



# *Write Insights*

**A BASIC GUIDE TO  
HANDWRITING ANALYSIS**

**Dale Roberts**  
and  
**Pat Peterson**

# Write Insights

A Basic Guide to

Handwriting Analysis

## TABLE OF CONTENTS

Library of Congress Definition .....	1
What You Can Realistically Expect .....	2
Personality Assessing.....	3
What About Printers?.....	6
Corporate America's Best Kept Secret .....	7
Your Handwriting Sample .....	9
Handwriting Samples & What They Mean.....	11
Frequently Asked Questions.....	25
Glossary .....	27
Bibliography.....	28
About the Authors.....	29



## Library of Congress Classification Index Heading

### PSYCHOLOGY

graphology (gra.fol'.le.ji)

*The study of handwriting and its revaluation of personality facets and character traits through slant, pressure, etc. The manifestation through writing of patterns of thought, emotional discipline, energy and enthusiasm, curiosity, independence, manual dexterity, hidden aptitudes and natural abilities.*

*I*s it an art or is it a science? Handwriting analysis is as much an art as a science – a science derived of empirical study and an art of application guided by experience. Interpreting a person's script is a dynamic process that demands uniting a whole series of characteristics seen in the letters, shapes, margins, ratios and in fact, every aspect of the writing. Even the unwritten portions of the page can be highly scrutinized to yield significant information about the writer. The act of writing is the most highly developed of all human expressive movements. It is, in fact, **frozen gesture**.

Analysis is not merely the aspect of isolating and identifying specific graphological traits within a script, but rather the uniting of indications and conclusions to form a well-rounded image of the writer. Symbolism is very much a part of our intellect and personality. These same symbols are expressed in the strokes of our writing. The written twists and turns provide us with a path to the inner forces of the mind and its personality.

A person's handwriting is an individual's personal and legal identification for life. It reflects a personal conditioning since birth and is just as individual as one's fingerprint. It has been said that a fingerprint is the oldest and truest personal signature. **Handwriting patterns do not predict or foretell the future.**

Included here are a few of the hundreds of graphic traits and their interpretations. Caution should be used that no single sign should ever be taken out of context or interpreted alone. While traits often have different meanings in various combinations, the basic traits tend to remain constant for the writer.

All signs have validity only when they appear consistently and with repetition in the handwriting. Despite many different meanings given for one trait, vagueness or uncertainty is not implied. Rather, it allows for discriminating distinction necessary to fit the individual writer's individual personality.

## What You Can Realistically Expect ...

While a handwriting may show many traits thought of as positive, it should be remembered that even positive personality traits tend to become negative if used in excess or unwisely. Traits thought of as negative may, in fact, be modified or neutralized if used sparingly by the writer. Excesses of any type should always be approached with caution. Too much of even a good thing can become a negative.

The professional graphologist knows it takes more than a line or two of writing to discern a personality. The samples presented here are given only to point out specific traits. These samples only serve to represent the approximations of formations as they may appear. Traits rarely stand out clearly as represented here. They will take hundreds of twists, turns and variations.

Your writing samples won't look exactly like the ones shown here. Formations can and do change from letter to letter in the same writing sample. It must be emphasized that formations or traits seen only once or twice in a handwriting sample must be viewed purely as fluke letters or anomalies. They may never occur again for that writer. These traits have little, if any, significance for that personality. For a trait to have merit, it must be seen repetitively in a volume of natural writing.

Consideration must be given to the circumstance that the sample was written in, i.e., was the writer: nervous, tired, hurried, in pain, using a bad pen, in poor lighting, using an uneven surface or poor quality paper, unsure of spelling, angry, sad, uneducated, or other. We must always try to empathize with the conditions of the writing act.

While many traits are shown here, there are far more than this booklet could ever cover. Be aware that the likelihood of two writing samples being exactly alike is numbered at over sixty trillion. Also, the myriad of personality possibilities are infinitesimal. With a reasonable amount of certainty, it can be said that no two writers or personalities are completely alike. Study and experience of personality and handwriting are the keys to discerning the differences.

The stroke of the pen reveals character strengths, aptitudes, talents, temperament, sincerity and a whole lot more. While the trained graphology expert can strip away the layers to see beneath the exterior, the novice can do the same with a little help, study and practice.

## Personality Assessing


Emotional maturity is not necessarily connected to a person's age. Before you begin your analysis, it can be helpful to know how old the writer is. After all, you may find a person of 50 who is very immature, or a teenager who is quite mature for their age.

While handwriting does not reveal gender, it will show the masculinity or femininity of the writer. When obtaining a sample keep in mind, the more writing one has to work from, the better. It would be nice to have a multi-page sample, but several spontaneously written paragraphs can yield a wealth of information about the writer's personality.

For the best results, the sample should be written while the writer is comfortably seated. Adequate space and lighting should be provided. The writer should be permitted to use their own writing instrument or provided with a properly working ballpoint pen. Fountain pens are acceptable if they are in quality condition and if the writer is familiar with using wet ink.

Generally speaking, felt tips do not provide good samples for analysis. Several sheets of unlined paper should be provided. Blank paper allows us to see how the writer handles space, as the space is symbolic of their world. The samples should also include the signature of the writer.

If the writer normally prints, it can be helpful to ask for a paragraph or two in cursive writing. There should be no time constraints and the content should not be copied or memorized. The best samples are first person spontaneous writings.



*"Spoken words are the symbols of mental experience and written words are the symbols of spoken words. Just as all men do not have the same speech sounds, so do not men have the same writing."*

Aristotle

The fact that a writer is right or left-handed has merit to the trained analyst, but is not of significance to the beginner. It is important to know that left slant writing is not taught in any U.S.

schools and it is more predominant in right-handed writers. It can be said that a right slant in left-handed writers signifies adjustment to the right-handed world. Left slant in a left-hander speaks of a lack of adjustment and a degree of rebellion.


