

# Body Language

## Be aware of the four zones:

Passive zone	Hands are low around the hips
Truth zone	Hands are in the middle around the waist
Passion zone	Hands are high around the shoulders
Emotional zone	Hands are really high around the ears

## How to Look and Feel Confident

### Claim Territory

- Stand (or sit) tall
- Keep your arms loose by your side or place a hand(s) on your hips
- Relax your shoulders
- Open up your chest

### Eye Contact

- Pay attention to the person you are talking to
- Stay off your phone
- Keep your eyes on your partner, not scoping out the room

### Fronting

- Aim your toes and your torso towards the person you are speaking with

## Avoid the Question Inflection

Confident people [never use the question inflection for statements](#). For example, be careful not to say your name as a question like “My name is Vanessa?” You want to make it authoritative by going down at the end of the sentence. “My name is Vanessa.”

Make sure to use the authoritative tone whenever you answer a question to show you are sure of your words. Research has found that women who use the question inflection are seen as less trustworthy by men.