

# THE INDIANAPOLIS STAR

DANA KNIGHT

## Your personality? Grin and bare it, smile test suggests

If you're smiling at the boss, you better not raise your eyebrows. You little flirt.

If you're closing a job interview, don't grin with your nose lifted and wrinkled. That's playful.

The smile, that little accessory you carry with you and flash at your own discretion, is a telltale sign of who you are as a professional.

"In business, your smile is significant in almost all ways," says Patti Wood, a body language expert.

Some people seem to have smiles plastered on their faces. Others? You feel lucky to get a twitch of the lips.

Wood, the author of "Success Signals," has come up with four distinct personalities of smiles in the workplace: analyzer, driver, influencer and supporter. (If you want to find out which you are, take the smile personality test at [www.whatyoursmilesays.com](http://www.whatyoursmilesays.com).)

I took it and found out I am an influencer. I am the person who always smiles. Wood says I am fast-paced and assertive, that my smile is a big show, a way to persuade people.

"Influencers know they can get more flies with honey," she says. I never really pegged myself as a schmoozing, saleswoman type. But whatever. Several other professionals took the test and assured me it was accurate.

"Hit me dead on. Pretty weird," says Greg Bauer, an engineer in Muncie. He and his smile were tagged as the analyzer.

Wood says these sorts of people are the engineers, accountants and the bookkeepers.

Source: *The Indianapolis Star*  
Date: November 7, 2007  
Circulation: 261,405  
Page: 1 of 2

# THE INDIANAPOLIS STAR

"They are the get-it-right personality. They figure stuff out. They solve problems," she says.

Rebecca Deemer, a professor at the University of Indianapolis, was a bit more skeptical. Her test results pegged her as the supporter.

"It says I'm warm, friendly and like a relaxed pace. . . . Yeah, right," she says.

She is warm and friendly, but Deemer just happens to be the mother of two, teaching full time and taking classes for a doctorate. But the test also said she likes to know what she is going to do every day, and Deemer is a checklist freak.

"Some things are right on," she says. "Others, not so sure."

Well, the test is the brainchild of The Natural Dentist, a company that makes natural oral care products for the family. The company teamed with Wood to tell people what their smiles say about them.

The driver, by the way, is that person who has a smile that is quick and then gone.

"They are very pressed for time, doing five things at once," says Wood. "They ask, 'Why waste time on a smile?'"

Here are a few other insights into smiles:

- In a business meeting, women are 77 percent more likely to smile than men.
- Men get very uncomfortable around women who aren't smiling.
- If the eyes have little smile lines that tilt upward and if your lower eyelids lift to conceal your eyes as you smile, then it's a truly happy smile.
- A polite smile involves just the lips. If you smile to suppress your true emotions, your lips often will turn down at the corners.

Source: *The Indianapolis Star*  
Date: November 7, 2007  
Circulation: 261,405  
Page: 2 of 2