It is important to remember that a signature is an autograph and unique among various writing formations. It represents a concentration of the personality and the "self! Think of the signature as the writer's logo or a trademark. The signature represents the desired self or the face the writer wishes to present to the world. It may be open and candid and may truly represent the writer's personality. But oftentimes the writer wears a mask to hide insecurities. The trick is for the analyst to peek beneath the mask to see the writer's real identity.

Like a candid photograph snapped in an unguarded moment, your handwriting can say more about you than you might think. No matter how you are taught to write in school, your handwriting will eventually take on your own personal style and become a completely unique guide to your character. Handwriting is an unconscious projected response to the brain that creates a unique stamp of the individual's personality.

Everything we do, every move we make, ultimately reveals at least a part of who we really are. In the search for clues, no analysis should be undertaken without empathy for the writer. Compassion and understanding should never be ignored. In the process of determining the personality, we must not destroy the person.

For a quick start, it is important to capture the essence of the writer, through the holistic view. Begin by not trying to focus too specifically on any one area of the writing. Holding it at arm's length can help. You're trying to get a general feel for the writing, attempting to get the tone. Just for a second, squint. Forget the words, letters and dots. You're looking at the quality of the whole, not the sum of its bits and pieces.

Ask yourself—does the writing look spontaneous or inhibited, fast or slow, dynamic or flat, organized or confused, fluid or mechanical, stable or erratic, simple or complicated, lively or dull, calm or disturbed, flexible or rigid, graceful or awkward, original or conventional, genuine or artificial, careful or careless, balanced or distorted, strong or weak, confident or fearful?



*“Handwriting Analysis reveals what the writer may wish to conceal. The signature may or may not accurately represent the writer's true and candid personality, or it can be a cover-up for feelings of guilt and inadequacy.”* Pat Peterson



Ask how much of the original school model - that style the writer first learned in grade school - has been retained. Has the writing evolved, has it been simplified, enlarged, diminished, transformed or distorted? Has the writer maintained margins or ignored them? Do the lines have adequate distance, and do they proceed across the page in a straight manner, or do they rise, fall or undulate?

As you begin to examine the writing more closely, it might be helpful to consider the direction of writing slant as the way a person approached life or shies away from it. Handwriting pressure relates to energy resources and emotional memory.

Connections between letters tell us the manner in which a person reaches out to others or fails to. The different zones of a writing shows where the writer is more comfortable spending their time. It may also tell about frustrations and anxieties related to that area. Margins reveal aesthetics appreciation and attitudes toward the past and future.

## What About Printers?

*P*rinters are in a class of their own. They are, in general, Individualists who refuse to conform. They seem unburdened by a need to maintain social bonds. Their need for independence makes them appear less spontaneous and more self-centered.

Printers will not be committed to the social needs and perceived dependence of the fully connected writer. They take a no-nonsense approach to work and daily life. They prefer bottom-line answers based on realistic problems.

Printers strive for perfection and will seldom undertake tasks where failure is a possible outcome. They play to win, not just to participate. The non-connected writer is much more comfortable dealing with facts, figures and tangibles. They prefer to skip emotions. Printers often gravitate toward occupations that require printing - architecture, engineering, drafting, design or other technical pursuits.

In an era where fewer people write in script and children are not required to do so in school, printing is rapidly becoming “the new normal.” Far more young people print than write in script and while that presents challenges to the analyst, there is still a lot one can glean. As communication increasingly moves toward methods in which “key-boarding” is the norm, fewer people take the time to write even though there is evidence that handwritten communication increases retention of knowledge.

## Corporate America's Best Kept Secret

Imagine for a moment that you are a H.R. Specialist for a Fortune 500 pharmaceutical company. Sitting across the desk from you is a candidate who makes you uneasy. His resume is impeccable and has outperformed all others. His physical appearance is ideal for this position-clean-cut and conservative. Yet, there seems to be something dangerous going on behind those Foster Grants. By hiring the wrong candidate for this position, you could be putting your company in a position of serious liability. But a simple, confidential handwriting analysis could tell you everything his resume does not.

### *Time and Money Saved Via Graphology*

Handwriting analysis is quietly spreading throughout corporate America. The government has eliminated polygraphs and as an alternative, employers are examining graphology in an effort to know who they are hiring.

For some time, European companies have had handwriting analysts on staff to help personnel officers read between the lines. In the United States, thousands of employees and prospective employees are screened via handwriting analysis every day.

As a method of personnel screening, graphology is highly accurate, non-discriminating, non-intimidating, non-invasive and costs a fraction of what a company would pay a professional personnel search agency. It is quick and cost effective. There simply isn't a downside.

You don't know an individual until you hire them, you have no insight as to how they'll respond to stress or deadlines because they're always putting their best foot forward, with a little bit of acting. They can try to conceal their handwriting, but that shows up. The total analysis will say, 'This person is not being candid,' which makes it even worse. What you see may not be what you get.

Research shows that 4 out of 5 people are mismatched for the job in which they were hired. In the sales field, 85% of employees are terminated within 3 months. How can companies prevent these costly personnel mistakes? With graphology, a handwriting sample will provide employers with focused information disclosing up to 250 different personality traits. These can include the following:

- Mental processes
- Success motivation/goal orientation
- Energy and perseverance
- Social skills
- Administrative or managerial skills
- Career aptitudes
- Team oriented vs. self-directed
- Emotional responsiveness
- Integrity
- Dependability
- Organizational skills
- How well they follow directions
- How well they communicate
- How well they use and understand the- English language

The costs to terminate an employee after 3 months can constitute a major loss for corporations, not to mention the loss of morale for employees who witness constant turnovers.

Team building begins with the compatibility of the group. An important asset of graphology is to analyze employee handwriting samples to ensure that well-rounded teams are brought together to produce quality results. Also consider, many of the people that you hire today will become your company's managers tomorrow.

