

Mark Your Calendars for Upcoming Conferences

Check the location for each conference. Please RSVP to PatSiegel@aol.com, or call (516) 487-5287 for all events.

INSIDE THIS ISSUE

Conference Notes

Marie Thérèse Christians

The Great Diversity of Salespeople and In-depth analysis

envers cette littérature première fois graphologue. Je suis

Patricia Siegel

Interpretation of the Star-Wave Test along with Handwriting



Lois Vaisman

Suicide and Other Emotional Disturbances

Angelika Burns

Comparative Writings From the First Three Alpinists

*f o and res
ri Tu in wa
wea, and of
men and*

Beverley East

The Good the Bad and the Unusual Suspects

Winter Conference

Graziella Pettinati

The Wartegg Test: A Good Complement to Handwriting Analysis

Saturday, March 14, 2015 • 10 a.m. to 2 p.m.

New York University, Kimmel Center

60 Washington Square South, New York, Room 406

This will be a workshop that will demonstrate and explain the Wartegg Test and how it can be an excellent tool for assessing personality in combination with handwriting analysis. Participants will be invited to take the Wartegg. Graziella will describe personality interpretations elicited by each of the eight boxes of the test and their relationship with one another. She will also present cases to further show how the Wartegg can be used with handwriting to come to a more complete

assessment of personality than with either graphic tool on its own.

Graziella is a leading Canadian graphologist and handwriting identification expert who is principal of the Scripto Center for Handwriting Study and a member of the National Association of Document Examiners. She is a past Executive Co-Director of The International Graphological Colloquium and a former graphology instructor at Campus Notre-Dame-de-Foy.

Spring Conference

Marcel Elfers

Behavioral Pathways through Written Communication

Saturday, May 14, 2016 • 10 a.m. to 2 p.m.

New York University, Kimmel Center,

60 Washington Square South, New York, Room GC 383

Marcel will explain Behavioral Pathways, how we become the way we are from childhood to maturity. We constantly reveal our motivation in what we say and in our behaviors, including handwriting. He will link the Enneagram personality types, statement analysis, and handwriting analysis to come to a comprehensive personality profile. Our perspective and development of behavioral and coping styles have consistent, distinct and recognizable patterns. Marcel calls this progression

“behavioral pathways people write the way they behave, and say exactly what they mean.”

Marcel began studying handwriting analysis when he was 18, and after a hiatus, renewed his studies in his mid 30s, eventually adding statement analysis and the Enneagram to his arsenal. His book, *What makes us tick? We are the Same, It's the Details that Differ* is an overview of behavioral style, motivation and predictability and will be available this spring.

Kim Iannetta, author of *Danger Between the Lines*, describes Marcel Elfers' unique investigative skills: "He combines non-verbal behavioral cues, linguistic contextual analysis, and handwriting analysis to arrive at accurate character profiles...He is observant, objective and systematic... builds a foundation for compelling conclusions...a consummate professional...He illuminates with a riveting insight into the hidden motivations of suspects or jurors."

► Society Conference Reports 2014

Marie-Thérèsa Christians

*Winter Conference
Saturday
March 22, 2014*

The Great Diversity of Salespeople and Their Impact on Companies' Success

Marie-Therese Christians is from Belgium and is among the most experienced of European graphologists, having a successful practice for over thirty years as a business handwriting analyst and handwriting identification expert. Among her clients are numerous well-known and esteemed companies throughout Europe, including multinational as well as middle and small-sized companies. Marie-Theresa is founder of the Cabinet of Graphological Studies. She is also General Secretary of ADEG, the Association of Graphological Ethics, which include fourteen graphology associations.

Marie-Thérèsa presented the handwritings of sales people with different business titles and responsibilities, explaining how their personality profiles, as shown in their handwritings, can have an impact on their companies' success. These include marketing directors, various types of managers, merchandisers, and sales representatives, among others. She discussed the key drivers of sales people and described their profilers with regard to industry, type of products and customers, corporate culture and life cycle of the products being sold.

Marie-Thérèsa's in-depth analysis of a legal director begins on page 12.

Pat Siegel Interpretation of the Star-Wave Test along with Handwriting

*Spring Conference
Saturday
May 10, 2014*

From early childhood through adult maturity, the Star-Wave Test gives a projection of personality, especially when interpreted in combination with handwriting. Pat provided an introductory explanation of the Star-Wave Test (SWT) with an emphasis on preadolescent SWTs and handwriting.

