

## HAPPENINGS AT THE INSTITUTE

Hello students of graphology and alumni at the end of the final quarter of 2010.

The Institute is winding down as we enter the festive season and summer holidays and will reopen at the beginning of February when we prepare for a new group of trainee graphologists.

During the last half of 2010, we have offered several Statement Analysis courses and graphology workshops. All our South African and about half of the Lesotho Statement Analysis students have successfully completed their exams for Statement Analysis.

We have also seen our new July group of Fundamental Graphology and Applied Graphology students all succeed at their final exams. Our Applied Graphology students have come to the end of their 2 year theoretical journey and are now approaching their internship after which they will graduate as Professional Graphologists. Well done!

Unfortunately we have had to vacate our school as the building was sold at very short notice. We are currently on the look out for new premises for 2011 and will keep you updated.

VOLUME 1 ISSUE 5

DECEMBER 2010

### 2011 Courses



Fundamental Graphology, Advanced Graphology, Behavioural Graphology and Statement Analysis will commence towards the end of February. Exact dates to be announced. A new list of themes will be announced for 2011 workshops. New students will be invited to a complimentary lecture at the end of January

This is our last newsletter for 2010.

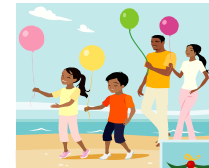


wishes our

alumni, students and tutors, a well deserved rest and a Blessed Festive season and New Year! We are determined to push boundaries in the science of graphology in South Africa and appreciate and thank you for your support!

### South Africa's Festive Season

The Great Trek Father Christmas in Summer holidays & appropriate attire



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## Networking Opportunities

List your graphology practice on

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For further information, email

[info@graphanex.co.za](mailto:info@graphanex.co.za)

## Cape Town ASSOC OF HANDWRITING ANALYSTS

Cape Town Graphologists can  
keep their skills honed by  
joining monthly meetings  
Contact Marja Apteker on  
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0822543334

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## ONLINE TUITION

Online tuition is developing into quite a science as education institutions the world over jump on the band wagon to make education and training accessible to the global community.

Graphanex continues to monitor the latest technology in e-learning to keep abreast of how we can best assist our online students. We have included podcasts of each unit in the Fundamental Graphology module so that the student can be brought closer to the classroom. Together with this, we have compiled a set of CD's which cover the Fundamental Graphology course work for those who are still a little techno- phobic or challenged.

A set of CD's for our unique Basic Psychology for Graphologists has also been completed and accompanies Basic Psychology for Graphologists on the students' link on the website. This is for those who want to study Basic Psychology for Graphologists online.

Online tuition is convenient for those who do not want to attempt to get through the Johannesburg rush hour traffic to attend classes, or who live too far away. Online students receive the same tuition as the contact groups, except that there is added individualised comprehensive feedback on each activity although at a distance. At the same time, both online and contact students need to exercise a healthy dose of discipline if they want to be successful graphologists

**Graphology**

## WHAT IS STATEMENT ANALYSIS?

Is Dewani lying or not? Are  
Assange's so-called victims lying or  
not?

Is there any deception in the part  
statement by Dewani, below?

*'The men kept on saying, "We are  
not going to hurt you. We just want  
the car." That was a lie. Most of the  
conversation in the car was us  
pleading for us to be dumped  
together. I held on to Anni as I said  
to them, "Look, if you're not going to  
hurt her why don't you let us go?"*

Analysing their statements  
according to the tried and tested

principles of Statement Analysis can  
help to detect whether there is any  
deceptions in the statements taken  
from these people by the police.

Statement analysis is a modern  
forensic technique that has proven  
to be an exceptionally valuable tool  
to detect and combat deception,  
fraud and lying in areas as diverse  
as policing, forensic investigation,  
criminology, the financial industries  
and the legal profession. Via  
statement analysis, it is possible to  
establish whether a statement  
written by an individual is truthful  
or whether it is deceptive.