### ***Handwriting Analysis as a Corporate Insurance Policy***

Handwriting analysis can also become a company's greatest insurance policy. Whether or not a company believes in the benefits of handwriting analysis, one of the best preventative measures a company can take is to have handwriting samples of every person on staff—past or present—from the corporate office on down to the loading dock. These samples should be archived in the event of:

- Forgery
- Embezzlement
- Fraud
- Poison Pen Letters


In a perfect world, companies would never have to use these samples, but white-collar crimes are on the rise. With these samples in hand, your investigation can begin immediately with discretion. In an aura of suspicion, the likelihood of getting accurate handwriting samples is severely diminished.

### ***Obtaining a Handwriting Sample***

In order to obtain your handwriting samples, you can use any question you would like, as long as it prompts the person to think and write at least a paragraph or two. Don't use questions that someone would answer with a short "yes" or "no." Questions like: "Why would you be a good fit for this job?" or "What do you like to do in your spare time, and why is it fun for you?" can work well. The writer should be comfortably seated at a desk or table and provided with several working black ballpoint pens. No time constraints should be placed on the writer. Also, don't forget to have them sign the writing sample, as a person's signature says much about them.

With the writing sample in hand, you now have the key to understanding and making the most productive use of the employees in your future.

# Dale Roberts



## *Write Insights*

### **Your Handwriting Sample**

Now it's time for you to test your skills by analyzing your own writing sample.

In the space below, use a ballpoint pen to answer the question, and be sure to SIGN the bottom of the sample page.

***What do you hope to gain from your handwriting analysis?***

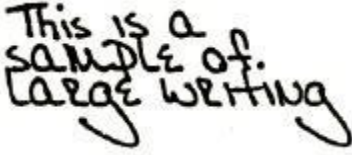
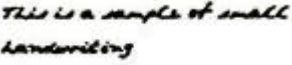
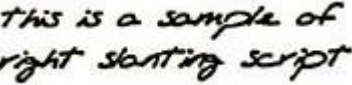
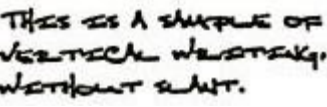
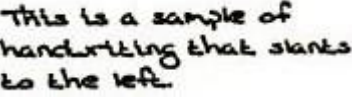
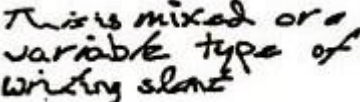
**Signature:** \_\_\_\_\_

### *How did you do?*

Want to get the “Expert’s” view on what your handwriting sample says? Simply visit the Services & Pricing page on the Write Insights website. (<http://writeinsights.com/pricing/>)

There, you can sign up for Dale’s \$39.95 Handwriting Analysis, which includes a personal telephone call or Zoom video conversation with Dale. Once you make your payment using the PayPal button on that page, you will be given instructions for sending your writing sample to Dale. He will contact you to schedule your telephone or video call.

## Handwriting Samples & What They Mean

<b>LARGE</b>		<b><u>size</u></b> thinks big, sees the big picture, expansive, extroverted, comfortable in large groups, social, ambitious, generalist, bold
<b>SMALL</b>		concentrations, detail-oriented, focused, introspective, modest, scientific aptitude, specialist, shy
<b>RIGHT SLANT</b>		<b><u>SLANT</u></b> extroverted, friendly, social, empathy, emotionally responsive, future-oriented, takes initiative, trusting, animated
<b>VERTICAL SLANT</b>		calm, independent, objective, neutral good judgement, fair, realist, practical, factual, skeptical, cautious
<b>LEFT SLANT</b>		traditional, calculated charm, self-control introspective, past-oriented, reserve, cautious, withdrawal, distrust
<b>MIXED SLANT</b>		lively, vivacious, versatile, impressionable, unsettled, flexible, agitated, moody, erratic, unpredictable

## width

### WIDE

*This is a sample of wide writing.*

expansive, uninhibited, receptive, open, gregarious, generosity, warmth

### NARROW

*This is a sample of narrow writing.*

conservative, restricted view, inner strength, inhibited, frugal, fearful

## *Connections*

### GARLAND

*This is a sample of garland writing.*

adaptable, cooperative, friendly, tolerant, easy-going, empathetic, sincere

### ARCADE

*This is a sample of arcade writing.*

formal, serious, distant, protective, private, unspontaneous, artistic, aptitude

### ANGLE

*This is a sample of angular writing.*

analytical, direct, reliable, critical, demanding, conscientious, uncompromising, aggressive, fault-finding, stubborn, inflexible

### THREAD

*This is a sample of thread writing.*

indefinite, adaptable, creative, diplomatic, intuitive, impressionable, avoids, friction, wants peace, yielding, elusive

## Pressure

### HEAVY

*This is a sample of heavy pressure writing.*

vitality, reserve energy, lasting, emotional memory, loves luxury, strong likes & dislikes, forgives but can't forget

### LIGHT

*This is a sample of light pressure writing.*

resilient, sensitive, delicacy, forgiving and forgetting, spiritual, limited energy reserves



## Z·O·N·E·S

**TALL  
UPPER  
ZONE**

*This is tall upper extensions and zone*

intellectual, abstract, spirituality, idealism, ambition, aspiring, pride, formal, mental curiosity, dreamer

**SHORT  
UPPER  
ZONE**

*This is short upper extensions and zone*

self-reliant, wants to set own direction, independent, practical, shuns theory & speculation, mundane, unaspiring

**LONG  
LOWER  
ZONE**

*This is long lower lengths and zone writing*

tolerates routine, conformist, easily satisfied, non-competitive, sedentary, rapid energy drop off, apathy

**SHORT  
LOWER  
ZONE**

*This is short lower length and zone writing.*

goal setting, drive, determination, earthy, enjoys change & variety, restless, easily bored, scatters energy

**TALL  
MIDDLE  
ZONE**

*This is a sample of tall middle zone.*

confident, striving, ambitious, enterprising, power seeking, egotistical

**BALANCED  
ZONE**

*This is going to balance*

maturity, well-rounded, balanced nature, orderly, calm, level-headed, indifferent

