

PART TWO: READ THE SECRETS

9. Starting with Starter Eyebrows

Allow me to introduce you to eyebrows. Face readers find them so informative, it's amazing.

One minute of eyebrow reading can tell an experienced face reader as much about thinking patterns as several hours crammed with small talk. Because **thinking patterns** are the physiognomy specialty of this facial feature.

Remember that eyebrows, like any other amazing facial feature, contain multiple categories. The first category we will research, Power-Packed Reader, is called "Distribution of Hair."

Distribution of Hair

Distribution of Hair in eyebrows is a vital statistic. To read it, start near the nose, then work your way out toward the ear. Examine one brow at a time, because left and right may be different.

- ✦ **Starter Eyebrows** come on strong at the start, then fade away. By the end, you will find scanty hair or none at all. See Gary from our Cast of Characters.
- ✦ **Ender Eyebrows** do the opposite. However much hair is in the eyebrow close to the nose, that amount increases on the way to the ear. See Matt.
- ✦ **Even Eyebrows** display approximately the same amount of hair from start to end. See Ava.

Tip: Read one eyebrow at a time, because that person's second eyebrow may have a different distribution of hair. For instance, in the photo we have available, Ava could have anything going on with the end of her right eyebrow.

If you were reading her face in person, ask her to move her hair out of the way for a moment. Otherwise, don't read that eyebrow at all.

And definitely do not assume that both eyebrows are similar. Sometimes the purpose of a particular hairstyle, or hat, or camera angle is to disguise asymmetries.

Power-Packed Reader, you are becoming way too knowledgeable to be fooled, ha ha!

What if the eyebrows are thick or thin? That's a different category: Amount of Hair in Eyebrows. How about whether the brow looks arched? Oops, that's a different category, too: Eyebrow Shape. As for the darkness or lightness of those eyebrows, that doesn't count, period. Face Reading Secrets are not about color, remember?

Okay, hoist up your mirror, Power-Packed Reader. Remember to look on the level. What do you have regarding Distribution of Hair?

Interpreting Distribution of Hair in Eyebrows

This face reading category reveals how a person handles details. The physical pattern of each eyebrow parallels a behavioral pattern.

Starter Eyebrows correspond to talent for starting new projects, the special kind of enthusiasm needed to initiate something new.

The potential challenge involves losing interest after the project is underway.

Until you learn the life lesson of balancing your drive for creativity with the steadfastness needed for effectiveness in objective reality, here's what's likely to happen:

- ✦ If your eyebrows thin out *halfway* across, like Fred's left eyebrow, you are likely to lose interest halfway through a project.
- ✦ If your eyebrows thin out *three-quarters* of the way through, as with Anthony's left eyebrow, three-quarters of a project is as far as you may get before feeling too bored to continue.
- ✦ If your eyebrows fade out a mere *quarter* of the way across, like Valerie's (also mine, to the horror of Timothy Mar, as described previously), yes, you may have a major challenge with follow-through.

Why does this loss of momentum occur? On the positive side, people with Starter Eyebrows generate more ideas for new projects than other eyebrow types. Once you have done enough of a first project to see where it's headed, you can grow bored. Creativity drives you to explore the next project on your list.

Although folks with these visionary eyebrows aren't the best to depend on for details, turn to them when you need inspiration.

Owners of Starter Eyebrows, you can overcome that challenge, of course. You just have to try extra hard on follow-through.

Or you might consider delegating your follow-up work. And sometimes it's perfectly okay to lower one's standards for completing every detail of a project.

Ender Eyebrows represent a talent for following up on details. The farther you get into a project, the more details you may find to fix.

Can you, therefore, drive yourself crazy as a never-ending perfectionist? Well, yes.

Procrastination can be a problem, too. Now, I don't mean all forms of procrastination, because there are oh so many varieties. Enders specialize in a particular kind of inertia. It's reluctance to start a new project.

Why does this happen? Enders know what they're in for. With Enders, you know there is no such thing as a quick 'n dirty job.

One Ender man of my acquaintance took three years before he felt ready to straighten up his bedroom closet. Then it took him six hours. (The job was perfect, of course.)

Even Eyebrows, our last option in this category, would never be omitted by someone who, physically, has Even Eyebrows. Ava, for instance.

If you have this Distribution of Hair, you know why. How well do you handle details? Only superbly!

With Even Eyebrows, the sequence flows smoothly: You get an idea, develop it, and work out all the kinks. "No problem," you think. "No big deal."

Of course, here on The Learning Planet, there is always a catch. Consider a little potential challenge that comes up sometimes when an aspect of life comes so easily. This is just a little problem, a kind of niche problem, so don't be alarmed.

