

JOEY YAP



EPISODE 2

THE HUMAN BEHAVIORAL  
**HACKER**

THE POWER OF TRUTH

**ACTION GUIDE**

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# WINNING WITH PEOPLE

## HOW YOU CAN WIN SOME OF THE MOST IMPORTANT BATTLES IN YOUR LIFE

In the previous lesson, we talked about the three (3) noble features you want to see on a person and also three (3) unwanted features. Now, we'll move onto using Face Reading for Business and the **Five (5) Officers**.

Success in life comes from the help of other people. It doesn't matter if they are our customers, clients, suppliers, students, mentors, coaches, friends, spouses, or relatives. They are all people, and they all have a hand in our success... or our failure.

One of the main sources of our joy, fulfillment and happiness in life is 'other people'. If we are teachers, we need students; if we are newcomers, we need mentors. If we are leaders, we need people to serve; if we are business owners, we need to hire talent. And more importantly, we need someone to love and be loved.

On the flip side, 'other people' are also the main source of our

problems in life. Our agony, stress, pain and troubles come from other people most of the time. Sure, it is up to us to decide if we want to be happy or sad based on the events and happenings around us, but it cannot be denied that other people are the impetus for our feelings.

This is where Face Reading comes into play.

Face Reading allows us to understand how people behave, which then provides us the optimal way of working with them. The Art of Face Reading holds the code to human behavior, and by extension, to our success.



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# DEFINITION OF SUCCESS VS PEOPLE MATTERS

## FACE READING FOR BUSINESS SUCCESS

The major reason why problems arise in conversations or dealings is due to misunderstanding. If we misread the expectations of the other party, both parties would end up with a different conclusion, leading to difficulties down the road.

*Not convinced?*

RESEARCH HAS SHOWN THAT IN A  
**15-MIN**  
CONVERSATION  
YOU'RE LIKELY TO BE LIED TO AT LEAST  
**3-4 TIMES**

They might be accidental, or they might even be intentional if the other party thinks that it's for the greater good. Perhaps they feel that the truth will hurt you or

maybe they want to protect themselves.

Unfortunately, the amount of lies in conversations inevitably means that there will be miscommunications which will eventually lead to problems. Some problems may be minor, others could lead to huge losses or even bankruptcy.

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### *How can Face Reading help in business?*

Learning how to judge people correctly is in fact one of the most important benefits of Face Reading. One of the most common denominators of all the successful business people out there is that they're able to judge people correctly through intuition and experience. They're all really good with people.

What if you had access to the same tools that would allow you to read people correctly? You might not have the same intuition and experience as the masters of the business world. That's ok, because Face Reading exists, and it could be your alternative tool.

Here is one of the fundamentals of the Art of Face Reading:

### **The 5 Officers.**



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# THE 5 OFFICERS

One of the main fundamentals in Face Reading is 'The 5 Officers'. The 5 Officers represent the 5 key features of the face, which are the Eyes, Ears, Mouth, Nose & Eyebrows. They are called the 5 Officers as each of them are in charge of a certain characteristic of the person.

Translated to simple English, they represent the following:



## Eyebrows

Represents **temperance**

## Nose

Represents **judgement**

## Eyes

Represents **courage**

## Ears

Represents **honor** and **nobility**

## Mouth

Represents **humanity**

By looking at these 5 features, you'll be able to get a general idea of the person and whether he/she can be relied on, is this someone you want on your team, or is this someone you want to work with.

# #1 EYES

The eyes are known as the Vigilance Officer. They represent a person's bravery, perseverance, zest and kindness.

Here are a few types of eyes to take note of:

## 1. Smiling Eyes Vs Unhappy Eyes

A person is only genuinely smiling if his eyes are smiling along with his mouth.

On the contrary, if the smile is fake, the eyes will not be smiling. This can also be used to see if a person is as happy as they appear, or if they are suffering deep inside.



*Smiling Eyes*



*Unhappy Eyes*

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## 2. Two (2) White Eye

A person who can take hardship and thrive amidst it generally has '2 White' Eyes. This means that you'll only be able to see the whites of the eyes to the left and right of the pupil.



## 3. Four (4) White Eye

If you can see the white around the entire pupil, it is a sign of a person who is over-zealous. They will stop at nothing, even step over or onto others, to get their task done and achieve their goal.



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# #2

# MOUTH

The mouth is known as the Communications Officer. It represents a person's ability to communicate, humanity and social intelligence.

Here are a few analyses:

## 1. Borderless Mouth

People with borderless mouths tend to be tactless when talking. Even if they have kind intentions, they tend to be blunt and harsh in their speech.



## 2. Flag on Mouth

If a person has flags (pointy things at the corner of the mouth), they usually have great social intelligence, speech skills, and linguistics.



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# #3

# EARS

The Ears are known as the Information Officer. They represent a person's honor, respect and nobility.

Here are several ears and their meanings:

## 1. Large, fleshy & reddish ears

People with large, fleshy and slightly reddish ears are normally respectful of others while also having self-respect and respect from others. Thus, they are usually from noble families, such as royalty.