**TALL  
UPPER  
NO LOWER**

*This is a sample of a tall upper extensions and zone*

pride, intelligence, theorist, conscientious, superficial, lacks stamina, dreamer, impractical, escapist

**LONG  
LOWER  
NO UPPER**

*This is long lower zone, no upper extensions.*

self-reliant, earthy, realist, non-intellectual, priceless, bored by theory & speculation, limited conscience

**FULL  
UPPER  
ZONE**

*This is a full upper zone*

fatigue, unhappy, pessimism, melancholy, depression, negative thinking

**NARROW  
UPPER  
ZONE**

*This is not full*

conservative, realist, uncompromising, sober, repressed thinking

**FULL  
LOWER  
ZONE**

*This is going to be full.*

security minded, social, material imagination, ambitious, flexible, resourceful, creative, physical, sensual

**NARROW  
LOWER  
ZONE**

*This is not going to be full.*

factual, picks friends with care, guarded, perfectionist, inhibited, suppressed emotions, shuns imagination

# Legibility

## LEGIBLE

*This is clear and legible writing.*

clear communicator, desire to be understood, sincere, good pupil, good teacher or Instructor

## ILLEGIBLE

*This is illegible or unreadable writing.*

non-communicative, secretive, speedy mind, careless, distrust, executive type

# PRINTING

## PRINTED

*THIS IS A SAMPLE OF DISCONNECTED PRINTING.*

less spontaneous, desire to be understood, deals with facts & figures, projects & planning, limits show of emotion

## CONNECTED

*This is a sample of fully connected style writing.*

friendly, common sense, logical, thorough, fluid, persistent, systematic

## DISCONNECTS

*This is a sample of disconnected writing.*

intuitive, interpretive, instinctual, unseen logic, resourceful

# Line Direction

## STRAIGHT

*This is a sample of a straight baseline*

steady, goal-directed, persistent, even-tempered, reliable, stable, willpower

## RISING

*This is a rising line*

optimistic, ambitious, cheerful, initiative, restless, positive thinking

## FALLING

*This is a falling line*

fatigue, unhappy, pessimistic, melancholy, depression, negative thinking

## WAVY

*This is a wavy line*

flexible, versatile, lively, emotional, inconsistent, instability, moody, weak-willed

# MARGINS

**LEFT  
MISSING**



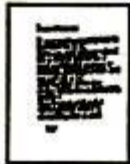
informal, traditional, unpretentious,  
practical, economical

**LEFT  
WIDE**



spontaneous, progressive,  
cultural, cut off from past, fleeing  
past

**RIGHT  
NARROW**



joiner, uninhibited, chatty, goal-  
oriented, courage, risk taker

**ALL  
WIDE**



artistic aptitude, aesthetic sense,  
sensitive, orderly, private, timid

**ALL  
MISSING**



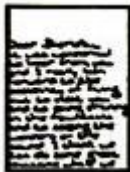
economical, thrifty, uncultured,  
little sense of beauty

**UPPER  
NARROW**



direct, economy, lacks personal  
distance, informal, disrespect

**UPPER  
WIDE**



formal, reserve, pretension, lacks  
self-respect, pessimism

# Signature

## BODY & SIGNATURE LEGIBLE & SAME

We can go sailing on  
Sunday. Regards,  
Pat Peterson

straight-forward, unpretentious, open, stable,  
loyal, desire to be understood, sincere

## BODY & SIGNATURE ILLEGIBLE & SAME

We can go sailing on  
Sunday. Regards,  
Pat Peterson

rushed, confidential, private, secretive,  
cryptic, non-communicative, inconsiderate

## BODY LEGIBLE. SIGNATURE ILLEGIBLE

We can go sailing on  
Sunday. Regards,  
Pat Peterson

clear communicator regarding impersonal  
matters, separate private life, ambiguity,  
executive type

## BODY ILLEGIBLE. SIGNATURE LEGIBLE

We can go sailing on  
Sunday. Regards,  
Pat Peterson

what you see is not what you get,  
pretense of openness, falsehood,  
hypocrisy

## FIRST NAME LARGER THAN FAMILY NAME

We can go sailing on  
Sunday. Regards,  
Pat Peterson

takes pride in own accomplishments,  
personal confidence, self-reliant

## NAME LARGER THAN FIRST NAME

We can go sailing on  
Sunday. Regards,  
Pat Peterson

personal modesty, family pride, importance  
of heritage

## FIRST NAME ILLEGIBLE

We can go sailing on  
Sunday. Regards,  
Pat Peterson

personal privacy, self-modesty, unhappy  
with self

## LAST NAME ILLEGIBLE

We can go sailing on  
Sunday. Regards,  
Pat Peterson

family modesty, physical or psychological  
split with family, unhappy with family  
lacks family pride