Okay, this is your little challenge: *A lack of tolerance for the rest of humanity.*

With this challenge, whatever the context, the dynamics are standard. We wonder what's wrong with other folks. Why aren't they good at something we consider a no-brainer?

For instance, if you have Even Distribution of Hair on Eyebrows, it's so easy for you to handle details. Therefore, you may assume it's easy for everyone else, too, and find yourself grumbling:

"What's wrong with that lazy slob, Valerie? Is she a space case or what?"

Or "How come Matt is always bogged down with details? A mature person would just handle them and move on, like I do."

Grumble, grumble, grumble... that's a lack of tolerance for the rest of humanity.

Why don't others use *your* talents? Well, because they're busy using *theirs*.

Want a workaround for this Even Eyebrow's version of lack of tolerance for the rest of humanity? Instead of criticizing others for

their inadequacies in the Detail Department, give yourself credit for having actual talent. Then, perhaps out of sheer relief, you might practice improving your communication.

Let's Get Practical: Overcome Shyness

Reasons for shyness can run deep, also run amok. Face reading won't fix it all, but how about a workaround? Read Distribution of Hair and speak to the eyebrow owner accordingly.

Let's say that you and a new friend (from our Cast of Characters) are taking a stroll downtown. You pass a construction site. Here are lines I would recommend for conversation, based on Distribution of Hair in Eyebrows:

- To a Starter like Valerie from our Cast of Characters: "What a lot of work. Do you think they'll ever finish?"
- To an Ender like Matt: "I respect people who can tie up all the loose ends on a job like that, don't you?"
- To an Even like Ava: "I hope whoever's in charge of that mess can find some competent people to clean it up afterwards. Have you ever noticed how few people do a decent job with follow-up?"

Perspective, and Not Just About Eyebrows

Congratulations. You have now completed your first category. We used the very same sequence we will follow with subsequent items of face reading data:

1. Learn the choices within the physical category.
2. See the visual examples from our Cast of Characters.
3. Check out what you see in the mirror.
4. Learn to interpret each of the choices.
5. Think about the accuracy for you.
6. Once we're done with a new category, go ahead and check out more faces for real-life examples. There's no time limit. You only have the entire rest of your life.

That simple!

Except let's pause to add a few refinements to your approach. They can make you an extra-perceptive face reader.

Level with Yourself

It would be smart to double check something about your technique. Is looking on the level becoming a habit for you, when reading faces?

Try the following exercise to feel what I mean about holding your mirror properly as a physiognomist. Ingredients are yourself plus your trusty hand mirror. And, please, if you are not going to take the two

minutes, skip the following instructions and proceed to our heading, “Tell Left from Right on a Face.”

You must actually do the steps of a technique to get a result. Casual reading will just spoil a perfectly good technique.

Okay, ready to experiment, Power-Packed Reader? Read through the whole sequence of steps. Peek at instructions as needed while going through the sequence.

1. Say out loud, “I respect myself.”
2. Close your eyes. Take a deep breath and return to normal breathing. Notice how you feel and put it into words. Open your eyes.
3. Place the mirror on top of your thighs. Literally *look down on yourself*. Repeat Step 1. Look down on yourself some more. Repeat Step 2.
4. Hoist your mirror high. Tilt your face upwards. One interesting side effect of this particular viewing angle: You can see your chin but none of the neck directly beneath your chin. Personally, I think that’s wacky.
5. Take a long moment to *gaze up at yourself*. Repeat Step 1. Look up at yourself some more. Repeat Step 2.
6. Position your mirror so it is *on the level*. Take a good look. Repeat Step 1. Look at yourself on the level some more. Repeat Step 2.
7. Open your eyes. Technique over.

Well, what did you learn, Power-Packed Reader? Maybe there was a message for you in the tone of voice.

- + Depending on your physical position, repeating those same words (“I respect myself”) may even have sounded different.
- + Maybe your inner imagery changed.
- + Maybe you noticed different sensations in your physical body.
- + Each of us has an inner language for learning about deeper perception. Using your inner language, didn’t you feel different inside depending on mirror angle?

So, which position felt more truthful, with more integrity?

Plus, which of the three mirror angles gave you a clearer view of yourself?

View Photos on the Level, Too.

Now that you have refined your angle accuracy, let’s take it further. View people on the level when you are reading their photos, also.

You can always find a workaround. Tilt your computer screen, hoist up your book or reading device. Power-Packed Reader, do whatever it takes to angle that image directly in front of you.

Looking down at people is never nice. Cricking your neck to look up at people, literally holding them higher than yourself? That's awful, too.

Either way, up or down, distorts how you see the face data. Which, in turn, could distort how you read the Secrets.