## HANDWRITING ANALYSIS with Andrea le Sueur

### A Public Presentation in Cape Town

Isn't it amazing how a tiny bit of publicity can lead on to further opportunities for exposure? In April this year I was included in a composite article about people with interesting jobs in Fresh Living, which is the Pick 'n Pay in-house magazine. The editor approached me because a friend of hers was studying graphology and she thought it was fascinating.

Shortly after publication, I received an email from the 8 O'Clock Club - an organisation that invites speakers on diverse topics, mostly esoteric in nature, to come and give talks every Wednesday evening - to see if I would fill an upcoming slot. The club's mailing list has been compiled over many years and reaches people who are interested in self-development, energy medicine and ancient arts such as palmistry and the enneagram.

I agreed to give a talk on graphology, but said that I would need a very long lead time. I knew that I would have to learn PowerPoint specially, and I was very glad to have the motivation to get around to doing so, because it had been sitting on my "I must, one day ....." list for many years. We arranged a date six months in advance.

PowerPoint is surprisingly easy to learn. You do your scans and image searches (Google Image is marvellous) just point and click, and your picture or sample of handwriting pops into the slide like magic. Headlines, captions and text boxes are also easy peasy when you know where to find the tools in the ribbon.

But it was the planning and outlining of the presentation, which had to be of one-and-a-half hours' duration, that was the real headache. Graphology is such a vast subject. How does one justify including an indicator such as pressure but ignoring, for example, speed, margins, horizontal & vertical spatial aspects due to lack of time? I also intended to do a detailed analysis of Princess Diana's writing, but then realised after doing a lot of work on it, that it would have been far too advanced for an introductory talk. I had to go back to basics and include much more material about the applications of graphology, than I had originally incorporated.

My advice to anyone who has to do this, is to prepare a flow chart in advance, of what information to include, and where these initial pointers lead.

I began with about 10 minutes of history, followed by definitions in which I pointed out the difference between graphology and document examination. Then came a graphology 'game' in which the audience was asked to choose between certain samples of writing according to their gut feel, eg which sample, A or B is more organised (clear and muddled line spacing) / more optimistic (upward and downward-sloping baselines) etc. There were six of these pairs, showing the audience how strong our subliminal responses are to handwriting.

I then covered the applications of graphology in the workplace and relationships respectively, and listed some of the positive and negative traits that can be identified.

The nitty gritty, the "graphologist's toolbox" was introduced about halfway through. Here, I included a reference to copybooks and an explanation of the symbolism of space, of which there was a printed handout. I selected about 10 graphological indicators, all of which were illustrated with signatures and samples from my files as well as some of criminals/infamous people and celebrities. Among the latter were Angelina Jolie (pressure), Princess Diana (rounded; signature same as text but larger; short PPI), Jacob Zuma (right slant), Donald Trump (signature different from text), Mark Shuttleworth (first name and surname of signature different slants and styles), Tiger Woods and Hansie Cronje (lower zone emphasis), Hitler and Himmler (sharpness, angles, cruelty), Jackie Kennedy (left slant and signature far removed from text) and Lindsay Lohan (illegible signature and persona handwriting).

Graphology and criminality took up the last three slides, where Daisy de Melker's signatures were shown (felon's claw and upper zonal excess), the Boston Strangler (knife and noose symbols of the unconscious) and Son of Sam (serial killer - inadequate personality). **Continued on the next page/.....**

**Article by Andrea Le Sueuer continued from page 3/...**

Second-last was a slide listing the applications of advanced graphology, eg identifying obsessive-compulsive disorder, parental fixation, eating disorders, dishonesty etc etc. The final slide advised what questions graphologists have to ask and how to go about organising an analysis.

Altogether this comprised a 92-slide presentation! But, an hour-and-a-half is an unusually long time to have to speak. In fact, I have a tendency to speak too fast - I received constructive feedback on this afterwards - so the slides were covered in an hour and there was half an hour left for questions. The evening ended on a high note with a lucky draw for two beginners' graphology books by Eric Singer and Manfred Lowengard respectively, as I happened to have two of each in my library.

