



Although physiognomy (the study of the face) is relatively new to South Africa, it has been used extensively in Hollywood in order to choose the right actors for certain roles, and to select the actors who will play opposite each other. Added to this, it has also been used for selecting juries for court cases in America. A little closer to home, you can use it to understand your true self and your partner better.

IT'S *written*
ON YOUR
face!

It's strange how we can meet someone, and immediately know if we're going to get along, or not. Or, how we can tell our husbands: "There's something that bothers me about him. I don't know what it is, but I can just see we're going to clash." Perhaps you've written these feelings off as intuition, or perhaps you put them down to your being a good judge of people, but if you listen to Marthie Maré from Face Profile SA, you may change your mind. According to Marthie, a person's personality is written across their face, and with the help of physiognomy, you can 'read' both a person's nature and preferences at a single glance.

Wouldn't it be nice to understand why you and your mate fight so much when it comes to money matters, or why he's always on time whilst you're always late? According to Marthie, physiognomy is a very handy instrument. She believes that if she could teach this science to only one tenth



Marthie Maré

of the population, it would make a huge difference within the country in terms of relationships between people.

WHAT IS PHYSIOGNOMY?

Physiognomy is a science similar to physiology (the study of the body), and is used to compile a personality profile of the subject by interpreting facial features. This science, which is at least 3000 years old, was used by Aristotle, Plato, Hippocrates, Darwin and Lincoln, to name but a few. Marthie completed her studies in America under Rose Rosetree as her mentor.

According to her website, www.faceprofilesa.co.za, personality is projected through the structure, lines and shapes on your face and reflects thinking patterns, intimacy requirements, work ethics, security needs, spending style, and so much more! Does this sound airy-fairy? Too hippyish for your liking? Similar to fortune-telling, Eastern philosophy or expensive trickery? If you talk to Marthie, she would immediately be able to see the skepticism on your face, but would hope that those characteristics change after the conversation. Because they can!

As your personality changes and develops, your face shows the consequences of those changes outwardly, explains Marthie. She believes that even plastic surgery,

make-up or scars on your face can affect aspects of your personality. "All of the features on your face have a direct link to your personality. They have been formed with time, and any dramatic changes to your face will cause dramatic changes in your personality. If you aren't prepared to change according to the cosmetic procedure you chose, your facial features will more often than not revert back to their original form." She believes that this is the reason why so many people return to their plastic surgeons time and time again!

Any changes that you make to your face will have an influence on your personality, albeit even slight changes. Changing the shape of your eyebrows will affect your thought patterns and how you focus on detail, whereas lots of mascara will cause you to be more tolerant, because thick eyelashes represent this characteristic, she explains. According to Marthie, the profiling is 99.9% correct, although changes that happen on the outside (face) will often take a few months before they start to manifest on the inside (personality).

HOW CAN IT HELP YOU?

But how, you may be wondering, can people use this ancient art in today's context? Marthie offers different types of services to corporate associations, as well as on a more personal level. "To those who hear about it for the first time, it may sound a little hocus-pocus, but it really is a fantastic instrument if you discover how to use it correctly. It can be a very handy tool which you can apply to all areas of your everyday life," she explains. INTIMACY asked her whether couples can also benefit from physiognomy, to which she replied with a resounding 'Yes!' "It's a wonderful instrument to help you to understand your mate better. People often say that their partners aren't the same person they married all those years ago. Of course, this is very true. People change, and this is why their faces change." Unfortunately, very few people realise that they have an influence on the degree to which their partner changes, and may struggle to see that their mate has changed for the better and has become wiser with time. They may also fail to see that many of these changes are in fact coping mechanisms or mechanisms that they have developed in order to make up for their character weakness. "The system is designed to bring compassion as well as insight. It will help you to gain a deeper understanding of those with whom you interact – either on an intimate (personal) or business level. This advantage will enable you to communicate more effectively, and improve your personal and work relationships, as well as your social skills," she explains on her website.

HOW DOES IT WORK?

