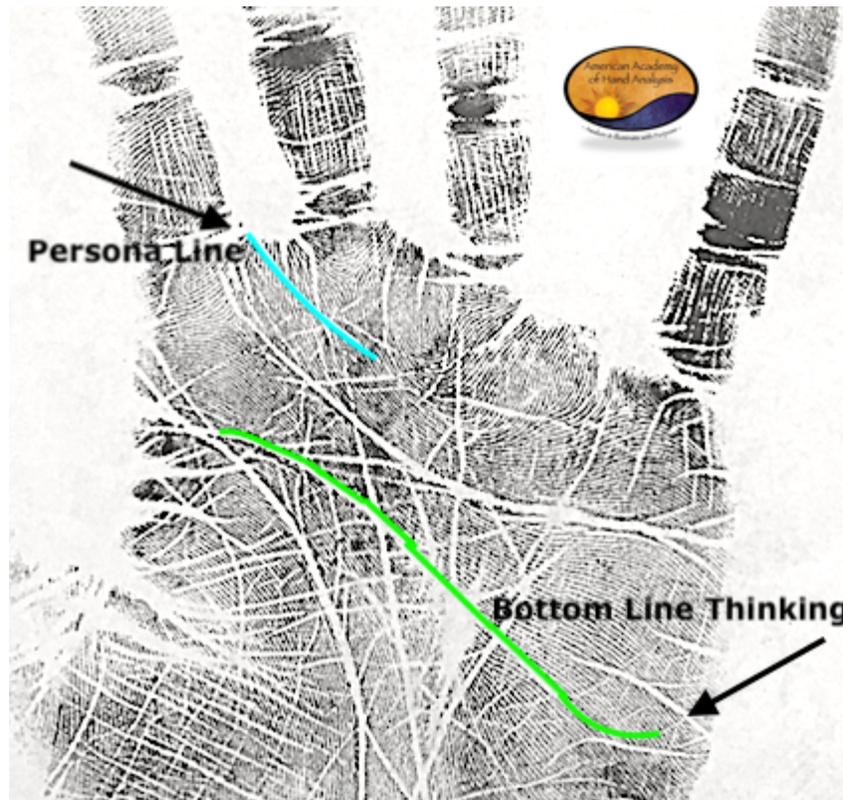


Bottom Line Thinking with Persona

By Kay Packard

Your short lesson today involves two markings in the hands. One is the Line of Persona (in turquoise) and the second is the Bottom Line Thinking Head Line (in green). The Line of Persona stands alone and starts at the top of the palm between the pointer and middle fingers. The Bottom Line Thinking Head Line can be any length but the end has a gentle flip upward where I've drawn the arrow.



The Line of Persona tells me the owner has the ability to say something polite at the right time like a nurse at your bedside when you're sick. The owner can even go out of his or her way to make someone feel comfortable when it's unnecessary. For example helping the dentist to feel comfortable before performing a root canal. The owner of the Line of Persona is able to take on a role, such as an actor, to accommodate what he or she perceives another person needs to hear to feel emotionally comfortable.

Owners of the Bottom Line Thinking Head Line get frustrated with details because they want information to be necessary, condensed and to the point. If you work with or for the owner of a Bottom Line Thinking Head Line here's a tip: Be brief, be bright and be gone!

If this line is etched into either of your palms and you're listening to someone speak you will be silently asking yourself, "Is this important? Or is this not important?" Your first instinct is to get to the bottom line, to the meat of the matter and you want others to do the same, too.

Because you are wired this way you may not understand that the rest of the world doesn't process information the same way. One owner of this line recently told me, "What I call bottom line is getting to the core truth. If you understand that [core truth] you understand everything. I'm watching for every fact or piece of the story to plug in some place." Another owner of the Bottom Line Thinking mind explained to me that she gets annoyed with herself when she gets hung up on a thought (like trying to remember someone's name) because she feels like it's taking too long to get to the point.

Here is the good news for the owner of Bottom Line Thinking intermingled with the Line of Persona. Often times people feel like they're being 'cut off' by the Bottom Line Thinker but this tendency will be softened and potentially masked by the good bed side manner of the Persona Line.

In the good-hair-day-mode the owner of these two markings is gently able to say, "I want to hear what you have to say but please headline the summary first."

In the bad-hair-day-mode the owner can

A) Struggle, feeling ruthless and cold

B) Become completely masked and placate people around, diminishing his/her lightning quick mind.

C) Feel utterly frustrated in the waffling effect with the Line of Persona AND the interior pressure to get to the bottom line.

To a person with this combination I would recommend living and/or working in an environment where his/her natural aptitudes and talents can excel such as in a hospital emergency room or a court room as an attorney. Or in a service industry as a contractor assisting a confused widow remodeling her home or a Business Coach helping a client move swiftly through obstacles and effectively reach new heights.

With a mate this will most likely be exceptionally challenging. The cure: communication. If you own this intriguing combination of markings, to your mate you might say, "I truly care about what you're saying. You might sense me cutting you off at times. I don't mean to hurt your feelings. I'm just trying to determine what is truly important in what you want me to understand. My mind is wired to 'get to the point.' I now realize you may want to provide more details and have further conversation. Please be patient with me because I'm wired differently than you. Okay?"

Tip for someone who lives with a Bottom Line Thinker: Don't take a curt response to your conversation personally. Appreciate your mate for getting to the truth without fluff and run-around jargon.



Kay is the founder and director of the American Academy of Hand Analysis. As a master hand analyst she teaches people from around the world how to read hands for deep personal inner awareness. Powerful transformation results through individual workshops, various levels of training programs and one-on-one coaching. Visit www.kaypackard.com or www.academyofhandanalysis.org