

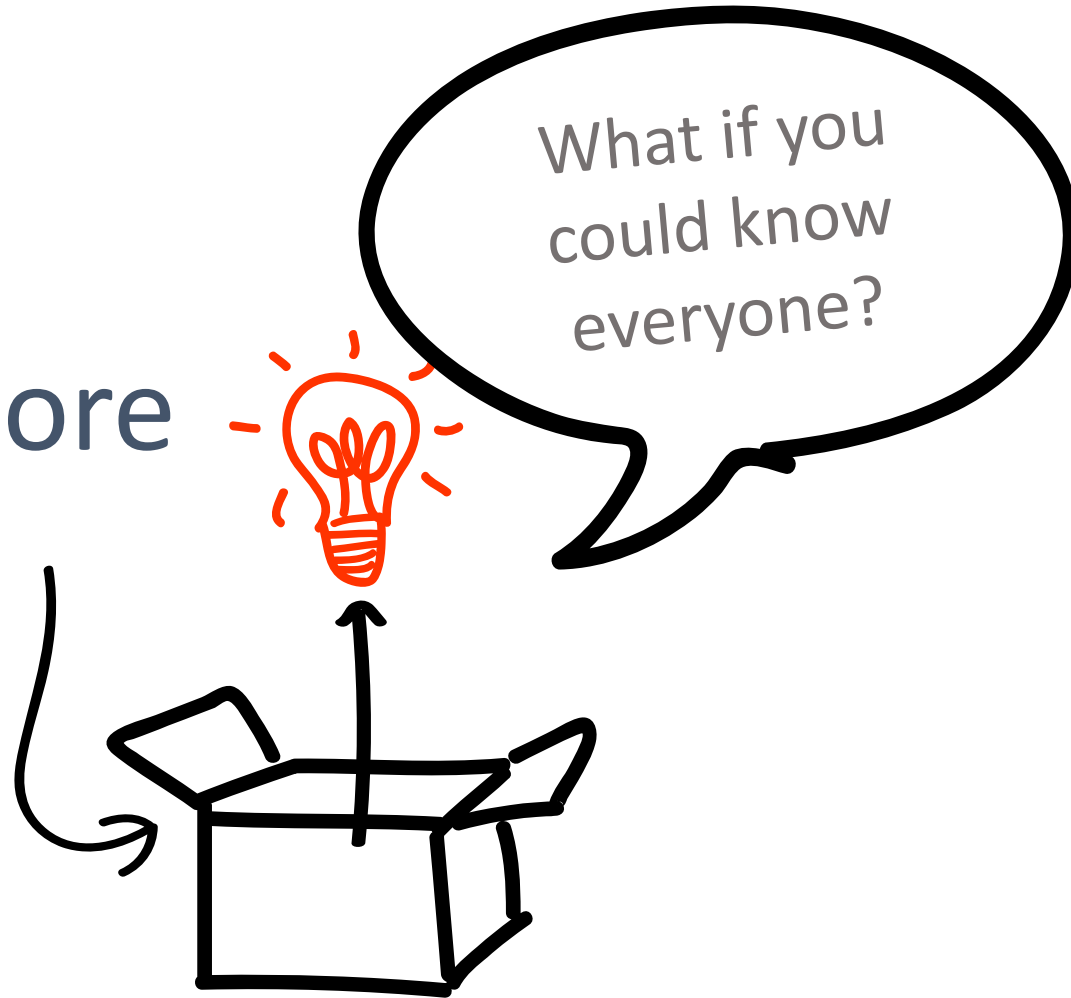


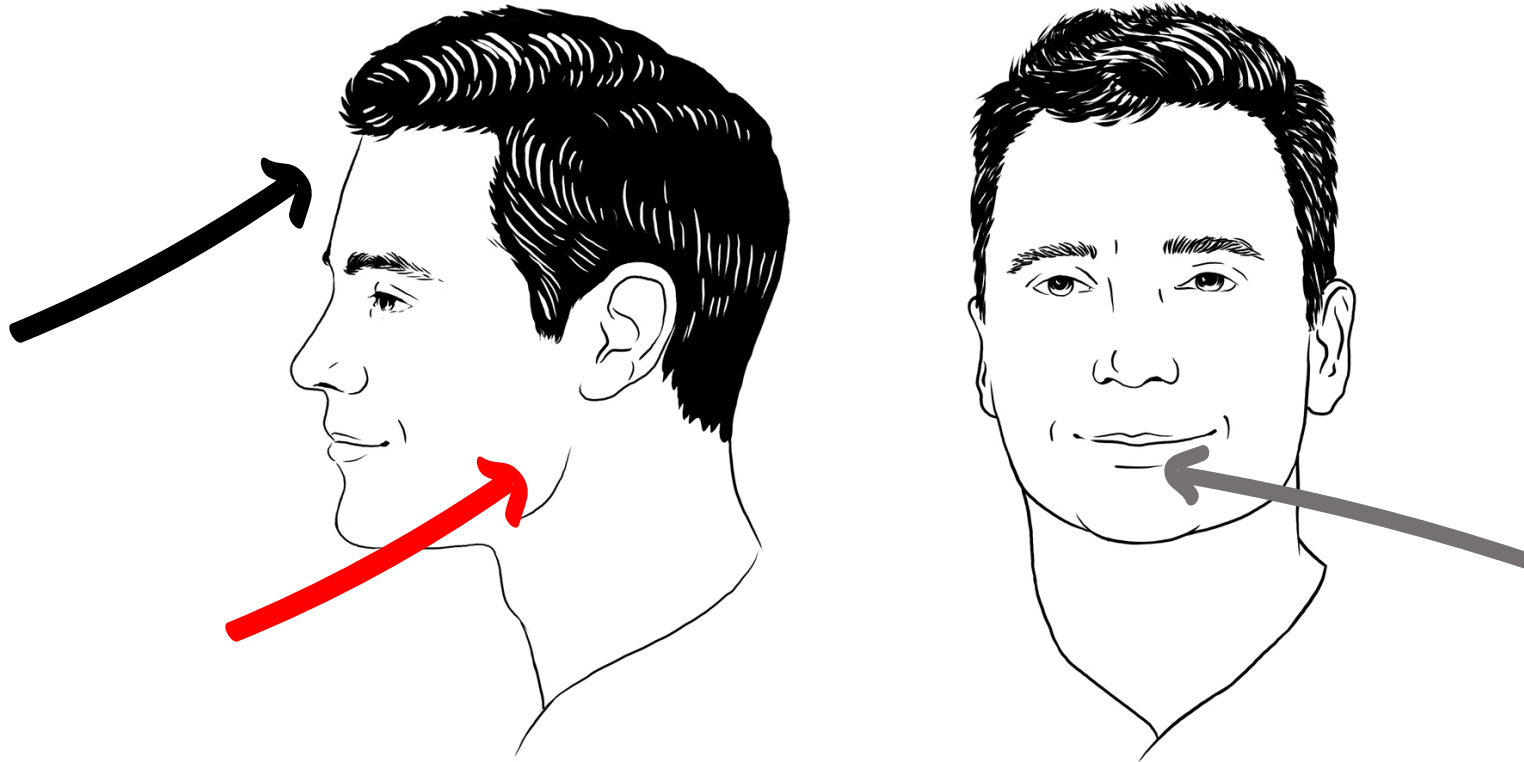
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CORNERSTONE ANNUAL MEETING & COUNCIL FORUM

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Read and Connect With Anyone  
in 10 Seconds or Less  
Presented by Jody Holland

