

guilty. I've done something or I've thought something that I don't want you to know. I'm afraid if I let my eyes connect with yours, you'll see through me."

You say nothing good about yourself when you avoid making eye contact. You say, "I'm afraid. I lack confidence." Conquer this fear by *making* yourself look the other person in the eyes.

Looking the other person in the eye tells him, "I'm honest and aboveboard. I believe in what I'm telling you. I'm not afraid. I'm confident."

Make your eyes work for you. Aim them right at the other person's eyes. It not only gives you confidence, it *wins* you confidence, too.

3. *Walk 25 percent faster.* When I was a youngster, just going to the county seat was a big treat. After all the errands were accomplished and we were back in the car, my mother would often say, "Davey, let's just sit here a while and watch the people walk by."

Mother was an excellent game player. She'd say, "See that fellow. What do you suppose is troubling him?" Or "What do you think that lady there is going to do?" or "Look at that person. He just seems to be in a fog."

Watching people walk and move about became real fun. It was a lot cheaper than the movies (which was one of the reasons, I learned later, that Mother developed the game), and it was a lot more instructive.

I still am a walk watcher. In corridors, lobbies, on sidewalks I still occasionally find myself studying human behavior simply by watching people move about.

Psychologists link slovenly posture and sluggish walking to unpleasant attitudes towards oneself, work, and the