Instructions are given to "draw a starry sky over ocean waves" in a box approximately 4 x 6 inches. The SWT separates the basic graphological elements of Form (in the stars) and Movement (in the waves), in relation to Space (the stars over the waves). The SWT is enhanced by the mythological image which reflects the drawer's subconscious experience and imagery as if in a dream. SWTs help parents and teachers to better understand children's motivations, frustrations, and potential.

A blank SWT form and study guide were provided to allow attendees to interpret their own and others' drawings. The SWT and handwriting below is of a spirited and well integrated 11 year-old girl from a supportive family. The porpoise is playful, symbolic of emotional intelligence. The moon at right reflects the watchful presence of an authority figure, while the layered lines of water suggest suppressed emotions. Her careful printing supports the regularity in the SWT and suggests she is a perfectionist and a capable child. ■



*Star-Wave Test of
11-year-old girl
and her handwriting*

At night dolphins jump out of the water to play games. They have races and do flips. Sometimes they lay on their backs and watch the stars come out. Once they see a star they flip. The light from the moon guides them through the water. Once all of the stars come out they go to the bottom of the ocean and fall asleep. Then they wait for their games to begin the next night.

Lois Vaisman Suicide and Other Emotional Disturbances

Spring Conference

Saturday

May 10, 2014

This lecture's focus centered upon those individuals that either committed suicide or made a serious attempt. Several facts about written suicide notes as noted by Kay Redfield Jamison in her book *When Night Falls*, holds both a professional and personal perspective. On a professional level Jamison is one of world's leading experts on bi-polar disorder. Her text book is considered the seminal work on this psychiatric disorder. On the personal note, Dr. Jamison suffered from a severe form of this disorder, and had made a serious suicide attempt.

Although, each individual's reasoning is unique, and there is not one "typical" handwriting that connotes suicide, Jamison did write, "Professional handwriting analysts, when asked to distinguish between suicide and notes using the same wording, but written by non-suicidal individuals are easily and consistently able to differentiate the two groups; the writing of those who kill themselves is judged by the graphologists to be highly "impulsive, aggressive and agitated". (p.189)

It is important to remember that actual suicide notes are much more likely to give clear and explicit instructions in their notes. The person may have a plan how they would commit the act, but ultimately the decision to act is motivated by impulse. So the gestalt quality of the handwriting in a suicide note contains the restless agitation that would precede the act.

Sometimes, the method of how someone would commit suicide is reflected in the handwriting. An aggressive handwriting is usually found in adolescent males, who would tend to drink and/or use drugs. On the other hand, the writings of Sylvia Plath and Virginia Woolf look restless but not overly aggressive.

So the graphologist needs to understand that suicide is a complex act, which can be premeditated and also impulsive. Looking for graphics show these contradictions may be the key for seeing a potential for suicide before that actuality. ■

Patricia Siegel is President and Lois Vaisman is Vice-president of The American Society of Professional Graphologists. As former faculty members of The New School for Social Research (New School University), they co-directed an accredited psychology of handwriting and forensic handwriting identification program. Patricia is a trained executive coach, handwriting analyst, and a certified, court qualified questioned document expert. Lois is a professional graphologist, a licensed psychotherapist and certified life coach applying her disciplines in personnel selection, contested custody/visitation disputes, coaching and individual psychotherapy.

Angelika Burns Comparative Writings from the First Three Alpinists

*Fall Conference
Saturday
October, 2014*

*Summarized by
Diane D'Angelo*

Angelika Burns is a business consultant and professional Swiss graphologist with extensive experience. She assesses candidates for middle and upper management using psychometric tests, performance tests, case studies, role plays and interviews. She then compares those findings with results from handwriting analysis. Angelica received her doctorate in graphology from Basle University and has written a number of publications on graphology. She has been the President of and committee member for two Swiss graphological societies.

The Alpinists

There are only 14 mountains in the world that are more than 8,000 meters high, all of which are located in Asia. They are the mountains whose summits are dubbed “death zones”, for the obvious danger involved in reaching the top. Throughout history, there have been numerous accounts of climbers who have attempted to conquer one or more of these peaks, though a good many of them ended in tragedy. To traverse any one of these successfully is a feat in itself, but to be able to climb all 14, one has to be not only exceedingly ambitious, but in extraordinary physical shape as well.

