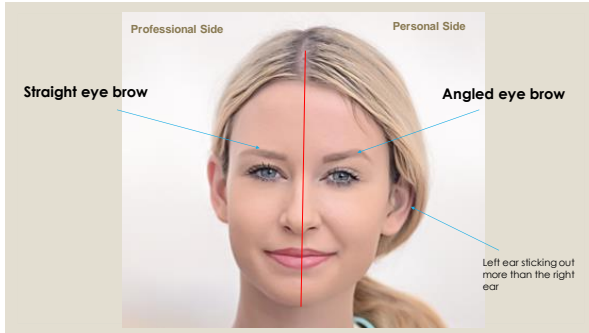


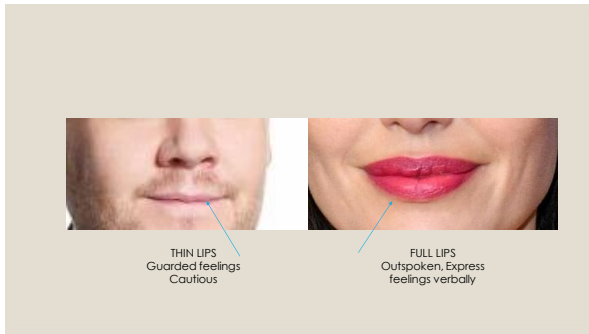


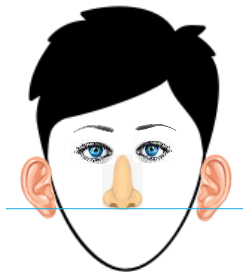




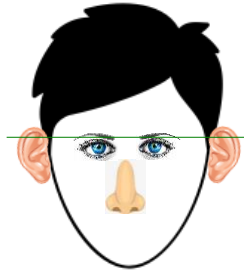






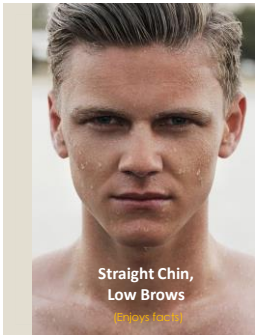


Low Ears/High Eyebrows
 Takes in information carefully, needs time to evaluate and check it out internally, good for long-term planning, does not change mine quickly once a decision is made, prefers wisdom over speed

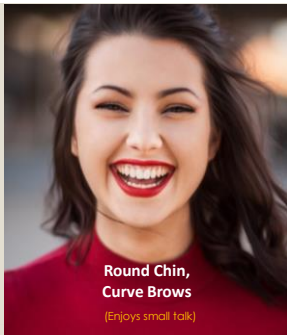


High Ears/ Low Eyebrows

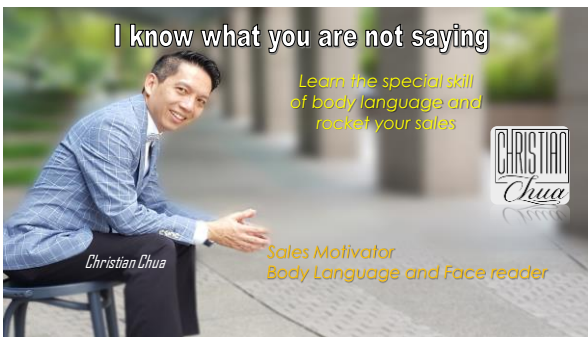
Take in information extremely quick and processes quickly;
anticipates responses;
interrupts; can be mentally intimidating; he raises mental hard drive on non-essentials.



**Straight Chin,
Low Brows**
(Enjoys facts)



**Round Chin,
Curve Brows**
(Enjoys small talk)



I know what you are not saying

*Learn the special skill
of body language and
rocket your sales*



Christian Chua

**Sales Motivator
Body Language and Face reader**
