

# Allawos & Company

Commentaries and Insights from Allawos & Company

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## “Showing Friendship Through Body Language”

*Michael Allawos, Principal Consultant*



As we approach our holiday season we gather, celebrate, and commune enjoying family and friends and work to escape the noise of everyday life and pressures. Making friends and remembering family is the key to the season. This might at first seem to be out of place for a business newsletter; however, business is a relationship business.

With the above being said finding a friend is often a mysterious process that seems to happen almost as if by magic. You meet them, see them in different situations, and somehow you end up being lifelong friends. Sometimes you can foster friendships and help to sustain it by using trust, commonality, and good body language.

When you are open to a friendship, you might indicate that by showing an open palm and not crossing any of your appendages. It is always important to maintain good eye contact with someone you are being friendly with. Just don't stare at them, that would be a bit creepy!

In fact, you can be attentive to a person by focusing on that person with your ears, your eyes, and your body. You can also show them your feelings through your body language. You can project interest in them by tilting your head when they speak. Look at them in an alert and interested way.

Sometimes, just by spending time with a person, you are automatically giving them body language cues that you are willing to be friends. By showing signs that you are listening to them you will have a better chance at friendship.

Once you have established something of a friendship through body language and conversation, you can allow yourself to get even closer to your new friend.

Empathy is an important aspect of friendship. If your friend can't identify with your feelings, you might not feel that they're very valuable as a friend. To have this value, you need to show empathy in your body language.

You can do this by leaning in when the person is speaking of matters of importance to them. Show your emotions through your body language. Laugh, smile, cry, or touch when it seems right. Hug them if it seems comfortable (and acceptable) but follow their body language cues to determine if it makes them feel anxious.

If you have made a friend, there will be two people that will grow their life experience and find comfort that most humans look for. Yet, you can never neglect your friendship and assume it will always be the same. It's up to you to send your friend the right body language signals to let them know they are still appreciated and cared for.

In studies, it has been shown that kids with learning disabilities have a hard time maintaining friendships. They can make friends easily. Yet, when the friend interacts with them on a daily basis, they have trouble understanding the friend's body language. This leads to hurt feelings and ultimately to a loss of the friendship. If you are to avoid this pitfall, you must pay attention to your friend's body language and read it correctly.

Body language can help you make a friend and help you to understand your friend better. By knowing about body language, you can use it to help you maintain a good relationship.

Knowing body language and using it can be the difference between having an acquaintance and truly having a friend.

*“A friend is someone who helps you up when you’re down, and if they can’t, they lay down beside you and listen.” — Winnie the Pooh*

Successful business build leaders not robots or puppets.

**About Allawos & Company, LLC** 

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning, and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client’s condition and leaves behind the tools for growth.

*Sincerely,*

**Michael Allawos**



**Allawos & Company, LLC**  
Global Management Consulting Services  
Michael Allawos  
President  
1200 E. Route 66 - Suite 201  
Glendora, CA 91740  
(626) 335-5015  
(626) 824-4546 Cell  
Skype: Michael.Allawos  
www.allawosandcompany.com  
**michael.allawos@allawosandcompany.com**

Michael Allawos  
President & CEO  
Principal Consultant  
California, USA

Lei Wang  
Senior Consultant  
Corporate  
Development  
California & China

Ambassador Werner  
Brandstetter  
International Diplomat &  
Strategist, Vienna

Albert van Rensburg  
Senior Consultant  
International Bus. Dev.  
Gauteng, South Africa

James Kohlhaas  
Senior Consultant  
Systems Integration  
Washington DC, USA

Dennis Alfieri  
Senior Consultant  
Real Estate/Gov. Affairs  
California, USA

Stephanie Jones  
Senior Specialist  
Employee Relations  
California, USA

Jim Shivers  
Senior Specialist  
Water Treatment  
California, USA

Magnus Caspar  
Senior Consultant  
Basel, Switzerland

Dr. David French  
Senior Consultant, Human  
Development  
California, USA

Alex Kam  
International Trade  
Specialist  
China & Hong Kong

William (Bill) Dykes  
Senior Business Consultant  
And Oil Expert  
Texas, USA

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**<http://www.allawosandcompany.com>**  
**or by calling (626) 335-5015 or (626) 824-4546**  
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