

BODY LANGUAGE: What are YOU saying?

https://youtu.be/_v36Vt9GmH8

Have you ever had one of those buttons pop up on your computer screen that says,

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"Software update available. Do you want to install it now?"

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Our computers use programs to process vast amounts of information,

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and programmers know that if we are running faulty programs,

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we get faulty results,

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and this is why we have the upgrade process for our computers.

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It turns out your subconscious works much the same way.

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In fact, our subconscious will process up to 40 million pieces of information

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every single second.

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And in order to process those huge amounts of information,

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our subconscious chooses programs.

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The thing is we've been choosing those programs since we were a child,

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and now as an adult,

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we may still be running the same programs and getting messy results in our life.

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So who wants an upgrade button for their subconscious programming?

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I have figured out how to access mine, and that's what I want to share with you.

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I want you to play with me here for a minute.

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Everybody, fold your arms.

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Good, now look down and see which arm is on top.

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OK, unfold them, now fold them back with the other arm on top.

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How does that feel?

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It's awkward, it's uncomfortable.

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This person over here is like, "Arms do not do that."

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(Laughter)

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But what you're feeling there,

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in science, they have a term called cognitive dissonance.

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Cognitive dissonance states we can not hold

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onto two conflicting ideas without discomfort.

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Our brain can not hold

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onto two conflicting ideas without discomfort.

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You can all unfold your arms now.

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I don't want you to fold your arms the whole time,

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but what you felt there was the feeling of a conflicting program.

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So cognitive dissonance is one of the parts that gives us

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an opportunity to upgrade our subconscious programming.

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And here's the other part:

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when it comes to communication,

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there are three main parts to our communication.

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There's the words that we speak,

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and then there's the tone of those words.

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Have you ever gotten in trouble for your tone of voice?

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Yeah, it has messages with it.

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The third part is our gestures or our body language.

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So when we don't know

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what messages we are sending with our body language,

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and they don't match the words we speak,

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people will discount the words they hear to believe the gestures they see

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because our subconscious understands the difference between those two messages.

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But and how can our brains send out two different messages at the same time?

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It's because your subconscious

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is what runs the majority of your body language,

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and remember, our subconscious is working on programs.

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Our subconscious or our whole brain is inherently out to conserve energy.

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Our brain wants to conserve energy

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and knows that it's easier

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to maintain the current programs than to adopt a new one.

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So, when we put these two ideas together,

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we now have access to this update for our subconscious programming.

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Let me explain by telling you where I was in my life not too long ago.

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In fact, it was only about six years ago

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that I was at a place where, let's just say, it was very hard.

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I tried to interact with people,

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and I found people to be very argumentative,

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to be unpredictable, to be hard to be around.

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It was just not fun,

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and I decided that everybody on this planet is just mean;

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it's just the way it was.

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In fact, I got to where I would send my kids to school in the morning,

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and then I would hide inside the house,

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and I wouldn't answer the door, and I wouldn't answer the phone,

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because no matter how hard I had tried,

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the results I was getting were not matching the effort

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I was putting forth to interact with people,

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and I felt stuck.

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So this is where I was, and I saw people having opportunities,

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but I couldn't seem to catch one for myself.

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So even though in my life,

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I had worked as an engineer in flight simulation and

explosives,

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this is the point in my life

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where I changed and started studying communication and

body language.

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As I learned these two parts that I just told you,

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I started to recognize they would give me a choice

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to change the way I interact with people.

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I began to put it into practice because I wanted to understand

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why some people could figure these things out, but I wasn't.

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So let me teach you a little bit about body language

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so you can understand what's going on here.

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When somebody feels weak, if I feel weak,

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I will use weak, closed body language -

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my shoulders will come down,

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I'll fold my arms, I'll look down,

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maybe even my weight goes on one leg,

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because I feel weak.

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But by contrast, when somebody feels strong,

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their body language opens up.

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They might put their arms down to their side,

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their shoulders go up, their chin goes up, they'll smile,

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their weight goes on both legs.

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Now remember, in my life, at this time,

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I felt weak, but I wanted to be strong,

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and so I decided I was going to figure this out.

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I looked around me at people who were successful.

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I looked at celebrities, I looked at business owners,

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I looked at people around me in relationships,

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who were having very strong, powerful relationships,

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and I realized these successful people

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were not behaving exactly the same as me.

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So, here's how it looked for me.

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Since I felt weak, and I was afraid of the people I was interacting with,

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I very often folded my arms.

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I kept my arms folded a lot,

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and if anybody had asked me why,

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I'd tell them,

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"Because I have nowhere else to put my hands when I'm not using them.

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I don't want them just hanging out here. I'm going to fold my arms."

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But when I watched these successful people,

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the majority of the time when they were using their hands,

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they'd put them down to their sides.

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So I decided I was going to try it.

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And if you could have been in my brain at the time,

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it would have been very entertaining because as I walked around,

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I had this dissonance going on inside of my head

07:01

because my old program was saying, "People are unsafe."

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But I was choosing to send a message

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that I felt strong, comfortable, and open around people.

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So I said, "My hands will go here when I'm not using them."

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That doesn't mean I walked around like this -

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that would be very weird -

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but it does mean that when I wasn't using them,

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I put them away here.

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But then my subconscious would say, "It's more comfortable to fold your arms,"

07:28

and I'd say, "No, I want my arms here."

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"Fold them", "Here", "Fold them," "Here", "Fold them," "Here." -

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that's what it felt like in my head.

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But after a little while, my subconscious decided, "You know what?"

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It's going to be easier

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to just adopt the new program and not keep arguing with her."

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And I began to feel differently.

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People around me started to notice.

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You can feel this with me right now.

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Some of you may have heard of this scientific term, it's called gravity.

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You heard of that one?