- A -

a

**OPEN:** social, receptive, sincere, candid, verbal, communicative, talkative

u

**WIDE OPEN:** expressive, frank, likes to hear self, talkative

a

**CLOSED:** tact, discreet, good listener, reticent, cautious

a

**HOOKED:** evasive, sarcastic, guilt, manipulative, compulsive, rearranges facts, lying

a

**BROAD:** warmth, spontaneous, emotional affection, loves food and pleasure

a

**NARROW:** suppressed emotionally, silence, reticence, secretive, tension

e

**INK-FILLED:** sensual appetite, indulgent, passion, crude, explosive, coarse, vulgar

e

**LOOPED RIGHT:** rapid thought; evasive, secretive, excuse-making

a

**LOOPED LEFT:** ego protective, self-deceit, vanity, ignores facts and reality

- B -

b

**OPEN:** yields to persuasion, gullible, sympathetic, desire to please

b

**CLOSED:** skeptical, sales resistance, needs proof, suspicious

b

**TALL:** idealism, intellectual, conscientious, lofty, pride

b

**INFLATED:** open-minded, imagination, expressive, boastful

h

**STICK:** direct thinking, resourceful, initiative, practical, efficient

- C -

c

**OPEN:** receptive, generosity, open, naïve

t

**ANGULAR:** rigid, inflexibility, tension, anxiety, stubborn

c

**LOOPED:** competitive, jealousy, fears rivalry, frustrated desire for responsibility

- D -

d

**TALL:** idealism, intellectual, conscientious, loftiness, pride

d

**SHORT:** independent, modest, shuns herd instinct

d

**REVERSED:** rebels against society, self-centered, wants own way

d

**DELTA:** poetic, reflective, meditative, historic inclination, literary, fluency

d

**STERN BRACED:** stands firm, decisive, stubborn

- E -

e

**OPEN:** broad-minded, a listener, receptive

u

**RETRACED:** quick comprehension, rapid thinking, poor listener, tension

e

**GREEK:** literary aptitude, seeks knowledge, refinement

- F -

f

**BALANCED:** organized, action & thought applied equally, efficiency, unified

**LOWER LOOP ONLY:** realist, doer not planner, practical application, develops ideas of others

**UPPER LOOP ONLY:** formulates ideas, delegates to others, thoughts but no follow-through

**REVERSED:** fluid communicator, smoother talker, clever

- G -

**SHORT:** likes short projects, minimal endurance, practical, inhibited, sedentary

**LONG:** determined, realist, restless, easily bored, wants change and variety

**FULL:** imaginative, materialistic, social, physical minded

**NARROW:** choosy selecting friends, limited imagination, not spontaneous

**STICK:** concentration, few friends, works well along, delegates, non-materialistic

**CURVED:** affectionate, gentle, musical, meditative, reflective, romantic, needs, nurturing, incomplete imagination

**FIGURE 8:** adaptable, fluent communicator, cultured taste, literary aptitude

**TRIANGLE:** compulsive, aggressive, prudish, argumentative, tyrannical, works the angles

**BRACED RIGHT:** ambitious go-getter, instinctually provocative

**LOOPED LOW:** clannish, grants trust to few, stays in small circle, unsociable, distrust

**RETRACED:** shuts others out, doses out imagination, instinctual or hiding

- H -

**TALL:** idealism, intellectual, conscientious, lofty, pride

**INFLATED:** open-minded, imaginative, expressive, boastful, indiscriminate thinker

**STICK:** direct thinking, resourceful, initiative, practical, efficient

**EYELET:** ungrounded hope, daydreaming, pretense of religion, faked spirituality

**LOOPED UNDER:** hesitancy, doesn't live up to abilities or expectations

- I -

**ROUND DOT:** patient, loyal, good memory, accurate, precision, perfectionist

**CIRCLE DOT:** likes to be-different, non-conformist, artistic, imaginative

**DASHED DOT:** mental energy, enthusiasm, hurried, irritated with trivia

**LEFT-PLACED DOT:** lives in past, caution, insecurity, fear, procrastination

**RIGHT-PLACED DOT:** energetic, progressive, quick mind, future-oriented, impulsive, impatient

**MISSING:** above trivia, careless, inconsiderate, poor memory

- J -



**SHORT:** Inhibited, tolerates routine, short-lived -endurance, sedentary

**LONG:** determination realist, easily bored, restless

**FULL:** social, imaginative, materialistic, physical-minded

**NARROW:** limited imagination, choosy making friends, repressed spontaneity

- K -



**TALL:** idealistic, intellectual, conscientious, lofty, pride

**INFLATED:** open-minded, imaginative, expressive, boastful

**STICK:** direct thinking, resourceful, initiative, practical, efficient

**BUCKLED HIGH:** resists authority or supervision, fears loss of autonomy, defiant, rebellion

- L -



**OPEN:** open-minded, expansive, spirituality, expressive

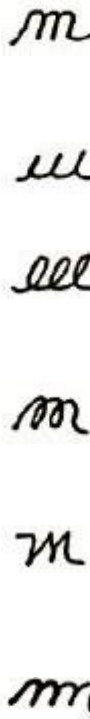
**CLOSED:** intellectual hiding, secretive, conforming, suspicion, narrow-minded, opinionated, repression

**HYPER-INFLATED:** lacks objectivity, unrealistic, dreamer, lacks mental discrimination

**STICK:** direct thinking, resourceful, initiative, practical, efficient

**TWISTED:** distorted thinking, twisted philosophy, mental or physical suffering

- M -



**HUMPS ROUND & EVEN:** logical, orderly mind, hand dexterity, cumulative, deductive

**INVERTED:** keen thinker, socially adaptable, gentle, natural student

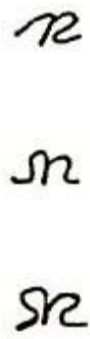
**LOOP UP:** charm, social pretense of amiability, cultivated friendliness, insincerity