No More



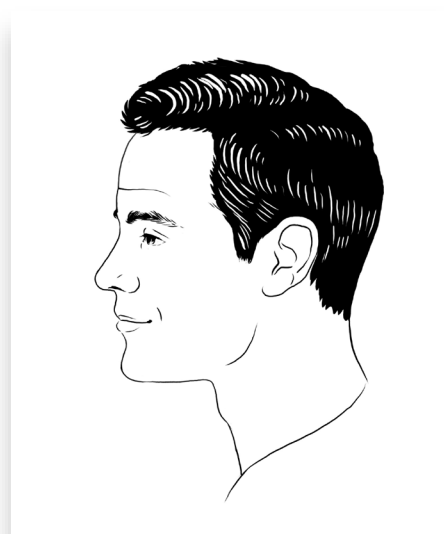


**When you first look at a person, you get a feel for who they are and whether or not you will like them. But Why?**

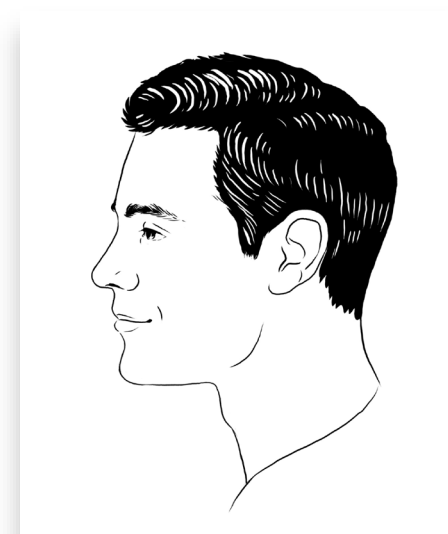




Rounded



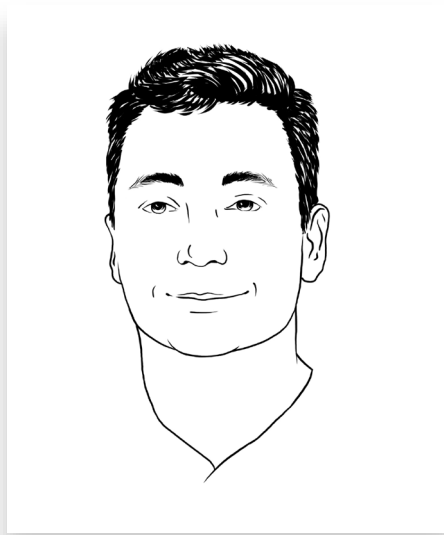
Ridge



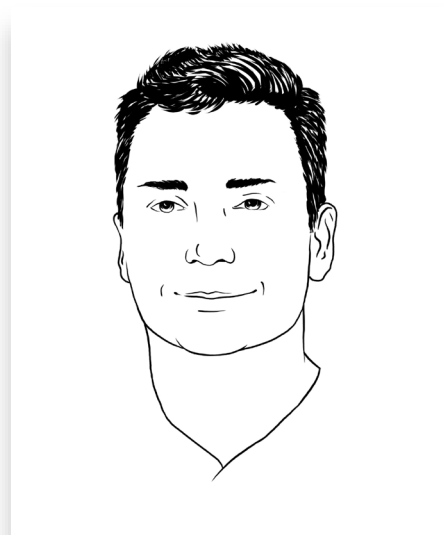
Flat

**The shape of the forehead as well as components of the forehead reveal decision-making.**

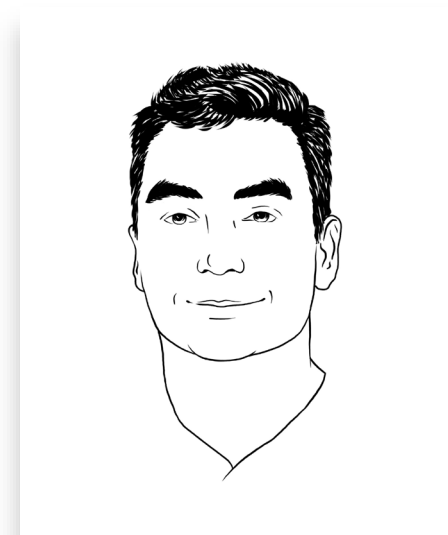