Angelika's presentation was on the personality of the first three extreme mountaineers that have climbed all 14 peaks and returned from the summit successfully. They are: Reinhold Messner of Italy, who finished his 14th peak in October 1986, Jerzy Kukuczka of Poland, who finished in 1987 and Erhard Loretan of Switzerland, who finished in 1995. Though all three men share the same outstanding accomplishment, they had radically different personalities and life paths. Both their zeal for climbing and personalities are examined by Angelika using a terminology first used in ancient Greece by Aristotle, re-discovered by Klages and made applicable to graphology by Pfanne and Müller/Enskat. It presents the human being as a “house with three stories”: 1. **body (Somato-Psyche)**, 2. **soul (Thymo-Psyche)** and 3. **mind (Noo-Psyche)**. **Somato-Psyche**, body, is defined as “feeling of my strengths and weaknesses”. **Thymo-Psyche**, soul, is defined as “feeling of my self-worth”. And lastly, **Noo-Psyche**, mind, is defined as “consciousness of myself and of my personal forces”. Each of these three psyches are divided into two radical concepts: Somato-Psyche by Sensation and Impulse/Drive. Thymo-Psyche by Impressionability/Experiencing, and Giving Form and Gestalt/Creativity. Noo-Psyche by Intellectual Grasp and Intentionality.

Part of Angelika's handout was a chart that clarifies how these six radical concepts represent the particularities of body, mind and soul (see next page), always conscious of the fact that there is a permanent interplay between the house “stories”.

We learn a lot through the handwriting about the three mountaineers. However, they become even more alive if you combine the graphological findings with biographical data. A brief history of each man is as follows:

Reinhold Messner – An Italian filmmaker, politician, bio-farmer, math/science teacher, author, founder of 5 museums and explorer. He is considered one of the greatest mountaineers in history.

He is the second of nine children, and he and his younger brother, Gunther, began climbing mountains together at a very young age. By the time they had reached their 20's, they were two of the best climbers in Europe. However, on their first expedition into the Himalayas, Gunther was killed in an avalanche. After a few months of shock Reinhold regains courage and is ready for new challenges. He hates to be inhibited. He is practical and objective but also emotional as soon as passion surfaces. Now in his 70's, he is still – on a much more moderate level – an active climber.

Jerzy Kukuczka – A Polish engineer. He finished his aim of climbing all 14 peaks in just under eight years. He is the only one to have ascended 4 of those peaks in winter. Not one to back down from a challenge, he was attempting to climb the never climbed South Face of Lhotse in Nepal when the rope he was using snapped and he fell to his death. He was 41 years.

Erhard Loretan – A Swiss cabinet-maker, mountain guide. Began climbing at age 11, and by the time he had reached age 36, he had completed his ambition of climbing all 14 peaks of 8,000 meters or higher. In 1986, he successfully climbed Mount Everest in only 43 hours, climbing at night and without supplementary oxygen. In 2003, he pleaded guilty to, and was convicted of involuntary manslaughter in the shaking death of his 7-month-old son. In April 2011, he and his life partner were climbing the Grünhorn when she slipped, plunging both of them down a fall of 200 meters. She survived but Loretan died. It was his 52nd birthday.

Analysis of the writing

Reinhold Messner

Within the three psyches, there are direct connections between the characteristics of Messner's handwriting, and his personality. His writing - large, garlanded, fluid, driven, consistent left margin, strong/pasty strokes, precisely placed i dots and long initial stroke - imply a man who is driven but cautious, adapts to change but is still traditional, practical, hates to be held back or inhibited, a perfectionist with a desire to conquer. He is a very careful man. In attempting any climb or other physical endeavor, he begins with vigilant planning. If he encounters any problem that may put him at risk, he will choose safety and back down. But he will not be defeated. He will re-plan with new contingencies for the previously discovered obstacles. His practicality overrules the risky behavior. In the chart, we can see that Messner's "house" is full. That is, all 6 categories have a pretty equal balance. Somato-Psyche: In the sensation concept, his natural, genuine form and pasty stroke imply his ability to fully absorb and experience, and his practicality. Under the impulse/drive concept, his desire to master and conquer the world around him is reflected in his energetic and fluent movement. And in Thymo-Psyche, the open, relaxed and fully filled space corresponds to intuition and readiness to experience, but with a degree of caution. His writing is also very expressive and individual. This is his drive to self-fulfillment and desire to be productive coming through. Noo-Psyche: Intellectual Grasp shows in the clear and systematic movement in space (more so in handwriting no.2). Under Intentionality, he is determined to meet goals. He is cautious, but with careful planning, steadiness and discipline, he will not be defeated, as seen in the steady, firmness, and bold declaration the writing produces as a whole unified picture.

