

Life up your smiles. Smile with your eyes. Nobody likes an artificial, pasted-on, rubbery smile. When you smile, *smile*. Show a few teeth. Maybe your teeth aren't attractive, but that's really unimportant. For when you smile, people don't see your teeth. They see a warm, enthusiastic personality, someone they like.

Life up your "thank yous." A routine, automatic "thank you" is almost like saying "gleep, gleep." It's just an expression. It says nothing. It doesn't accomplish results. Make your "thank you" mean "thank you *very much*."

Life up your talk. Dr. James F. Bender, the noted speech authority, in his excellent book *How to Talk Well*, says, "Is your 'Good morning!' really good? Are your 'Congratulations!' enthusiastic? Does your 'How are you?' sound interested? When you make a habit of coloring your words with sincere feelings you'll notice a great uptake in your ability to hold attention."

People go along with the fellow who *believes* what he says. Say it with *life*. Put vitality into your speaking. Whether you are talking to a garden club, a prospect, or your children, put enthusiasm behind what you say. A sermon delivered enthusiastically may be remembered for months, even years. But a sermon delivered without enthusiasm will be mostly forgotten 167 hours before next Sunday rolls around.

And when you put life in your talk, you automatically put more life in you. Just try this right now. Say out loud with force and vigor: "I feel great today!" Now, don't you actually feel better than you did before you said it? Make yourself alive all over.

Life it up. Be sure everything you do and say tells people, "That fellow is alive." "He means it." "He's going places."