**LOOPED UNDER:** hides worry, covers insecurity, apprehension, needs to suffer, martyr

**ANGLED:** analytical, investigative, unyielding, hard worker, won't compromise, dry

**TOO FEW OR TOO MANY HUMPS:** heedless, reckless, accident-prone

- N -



**DENTED RIGHT SIDE:** clever, poor me attitude, procrastination, martyr, strict paternal influence

**DENTED LEFT SIDE:** strict maternal influence, influenced by past, anxiety toward past

**INDENTED BOTH SIDES:** strict upbringing

**ANGLED:** analytical, investigative, unyielding, hard worker, won't compromise, dry

- O -



**OPEN:** social, receptive, sincere, candid, verbal, communicative

**CLOSED:** tact, reticent, discreet, good listener, cautious

**HOOKED:** evasive, sarcastic, guilt, manipulative, compulsive, rearranges facts, hypocrisy

**BROAD:** spontaneous, warmth, emotional, affectionate, loves food and pleasure, wide interests

**NARROW:** suppressed emotions, silence, reticence, secretive, tension

**INK-FILLED:** sensual appetite, indulgent, passion, explosive, coarse, vulgar, violent

**LOOPED LEFT:** ego protective, ignores facts and reality, vanity, self-rationalization

**LOOPED RIGHT:** discreet, edits speech, omits uncomfortable details, secrecy

**DOUBLE-LOOPED:** misleads, conceals, cunning, insincere

**TRIPLE-LOOPED:** secretive, insincere, deceptive, intentional deceit

- P -

**SHORT:** yields to authority, timid, weak libido, lacks determination

**LONG:** physical-minded, agile, endurance, restless, easily bored, strong libido

**LONG FULL:** materialistic, imaginative, strong, physical mindedness, adventurous, creative

**LONG NARROW:** limits emotions, non-materialistic, avoids intimacy, inhibition

**TALL SPIKE:** intellectual probing, comprehension, enjoys mental challenge, argumentative

- Q -

**NARROW:** selective, reticent, limited imagination

**FULL:** imaginative, materialistic, fantasy

- R -

**FLAT:** visual sense, hand dexterity, coordination, independent

**LOOPED LEFT:** talkative, sensitive, entertaining, independent

**SHARP:** quick comprehension, quick thinking, perceptive

**NARROW:** repressed, secretive, shy, inhibited, conservative

**SOFT:** romantic, dull perceptions, yielding, indolent, lazy

**GREEK:** receptive, cultural, astute, curiosity, crafty, sly

- S -

**SOFT:** yielding, lacks backbone, lacks sales resistance, passive

**SHARP:** curiosity, perceptive, stubborn, critical thinking

**KNOTTED:** cautious, secretive, persistent tenacity, thorough, pleaser

**OPEN:** pleaser, trusting, gullible, susceptible, compliant

- T -

**BAR SHORT:** strength for short duration, matter of fact, efficient

**BAR LONG:** enthusiasm, dynamic, leadership, optimistic



**BAR RISING:** ambitious, aspirations, hopeful, optimistic

**BAR DESCENDING:** driver, wants final word, domineering, aggressive, argumentative

**BAR HIGH:** aspiring, goal setting, long-range planning; able to project into future

**BAR LOW:** practical, non-risk taker, subordinate, safe goals, realist

**BAR DISHED:** helplessness, superficial, shallow thinking, guilt-ridden, lacks endurance

**BAR UMBRELLAED:** benevolence, devotion, self-control, reformed

**BAR WAVY:** humorous, fun-loving, charm, tolerant, flirtatious, capricious, imaginative

**INFLATED:** sensitive, touchy, needs approval, expressive, fears, criticism

**KNOTTED:** persistent, willpower, concentration, tenacity

**STAR:** intolerant, resentful, sensitive, cold

**RETURNS LEFT:** guilt, self-blame, recrimination

**MISSING:** hasty, careless,

unreliable, irresponsible, antisocial

**FLOATING:** visionary, distant goals dreamer, impractical, unrealistic

**HOOKED:** tenacity, purposeful, won't let go

**STERN BRACED:** stands firm, decisive, stubborn

**STICK:** direct thinking, resourceful, initiative, practical, efficient

- U -

**LARGE:** social, receptive, open, gullible, naive, immature

**NARROW:** timid, sober, cold, conservative, reserve, shy

**ANGULAR:** rigid, inflexible, harsh, resistant, critical, analytical

- V -

**NARROW:** timid, conservative, reserved

**BROAD:** broadminded, expansive, spontaneous

**ARCADED:** self-protective, secretive, reserved

**VAULTED:** desire to break with current conditions, revolt

- W -

**ROUNDED:** sensitive, cooperative, adaptable, broadminded

**ANGULAR:** analytical, critical thinker, stubborn




**SQUARED:** sense for form and structure, aggressive

**LOOPED:** self-deprecating, needs to suffer, martyr, vanity

- X -

**CROSSED LOW:** modest, works well behind the scenes, shuns attention

**RIGHT PLUNGING:** enterprising, aggressive, impatient, angry, determination, stubborn

-  **LEFT PLUNGING:** resentment toward past, quick temper
-  **CURVY:** fun-loving, frivolous, humor, lacks seriousness
-  **SPLIT:** individual, misunderstood, split personality

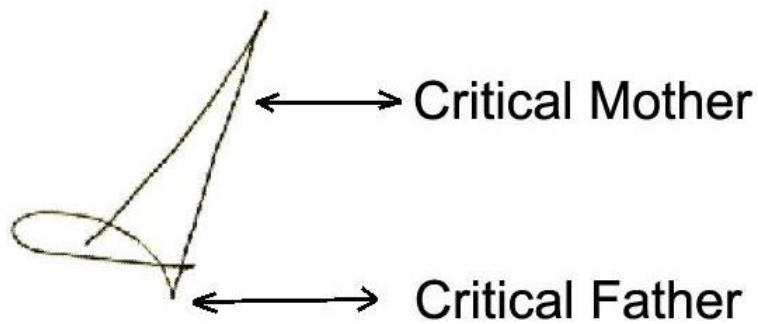
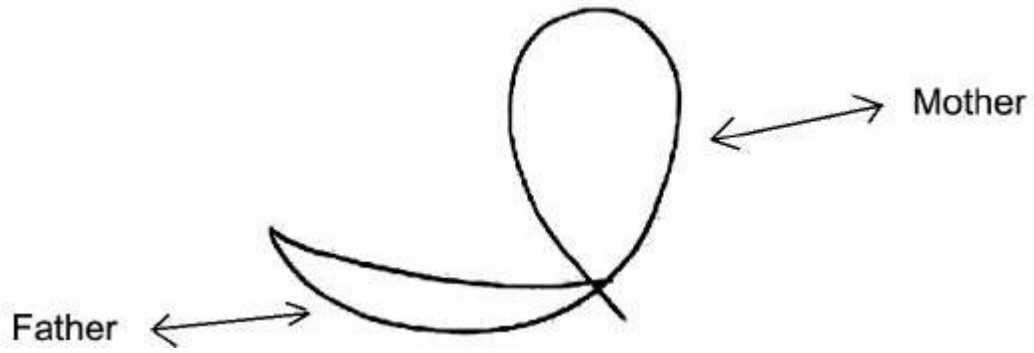
- Y -

