

HAPPENINGS AT THE INSTITUTE

Hello to students of graphology and alumni at the end of the second quarter of 2010. Welcome to the new online students who have joined us this year.

We have had a relatively busy first half of 2010 and despite the World Cup and the accompanying holiday mood pervading the country, classes have continued.

Our February 2010 Fundamental Graphology group of students have worked their way through the first module and are preparing for their examinations. We wish them well!

A group of Statement Analysis students have completed both their Basic and Advanced Statement Analysis exams with flying colours. Another Statement Analysis group has completed the Basic Statement Analysis course and are awaiting the results of their examinations. We wish them well too!

Our workshop on Substance Abuse was well attended and held at the home of one of our past students.

We are working on adding podcasts to our online modules to bring the classroom closer to our online students. Fundamental Graphology students are already enjoying this facility as are our Basic Psychology students.

Our new group of Fundamental Graphology students will be joining us in early July as the current Fundamental Graphology students progress to the Advanced Module.

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2ND QUARTER 2010

Where can I apply handwriting analysis? Where do I find my clients?

The most common applications of handwriting analysis are Human Resources Recruitment & Selection, Youth workers, Social Workers, Psychologists, Criminologists, those needing compatibility assessments, Team Building, strategic placement of staff, Career Guidance/coaching etc.

Where you find your clients will depend on the area(s) in which you would like specialise. If you are interested in working with adults in the throes of mid-career changes, for example, handwriting analysis is a valuable tool in assisting your client to get direction. In that case, there is a need to develop a strategy to recruit your clients from the areas in society where they are likely to be. Having a website is a valuable way of gaining exposure. Giving talks to parents and teachers at schools, or to those working at Youth Centres, visiting businesses may be a way of gaining exposure.

Graphologists who want to advertise on my website are welcome to do so at a small monthly or annual fee. Contact me for an application form.



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Networking Opportunities

List your graphology practice on
www.graphanex.co.za

For further information, email
info@graphanex.co.za

**Cape Town ASSOC OF
HANDWRITING ANALYSTS**
Next meeting : 17 July 2010

Contact Marja Apteker on
family@apteker.com or
0822543334

Jackie Moore on 021 - 883
2477 or jim@adept.co.za

Recommended Book

Seiffer, M, 2009, *The Definitive Book of Handwriting Analysis*, Franklin Lakes: New Page Books

Interesting bits of info

Dominant health signs in handwriting include the following, according to Monica O'Hara-Keeton:

- Loop breaks
- Resting dots
- Pen Trails

O'Hara-Keeton M, 2000, *Graphology, A Guide to Health*, London: Edmundsbury Press Ltd

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'As a neuropsychological procedure, handwriting is an evolutionary culmination and as such, a tangible window to the complex interplay between mind and brain' Seiffer 2009, p 189

ONLINE TUITION—Should I study graphology online?

There are pros and cons for studying online. More and more adult students are turning to online studies because of time and geographical constraints and work commitments. While this mode of instruction proves to be a convenient way of studying, it also holds certain dangers for those who do not have a time management strategy as well as it being a very isolating experience.

The dangers can to a large extent, be overcome with an effective time management strategy and by pairing up with other students who are working alone.

There are two types of students, those who simply must have face to face contact and those who prefer to study with minimal or no contact with other students.

Research into distance education and course development is ongoing and new technology coming to the fore all the time, to assist distance students.

Among these new technologies is a variety of multimedia some of which is explained below and which is available on our students online site.

Chat rooms and Blogs can be done in real time with your facilitator and/or other students to hear different viewpoints, share your knowledge, and receive clarification and answers to your questions.

Message Board/discussion forums: Message boards allow students to create thought-out responses to discussion questions. As the discussion threads are generally saved, message boards become a resource when studying for exams and writing papers.

Podcasts: Allow students to hear the facilitator explain learning content as you work through it and allows you to listen as many times as you need to.

The more the online student makes use of these facilities, the more inclusive and less isolated they feel during their studies. We are also encouraging students to form study groups with a study partner which helps to keep the online student on track.

UPCOMING EVENTS

Workshop

Title: Sexuality in Handwriting

**Dates: 8 July Time: 18h00—
21h00 : Facilitator: Dr Nell**

**10 July Time: 9h00—
11h00 : Facilitator Ms Penny**

Venue: to be confirmed

Fees: R250

What will be covered in the Sexuality workshop?

- Graphological features indicating sexuality in handwriting
- Sexual deviations including sexual perversion, sadism, male & female homosexuality, sexual abuse, machosism etc

Graphology

The next weekend (Saturday and Sunday) Basic Statement Analysis course will take place in **September**.

ADVENTURES IN GRAPHOLOGY PART 2 (MATERIAL FOR FELLOW GRAPHOLOGISTS)

by Andrea le Sueur

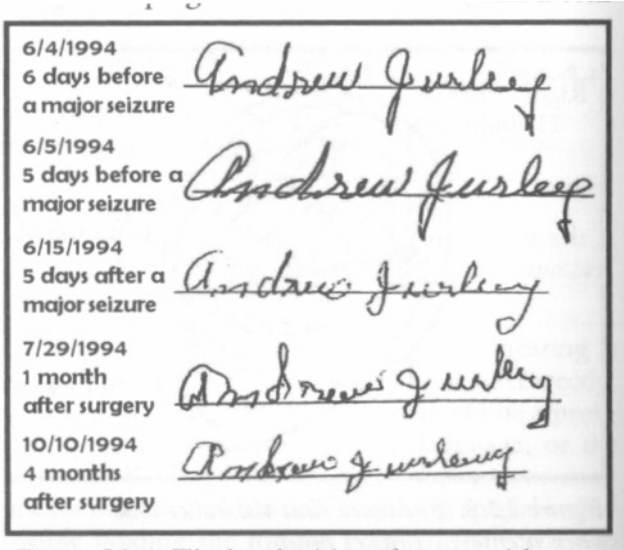
I had some feedback from a client a few years ago that powerfully reinforced a certain conclusion that I had arrived at via graphology.