Jerzy Kukuczka

Kukuczka's handwriting reveals a personality very different from Messner. The characteristics of his handwriting – clear, orderly, wide, open, slack, small, personalized, irregular middle zone and strong downstrokes – present a man who is restless, tolerant to high-risk, impulsive, insightful, humorous, ambitious and willful. He was known – for the sake of his goals - to ignore his instincts, never backing down from a risky challenge on a climb. He was attracted to dangerous routes and many of those that climbed with him perished as a result of those dangerous routes.

Consulting the chart, starting with Somato-Psyche, it is significant that under Sensation as the major source for instincts there is rather little to be seen. However, under Impulse/Drive there is his energetic, expansive and brisk movement revealing the impulsive and impatient temperament which caused both his outstanding success and his demise. The irregular middle zone along with an expansive, pushing letter form emphasizes his risky behavior. Typical of most engineers, he also had wide open spacing and small letter forms. These traits would fall under the 3rd concept (Thymo-Psyche) of Impressionability/Experiencing but are also indicators of systematic planning toward an achievement (5th concept, Intellectual Grasp, Noo-Psyche). He would have needed this personality trait for both his engineering and his climbing. Under the 4th concept, Gestalt/Creativity,

his unique letter forms show his desire to be creative in the mountains and expressive in his book, *My Vertical World: Climbing the 8000-Metre Peaks*. In addition to the aspects mentioned already we find under the 5th concept (Intellectual Grasp) Jerzy's independence and accomplishment. We know Kukuczka was both independent and accomplished but he was also a good and diplomatic judge of people. He accepted rules because he had to, being from Poland, a communist country. The climbing gave him a sense of freedom he could not find in his daily life. He used all the gifts of his 6th concept, Intentionality, in order to plan and organize the means for his ends.

Erhard Loretan

Loretan's "house" is described as more poorly equipped than Messner in the areas of creativity. His writing

Somato-Psyche (body)		Thymo-Ps
<i>1st Radical Concept</i> Sensation	<i>2nd Radical Concept</i> Impulse/Drive	<i>3rd Radical Concept</i> Impressionability/Experiencing
Passive (sensory, receptive) side	Active (motor, effectuating) side	Passive (sensory, receptive) side
<ul style="list-style-type: none"> • sensory responsiveness • experiencing events and being totally absorbed by them • emphasis on everything that is practical and concrete • drive dependency • merging with nature • motherliness • earthiness • primitive, plump, etc. 	<ul style="list-style-type: none"> • animalistic drive to live • drive to expand and to conquer • active mastering of the world around you • temperament, impulsivity • affectivity • impatience, addiction, greed, etc. 	<ul style="list-style-type: none"> • psychic impressionability • mood, empathy • intuition, sensitivity • readiness to experience • emotionality • projection • extreme subjectivity, etc.
Impressions evoked by the handwriting		Impressions evoked
<ul style="list-style-type: none"> • natural, dense, genuine • resting, inactive • heavy, juicy • colorful, warm • full, pasty • blurred, indistinct • coarse, raw 	<ul style="list-style-type: none"> • energetic, powerful, dynamic • expansive, pushy • brisk, speedy • fresh, lively, free • fluent, explosive • hasty, driven • uninhibited 	<ul style="list-style-type: none"> • open, wide, relaxed • embracing space, round, full • subtle, swinging • devoted, soft, curvy • fine, tender, calm • plastic, moldable • letting go, etc.

emphasizes a pushing, forward movement. The space between words is wide, and though this usually indicates clear thinking, he also has dots that are dashes which betray his impatience and impulsivity. There are garlands and secondary thread – he was a friendly, engaging person, though on the whole rather introverted and a loner. He is laid-back, and less tense, but he was known to climb non-stop, not even breaking to eat meals and only eating energy bars during the climb. He is goal oriented but flexible in the choice of means or routes and would focus on the climb so intensely, he sometimes went for days without speaking a word while climbing.

