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How to Read Minds & Influence People: The Science of Nonverbal Communication & Everyday Persuasion

Carl Christman

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How to Read Minds and Influence People explores sales from a radically different perspective. It unlocks the secrets of real mind reading and helps you harness the power of persuasion. If your life would be easier if you knew what people are thinking, this book is for you. If you have to persuade people at home, work or school, this book is for you. You'll gain the tools to relate to people and positively influence them. Get ready to learn what researchers have proven and what top sales people use. This book is invaluable to salespeople. After thirty plus years in sales, this book is the most practical resource I've ever read. Mike Parker, M.B.A. Sales Manager An absolutely terrific read. Highly recommended for anyone even remotely interested in the art of persuasion and influence. Daniel Ulin, M.A. Psychotherapist Carl Christman presents a concise exploration of both the art and science of understanding people. His book offers valuable tips to those working in the health sector. Trixy Franke, M.D. Physician As a trial lawyer, I have to read witnesses, clients, judges and sometimes a jury. Carl's book has given me great insight into how subconscious thought influences perception and how to harness the power of nonverbal communication in my practice. Stephen Levine, J.D. Attorney Carl provides a wealth of practical techniques that enable you to quickly and accurately identify someone's personality. Whether you are in business or simply want to become more persuasive among family and friends, this book gives you a detailed roadmap. Michael Spremulli, M.S. Human Resources Consultant

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