Rounded



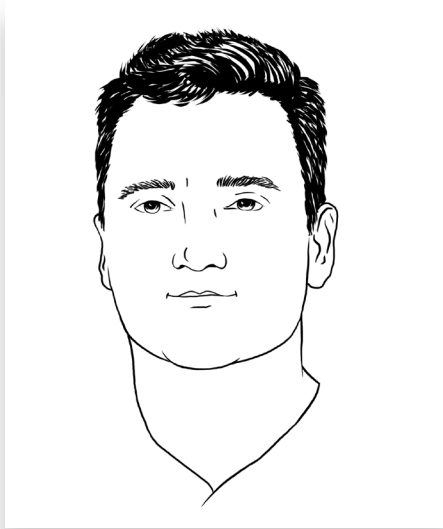
Flat



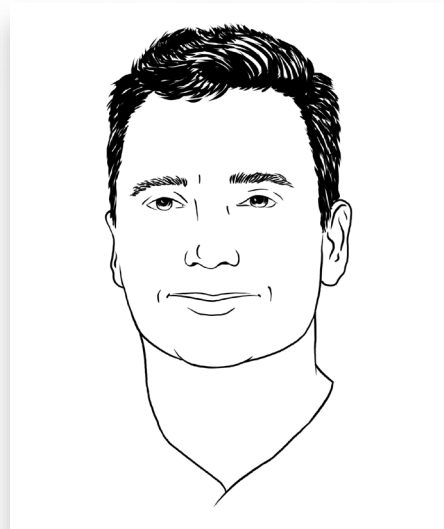
Arched

**The structure of the eyebrow tells you how to engage them and the size of their verbal filter.**





Narrow



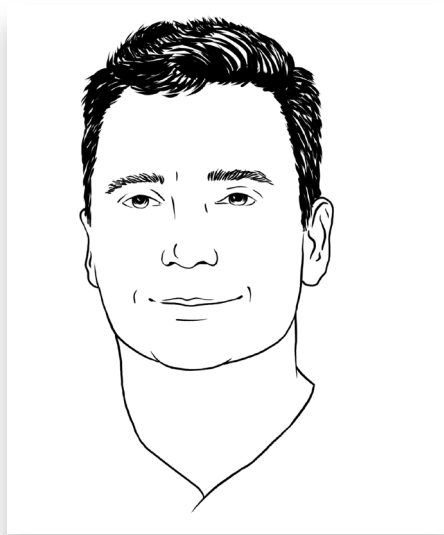
Wide



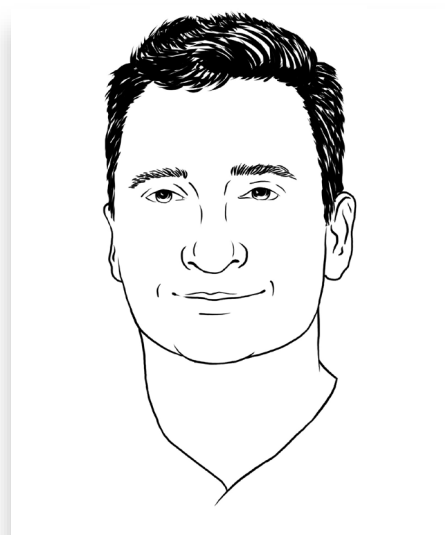
Angled Up

**A person's mouth and their smile reveal their approach to others and whether they are sarcastic.**





Normal



