

## He looks...

### He's eye scanning to know what someone is thinking and feeling.



He looked into her eyes and wonders what she's thinking. If he knew how to read eye accessing cues he could tell. She would know things as well. She would know that when she asked him if he loved her and he looked down to the right and said, "Yes" that he loved her with all his heart. How would she know? By reading his eye scans. That is where the eyes move up to the right, down to the left and so on.

I don't use conscious eye scanning in my every day interactions, but I find it very useful when I do "reads" of people for the media. You may find it useful in sales situations or those times when you really want to know if someone is telling you the truth. I believe we are often subconsciously reading eye scans, by consciously watching where people scan you can gain insights into peoples feeling and thoughts.

Have you noticed that when a friend is talking to you his eyes don't remain fixed on you? Typically when someone is thinking as they talk they move their eyes. Think of the brain as a computer and the eyes are the "find it" search engine accessing the files stored within it.

When you are asked a question or when you ask yourself a question your eyes get the message and move to where the answer to the question is stored in your head. So your eyes look up to the right to go toward one set of files and up to the left to access another. Now if you knew where all the major files were stored you could tell if you or someone else you were watching was accessing a memory or making up an answer or whether they were accessing a sound, a feeling or picture.

Let's test and find out where your files are. There are a set of questions to ask yourself below. Write by each question where your eyes went as you thought of the response: down to the right, up to the right, straight right. Down to the left, straight left and up to the left.

Self analysis- What color is your toothbrush?  
What does your bed look like?  
Imagine looking in the mirror in twenty years, what will you see?

What does your favorite kind of music sound like?  
What would your voice sound like if you had your mouth filled with cotton?  
When you answer the phone what does your voice sound like?

What does it feel like to jump in a nice cool pool on a hot day?  
When you talk to yourself are you typically in a good mood or a bad mood?  
How did your fist kiss feel?

Look at the responses to the first three questions; in general, if you are making a picture in your mind your little secretary eyes will move up to the left or right where the picture filing cabinets are stored.

Where did you look for the next three questions? We tend to look laterally to the left or right to access the sound files.

What about the last three questions? We tend to look down to the left or right when we are accessing our files for feelings and when we talk to ourselves.

So what good does that do anyone? Imagine you are trying to get a client to come to your conference in the Bahamas and they want to go to a training program in Aspen. Ask them to describe their perfect trip and watch where their eyes going. Let's say they go down the left and right as they talk. You know that their perfect vacation is about great feelings, things that they can touch and be touched by and that they have talked themselves into Aspen. You could describe for them the great feelings associated with the Bahamas. The warm sun on their face, the rush of the waves against their body, the smoothness of your hand covering them with suntan lotion. Then ask them to talk to themselves as you sit there with them about all the other good things they could feel on a beach vacation. They may talk themselves right into an ocean front room.



How do we know about eye scanning and the file storage? Well it was first researched back in 1890, yes that's right 1890, by William James, who wrote the "Principles of Psychology," then in 1970 somewhere around the time the Bee Gees were singing and John Travolta was having a "Saturday Night Fever," researchers Bandler, Grinder, Dolts and others started noticing a pattern. Probably after watching John Travolta looks into the eyes of his dance partner.



Let's look at where you looked to find your questions again. This time you will note whether you looked left or right, if you are right handed this is what your eye movements mean if you are left handed reverse the right and left.

Question one: What is the color of your toothbrush? Something you have seen before and you're very familiar with. You tend to access memories by looking to the right. That's where those files are stored so that's where our eyes go. Now if you couldn't remember you may need to brush your teeth a little more often.

Question two: What does your front door look like? Again, you should have that image firmly in memory so you would look to the right.

Question three: Imagine looking in a mirror twenty years from now, what do you see? To see this you must imagine it in the future so it is visually constructed.

Question four: Recall first your favorite music, then what kind of mood you are in. You remember when you talk to yourself about both memories so your eyes would scan to the right to recall them.

Question five: Is about your auditory self talk. This is a little trickier; in this case your eyes would go down and to the left. It's called accessing the digital.

Question six: Recall a time in the past; for example, when you jumped in a pool. You would look to the left. If you were imagining what that would be like in the future you would look to the right to construct.

So the trick to remember this is if the person is right handed. Right is to construct. "Righty tighty," turns the screw to construct the house. Left is to recall. He left to go home to his past.

Now it is not always this simple. People are a little more idiosyncratic. As with all body language cues, the more cues you have from a person so that you can check them against one another, the more accurate you can be.

So let's say you were a detective interviewing your witness. You asked them about a crime you think he observed. If he looks up and to the left to recall what he saw, you would think he is telling the truth. If he looks straight out to the side to the right, you would think he is lying because he is constructing something from his imagination. But it's trickier than that. He may just be nervous so he is trying to construct a story that he imagines in the future you would like to hear from him. So he is looking straight to the side to hear him tell the story that he imagines he should say. He still may be telling you truthfully what he saw but he has to imagine the spin on it. In much, the same way someone may construct their lie ahead of time and then when you question them they are merely recalling their lie, not their memory of the true event. So again you need to look at all the cues and if you're in a situation where you really want to know the truth, read my material on body honesty and ask a lot of questions. Most of all, know if you think they are lying, they probably are.