Loretan's house in the Somato-Psyche: the 1st radical concept, Sensation/source of instincts, compared to Messner, is equally deficient as in the house of Kukuczka, whereas

the three of them share total absorption in experiencing events (3rd concept, Impressionability/Experiencing). Also in common with the other two alpinists, he has the drive to expand and conquer as shown under the 2nd radical concept of Impulse/Drive. To go on to successfully achieve what they did, all three of these men needed to have these personality traits. While under the Impressionability/Experiencing concept within Thymo-Psyche there are signs (width and openness) that could indicate intuition and empathy, there is more evidence that Erhard tends to keep emotions in check which does not prevent him from being impulsive from time to time. His impulsivity and risky behavior are not what lead to his death, though. His life companion, during his last climb, attested that she had slipped and he fell to his death because he tried to save her. ■

Yche (soul)	Noo-Psyche (mind)
<p><i>4th Radical Concept</i> Giving Form and Gestalt/Creativity Active (motor, effectuating) side</p> <ul style="list-style-type: none"> • drive to self-fulfillment • desire to be active and productive, urge for expression • need to be stylish, need to express one's individuality • values as unconscious guidelines • associations • phantasy, inspiration • exaggeration, need to create effect, etc. 	<p><i>5th Radical Concept</i> Intellectual Grasp Passive (sensory, receptive) side</p> <ul style="list-style-type: none"> • Mental comprehension, conscious uptake, apprehension • distance from things and events, objectivity • recognition of essentials, clear insight, systematical thinking • abstraction, logical and analytical thinking, capacity to combine • soberness, fact-related • Intellectual, operating with abstract concepts, etc.
by the handwriting	Impressions evoked by the handwriting
<ul style="list-style-type: none"> • expressive, genuine, intensive • diversified, differentiated, formed • special, individual • cultivated, fine, personal • expressive, artistic, striking • exaggerated, artificial, affected • demanding, too much of everything, etc. 	<ul style="list-style-type: none"> • clear, orderly, systematic • independent, skillful, accomplished • concise, scarce, reduced to the essential • "mental", differentiated • functional, sober • down to the bare necessity, meagre, etc.

Sie können dieses Papier benutzen!

"Lhayels" - die
Götter(Natur) mögen
gnädig sein.

Reinhold

~~10~~
17. 9. '44
Brixen Südt.
ca. 1¹⁵ m

Ecriture II

Reinhold Messner

Figure 1a

ionen auch in den Himalaya verlegt. Deine Festbesteigungen gelten hier in Nepal großen Respekt und wenn ich in einigen Tagen auf dem Weg zum Dhaulagiri zum Fang hinaufschauen werde, bin ich stolz, daß Du mein Lehrmeister im extremen Bergsteigen warst.

Nicht erst jetzt, zu Deinem Buch, auch früher habe ich immer und immer wieder betont, wieviel ich gerade von Dir bekommen habe. „Der Turm in Dir“ ist deshalb dem „Turm in mir“ sehr ähnlich. Dein Leben hat sich hauptsächlich auf Türmen abgespielt, auf Fels-, Eis- und Kirchtürmen. Ich habe versucht, unserem Bau auch Ausdrücken.

Es freut mich, daß Du nun

Reinhold Messner

Figure 1b

Jerzy Kukuczka
st. technik
BD-2
tel. 446.

Katowice 11.10.78

Dyrekcja OBR-SMEAG

Zwracam się z uprzejmą prośbą o pozwolenie na podjęcie dodatkowej pracy w charakterze trenera alpinizmu w AZS przy Uniwersytecie Śląskim.

Zajęcia odbywać się będą zazwyczaj w tygodniach w godzinach popołudniowych w okresie od 15 ~~pł~~ 18 do 15 VI 79.