## 2. Different left & right ears

The ears also represent the person's ages 1-14, thus, people with different left and right ears would normally have went through difficult times in their childhoods, or at least a change in family life.



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## #4

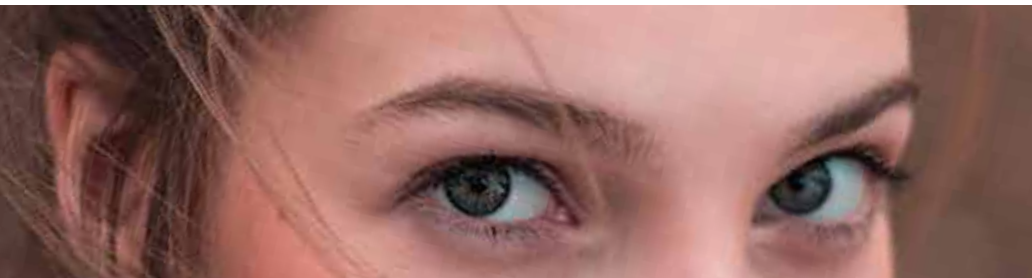
# EYEBROWS

The Eyebrows are known as the Insurance Officer. They represent a person's character, forgiveness and temperance.

Listed below are some common eyebrows:

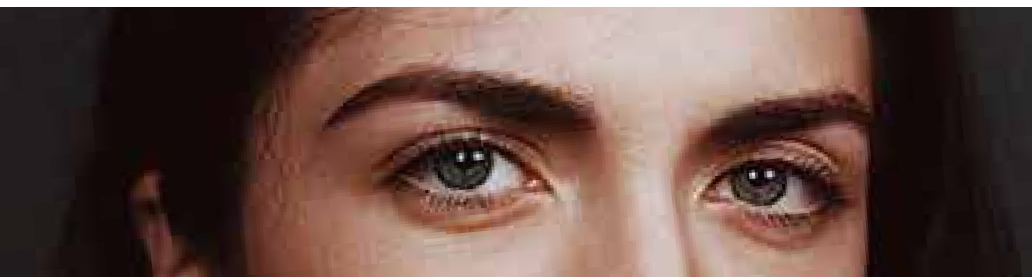
## 1. Neat & tidy eyebrows

People with neat and tidy eyebrows normally have clarity, which means that they have a clear vision of what they want in life. He/she would also be able to see their own mistakes and be able to correct and rectify them.



## 2. Thick eyebrows that cover the roots

If someone has eyebrows that are so thick until the roots cannot be seen, beware! These people are usually led by their own ego, and will not be able to take advice from others, even if they verbally agree.



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### 3. Pale Eyebrows

People with pale eyebrows are usually timid. They prefer not to be in the center of attraction, and won't speak out for fear of attracting attention.



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# #5

# NOSE

The Nose is known as the Chief Justice Officer. It represents leadership, honesty, and integrity.

Two noses for your reference:

## 1. Bony & Crooked Nose

A person with a bony and pointy nose that is hooked downwards is usually cunning and vicious.



## 2. Well-balanced Fleshy Nose

A person with a fleshy well-balanced nose has his/her own principles and will stand by them even in their toughest moments.



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# STAY TUNED FOR THE NEXT LESSON

In this lesson, we have covered one of the main fundamentals of Face Reading: **The Five Officers**. These 5 features alone are more than sufficient for us to obtain an overall picture of a person's character. Knowing a person's character through Face Reading is an extremely useful tool that can be applied in any and every aspect of our life.

In our next chapter, we'll be going through the 7 Fortunes of a Face. These 7 positions will reveal the person's potential, capacity and talents for achievement. They could also reveal your dormant abilities which could be awakened, thus increasing the efficiency and capabilities of yourself and your close ones.

Remember, Face Reading is always easier and more exciting to learn with a buddy, so if you can think of anyone who would benefit from this, just share this with them through other platforms below!

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## ABOUT JOEY YAP

Joey is the world's #1 authority in Feng Shui & Chinese Metaphysics. He's a bestselling author of 182 books published in 7 different languages with more than 4,500,000 copies sold globally. He speaks to more than 50,000 people at his live events around the world and is featured in CNN, Bloomberg and CNBC. He is also the chief consultant to some of the world's most iconic developments including Battersea London, Aurora Melbourne and Publika Malaysia.

He founded the Mastery Academy of Chinese Metaphysics in 2000, an institution dedicated to the research and academia of Chinese Metaphysics with more than 20,000 graduates and a global following of 2.3 million followers. Today, his programs are delivered in major cities including New York, San Francisco, Los Angeles, London, Melbourne, Perth, Paris, Florence, Bangkok, Manila, Jakarta, Ho Chi Minh, Singapore and Kuala Lumpur.

In the past 20+ years, he has been helping thousands of students and clients from all over the world, embark on their life journeys towards a transformational experience using Feng Shui, BaZi, Yi Jing, Face Reading, Date Selection and Qi Men Dun Jia. He is also the creator of the award-winning programs Grow Rich with BaZi™ and Design Your Destiny™ programs.





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