



The
enchantingLawyer[™]

Action Guide

Vanessa Van Edwards

1. Fake your Confidence

Vanessa talks about how even though you might be nervous right before having to perform in court, or even before an important meeting, you don't need to show it. Your body language is what shows that you are nervous, so by changing this you can fool people into believing that you're not nervous.

How Does It Apply?

Write down below some situations when you have felt nervous. In the next situation which is similar try increasing your testosterone by expanding your body, and making it as wide as possible, with your hands on your hips, as part of your preparation.

2. Think about your Hands

Vanessa talks about how, since the beginning of mankind, the showing of your hands is a sign of trust. By showing that you have no weapon, people will automatically trust you more on a first meeting. This is vital for lawyers both when meeting clients and in the court room.

How Does It Apply?

Write down below some situations when you really need people to trust you. Try to make yourself aware of what your hands are doing in these situations and ensure that they are on show all the time. It is also a useful tip for defendants to know in the courtroom.

3. Speak on Two Tracks

Vanessa explains that a great tip to make yourself memorable is to speak to people on two tracks – verbally and with your body. This means emphasizing your words with gestures.

How Does It Apply?

Write down below some situations when you want to be remembered – this could be events such as networking or in a meeting. Now try to ensure that your gestures and your words are matching, and try to tilt your head when others are talking to show that you are really listening.