Jerzy Kukuczka
st. technik
BD-2 tel. 446

Katowice 11.10.78

Do
Dyrekcji OBR-SMEAG

dot.
zezwolenia na dodatkową pracę

Zwracam się z uprzejmą prośbą o pozwolenie na podjęcie dodatkowej pracy w charakterze trenera alpinizmu w AZS przy Uniwersytecie

Jerzy Kukuczka

Figure 2

Sortis 30 heures plus tôt, sans aller durant 1h 30 viser le plus bel estrait de notre planète, le zénith pâle et plus précisément le plus haut point du globe, (91) l'Everest avec ses 8873 m. Il devrait être un avantage qu'il soit tenté d'y rester pour toujours. Bien ne serait plus facile, il suffirait d'attendre quelques heures bien tranquille-ment, le manque d'oxygène se hargerait de tout arranger jusqu'à l'engourdissement final.

E. Gant

Erhard Loretan

Figure 3

*Exploring the
Criminal Mind
from a Global
Perspective:
What their
Handwriting
Reveals*

*Fall Conference
November, 2014*

This presentation unraveled perceptions about whether cultural differences define character or whether there is a common thread that runs throughout each criminal profile regardless of background. Does the complexity of the mind override cultural differences? Some of these offenders are already familiar to us and others not. Insightful observations will be gained from each profile as we explore. What makes them tick or what ticked them off?

Among the handwritings Beverley presented are Erica Ynonne Sheppard, now on death row in Texas, but “apparently” wrongly convicted, Jeffrey Dahmer, Beverly Alitt, the nurse who was dubbed the “Angel of Death”, Susan Smith, the DC snipers, and Christopher “Dudas” Coke, the well-known Jamaican criminal who also helped the poor in his community.

Beverley is a graphologist, a court-qualified forensic document examiner and author who has practiced for over twenty-five years. Her company, Strokes & Slants is based in Washington DC, but her work is divided between Jamaica and England as well. She was awarded the Flori Roberts Ladies First Trailblazer award in 2002, for being the first woman of color worldwide to be qualified to practice graphology and questioned document analysis. Her articles include the “Reliability Research Study” for the British Institute of Graphologists. She has also hosted radio shows, made numerous television appearances and authored three books: *Finding Mr. Write: A New Slant on Selecting the Perfect Mate*; *Reaper of Souls: A Novel of the Kendal Crash*; and *Bat Mitzvah Girl: Memories of a Jamaican Child*. ■

Pat Siegel**Introduction to the Psychology of Handwriting**

*January 20th
2015*

This class taught the basics of handwriting analysis. A variety of handwritings were shown and discussed in an interactive workshop to reveal what is in plain sight, but we fail to see. The workshop focused on understanding graphic expression and the Gestalt, the interpretation of movement, form, space and stroke quality, as well as explanations of insights reflected in angles, curves, and connective forms. Attention was given to using mythological typology to understand the core personality, as well as to expressive qualities revealed in today’s world of printers. ■

American Society of Professional Graphologists

Marie Thérèse Christians In-depth Analysis Supplement

*Mr. B
Legal Director*

*An In-depth
Analysis*

*Translated from
French by
Carole Boutry*

*Edited by
Pat Siegal*

General Impression

Mr. B’s handwriting suggests rigor and a sense of distinction, qualities which enable him to perform at a high level, emphasizing efficiency and professionalism. He is a perceptive collaborator, capable of developing a real expertise in handling large-scale projects. His writing shows maturity, but his nervous energy and self-confidence could be inconsistent.

Intellectual Abilities

With an alert mind and understanding, Mr. B has no problem going to the heart of a problem, as he promptly shifts from analysis to synthesis, able to evaluate the essentials. He can address issues from both concrete and abstract viewpoints, allowing for consistency in his thinking. He collects and sorts information quickly while staying focused on his target. He keeps an open mind regarding his concerns and other possibilities. Combining information in his own way, his thinking has a sharp and personal twist. His reasoning is fluid, logical, intuitive, and rational. This is a man who keeps his ideas on track. His thinking is deductive and flexible, resulting in unexpected perspectives.

While realistic, he has a visionary side as well. He knows how to shape new ideas and strategies to express them in an operational way. Whenever he questions set ideas, it is with good reason. What he proposes is relevant, well thought out and, therefore, he rarely misses the objective. He is able to convert models that are too theoretical, adjusting his tactics according to the circumstances, and then follow their evolution. His judgments are sharp, nuanced, dictated by proscribed criteria that he re-evaluates if necessary. He is imbued with finesse and discernment and is not easily misled. He can overcome situations independently with a broad and progressive vision. He can overcome contradictions to move forward, but can also step back.