-  **SHORT:** inhibited, likes routine, short-lived endurance, practical, sedentary
-  **LONG:** restless, determination, realist, easily bored, wants change and variety
-  **FULL:** materialistic, physical, social, imagination
-  **NARROW:** limited imagination, choosy in selecting friends, repressed spontaneity
-  **STICK:** focused, non-materialistic, delegates easily, limits intimacy, works well along
-  **CURVED:** affectionate, gentle, musical, meditative, reactive, romantic
-  **TRIANGLE:** aggressive, tyrannical, prudish, argumentative, anxiety, vying for upper hand
-  **LOOPED:** sympathetic, needs to suffer, martyr, hypocrisy
-  **SPIKED:** curiosity, opinionated, argumentative, aggressive

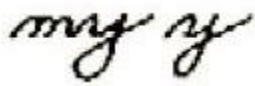
- Z -

-  **NARROW:** limited imagination, choosy in selecting friends, repressed spontaneity
-  **LONG:** restless, determination, realist, easily bored, wants change and variety
-  **FULL:** materialistic, physical-minded, social, imagination
-  **STICK:** concentration, non-materialistic, delegates easily, limits intimacy, works well along, self-sufficient
-  **CURVED:** affectionate, gentle, musical, meditative, reactive, romantic

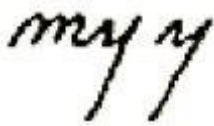
# THE "I"s HAVE IT!



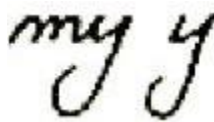
## Sexual Aspects of 'Y'



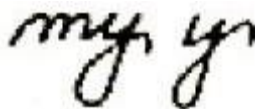
Normal Palmer Method LZ ... a warm and receptive nature free of fear and inhibition ... flexible



Long Heavy Plunge Into LZ ... determination, firmness and aggressiveness... sometimes defensive



Unfinished LZ loop ... unrealistic, possible wishful, sexual expectation that are unfulfilled



Downward Ending ... discouragement, depression, or anger toward current sexual partner

## Frequently Asked Questions

### **Why handwriting analysis?**

Of all our expressive movements, handwriting is the only one that leaves a consistent, visible trail. To the trained analyst, this frozen gesture becomes a "self-portrait" of the writer. Most of us learned in school to write the same way, yet each person has evolved an individual writing style as unique as their personality. Those variations reflect the intricate differences among people.

### **Exactly what *is* handwriting analysis?**

Handwriting analysis, also called "Graphology," is the science of personality assessment through the interpretation of written strokes. The same brain functioning that dictates personality also commands the writing process, so that handwriting is actually "brainwriting." The system of interpretation is based on scientific research and observation dating back over 2000 years.

### **How can it help me?**

Handwriting analysis will help you solve people-related problems. It will save you time and money by giving you an up-front view of a person. It will shorten the get-acquainted phase, and help you avoid costly hiring mistakes. You save time and money by making the right decisions the first time. You will save hiring and training costs by reducing turnover. You will see increased productivity because you will understand employees better and manage them more effectively. It is an objective assessment of personality and talents.

### **Specifically, what can it tell me?**

Handwriting analysis will describe a personality, identifying specific character traits and highlighting outstanding or unusual qualities, discuss a person's motivation, integrity, and personal style. It will expose not only potential talents and aptitudes, but also the limiting factors. You can learn specific details of a writer's character that are of particular interest to you, such as stamina, communication skills, punctuality, initiative and much, much more.

### **What can't it tell me?**

Handwriting analysis cannot determine a writer's age, sex, race, appearance or physical characteristics, but it can determine maturity, masculinity and femininity.

### **Who else is using it?**

Over 6,000 American firms from start-ups to Fortune 500 companies, employ the services of a Graphologist. These businesses include insurance companies, banks, manufacturers, retailers and a broad range of other industries. This figure is more than double the number

of 10 years ago. Many major magazines, newspaper articles and television programs have reported on handwriting analysis. It is accepted as evidence in courts, and is used for jury selection. Businesses and media companies use it to determine the psychological impact of all manner of print media, from corporate logos to advertising. Doctors and psychologists use it to diagnose mental and physical illness, and to monitor the effects of drugs and therapy.

### **How does it work?**

The system of analysis is based on the interpretation of the spontaneous "self portrait" that everyone creates in handwriting. Features of the writing are seen as symbols which can be psychologically evaluated. The Graphologist interprets features individually and interrelates them to provide a complete profile of the writer. In all, there are over 300 distinct elements of handwriting that contribute to the analysis.

### **How accurate is it?**

Very. An expert Graphologist will be 80-95% accurate at describing the personality of the writer. It is important to note that the person seen through the writing is the inner individual, the true personality that will show up over the long - term. This may or may not correspond with the surface personality that appears to the casual acquaintance. It quickly strips away the layers of facade that a person may build up through years of practice.

### **Specifically, where can it be used?**

Handwriting analysis is effective in any situation where you want to better understand the personality of others. In business, this includes pre-employment screening, to see if an individual is well-suited to the requirements of the job, is willing to work, and it fits with current staff. It can help make the final selection from amongst several qualified candidates. Use it as second opinion in making tough hiring decisions.

### **Can it be useful in determining compatibility?**

Handwriting is particularly effective as a source of information directed toward the compatibility of two people. It takes the guesswork out of getting along with the special person. Since opposites often attract, why not try to understand and appreciate the differences, and to work with them successfully.

