



Is He Lying to You?

An Ex-CIA
Polygraph Examiner Reveals
What Men Don't Want
You to Know

*INCLUDES
MORE THAN 101 EXAMPLES
OF DECEPTION*

Dan Crum
"THE DATING DETECTIVE"

***Is He Lying To You?* Journal**

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About this Journal

One of the best parts of [*Is He Lying to You?*](#) is its interactivity; you can literally be a part of the “action” by participating with the Action Plans at the end of each chapter. Many readers have expressed interest in a separate “journal” so they can print and write in it while they actually complete the listed Action Plans.

Your wish is my command. Enjoy this Journal free of charge and may it help you learn the tools you’ll need to catch the Deceptive Male all the faster:

Action Plan:

Introduction

For your first assignment, write in the lines below:

*“I, **(your name)**, am deciding right now to commit to love myself enough to read this book in its entirety and do all the action steps that the author describes. I will then apply what I learn in my life and, in turn, I will be prepared to identify deception.”*

The physical act of writing this helps you learn better and commits you to this book.

That’s right, on the lines below; write the quote above while including your name:

Bonus Journal Action Plan

Chances are, you bought this book for a reason. In the lines provided below, write that reason before moving on to Chapter 1:

Action Plan for Chapter 1:

Can You Spot the Liar?

I want you to get to know our four speed-daters – Dave, Chuck, Phil, and Sam – a little better because you’re going to be hearing from them later on in this book. So let’s start a scorecard for each “player” and see how they stack up, deception-wise.

Read back through this first chapter and pay close attention to what you noticed as signs of possible verbal or non-verbal deceptions. Then, bookmark these pages in your book. As we move forward through each chapter and uncover more and more clues about who did and who didn’t deceive Ashley that night, you’ll want to keep score for your own edification.

Using the following four “scorecards,” write what you observed for each of Ashley’s Speed Daters:

Dave’s Scorecard

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Chuck's Scorecard

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Phil's Scorecard

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Sam's Scorecard

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Action Plan for Chapter 2:

Why Is He Lying?

Now that you know *why* men lie, it's important to start categorizing the various forms of deception you may hear in a given day. For instance, you've seen in this chapter alone the two main forms of deceit:

- **Deletion:** Leaving something out
- **Fallacy:** Purposefully lying outright

As you begin looking out for deception in your real life, don't just generalize it by saying, "Oh, I think this guy is lying to me." Get specific; determine if a man is hemming and hawing and deleting information in order to be deceptive or if he is just flat-out issuing a fallacy- in other words, straight-up lying to you.

What I suggest is to keep a running tab every week. (It can be a little depressing thinking people are lying to you every day!) But if, on your way to work every Monday, you remember to stick a scrap sheet of paper in your purse, briefcase, laptop bag or backpack, you can use one side to list all the deletions you hear, and, on the other, mark down how many outright fallacies you hear.

It's easy to lose track of just how often we are deceived at any given time. When you actively begin to keep track of not just when you suspect deception but which write of deception you suspect, this Dating Detective stuff becomes much more real to you. Also, as you get a better

grip on the distinction between deletion and fallacy, you can also start determining which of the writes of lies men tell: significant and harmless.

A typical entry might read something similar to this:

- Tuesday afternoon; Brent deleted that he'd run into his ex-girlfriend while at the mall; significant.
- Thursday night; Alan "forgot" that he'd already told me he was going to a rock concert Saturday night and said he was going to his mother's birthday party instead; fallacy – significant.
- Sunday morning; Tyler forgot to mention he'd gotten a speeding ticket on the way to my house the night before; deletion – harmless.

Remember, the goal is not to add up all the deceptions and reflect on how evil men are; the goal with this exercise is to specifically categorize and label deception so that you are not only aware when you are being lied to but how, why, when and where.

For your convenience, I've provided a lines below to write both the deletions and fallacies for every day of the week:

Monday

Deletions

Fallacies

Tuesday

Deletions

Fallacies

Wednesday

Deletions

Fallacies

Thursday

Deletions

Fallacies

Friday

Deletions

Fallacies

Saturday

Deletions

Fallacies

Sunday

Deletions

Fallacies

Action Plan for Chapter 3:

Don't Look for Truthful Behavior

Below I have listed the four kinds of truthful behavior:

- **Sincerity**
- **Eye Contact**
- **Verbal and Nonverbal Consistency**
- **Straightforward Answers**

Write this list on a sheet of paper and keep this list handy; at your desk, on your fridge, by your bed, in your bathroom. As you review your conversations each day, keep a running tally next to each write (in the lines provided for you below). For instance, if you were genuinely struck by three sincere behaviors that day, write a “3” next to # 1: Sincerity. If you experienced deep, genuine and moving eye contact twice that day, write a “2” next to # 2: Eye Contact. And so on.