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It pulls down on us really well,

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and during the day, it likes

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to pull down on our shoulders and pull down on our chin.

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So, everybody, let your shoulders come down and your chin come down.

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How does that feel?

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People tell me it feels tired, it feels burdened, it feels depressed.

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But now, instead,

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pull your shoulders back up and pull your chin just above level.

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How does that feel?

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It feels empowered, like, "I am awake, I can do it."

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You've just felt the difference in changing or choosing a new program.

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In fact, in 2009, there was a study that was published

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in the European Journal of Social Psychology,

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and in there, what they had done

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was they asked people to fill out a self evaluation,

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and they did the self evaluation

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either in a slumped stance or in good posture.

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The people who had good posture

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rated themselves higher on their self evaluation.

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It turns out your grandma was right, because she was pretty smart,

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she kept telling us to sit up straight.

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But that is an opportunity to feel different on the inside of us.

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So that's one of the things I did to start changing my programming.

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May I share two more with you?

09:29

What I noticed about me -

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actually, let's talk about you for a minute.

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When it comes to body language -

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I watch body language everywhere I go, and I've worked with thousands of people -

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what I found is the majority of people will use a lot of push-away body language.

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They push away,

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and then they wonder why they are not getting job promotions,

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or raises, or opportunities, or relationships in their life.

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But they're pushing things away.

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In fact, the fastest way to see somebody use push-away body language

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is give them a compliment.

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When you give somebody a compliment, how do they respond?

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"Thank you."

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And they throw the compliment away, or they'll explain it away.

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I love it, I do little tests all the time.

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I'll give people a compliment then I watch their body language after the compliment.

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And often, people suddenly have to brush off their pants

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when they get a compliment,

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or they brush their shoulder.

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Or my favorite was: once I gave a lady a compliment, and she said, "Ohh, thanks."

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(Laughter)

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And I'm like, "So, that was a disgusting booger

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you had to flick off your finger."

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When we have compliments coming to us,

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if we can't receive a compliment,

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how are we going to receive other things coming to us?

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So I recognized this

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and decided I wanted to access this program that was inside of me,

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whatever it was.

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And I realized the easiest way to do this

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would be to change how I reacted to a compliment.

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So, now instead of pushing compliments away,

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I decided when somebody gave me a compliment,

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I would scoop it up in front of me and place it gently in my heart.

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So I would just go like this

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while using the magic words, "Thank you."

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Have you heard these words? They're good.

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So try it with me, "Thank you."

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Oh, do it again, that's fun.

11:34

"Thank you."

11:36

Notice how a lot of your mouths, the corners of your mouth,

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went up when you did that

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because you felt the difference.

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You felt the difference.

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So when you use this body language,

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It's changing the program in your subconscious.

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As I was doing this in my life,

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people started to notice the difference in me.

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One of the people to notice the difference was my teenage son.

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Because at this point in my life, he was 13 years old,

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and we had been moving around quite a bit,

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so he had gone to four different junior highs.

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Anybody ever been the junior high? Crazy place junior high.

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And he'd been to four of them.

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So he comes home one day

12:21

after the first day in his fourth junior high.

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Now I need a volunteer.

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Oh, awesome! Would you come up and be my volunteer?

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So he'd just gone his first day on the fourth junior high.

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What I'm wanting from you

12:36

is I need really great teenage boy body language.

12:39

Can you do that for me? Oh, nice.

12:42

There you go. Yeah, get that phone out there.

12:45

Let's put that away for just a second, but fold your arms for me.

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And just freeze, but turn this way so that everybody can see you.

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Has anybody ever seen a teenager before? That's pretty good body language.

12:57

(Laughter)

12:58

Yeap, exactly.

13:00

So here's my teenager, and he's standing like this, and he goes,

13:05

"Ugh! Mom, tell me why the kids keep picking on me?"

13:08

And I'm like, "Oh! Alright. I'll tell you, I'll help you with that."

13:13

And he's like, "Is it body language?"

13:17

And I said, "Yes, dear, that's what I do."

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And he goes, "Ugh, fine. Tell me then."

13:24

I knew that with that attitude,

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I had time to only share one piece of body language with him.

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And I wanted to share something that would send a different message out

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but also send a different message to his subconscious.

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And so I chose legs.

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I asked him, I said, "At school,

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do you stand with your weight on one leg like this?

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And he goes, "Yeah, mom, we all do. Duh!"

13:49

And I'm like, "Well, Mr. Attitude.

13:51

Did you know when you stand with your weight like this,

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it sends a weak message, it sends a message that you feel weak,

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that you could be easily knocked off balance."

14:02

So, I said, " Instead, if you'll come put your weight on both legs,

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when you're at your locker or up in front of the class,

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now this will send the message that you're strong in your foundation,

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and people will treat you differently."

14:18

He rolled his eyes, and he was like, "Sure, mom."

14:21

So thank you. Thank you for being my volunteer.

14:24

(Applause)

14:28

So I waited, and I thought, "Well, we'll just see what happens."

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It wasn't maybe until two weeks later that he comes home,

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and he walks in the house, when he saw me,

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I could tell he had something he wasn't quite ready to share with me yet

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so I just waited patiently.

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And he comes over, he stands next to me, and he goes, "Mom, it works,"

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and he ran out of the room.

14:53

(Laughter)

14:55

But he tried it.

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At the end of that school year, I gave him the option to change schools again,

15:01

and he said, "No, mom.

15:02

I have more friends and better results at this school

15:05

than in any of the schools I've been to."

15:07

And the only thing I taught him was legs.

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But that teaching him of that helped him access programs in his subconscious.

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So it turns out

15:18

that you have an update available for your subconscious programming.

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The question is are you going to install it now?

15:27

Change your body language,

15:29

and change your results.