During question time, the audience members were interested in diverse topics including: ambidextrousness (would a graphologist realise that a sample written in each hand were in fact done by the same person?); margins (is a wide left margin really indicative of a time-waster?); Van Gogh (would his writing have deteriorated along with his painting during his decline?) as well as the fact that pride in penmanship is not as highly regarded today as it was in our parents' time. What do circle I dots mean? was another interesting question from an alert audience member. Finally, there was one about the felon's claw, wanting to know what it would mean if there was an extra hook within the claw formation. Thankfully, I managed to field the questions reasonably well, but I was very glad of the presence of some fellow graphologists in the audience.

The beauty of PowerPoint is that one can roll out the talk again at a moment's notice and I found the experience of giving a public lecture very worthwhile. I was lucky to have had a responsive, receptive and intelligent audience. (And don't you love 'em when they actually laugh at your jokes!)



This is the signature of the man who confessed to being the Boston Strangler. This was never conclusively proved. The vicious t bar and the unnecessarily long pointed stroke on the end of his v, forming a noose formation with the o at the end, are chilling in the light of the fact that many of the victims were stabbed or strangled. This is an excellent example of the symbolism of graphology, and the book entitled "Diagrams of the Unconscious" by Werner Woolf provides many examples of these types of symbols.



## Silvana Grandin's Presentation of a paper at a conference in September 2010 in Italy

Hi, hope everybody is well and...busy with graphology.

I have some exciting news: just been at an International Congress in Mesagne (Brindisi) South of Italy where I presented a paper in a forensic case that I did in the Johannesburg High Court many years ago. At the beginning, seeing the program and realizing the calibre of most speakers (well known) I felt a bit intimidated but soon, when I found myself in that professional environment, I felt reassured.

More so when I heard the speakers (only two were – in my opinion – a real flop).

I must point out that in Italy all the forensic handwriting experts are also graphologists and value graphology so much (even if they do not discuss graphological findings in court).

You have no idea how gratifying it has been to me to have tangible proof that what I have taught for years is very much in line with their method and their knowledge. We are talking about psychiatrists, neurologists, pediatrician, doctors, homeopaths etc, even the Chief Police Commissioner who all share not only a knowledge of the disciplines, but also a PASSION. The Procuratore (C.P. Officer) was a young (to me 46 is very young), handsome Italian man who warned of the danger of concluding hastily on something that could be incriminating before examining every single aspect of the case. You should have heard the Uruguayan psychiatrist, neurosurgeon, graphologist and forensic handwriting expert talking about the valuable input of graphology in his assessments of patients.

Many were the interesting topics and I liked most of them, especially the one on creativity in disguising own writing.

They also referred to the same authorities as we do: Klages, Moretti, Meyer, Saudek etc.

They also insisted on the importance of checking the dynamics of the writing movement and looking at the overall style, individuality and variety as natural variation. They stressed the point of not throwing oneself into the letter to letter comparison at first or, in graphology, in analyzing fixed traits. This was a remark so similar to what I have kept on saying hundred times. Their presentation of some cases were most interesting and varied; some of them quite peculiar. I had good feed-back and I was asked to co-operate with them in organizing congresses etc. I was also asked to do simultaneous translations for two speakers and my adrenaline was pumping to the point that I found the right words in Italian. Well, I wanted to share this with you because it is a very good comparison to the tuition of the various Universities and Associations. England and Australia were absolutely ABSENT (as expected).

They would like to see my manuals in Italian but I don't think I will have the time to translate everything. But I promised them that I would send something on Satanism and Parkinsons, since their research is not as rich as ours.

They also asked me for some of my papers in graphology for publication. If I were younger and not involved so much in my NEW life, with the children, the house etc. I would give it a thought. As it is I don't have any professional ambition but I definitely want to participate whenever possible to conventions etc.

It was a very gratifying experience.