Behavior in Action

Although Mr. B's energy level can vary, he uses his resources efficiently. He manages to simplify his tasks, avoids wasting time and, therefore, can maximize his effectiveness. He is a discerning collaborator, who is rarely misguided. He immediately sees the situation he faces and knows how to handle it well. He works and thinks fast. Therefore, he goes directly to the essentials without detours. He gains considerable time and can be ahead of his opponents. In addition, he is persistent and follows through, refining his technique to better target his objective, but is not unnecessarily stubborn. He can change his view. With a can-do attitude, he will tackle new projects measuring the scope of what needs to be done and adapting his efforts, although sometimes overestimating his endurance.

He stays informed in order to make the right decision, without taking undue risks. Once he makes his choice, he does not procrastinate despite possible doubts and avoids traps that may arise. There is an excellent balance between the quality and speed of execution. He keeps an eye on everything while moving forward and avoiding unnecessary details. He sees problems and remedies them promptly. He can concentrate and knows how to do several things at the same time.

This man is demanding of himself, he doesn't rest on his laurels and is not satisfied with mediocrity. He has a healthy ambition and seeks new challenges, although he can sometimes overestimate his energy. He wants to prove himself, overcompensating for self-doubt. Rather than giving into defeat, he is motivated to improve his performance. He learns from his mistake and is serious about his work and his responsibilities. He is intelligent in handling difficulties. His timing is well thought out, in the short- and long-term. He anticipates with great insight taking into account uncertainties, which may require some adjustment en route. He has the presence of mind to react to unexpected events, maintaining his self-control.

Emotional Behavior

Mr. B's sensitivity doesn't necessarily show. His emotions are muted, focusing more on intellectual and professional aspects of his life, avoiding unnecessary exposure on the emotional level. He is introverted regarding the events that impact him but far from indifferent to his surroundings. He quickly understands the nature of the problem and promptly takes action. His sensitivity nourishes his thoughts and sharpens his intuition, but it doesn't slow him down. Rather, it provides extra motivation in harnessing his potential to reach his objectives. He doesn't get stuck in his feelings, but instead lets his emotional side react to events, even if tension creates short-term fatigue.

He knows how to distance himself from what goes on around him in order not to be influenced. Therefore, he keeps his independence while remaining in sync with his environment. This way, he can establish an effective dialogue with his team. He has a mature, well-balanced personality, conducting himself according to his own values. If he sometimes doubts, he doesn't allow himself to give into it. His healthy pride and courage push him not to fail and to meet the challenges facing him.

Mr. B is a totally honest collaborator who can be trusted even though he is more discreet on a personal level. He doesn't dwell at length on private matters.

Mr. B
Legal Director

An In-depth
Analysis

Continued

Social Behavior

Mr. B is a totally honest collaborator who can be trusted even though he is more discreet on a personal level. He doesn't dwell at length on private matters. Mr. B has good social skills and can mix easily in most environments. He intuitively senses the reactions of others and adapts with tact without hurting people's feelings by being too strong or extreme. He is a pleasant and communicative collaborator, although he prefers people who share his interests and intellectual level.

He acts with professionalism and distinction, without being too formal. He knows how to adopt a casual attitude with enough etiquette to facilitate new contacts. He expresses himself with ease, knowing how to converse in a lively manner with spirit and humor. Naturally cooperative, he communicates well and gladly brings his share to a common project but can also operate alone. He is a trusted advisor, who listens to what he is told, and has his own opinion. He expresses his opinion using diplomacy but doesn't hesitate to pay attention to details. His contributions are productive and appreciated. In the event of a discussion, he keenly understands the intentions of his opponents and forestalls their objections.

He is a subtle negotiator who can quickly identify flaws in the reasoning of his opponent and sharpen his responses using relevant arguments. He neither gives up easily nor forces his views. He convinces by his accuracy and the relevance of his reasoning. He also knows how to question his own point of view. This way, he can be ahead of his competitors. He is demanding of himself, even proud, and wishes to score points whenever he has the opportunity. Failures affect him more than he admits, even though he bounces back and moves ahead. He collaborates easily with others, but wants to be valued for his contribution. It is important for him to be successful. This motivates him to give the best of himself.

