

# Episode 90: Getting the first impression right?

We know you never get a second chance to make a first impression.

What we all want to do is make the best first impression.

Let's assume you have dressed well and look right for the meeting.

How do you best handle the meeting to set the right tone?

I found a good article in Southwest's Spirit Magazine by Dr. Ann Demarais, she offered 5 key strategies:

## 1. Lock Eyes

In a conversation you want to be engaged and people who are make eye contact.

Demarais says people normally have eye contact between 70% and 80% of the time.

Be in this range or look uncomfortable or even like you're hiding something.

If you're unsure how good you are at this, she suggests you ask a friend.

## 2. Smile

You may have noticed that when you smile at someone, they smile back. This is great when you are doing presentations.

If you do no smile it can be threatening to other people.

Also, when you smile, your voice raises and sounds lighter and happier.

## 3. Lean In

Body language will say more about you than your words will – Demarais says that leaning forward shows interest.

Best thing is not to sit too still and look like you are scared to move.

## 4. Defer Attention

People like to talk about themselves even when they are interviewing you.

Make sure you ask questions and show interest in them - it is something she calls being 'socially generous'.

## 5. Prepare

As with anything, the better prepared you are the better you come across.

I always try and watch the local news or even read the paper on the day.

I read their LinkedIn profile or surf for them and see what they may be in to.

If in their office, always look around at the walls - you can learn lots by looking at what they have around them.

Bottom line: In 3 seconds people, will evaluate you and assuming you get through to second 4, you need to work to connect and be someone people want to be around.