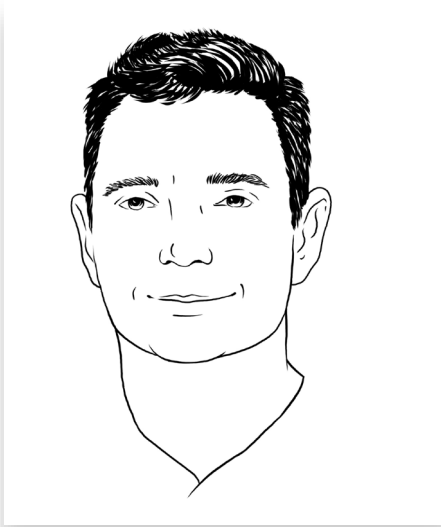
Grooves



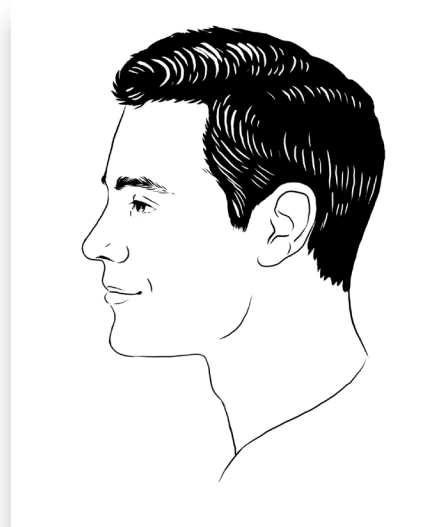
Bump

**The structure of the nose can tell you whether the person is internally or externally driven and whether they are defensive.**

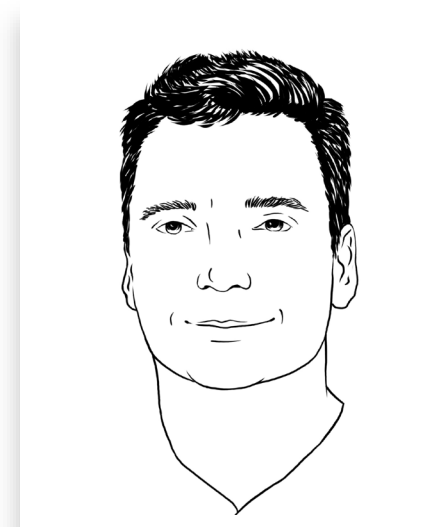




Large



Small



Folded

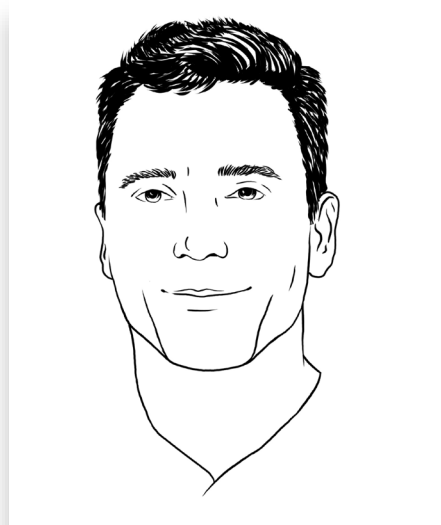
**The size and shape of the ears will tell you the learning pattern / language pattern of the person.**







