What makes first impressions difficult?
Why is making a good impression important?
Aspects of a Good First Impression:

- Confident Approach
- Strong Handshake
- Articulate Introduction
- Effective Eye Contact
- Good Body Language
Win the First 20 Seconds...
...Starting with Preparation

- Choose Your Attire
- Know the Room
- Know who will be *in* the room.
- Set reasonable goals
- Have the right accessories
  - H2O, Biz Cards, Pen, Paper
- Decide what works for you
The Approach
Practice: Approach with Confidence...
The Handshake
Handshake Don’ts: Cold Fish
Handshake Don’ts: The Vice
Handshake Don’ts: The Royal

Be Sure to Extend your full hand
Handshake Don’ts: Sandwich
Handshake Don’ts: Jitterbug
Handshake Don’ts: The Rahm
Practice

- Round One
- Round Two...balancing act
Introductions by Taye.

- Be brief
- Be balanced
- Be attentive
  - Repeat Names
  - Ask again!
Practice

- Round One
- Round Two...with eyes closed
Eye Contact

SOCIAL

BUSINESS
Practice

Listening, Reacting, Presence
Practice
Bring it all Together
Questions?

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