Your face is divided into different sections. Each section represents an aspect of your personality and reveals your

It will help you to gain a deeper understanding of those with whom you interact – either on an intimate (personal) or business level. 

preferences and personal style. Draw an imaginary vertical line from the centre of the forehead to the centre of the chin. The right side of the face represents the external or social side of your life. This is usually the side that is shown to your colleagues and acquaintances. The left side of the face represents the internal or personal side of your life. This is usually the side of you that is only shown to your family and close friends. The face is also divided into three horizontal areas called life priority areas. These reveal life priorities, which are very meaningful if you are looking to enter a long-term relationship. It is good to share similar priority area proportions, otherwise your relationship could suffer from this trait's potential challenge – a lack of understanding for other life priorities. "Every characteristic has a corresponding challenge," explains Marthie. "You could, for example, be very soft-natured, which is a great characteristic, but the challenge you face is having to be careful that people don't take advantage of you." Look at your face and measure which horizontal third is dominant. Priority area 1 is measured from the hairline to the eyebrows. If this area is dominant, you are driven by thoughts, ideas and theories. Feelings may play a lesser role. Priority area 2 is measured from the eyebrows to the base of the nose. If this area is dominant, you are driven by feelings and ambition. You are a go-getter who wants to leave your footprints behind. Priority area 3 is measured from the base of the nose to the bottom of the chin. If this area is dominant, you are driven by people and are well-grounded.

INTIMACY decided to test Marthie's theory by asking Roxanne and Massimo Mancini to undergo a face-profiling session with her. The couple have been married for 2½ years, and have been together for approximately 10. Marthie believes that a session like this is ideal for newlyweds, but also for couples who are planning to take the big step, or who have been married for many years. It places emphasis on a couple's similarities and differences, as well as possible areas of conflict. "A session like this should assist you in developing a multifaceted appreciation and understanding for each other, as well as improve communication," believes Marthie.

THE BIG TEST:

What Roxanne and Massimo revealed about their personalities before the session:

Roxanne (describing herself): "I am quite serious, with strong principles and values. I am loving, mad about kisses and hugs, and an advice-giver. I'm a terrible morning person, and can be very moody at times!"

Massimo (describing Roxanne): "She's very loving, and yes – moody in the morning! But she quickly switches over to her usual self. She has very strong values and principles."

Massimo (describing himself): "I am very free-willed. I stick to my moral values even when other people are doing the exact opposite. I follow my own path and can be very stubborn – which is one of my weak points! I enjoy spending time with other people, and I'm a good listener. I can help people sort problems out, and I'm fun-loving! I'm always the same, and not really moody at all. I like making other people happy."

Roxanne (describing Massimo): "He's very flamboyant, and engages people easily. Young girls swoon and often bat their eyelids when he's around. He's also quite stubborn!"

"We fight about..."

We often fight about sex and time, but we're on the same wavelength financially, so we don't easily fight about that. We are both over-achievers and don't work well together as we're both strong and neither of us likes to back down. We both want to do things our own way! I (Roxanne) am a giver, and Massimo needs that. I'm submissive to him, but no one else! My mother said she knew that Massimo was the right man for me because he's the only man who I will listen to. He's stronger than me. We often sit and work situations out, analysing things together. He is calculating and I am more relaxed. If I have five hundred Rand in my pocket, and see a pair of shoes that I like, I'll buy them immediately. With him, we'd first have to drive all over Gauteng to make sure there isn't a better

pair! We are very good at reaching our financial goals, which is why we don't argue about finances. Sex and time are two of the most difficult things for us to juggle. We have a huge combined family and lots of friends, and we always make time to see them. I would very easily be able to say that there isn't time to see everyone, but Massimo insists that we make time. When we're tired, everything becomes a disaster and we're more prone to disagree! Massimo is Italian, and this was a bit of a culture shock for me, but because my mom also has a bit of Italian in her, this didn't cause us to clash too much. His family is always late and mine is always on time. We fight about this a lot!"

(Note: Marthie was not present when Roxanne and Massimo made these statements.)



Roxanne and Massimo

What does the expert say?