Rounded



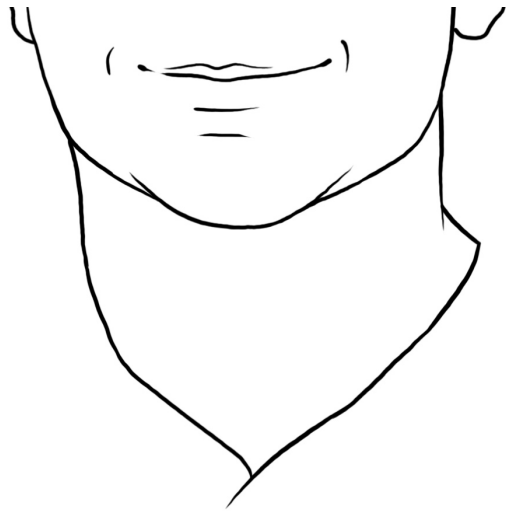
Square



Pointed

**The structure of the chin tells you how they judge themselves and their approach to work.**



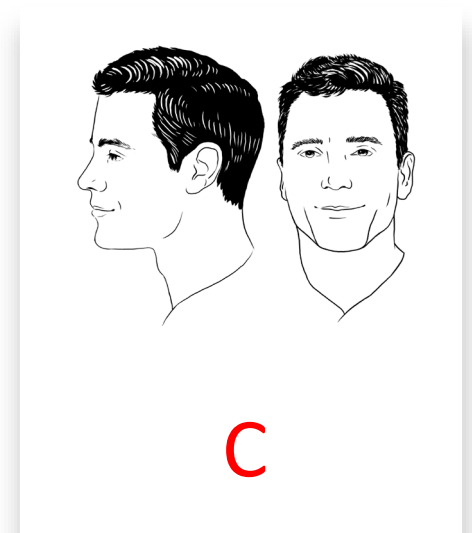
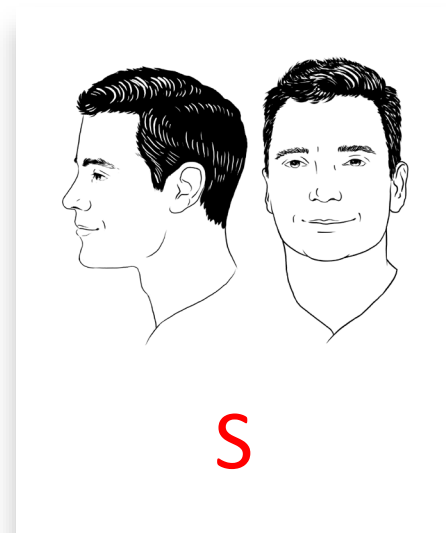
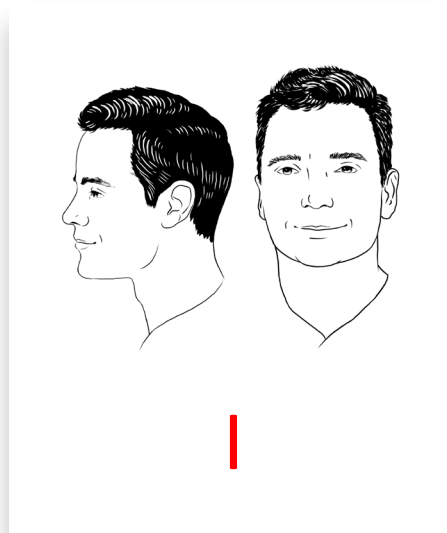
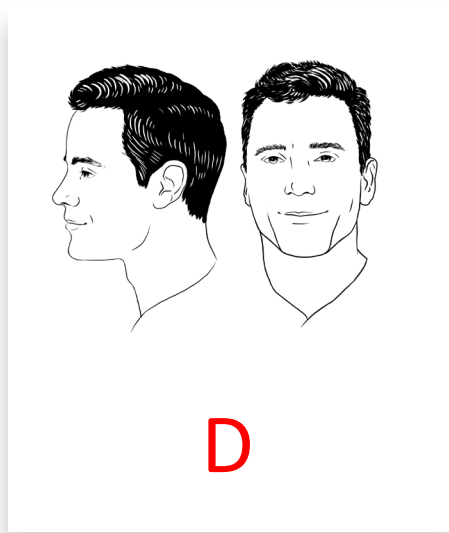


Chin Forehead  
Combinations  
reveal  
temperament



**You can even read the D.i.S.C. pattern of a person through combining features.**





There are four quadrants of the DISC Profile



# Chin + Forehead = Temperament

Chin	Forehead	Temperament
Square	Round	Dominant
Round	Round	Influence
Round	Flat	Steady
Square	Flat	Conscientious



Each of us has a general approach to work and life.



