



WHAT EVERYBODY IS SAYING: AN EX-FBI AGENT'S GUIDE TO SPEED READING PEOPLE

with Joe Navarro

Complimentary to IMS Members (US) per person

VIRTUAL SESSION (1-HOUR)

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Based on his bestseller, *What Everybody Is Saying* Joe Navarro presents a practical guide to understanding nonverbal communication, based on his experience as an FBI agent specializing in body language. In this program Joe explains how to accurately read people's emotions, intentions, and hidden thoughts by observing their body language rather than relying solely on words. Navarro emphasizes that the human body often reveals true feelings unconsciously, making it a reliable indicator of honesty, deception, confidence, and stress. Throughout the program he provides real-life examples from criminal investigations and everyday interactions to illustrate his point.

Beyond detection, this program teaches readers how to use nonverbal cues to build rapport, gain trust, and communicate more effectively. Navarro offers practical strategies for appearing more confident and trustworthy in both personal and professional settings. Ultimately Joe equips readers with the skills to better understand others and improve their own nonverbal communication.

JOE NAVARRO

For 25 years, Joe Navarro served as an FBI agent specializing in counterintelligence and behavioral assessment. Since retiring, he has authored 14 books in 32 languages dealing with human behavior and body language. Through his experience working with CEOs and senior leaders of major global organizations he is highly sought out for his expertise on leadership, influence, and the behavioral qualities that drive more effective leaders and in turn happier, more productive workforces.

Joe earned his Master of Arts degree from Salve Regina University and lectured annually for a decade at the Harvard Business School. He sits on the Global Advisory Board of The Libra Group, supporting its Executive Team and Board of Directors. He provides strategic guidance to the group that is active in aviation, energy, hospitality, real estate, shipping, and diversified investments worldwide.

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