“You both have very strong visual intellects, Massimo even more so than Roxanne. He pictures things, whereas Roxanne would rather choose to follow the chronological steps. The horizontal areas of your faces are both equal, which means that you both have the ability to get along with almost anyone – the thinkers, the feelers and the doers.”

What Massimo's features reveal:

- Your eyes are quite deep-set, which shows me that you are a bit more of an introvert and only share your feelings selectively with other people.
- Your work style is revealed in the shape of your nose. The beginning of your nose (the bridge between the eyebrows) is wider and then becomes narrower and narrower – which means that when you plan a project, you prefer to involve others in the beginning, whereafter you work for a while on your own, and then allow others to get involved again at the end of the project.
- You're analytical and if you search for the truth, you want that and nothing else.

Massimo



Original photo



Massimo's personal side

- You have a strong leadership style.
- Your mouth tells me that you can deal with a bigger group of people at work than you can at home. This may mean that when you entertain people, you prefer smaller groups.
- You like to keep a safe distance from people, and can be a bit skeptical.
- On the left side, your personal side, the form of your chin is straighter which means that you make personal decisions based on fact.
- Occasionally, you can be very stubborn because, for you, things are black or white, right or wrong.
- You possess a stronger desire for intimacy at home than at work. You need to feel that Roxanne is close by. For you, it isn't enough knowing that you're both in the same house. You would choose to be in the same room together – preferably sitting on the same couch! The more visible your eyelids are, the more intimacy you need. Some people don't show any eyelid, which means they like to keep a safe distance from others. The size of your eyelids can change within minutes, and represents your psychological awareness of the situation.
- Roxanne, the minute Massimo commits himself to a relationship, he'll remain faithful. He takes a long time to commit, but the moment that he decides to make that decision, he won't stray.
- You don't trust people easily. The straighter your bottom eyelid curve is, the less you trust people. When this area is completely straight, you can be sure that a person is skeptical and requires people to prove themselves first. After this, though, they can be sure that they've found a loyal friend.
- You like to direct people and to make things happen.
- Your eyebrows are thick, which means you require more detail. If I wanted to sell you a product, you would want enough detail and would want to know what differentiates my product from other similar products.
- The size of your ears dictates how much information you can handle at any given time. If you talk to him, Roxanne, keep things simple. Massimo, when you

listen, and the story gets too long, create attention-diverters (e.g. by pouring a glass of water) in order to gain the two or three seconds that you need to focus again. Your potential challenge is not to miss any important information. If you are sitting together and discussing something important, it's a good idea for Roxanne to give you regular breaks. Make coffee in between if you'd like him to focus, Roxanne.

- Massimo, when you laugh you show a lot of your gums which is a sign of being very generous. You give a lot of yourself to other people. Be careful that people don't take advantage of this.
- You are very competitive and always want to be the best in everything you do. This is a good characteristic in a marriage because you will always protect your wife, and look after her. It's important to remember, though, that you don't always have to prove yourself. Sometimes, a flower which you found somewhere in the garden while the dog was chasing you, can be just as meaningful as a huge store-bought bouquet.
- Sometimes you're very outspoken and if something doesn't look absolutely stunning on Roxanne, you'll tell her. You feel that people close to you deserve your absolute honesty, but sometimes Roxanne would like you to 'sugarcoat' things a little more!
- Wrinkles form after a period of difficulty. The wrinkle under your left eye (more prominent on the left side – thus speaking of personal situations) means that you needed much courage to fight back under difficult circumstances in the past. These are your 'badges of honour'. Every time you wonder how you are to overcome something, touch these lightly and remember that you do have what is necessary to overcome problems.

What Roxanne's features reveal:

- On the right side, your mouth is narrower than on the left which means that you prefer one-on-one conversations at work, and don't like addressing a large group.

