

You Can Read Anyone

by David J. Lieberman

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

⁰¹ **Build a Baseline Before Reading**

Spend one low-stakes conversation noticing someone's normal pace, posture, volume, and eye contact. Only later compare changes against that baseline.

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⁰² **Mark Congruence Breaks**

When words sound fine but the body, voice, or timing shifts, write down the mismatch without interpreting it yet. The pattern is more useful than the hunch.

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⁰³ **Ask the Incentive Question**

Before deciding what a cue means, ask: what would this person gain by hiding, softening, exaggerating, or redirecting right now?

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⁰⁴ **Listen for Timing Leaks**

Notice answers that arrive too quickly, too slowly, or with sudden extra detail. Timing often reveals pressure before content does.

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⁰⁵ **Use One Gentle Verification Prompt**

Turn a read into a question such as 'What part of this feels hard to say?' or 'What am I missing here?' Accuracy improves when the other person can clarify safely.

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⁰⁶ **Keep a Three-Channel Rule**

Do not act on a single cue. Wait until at least three channels, such as words, voice, body, and context, point in the same direction.