

10 Powerful Lessons From The Book "The Art of Reading Minds" by Henrik Fexeus  
How to understand and influence others without them noticing.

**1. People Like Similar People**

- a. Look for ways that you're similar - personality, interests, childhood stories.
- b. People like you if you remind them of themselves.

**2. Adapt to Their Communication Style**

- a. Do they prefer text, email, social messaging, calls, or in-person meetups?
- b. You can't expect the other person to adapt to your way of communicating.
- c. Learn their style and adapt to it.

**3. Use Similar Body Language**

- a. Mirror their body posture, gestures, and even their tone of voice to build rapport.
- b. Practice matching them smoothly enough and they won't even notice.

**4. It's Who You Know**

- a. It's not what you know, it's who you know.
- b. Other people play a large part in helping you get what you want.
- c. Make cultivating great relationships your top priority.

**5. Understand What Others Are Feeling**

- a. Reading someone else's mind is less about what they're thinking and more about what they're feeling.

**6. Make Them Feel Good**

- a. People connect their feelings to the people they interact with.
- b. Make them feel happy, excited, joyful, and amused when you're around.
- c. They'll associate the positive emotions with you.

**7. Look for Micro Expressions**

- a. Even the best poker players can't keep a poker face all the time.
- b. Watch for subtle reactions and cues of what someone is truly thinking and feeling.
- c. A subtle smile, look, or expression is all it takes to read someone's mind.

**8. Be Ethical**

- a. Reading someone's mind gives you the power to manipulate their behavior.
- b. Just because you can, doesn't mean you should.
- c. Lead others in a positive direction, not a negative one.

## **9. Our Body Affects Our Minds**

- a. Get a look inside someone's mind by being mindful of their actions, movements, and reactions.
- b. What happens in a person's body influences their mind and their thoughts.
- c. The reverse is true as well.

## **10. Put Yourself in His Shoes**

- a. "Even if you think the other person has completely misunderstood the issue being discussed or is simply out of his mind, you can still always agree that if you were in his position, you would feel the same as he does."