

The Brain Gym/Workout

How to Win Friends & Influence People - Strike it Right First Time

You meet someone new. To what extent can you decide whether they like you? Most people would say 'not a lot'. Most people would be wrong. It takes just a quick glance, for someone to evaluate you when you meet for the first time. In this short time, the other person forms an opinion about you based on your appearance, your body language, your mannerisms, and how you are dressed.

With every new encounter, you are evaluated and yet another person's impression of you is formed. As you have probably experienced at some point in your life, these first impressions can be nearly impossible to reverse or undo, making those first

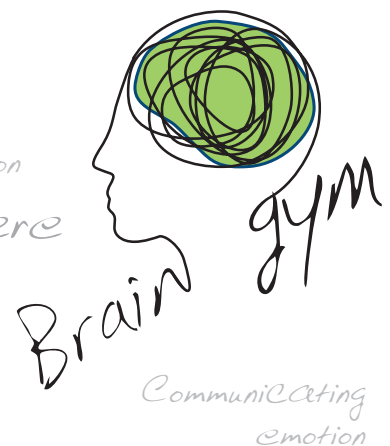
encounters extremely important, for they set the tone for the all the relationships that follows.

Whether it's to use on;

- your boss,
- your client,
- the person across the bar,
- the couple you're trying to sell your house to.

The power to generate warm feelings is one that most of us could put to good effect. The 'How to win friends and influence people' workout introduces a range of techniques that help you build rapport, no matter who you choose to use them on.

*Analysing non-verbal information
Right hemisphere*



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