This exercise will help you get a feel for trusting your intuition. It's important to recognize that truth exists far more often than deception. However, we're not here to actively look for truthful behavior, so there is naturally a second component to this exercise. Now, next to the number you wrote for each truthful behavior, write the number of times you felt someone was *insincere* to you that day.

So, for instance, if the smarmy guy in sales made a big deal of your “new outfit” even when it was something you know he’d seen six times already and he was clearly being insincere, write a “1” to the right of the minus sign.

Or if someone was really intense with his eye contact and it felt awkward, put that next to the minus sign; do the same for numbers 3 and 4 as well. So, to the right of each write of truthful behavior you should have an equation: “3 – 1 = 2” or “4 – 3 = 1,” etc.

As you complete this exercise each day, you will start to get a better feel for truthful versus untruthful, sincere versus insincere, and so on. This will give you a leg up as you continue toward your honorary Dating Detective degree!

Update your numbers each day that you enter your findings for a running tally. There is an unlimited amount of space for you to add your description of the day’s experience in the appropriate lines.

1.) **Sincerity** __ - __ = __

2.) **Eye Contact** __ - __ = __

3.) **Verbal and Nonverbal Consistency** __ - __ = __

4.) **Straightforward Answers** __ - __ = __

Action Plan for Chapter 4:

Get REEL

As a reminder, Get REELL stands for:

- **Reset**
- **Eyes**
- **Ears**
- **Look**
- **Listen**

Print the letters on the back of your business card just as they appear here, or maybe on a sticky note or some other small reminder that can fit in the palm of your hand. (I like writing them on the back of a business card because it fits squarely in the palm of your hand and can be referred to often.)

Place the card, sticky note, or notepad where you can refer to it often—maybe in a front pocket, near your computer monitor at work, or in the top drawer of your desk. When you are socializing with people throughout the day—not just guys, but anyone—take it with you and refer to it often. Eventually you won't need the card or sticky note; you will remember what Get REELL stands for. But for now, just keep it handy so you don't have to guess.

As you enjoy a carefree lunch, as you're enjoying dinner with friends, or even on a date, refer to the Get REELL motto often. Get into the habit of "Resetting" so that you can use your "Eyes and Ears" to "Look and Listen."

You might be jazzed about the concept now and don't think you need to practice, but I think this process is so vital—and you will too when you read further—that I'd really like you to use this action plan to your advantage and cement the Get REELL acronym in your head.

Using the card, or eventually your memory, get into the habit of Getting REELL whenever you socialize. I'm not suggesting you interrogate your friends or grill every guy you meet, but I am suggesting that you practice the Get REELL philosophy so that when you do wind up in situations in which you need to **Reset Eyes Ears Look and Listen**, you will not only be prepared, but fluent in the process.

Bonus Action Plan

In the lines provided below, list a few instances when you've found yourself getting REELL and how it helped:

Action Plan for Chapter 5:

Your Window of Focus

Now that you know about the Window of Focus it's time to start using it actively and effectively in your daily life. I think you will find this a vital tool not just for detecting deception but also for become a better listener all around.

It's too hard to ask you to apply your Window of Focus during every Q & A you might have in a day, but I think it's a good strategy to use your WOF during the first question of an average interaction.

Remember that a Window of Focus has a very specific format:

First, you ask the question; your Window of Focus does not open yet. Second, you give the man time to take in and understand the question. Some men respond more slowly than others, so this process can take one to two seconds, depending on the man. Third is the response period. The moment he starts to respond, your Window of Focus should open for a short window of time: only about five seconds after question acknowledgement, you need to look for and listen for signs of deception.

To put the process into action, apply it during casual conversation. Even when you're not actively detecting deception – while speaking with your grandmother, for instance – it's important to hone your Window of Focus as often as possible.

In the lines provided below, list a few instances when you've applied the Window of Focus and what you learned, either about yourself or others:

Action Plan for Chapter 6:

The Two Big Signs of Deception

This action plan is a relatively easy one: take two sticky notes and write “sleep points” on the first and “guilt twists” on the second. Every night before you go to bed, put one or the other on your bathroom mirror. When you get up each morning, you will know that today is a day to be on the lookout for either sleep points or guilt twists, and all that day, practice looking at people differently. Each night before you go to sleep, write the results of your observations in your journal (see below).

You can start at work, by observing people you know and trust and how they respond to daily interactions, and then compare those reactions with people whom you may know to be dishonest—or at least who have been known to skirt the truth. Compare and contrast sleep points to become an expert at noticing them everywhere and anywhere, all the time.