Roxanne



Original photo



Roxanne's personal side

- Your jawbone shows an unusual ability to persevere. You're very focused at work, but at home you are more relaxed.
- Your nose has a 'scoop' profile which means that you use intuition to solve problems at work.
- You have a spontaneous communication style.
- Your eyes stand out (protrude), which means that you're a bit more of an extrovert than Massimo and don't like being interrupted.
- You want to keep things simple, but Massimo has the tendency to complicate things. My advice to you both is that Massimo should give you a summary of his thought process. You can ask questions if you need more details.
- You are individualistic and don't necessarily like to follow rules. My advice to you both is that Massimo should tell you why he wants you to do something. Massimo, explain why you expect certain things as she needs to know why she needs to do them.
- Your right front tooth is a bit bigger than the left one, which means that at work you are a bit more self-assured than at home.
- Your thin eyebrows make you extra-sensitive. If you stop plucking your eyebrows so thinly, you will stop taking small remarks so personally.
- You have a good persuasive style, but if you keep things too simple, you may lose Massimo mentally. Get enough detail together when you talk to him

about a topic so that if he asks for more detail, you are ready to provide the detail and facts.

- Your dimple shows playfulness and that you would like it if Massimo takes life a bit less seriously.

Your differences and similarities...

Your way of thinking differs, which could be a potential source of conflict. The shape of your foreheads also differs. Roxanne, you think in a logical, chronological way, so when you are both working on something, you may ask: 'What are the logical steps to follow?' or say: 'We need to do this, and that and that'. Massimo, you think in pictures and don't necessarily always want to follow all of those steps in that specific order. You will sometimes want to swap the steps around because the end-result is still in sight. Both of you have eyebrow hairs which stand up more prominently on the left side (personal side) before joining the rest of the hair. They look almost like small wings. If you plan something together, like a hike, you will both think of the possibility of rain and decide that you should take plastic bags, a torch, and an extra packet of batteries just in case. You will both look at what can go wrong and try and minimise any issues before they arise. Although you both have the ability to be proactive, you do it in very different ways. Resultantly, your logic sometimes doesn't always meet. You both have low-set eyebrows. The lower your eyebrows, the quicker

your brain functions and the more verbally spontaneous you are. You both have the tendency to interrupt each other. It would be wise to give each other a chance to finish before adding your own opinion, as conflict can be avoided in this way. You both have a very individual style, and large front teeth, which point to the ego. You are both very private people who attach value to your personal space and private lives. When you share your secrets with each other, you know that those secrets are safe. Massimo, you are a bit of a hoarder, and when it comes to money, you have the mindset that you need to 'save for a rainy day', while Roxanne experiences a feeling of abundance and believes that 'tomorrow will take care of itself'. This can be a possible area of conflict, but you could also complement each other in this area. Roxanne, you have a very responsible husband. Massimo, you should learn to be a little more carefree like Roxanne, at appropriate times. Roxanne, you like a bargain. If you aren't convinced that you are getting value for your money, you won't buy something, whereas Massimo will spend more easily, but the accounts need to be paid first. Your philtrums (the area just above the mouth) tell me that you attracted each other with the same sexual signals that you sent out. Both of you have a Cupid's bow, which means that you are very willing to help each other. Because you are on par sexually, the chemistry was automatically there when you met each other.

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“ Knowledge is power... I think it was a great experience! ”

IN HINDSIGHT: THE COUPLE'S VERDICT

Roxanne: “This was interesting to listen to, especially as I have a background in personality profile testing. For someone that has never met either myself or Massimo, she was very accurate! I noticed myself doing many of the things that she said that same day. I was surprised, because I went into the experience with a bit of scepticism, but it really was enjoyable. There were a few things that were perhaps a little general, but that could just be ‘female traits’. Most of the things she said were spot on. She told Massimo that if he wants to tell me to do something, he needs to be specific. She was completely correct as he often complicates things. Almost 90% of what she said was true!”

Massimo: “I was very sceptical, as most people would

be towards this kind of thing. I would say she was 95% spot on! Everything that she said, from work situations to our personalities, was so true – and the first night when we got home after the session, I did something which agreed 100% with what she told me! We giggled about it afterwards and realised that she was right. It gives you a different perspective, and I would recommend it for any couple, whether they’ve known each other for 10 years or 10 minutes! It gives you a new perspective on your relationship and on how you act at home and at work. It also shows you how your personality and relationship changes the longer you’ve been married. Knowledge is power... I think it was a great experience!” ❤️

* For more information, visit www.faceprofiles.co.za