Here is a related experiment to help you learn to read face data in photographs. Again, this exercise will take just a few minutes. Ready to invest in some good habits as a physiognomist?

I sure hope so. If you are more in a skimming mood, however, skip forward to our heading about "Tell Left from Right on a Face." Save the following instructions until you are willing to actually do them.

With this latest experiment, get an overview by reading through the whole sequence of steps. Then peek at instructions as needed.

Locate a photo that shows somebody's face clearly. (Maybe that nice big picture of Ava in your spare copy of this very book! So I'll use her as an example here.) Now:

1. Say out loud, "I give other people the same amount of respect that I would like to receive."
2. Close your eyes. Take a deep breath and return to normal breathing. Notice how you feel and put it into words. Open your eyes.
3. Place Ava's photo on top of your thighs. Literally *look down* on her.
4. Notice one thing about her physical face. Then notice something else. Then notice a third facial characteristic. Even though you haven't learned about interpretation yet, you're still free to notice, after all! Next, repeat Step 2.
5. Hoist Ava's picture high. Tilt your neck until you can see her image clearly. (Your chin will be up and head back, angled similarly to when you did Step 5 in our last exercise.)
6. Take a long moment to *gaze up* at Ava. Look long enough to see the same three items of face data you saw before. Repeat Step 2.
7. Hold Ava's photo on the level and view her *on the level*. Repeat Step 2.
8. Open your eyes. Technique over.

Power-Packed Reader, what did you notice this time? Doesn't it feel more natural looking on the level? More respectful, too?

Thank you for taking the time to do this exercise. From now on, you may think twice before unnecessarily looking down or up at anyone.

When reading faces, definitely, the position you choose will make a huge difference for the accuracy of your results.

What if someone else is way taller or shorter?

Keep more distance between the two of you. This can decrease the neck tilt factor.

Or arrange things so that one or both of you sit down during the face reading.

Images, whether hard copy photos or electronic devices, are the easiest to move into a truly level position.

A worthwhile intention plus an honest, straightforward angle — that's one of the secrets to help you read the Secrets This will allow your whole mind-body-spirit to engage in the respectful art of reading faces for character.

Tell Left from Right on a Face

Already you know the importance of reading one side of the face at a time. The idea was introduced in Chapter 4. Now let's take it further.

- ✦ For business applications, you will read the right side of the face.
- ✦ While the left side of a face will help you read the Secrets about relationships.

Back at reading Distribution of Hair in Eyebrows, what if you noticed that yours were different from each other?

Not true for our Cast of Characters (except, perhaps, Ava and all the folks shown in profile). Yet this could certainly be the case for you or other people you face read.

Does asymmetry make a person weird or ugly or freakish? Not at all. Asymmetries can inform you about differences between the public and private aspects of life.

Relish this information. Having differences between public and private roles means that a person has depth. When every relationship is given full-out intimacy, all relationships could be called "shallow."

Instead, folks tend to have meaningful differences between formal relationships and the intimate ones. These differences in personal style have a physical counterpart that you will be able to notice as a face reader. For instance:

- ✦ If the right eyebrow is an Ender, that personal style applies to career and meeting people socially for the first time.
- ✦ If the left eyebrow is a Starter, that personal style applies to dealing with people in close relationships, a different context of life entirely.

No wonder a physiognomist needs to be able to tell left from right.

However, doing so might be trickier than it sounds. Consider: If you look in the mirror, the right side of your face will show on the right side of the mirror. Left side will show on the left side of the mirror.

Simple? Not exactly.

What mirrors do is, actually, weird. No other life situation makes left and right sides of a face so easy to spot.

Of course, that's because mirrors reverse your face. Which sure makes it easier to shave or put on lipstick.

In no other life situation, however, does your right side match up neatly to correspond to another person's right side. Not unless that other person stands next to you, facing a mirror.

Meet Fred Again. And Again.

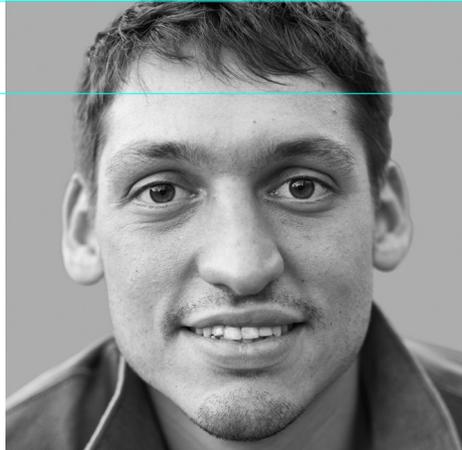
Fred can help you become more comfortable telling left from right. Here is his face in all its glory.