Task First  
Drive 4 The  
Win!

# What's Your Approach?

## Think Big Picture!

Dominant

Influence

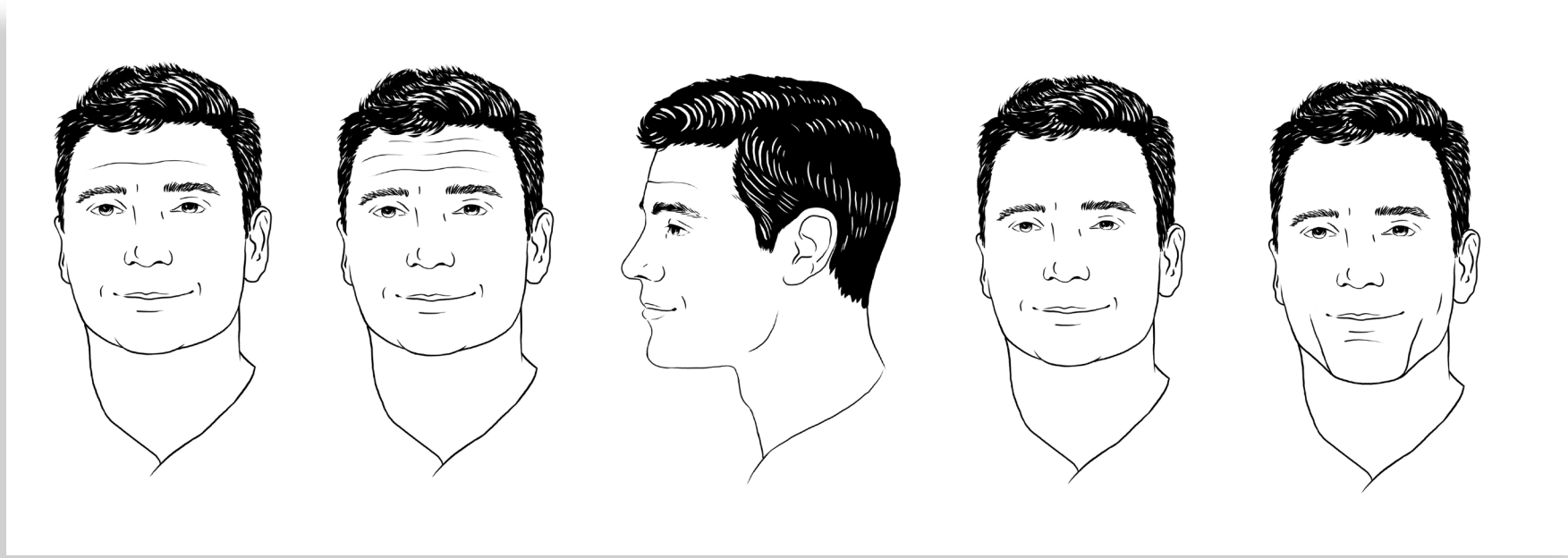
Conscientious

Steady

People First  
Focus on The  
Relationship!

