



# Handout

Monday, September 19, 2011 CONCURRENT SESSION

**3 steps to improving your personal and professional success by improving your FIRST IMPRESSION, knowing how to BOND, and asking for WHAT YOU WISH TO RECEIVE.**

**You life's success depends on:**

**Why is a first impression so important?**

**1. Meeting someone for the very first time – creating a FABULOUS FIRST IMPRESSION**

- Be on time
- Bring good attitude
- Wear cologne or perfumes in moderation
- Dress and groom appropriately
- Be confident yet original
- Be the first one to make the eye contact
- Light up your eyes and smile
- Firm handshake (get 5 people on stage – train them, send them around)
- Say "Hi" and introduce yourself

**2. Bonding with others.**

Types of bonding:

I like you because I am like you... commonality, common ground, similarity,

**What's needed to accomplish that:**

- Bring good attitude - always!
- Be active listener
- Be genuinely interested in people
- Listen for similarity, common interests, passions, hobbies, etc.

**DO NOT DO DURING CONVERSATION**

**3. How to communicate effectively – “ask and you shall receive”...**

- Know what you want.
- Ask for it and check if you are receiving it.
- If not - rephrase your question and ask again.