Fred in Real Life

But is this version of his face what Fred sees in the mirror? No, he sees this:

Fred in the Mirror



Incidentally, the cute little differences to Fred's collar on either side of his neck can help you to orient your vision. Thoughtful of him to dress that way, wasn't it?

Subtler Asymmetries

Fred has a pretty strong facial asymmetry due to his nose angling. But even subtler asymmetries can make a mirror reflection appear quite different from *The Face Seen by Everyone Else But Self Gazing in Mirror*.

Take Cliff, for instance. His main facial asymmetry involves both right eyebrow and right eye. These lie a bit higher on the right side of his face, compared to his left. Also, the right corner of Cliff's mouth is higher than the left side. Compare:

Cliff in Real Life



While this is what Cliff *believes* he looks like, based on what shows in the mirror:



Cliff in the Mirror

To See Facial Asymmetries Even More Clearly

All you need, Power-Packed Reader, is a rectangular mirror and a head shot.

1. Place the photo flat on a table.
2. Position the long side of your mirror along the center of the nose in the photo.
3. Angle your mirror up to 90 degrees.
4. Then peek until you find the angle revealing either two left sides together or two right sides together.

Or, of course, you could use Photoshop instead. That's what graphic artist Melanie Matheson did for this book to show how subtle differences can add up.

First check out Oliver as he looks in reality. In a regular head shot, so cute. And pretty symmetrical.



Oliver in Real Life

Except Oliver has subtle differences between the left and right sides of his face. They include:

- + A fuller right eyebrow
- + A Close-Set Right Eye
- + Some forehead wrinkles on the left side only.

Still such a handsome fellow! Those asymmetries aren't just related to gifts of his soul, plus different personal styles with strangers and friends.

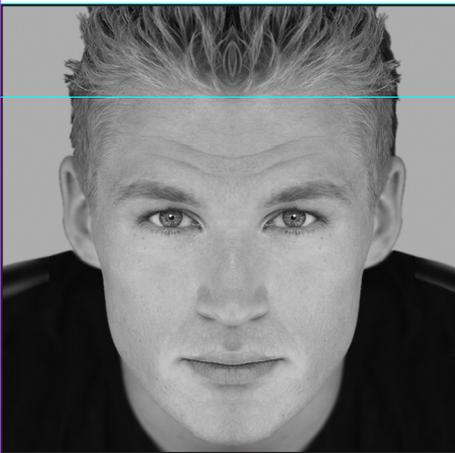
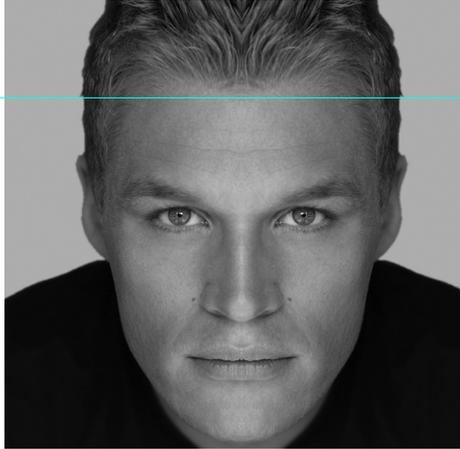
Those subtle asymmetries add humanity to his look, seems to me. It's like the difference between a musician who sings on his own, versus the surreal "perfection" created by Auto-Tune.

Facial asymmetries are thus so meaningful to a face reader. Surely it's worth the trouble to notice them.

Just to help you appreciate the impact, here come some contrasting views to wake up your Face Reader's eyesight. With Photoshop, a pro like Melanie can crop half of a photographed face, copy it as a mirror image, and then put the two sides together to look like one face.

Non-physiognomists gloss over "little" differences between right and left. Are they really so trivial?

*Oliver, Two RIGHT
Sides Together*



*Oliver, Two LEFT
Sides Together*

And Oliver, Two RIGHT Sides Together

Go Flippo

So I hope you're convinced, Power-Packed Reader. Telling left from right matters a great deal when you read faces.

Here's my favorite trick. When you're looking at a photo, or someone in the room with you, don't assume it's like looking in the mirror. Instead, "Go Flippo." Switch over, as if preparing to shake hands.

You are adept at that, so your mind knows just what to do. Automatically your right hand reaches out quite easily toward the other person's right hand.

Now, in a more abstract way, your eyes can reach out and cross over as well.

All that practice with shaking hands over the years... how easily this can help you tell right from left as a face reader.

In general, Power-Packed Reader, be aware that left and right sides do have meaning.

Pause to read each side of a face. Don't assume that the first side you see tells the whole story.

Whenever you see and interpret as a physiognomist, unless you're looking in the mirror, remember to Go Flippo. That way, you will correctly provide context for differences to left and right.