She had come to me for entrepreneurial evaluation. She wanted to open a hairdressing salon and was interested to know whether her skills and personality were suited to this. She was a printer and her writing was somewhat of a persona writing, but by no means extreme persona - there was some fluency and self-expression in it.

I could see that what attracted her to hairdressing was her love of style, her aestheticism and appreciation of beauty. However, I was concerned as to whether she would be able to cope with the constant pressure for communication that hairdressers experience throughout their working lives (albeit rounded, her printed writing was almost fully disconnected) and whether she would have the stamina to work on her feet all day (light pressure). Furthermore, on the entrepreneurial side, whilst very well organised and motivated by a desire for independence, I found her to be non-competitive.

During the feedback session, she told a sad story on this last point. She had previously owned a coffee shop in Long Street in Cape Town, which was also an outlet for takeaway food. She heard via the grapevine that a Pick 'n Pay outlet was due to open in the vicinity. On the basis of this, she did not renew her lease, fearing that such massive competition would sweep away her business. Well, they didn't open in the area after all, and she was at a loose end, business wise. Had she been more competitive, she might have viewed the prospect of a Pick 'n Pay nearby more positively, that it would increase foot traffic and she would benefit by offering the homebakes that they could not.

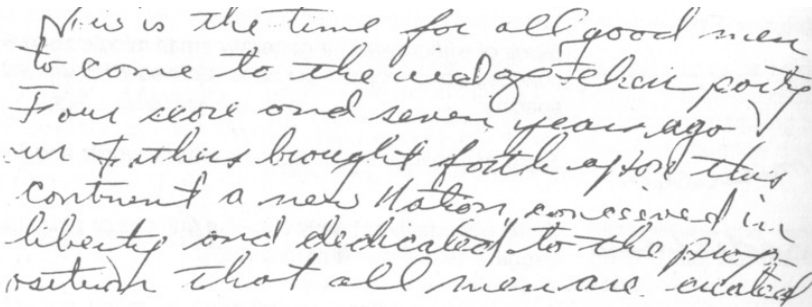
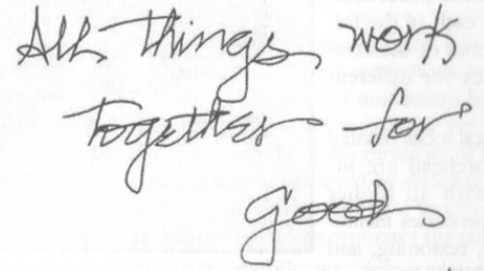
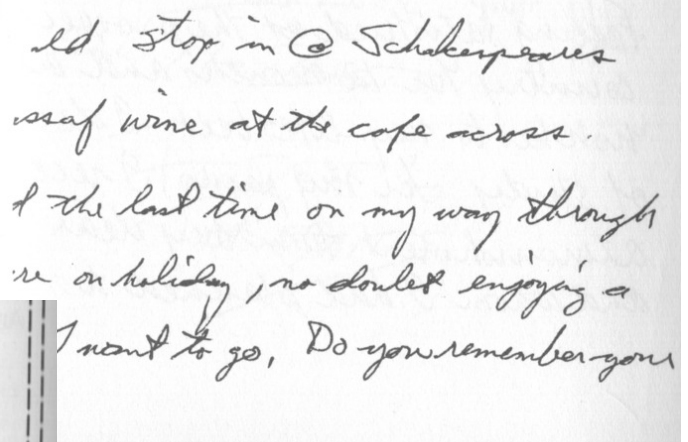
I am not sure whether she went on to open her hairdressing salon or not.



Taken from Seiffer 2009

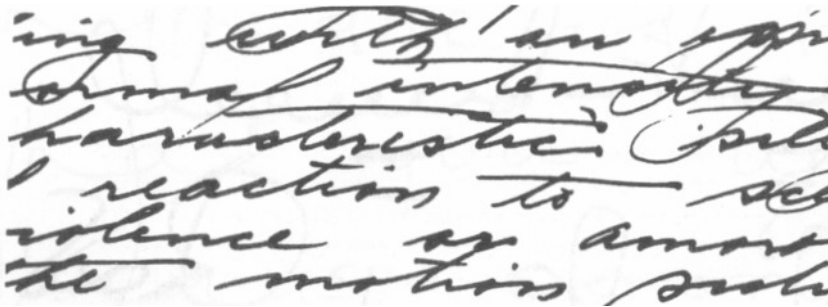
What is happening in the brain, how we perceive the environment, physical and mental conditions are all manifested in the handwriting. According to Seiffer 2009, handwriting is a **psychophysical** mechanism which is influenced by **biological** functioning and **psychological** functioning which shows itself up in the handwriting.

Taken from Santoy 1994—Chronically Anxious male



Taken from Amend & Ruiz 1992— Moody and Physically violent male

Taken from Seiffer 2009—written by mouth



time and place.

I hope this sufficient for you

Taken from Olynova 1960—Obsessive Compulsive

Taken from Santoy 1994—Adaptability