

# What Every Body is Saying

by Joe Navarro, Marvin Karlins

A printable to-do list of the most effective habits from this book. Check one off each day you do it.

MON TUE WED THU FRI SAT SUN

<sup>01</sup> **Run a two-topic baseline**

Ask someone about a low-stakes topic, then a slightly harder topic. Watch what changes in feet, torso, hands, face, and spacing.

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<sup>02</sup> **Start every read at the feet**

For one day, ignore facial performance for the first five seconds and observe orientation, distance, and whether the lower body wants to stay or leave.

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<sup>03</sup> **Use the three-cue rule**

Do not act on one gesture. Wait until at least three cues from different body zones point in the same direction.

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<sup>04</sup> **Translate suspicion into a question**

When you notice discomfort, ask a respectful clarifier instead of making an accusation: 'Did that part feel off, or am I misreading it?'

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<sup>05</sup> **Keep a field-note log**

After important conversations, write the context, observed cue cluster, your interpretation, and what later confirmed or corrected it.