## Think Detail & Process!





**The lines on the forehead, the size of the forehead, and the shape of the hairline all matter.**



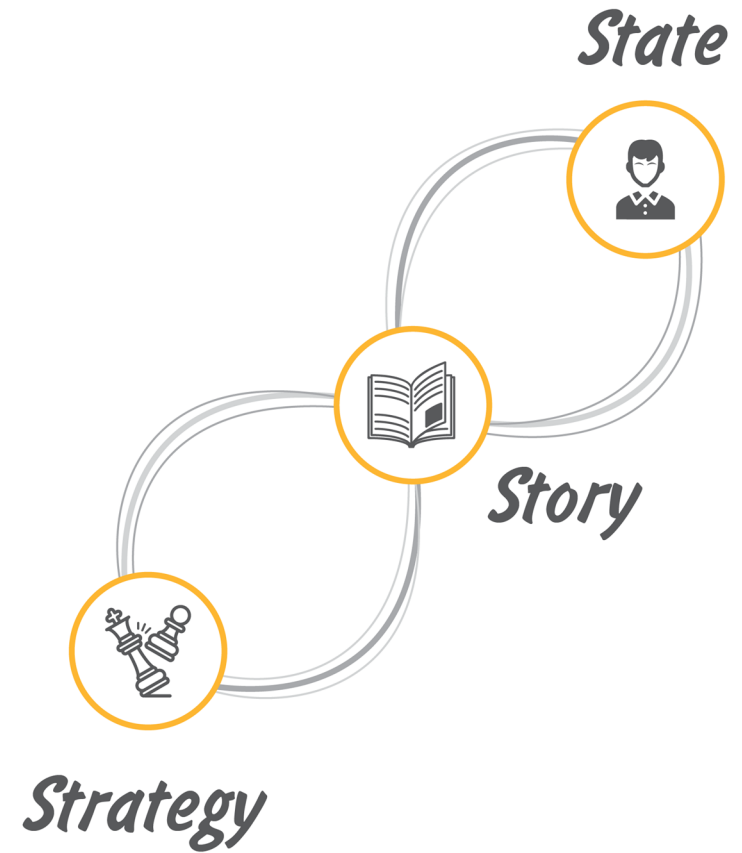
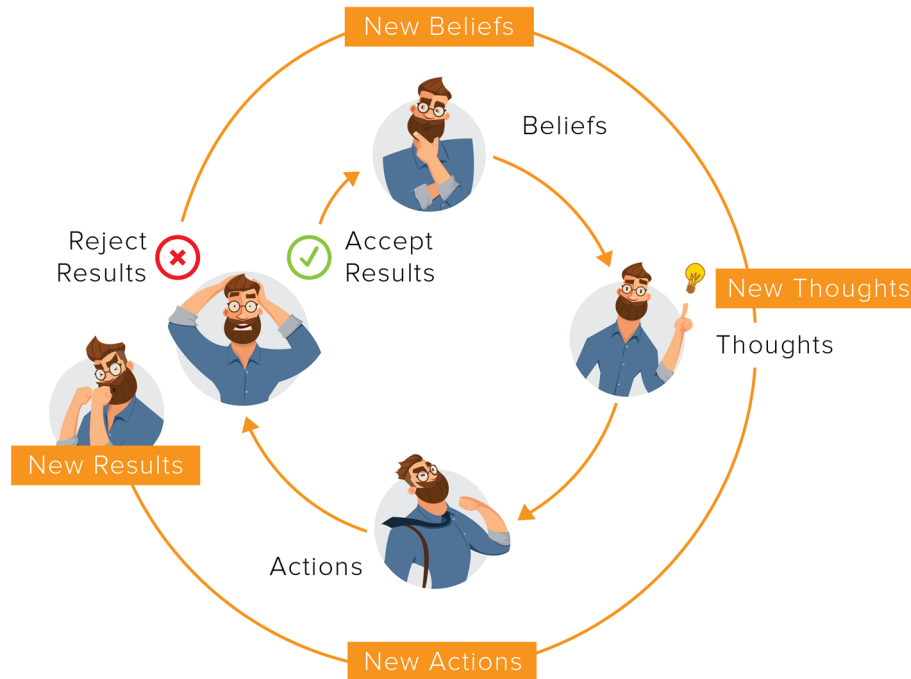
People are always singing to the beat of their own drum. Being able to influence and lead them is about understanding how to connect.



**The brain has mirror neurons that generate a reflective pattern.  
When you can pace a person first, you can lead them more effectively.**



# B.T.A.R.





## Applications within HR

Interviewing  
Coaching  
Managing



It is more important to understand “why” a person is than “who” a person is. The structure of the face opens the door to the “why” conversation.



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**THANK  
YOU!**

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