

How Hand Analysis Could Influence Your Success

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My first reaction to the idea of hand analysis was probably similar to yours: Can the study of hands tell your future? No it can't. But I recently learned that scientific hand analysis is a field of study that is growing in use and regard by therapists, counselors and even neurologists and geneticists. In the appropriate "hands," so to speak, hand analysis is a means of getting fascinating insight into our emotional health, our innate life purpose, our outlook, and our overall tendencies, which are all discernable through analysis of the prints of our hands.

How is this possible? As it turns out, the lines in our hands mimic the neural pathways in our brains. In the same way repeated thoughts and actions create "hard wired" paths in our brains, the more intense the tendency, the deeper and more defined the corresponding lines and marks in our hands.

So how could hand analysis assist you in business? I posed this question to practitioner Jayne Sanders, the founder of HandsToSuccess.com. Jayne is a "reformed corporate executive" I met recently who holds an undergraduate degree in speech/communication (with emphasis in communications and psychology) and an MBA. Jayne quickly rose through the corporate ranks, but felt something important was missing--the ability to live her life purpose. She left the corporate world 15 years ago to pursue public speaking and authored a book *GenderSmart: Solving the Communications Puzzle Between Men and Women*. Still, she was seeking additional purpose to fulfill through her work.



Your attributes for success may lie in the palms of your hands

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It was during this time period Sanders discovered Hand Analysis. The underlying work in this field, she tells me, is from a gentleman named Richard Unger, who [created the system of Scientific Hand Analysis](#) that is currently most pervasive and widely accepted, based on 40 years of research and analysis on more than 15,000 pairs of hands. Unger was influenced in his work by prior experts including William Benham, whose book *The Laws of Scientific Hand Reading* emerged in the Industrial Age.

In legitimate hand analysis, Sanders tells me, there are no predictions of the future. The base analysis system is not tied to the metaphysical and spiritual arenas, however, for many practitioners the fields are at least somewhat intertwined.



Jayne Sanders provides scientific hand analysis (image courtesy of HandsToSuccess.com)

Interestingly, Sanders tells me, our fingerprints emerge at 14-16 weeks in gestation and never change, although most other aspects of our hands evolve and can change as our tendencies and strengths take shape over the course of our lives. When Sanders received her own initial hand analysis she found it surprisingly insightful, but to quell her skepticism she commissioned a second analysis by independently sending her prints to a second and unrelated practitioner overseas. The results were the same.

How can an entrepreneur or a business obtain hand analysis? Fortunately, the process can happen, when needed, by distance: using a practitioner's instructions, an individual can capture and submit their own prints scan/email or mail. The practitioner can then provide the results in a phone or Skype

interview. (In my case, Sanders also provided me with a printed result and a recording of our visit in an MP3 file.)

Here are the benefits hand analysis can provide to an entrepreneur or business:

- Insights learned can make leaders more effective
- Analysis can produce stronger performance and profitability
- Higher retention
- Improved job satisfaction and morale, due to working "on purpose"
- Greater teamwork performance, productivity and alliance
- Increased creativity and innovation

“Whereas instruments such as the Myers-Briggs personality test score a person’s perception of the world and decision-making style, it has been criticized as inconsistent,” Sanders says, noting that up to 75% of Myers-Briggs re-tests will yield a different result. “Hand analysis, in contrast, is independent of client input and is always consistent. In that respect it provides much more breadth and depth about purpose, special gifts and talents, challenges, potential, and approaches to relationships, work, and life,” she maintains.

The things Sanders revealed in her analysis of me are insightful: I struggle with work/life balance. I need to learn that “everything isn’t always at stake.” (Yes, all true.) I have high courage and am highly intuitive and creative. In a sense that could be positive or negative, I have a tendency to be an “artist in the spotlight” – a person who tends to do their best work when the 5 “a’s” are involved – approval, acknowledgement, appreciation, applause and (ahem) an

audience. I'm not sure that I love that observation, but I have to admit that it's apt. As a cautionary note, it also appears I have a genetic tendency to addictions, as a factor to watch.

As another test, I invited Sanders to compare her analysis of me and a friend and collaborator, Internet marketing expert [Alex Mandossian](#) (I wrote about Alex [here](#)) to see if our working partnership would be well advised. Here's what she said. As partners we have much in common, it turns out, as Sanders notes that both of us are

- Highly intuitive
- Trustworthy with high integrity most of the time
- Ambitious
- Good at getting results and completing things
- Spiritual teachers helping people via mass communication as authors and speakers
- Have a genuine desire to help people and make a difference
- Have a need to be in the spotlight to get positive feedback (and to do your best work)

Sanders noted that our collaboration has great potential to be successful with the following guidance and caveats:

- If he trusts your intuition and courage, and gives himself permission to trust his gut
- If you both treat each other and your work/contribution with respect

- If you are able to communicate your appreciation of his contribution often, but without feeling frustrated from having to do so all the time and perhaps not feeling heard
- If you don't need to feel emotionally close to him (which is a different thing entirely from liking and trust)
- If you plan your collaboration together and have clear responsibilities (which would be true for any partnership)
- If you give each other room and freedom to accomplish your agreed-upon work
- If you can take the creative/innovative lead from Alex and trust his input

These are helpful insights, and time will tell if our planned initial efforts (a series of articles and video interviews that examine the *Inflection Points* successful entrepreneurs have faced) will succeed.

I asked another executive who's recently received hand analysis, Lisa Kelly of Sales:Creative in Nashville, Tenn., to provide feedback on the outcome as well. Kelly said her hand analysis (also from Sanders) was more valuable to her and proved to be more accurate than any other method she has used for personal growth and development.

I also spoke to a [leadership](#) development expert, [Hugh Ballou](#), The Transformational Leadership Strategist, who found the concept and experience of hand analysis helpful to his business as well: "After my hand analysis session I became more aware of the hidden talents and abilities that have greatly impacted my leadership development work. I am more empowered to observe actions and feelings in human emotional systems, and

the analysis increased my ability to engage leaders in meaningful conversations that positively impact their own processes and results."

Are you curious? For anybody who's personally interested in hand analysis or would like to learn more about the field as a beneficial adjunct to their business, Sanders has written an indepth article, *The Growing Case for Scientific Hand Analysis* that readers can download from her website, www.handstosuccess.com, or from [here](#).