Guilt Twists can be a little more challenging because they require a more active response from your test cases, but I guarantee you that the more you know about them—and actively practice them—you will start to see Guilt Twists everywhere!

To reinforce this exercise, write in the lines below to record your results:

Action Plan for Chapter 7:

Verbal Deception

Although it can seem challenging to categorize, let alone memorize all the different types of verbal deception presented here, it's important to start somewhere. For this chapter I would like you to use your journal. At the beginning of this section, I've labeled it "Red Flags. I've Seen Today..."

Refer to this journal often; if you work from home, keep a copy on your home computer. Attach it in an e-mail to yourself and open it at work, or anywhere you see people intimately. The goal is to make a separate entry for each red flag you see that you consider to be a likely sign of one of these 14 types of verbal deception.

It's not how fast you fill in examples but what you do with them that counts. Every time you see one of these red flags write what happened or, if you can, what was actually said, and then refer to Chapter 7 to find the type of verbal deception you think it is, write why you think that, and what evidence you have to support your theory.

For instance, let's say you invite a coworker over for dinner and her rejection makes you suspicious. Maybe she gives a really long-winded, detailed excuse; write it in your journal. Maybe she gets mad, defensive, or personal; write it in your journal. Then categorize it and prop up your defense through words.

The more detailed you can be in proving your case, the more you'll come to understand not only what these signs of verbal deception are, but also how commonplace they are in our daily lives.

Red Flags I've Seen Today...

Date

Date

Date

Date

Date

Action Plan for Chapter 8:

Liar's Moves

One great way to observe nonverbal behavior in others is to watch yourself. Get a full-length mirror and just sit in front of it for 5 minutes. Don't do anything special. Don't sit up straight if that's not your way, don't cross or uncross your legs if that's not how you normally sit. Just sit the way you might if you were having lunch with a good friend or visiting with a favorite family member.

For the first few minutes, just get comfortable. Avoid the mirror. Don't look at it or analyze yourself. Just get settled in the chair, get comfortable, put your arms where they feel best and rest your legs in a way that might feel okay if you had to sit in an airplane seat just like that for the next six hours.

Now, after a few minutes, look at yourself. Take special note of where your hands are, where your legs are, if they're crossed or uncrossed (and if crossed, which leg is crossed and which is stationary), which way your head leans, or if your weight is shifted in the chair just so. Just stay like that and examine the various sleep points of your body: feet, legs, knees, hips, waist, shoulders, head and arms.

When you become familiar with your own sleep points, you'll be that much more effective at noticing his when the time is right.

write in the lines below the sleep points you noticed and how they changed while you did this assignment:

Advanced Action Plan

Here is an advanced action plan that will help you master the concepts of this chapter. Practice mirroring and matching the movements of the people you associate with. What I mean by that is to copy (mirror) the body posture of people you communicate with.

So if you are at lunch with a coworker, observe what she does and then do the same. If you are standing in a bar having a conversation, stand the same way as that person. There is no need to look for deception while practicing mirroring and matching. Use this as a chance to fine-tune your focus of how people's bodies move normally and how they establish and change their sleep points.

Use the lines below to detail your results:

Date

Date

Date

Action Plan for Chapter 9:

The Verdict Is In

Using the following four “scorecards,” write what you observed for each of Ashley’s Speed Daters for each question:

Dave’s Scorecard

Question #1

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Question #2

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Chuck's Scorecard

Question #1

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Question #2

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Phil's Scorecard

Question #1

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Question #2

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Sam's Scorecard

Question #1

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Question #2

Signs of Non-Verbal Deception (if any):

Signs of Verbal Deception (if any):

Now go back to your Chapter One journal entries and compare to what you recorded here. Give yourself credit for how far you've come since starting this book.

Next time YOU go on a date – speed, blind, first, group, double or otherwise, write down what you observe in a little notebook or scrap of paper.

Now, you're not an anthropologist taking notes on a gorilla in the wild, so don't sit there on your next date recording everything he says, does, eats, drinks, winks at, blinks about and sighs over. However, when given the chance—maybe while he's in the bathroom or on the phone—take notes about his behavior.

If he's showing signs of deception, list them. Are they guilt twists, sleep points, one of the 14 signs of verbal deception, the many forms of nonverbal deception or maybe even one of the over 101 specific examples of deception I've included throughout this book? Be specific, be detailed, and be vigilant.

Use the journal as a stepping stone. Eventually you won't need it, because you'll be able to categorize his responses in your head. But for now, I think you'll find it a valuable tool for use during your first real assignment as a Dating Detective!

write in your notes from the notebook or paper you recorded them on in the lineses below:

Date

Date

About the Author: [Dan Crum](#)

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