## Glossary

**Angle:** connective form with abrupt change of direction with sharp wedges and points.

**Arcade:** connective or letters producing arches.

**Balanced:** symmetry, equal zonal proportion.

**Baseline:** imaginary line which letters or words are written on.

**Connection:** connective line that unites letters.

**Falling line direction:** inclination of the baseline downward.

**Figure 8:** continuous stroke forming a figure eight, as in the letter g.

**Full connected:** continuity of stroke from beginning of work until the end.

**Garland:** connective form with open swag formation or open cups. Ocean wave forms.

**Gestalt:** holistic, taking in the whole, big view.

**Graphologist:** handwriting analyst.

**Graphology:** handwriting analysis, study and interpretation of expressive feature of handwriting.

**Heavy pressure:** embossing felt on back surface of page by writing instrument.

**Illegible:** difficult or impossible to decipher.

**Large size:** larger than school model writing.

**Legible:** writing that is clear and readable

**Light pressure:** lack of embossing felt on back surface of page.

**Line direction:** baseline slope, directional path of writing.

**Lower zone:** the length of the small letter as measured from the baseline downward; g, j, p, q, y, z, also the letter f which is the only letter to enter all zones.

**Margins:** blank space around writing.

**Middle zone:** the height of small letters as measured from the baseline upward; a, c, e, l, m, n, o, r, s, u, v, w, x, and middle zone portions of certain letters that extend into other zones.

**Mixed slant:** letters inclined in many directions.

**Narrow:** lacking openness or fullness.

**Pressure:** impression made into the paper's back surface.

**Printing:** separated or disconnected letters.

**Rising line direction:** inclination of the line or writing upward.

**School model:** copybook method learned in school.

**Slant:** inclination or angle of writing, slope.

**Small size:** smaller than school-model size.

**Stick:** lack of loop, straight line.

**Thread:** connective form that is indistinct or formless in shape.

**Upper zone:** capitals and portions of letters rising above middle zone; b, d, f, h, k, l, t

**Wavy base:** undulation of sinuous line of writing.

**Width:** fullness.

**Zones:** the division of three distinct horizontal lanes.

## Bibliography

Amend, Karen Kristen & Ruiz, Mary Stansbury ***Handwriting Analysis, The Complete Basic Book*** Newcastle Publishing Co., Inc., 1980

Amend, Karen Kristen & Ruiz, Mary Stansbury ***Achieving Compatibility and Handwriting Analysis*** Volumes 1 & 2, Newcastle Publishing Co., Inc., 1992

Peterson, Pat  
***Fast Facts—Two***  
Volumes 1 & 2, WP Inc., 1995

Roman, Klara, Ph.D.  
***The Encyclopedia of the Written Word—A Lexicon for Graphology and Other Aspects of Writing***  
Frederick Ungor Publishing Company, 1968

Sonnemann, Ulrich, Ph.D.  
***Handwriting Analysis as a Psychodiagnostic Tool***  
Grune and Stratton Inc., 1950

Victor, Frank, Ph.D.  
***Handwriting, A Personality Projection***  
Charles C. Thomas, 1952

Wolff, Werner, Ph.D.  
***Diagrams of the Unconscious-Handwriting and Personality In Measurement, Experiment and Analysis***  
Grune and Stratton Inc., 1948



## About the Authors



**DALE ROBERTS**

Ever since his own handwriting was first analyzed in 1976 as part of the interview process for a large financial services company, Dale Roberts has been hooked on handwriting analysis. In 1982, when presented with the opportunity to study it himself with a master graphologist and past president of the American Association of Handwriting Analysis, he jumped in with both feet

In the decades since then, Dale has analyzed thousands of samples for personal awareness, personnel evaluation, and in corporate settings at conferences and trade shows. He's a popular attraction for private and corporate parties throughout the United States, representing Fortune 500 companies and small businesses alike. His program, "Write Insights," has entertained thousands throughout the Chicago area. Dale has been a guest on WGN-Radio Chicago's popular "Kathy & Judy Show", "Windy City Live" on ABC Channel 7 and the subject of magazine and newspaper articles and podcasts.

In addition to being a handwriting analyst, Dale has operated a financial services practice in the western Chicago suburbs since 1976.

A Certified Professional Life Coach since 2017, Dale is a credentialed member of the International Coach Federation and Christian Coaches Network International. As a personal and leadership coach, Dale utilizes handwriting analysis as a powerful assessment tool, working with a variety of clients who are focused on moving themselves forward and reaching their life goals.

## **PAT PETERSON**

Over more than 20 years, Pat Peterson earned her international reputation as an authority in the field of handwriting analysis. She worked with over 100 corporate clients, from start-ups to Fortune 100 companies, assisting them in hiring the most qualified applicants. While she specialized in personnel selection, management consulting, lecturing, in-house training and seminars, she was also a frequent media celebrity in her own right. Pat was featured in NewsWeek, Business Week, The Washington Post, The Chicago Tribune, The Los Angeles Times and the Denver Post.

She could also be found at trade shows such as NAMTA, NO PA, and COMDEX, or making appearances in finer stores including Nordstrom's, Neiman Marcus, Bergdorf Goodman, Sak's Fifth Avenue, Brooks' Brothers, Dillard's, Bloomingdale's, and Marshall Fields. She also worked as a spokesperson for all of the major pen companies, including MontBlanc, Waterman, Sheaffer, Parker, Dunhill and Omas. Pat served ten years on the Executive Board of AAHA (American Association of Handwriting Analysts) and was part of their Convention and Membership Committees.

She was a founding member and served on the Board of Directors of HGS (Human Graphic Society) and was both a member and Registrar of COGS Inc" (Council of Graphological Societies). She was also a member of the NSG (National Society for Graphology) and the AHAF (American Handwriting Analysis Foundation) and an honorary member of the Society de Graphology - Brazil.

Pat was the author of a two-volume book, Fast Facts, which was selected as recommended reading for AAHA's international certification program.

Pat passed away in 2010.

Dale Roberts

*Write Insights*



[www.writeinsights.com](http://www.writeinsights.com)

[dale@writeinsights.com](mailto:dale@writeinsights.com)

708-751-5850

P.O. Box 444, Sugar Grove, IL 60554