

How to turn heads and make a fabulous first impression.

When we meet someone for the first time we will either have a positive or negative first impression of them. First impressions last a long time so if you have created a negative one you are going to have to work a lot harder at building the relationship so that they know, like and trust you.

Follow these 7 simple steps to ensure you turn heads and create a great first impression

1. Appearance - The key to a good impression is to present yourself appropriately.

They say a picture is worth a thousand words, and so the “picture” you first present says much about you to the person you are meeting. Is your appearance saying the right things to help create the right first impression?

Start with the way you dress. What is the appropriate dress for the meeting or occasion? In a business setting, what is the appropriate business attire? Suit, blazer, casual? And ask yourself what the person you'll be meeting is likely to wear - if your contact is in advertising or the music industry, a pinstripe business suit may not strike the right note!

For business and social meetings, appropriate dress also varies between countries and cultures, so it's something that you should pay particular attention to when in an unfamiliar setting or country. Make sure you know the traditions and norms.

2. Posture –How you feel on the inside will affect how you look on the outside. So get yourself into a confident feeling inside and stand tall. Walk into a room confidently and with energy. If you are feeling uncomfortable and on edge, this can make the other person ill at ease and that's a sure way to create the wrong impression. If you are calm and confident, so the other person will feel more at ease, and so have a solid foundation for making that first impression a good one. See our section on relaxation techniques to find out how to calm that adrenaline! Be yourself and be at ease.

3. Facial expression - “Smile and the world smiles too.”* So there's nothing like a smile to create a good first impression. A warm and confident smile will put both you and the other person at ease. So smiling is a winner when it comes to great first impressions. But don't go overboard with this - people who take this too far can seem insincere and smarmy, or can be seen to be "lightweights".

(*Author Unknown)

4. Eye contact - The windows to your soul reveal the truth about your sincerity. Maintain good eye contact. Failure to look directly at the person can convey a lack of self-confidence.

Networking No-No Never look around the room at others before you've established rapport with the person in front of you. Doing so communicates the message, "I'm really more interested in those people across the room than in you."

5. Hand shake - The way we hold another's hand will convey presence and enthusiasm or send a negative message. A firm handshake, with your thumb notches contacting each other, will earn you positive points. Maintain the contact for at least two seconds.

6. Use a person's name - Everyone's favourite word is his or her name!

Remember and use a person's name. This lets them know that they're important to us and, of course, our number-one objective is to make them feel special. Mastering name recall is a matter of motivation, technique and practice. [Click here for simple tips on how to remember names](#)

7. Memorable question – not How are you? Or terrible weather we are having! What is your best business decision? What stops you from being even more successful?

So if you don't want to turn heads and make a fabulous first impression then don't follow these rules! If that's your decision then expect to stay in the same old job doing the same old thing, expect not to get that follow up call after a first date or networking event, expect mediocre results of any encounter with other people. If you do decide to go ahead and take my advice then be prepared for amazing results. Whatever it is that you want to achieve you will be in demand!

Want to find out more of how to turn heads and create a fabulous first impression then book onto one of our Health, Wealth and Charisma events now. [link](#)

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