Conclusion

Mr. B possesses intellectual, personal, and social skills, coupled with a high level profile. He is a discerning collaborator with a lively personality, a versatile thinker, and has the capacity for synthesis. He quickly sees the heart of a question, while being able to place it in a broader context. His solutions reveal both fine-tuned and wide approaches. From a comprehensive perspective, and through his reasoning, he can simultaneously evaluate overlapping issues. He has an open mind, and his vision is critical without being excessive. He always seeks to reach a realistic, result-oriented strategy. He plays a valuable, stimulating role in a team, looking for solutions that will bring the collective project forward by generating the agreement of others.

We emphasize the following strengths
in his application:

- Foresight, acute mind, tactical thinking
- Team spirit, open to dialogue, likes communicating, especially on an intellectual level
- Motivation to exceed his objectives, demanding of himself
- Capable of having his ideas accepted, with tact, and diplomacy
- Focus on quality and precision
- Maturity and a well-balanced personality

We note the following weaker points:

- More discrete on a personal level, to preserve his reputation, and sensitivity to exposure
- Self-confidence sometimes fluctuates
- Energy level also fluctuates

We give a very positive evaluation because he is a wise collaborator, who can make an interesting contribution, using foresight and strategic ability. Moreover, his integration within the team will be smooth. Even though there are some weak points, the candidate is a very good one for the position. ■

35 ans

droitier

fonction: juge

Bonjour,

Dans le cadre de la procédure de recherche entreprise par la CNP, je vous envoie cette lettre pour soumettre à votre analyse. C'est la première fois que ma écriture est soumise à une graphologue. Je suis curieux de voir quelles seront les résultats de cette analyse.

En étudiant, je peux vous raconter pas écrit plusieurs choses sur différents sujets. Je reviens d'un voyage au Maroc à l'occasion duquel j'ai pu découvrir de nombreux paysages, une nouvelle culture et de nouvelles personnes. J'ai été particulièrement touché par la simplicité et la gentillesse des Marocains.

Je me réjouis de pouvoir retourner dans ce pays prochainement, peut-être avec mes enfants, et de découvrir d'autres régions du pays avec eux, l'Atlas en particulier.

En espérant que cette lettre est suffisamment longue pour vous permettre une analyse de mon écriture, je vous prie de croire, chère Nadine, à l'assurance de mes sentiments les meilleurs.

B-L

Hendrik, je
vous, sujet
duquel j'a

Guidelines for Joining The American Society of Professional Graphologists

An Application to join ASPG is available online at www.aspghandwriting.org

Professional Membership is open to applicants who are actively involved in handwriting analysis or handwriting identification on a professional basis, or are conducting research for publication or presentation. The applicant's education, graphological training, publications and experience will be reviewed for approval as a Professional Member.

The Associate of ASPG designation is open to all who are interested in the study of handwriting and enhancing their understanding of the subject.

Dues

Yearly membership dues for Professional Members and Associates of the Society are \$125 for Professional Members; \$60 if outside the U.S. For Associates who live outside the New York metropolitan area, dues are \$60.

Benefits

A currently paid-up membership entitles Professional and Associate Members to the following benefits:

- Free attendance to the New York conferences, and occasional additional special lectures
- The ASPG Newsletter
- A free copy of the ASPG Journal, as available
- Professional Members may use their membership as a personal or professional credential.

Visit our website and Facebook

Click on www.aspghandwriting.org for ASPG news, abstracts of Journal articles, and conference summaries. Journals have been discounted: Volumes II, III and IV now \$5, and Volumes V and VI now \$10.

Like us on Facebook:

www.facebook.com/ASPGhandwriting

Our Library

The ASPG Library, located at 9 Bond Street, is open Monday to Friday from 10 a.m. to 6 p.m., and contains a valuable and informative collection of graphology volumes. Professional Members, Associates, and students may borrow books for three weeks with one renewal. Contact PatSiegel@aol.com to arrange an appointment.

Conference Fees for March 14 and May 16, 2015

- Professional Members & Associates: No Charge, included in yearly dues
- Attendees: \$50
- New Attendees \$25
- Students: No Charge

Please RSVP to PatSiegel@aol.com or call (516) 487-5287.

AHAF and AAHA 2015 Conferences

AHAF and AAHA are giving online conference meetings on July 11th and October 10th, 2015. Please check them out and register by going to www.ahafhandwriting.org.