

How to Talk to Anyone

- by Leil Lowndes

“a big, warm smile is an asset. ”

loc 149-149 | Monday, January 17, 2022 5:34:50 PM

“a big, warm smile is an asset. But only when it comes a little slower, because then it has more credibility. ”

loc 149-150 | Monday, January 17, 2022 5:35:08 PM

“a big, warm smile is an asset. But only when it comes a little slower, because then it has more credibility. ”

loc 149-150 | Monday, January 17, 2022 5:35:30 PM

“do more research on the smile. When youre in the market for shoes, you begin to look at everyones feet. When you decide to change your hairstyle, you look at everyones haircut. Well, for several months, I became a steady smile watcher. I watched smiles on the street. I watched smiles on TV. I watched the smiles of politicians, the clergy, corporate giants, and world leaders. ”

loc 153-156 | Monday, January 17, 2022 9:16:52 PM

“Technique #1 The Flooding Smile ”

loc 160-160 | Monday, January 17, 2022 9:17:35 PM

“Dont flash an immediate smile when you greet someone, as though anyone who walked into your line of sight would be the beneficiary. ”

loc 160-161 | Monday, January 17, 2022 9:17:46 PM

“The split-second delay convinces people your flooding smile is genuine and only for them. ”

loc 163-163 | Monday, January 17, 2022 9:19:49 PM

“Instead, look at the other persons face for a second. Pause. Soak in their persona. Then let a big, warm, responsive smile flood over your face and overflow into your eyes. ”

loc 161-162 | Monday, January 17, 2022 9:19:57 PM

“Your eyes are personal grenades that have the power to detonate peoples emotions. Just as martial arts masters register their fists as lethal weapons, you can register your eyes as psychological lethal weapons ”

loc 165-167 | Monday, January 17, 2022 9:22:49 PM

“book. In our culture, however, big winners know exaggerated ”

loc 173-173 | Monday, January 17, 2022 9:26:47 PM

“exaggerated eye contact can be extremely advantageous, especially

between the sexes. ”

loc 173-174 | Monday, January 17, 2022 9:26:57 PM

“In addition to awakening feelings of respect and affection, maintaining strong eye contact gives you the impression of being an intelligent and abstract thinker. ”

loc 197-198 | Monday, January 17, 2022 9:29:18 PM

“Technique 1 ”

loc 160 | Monday, January 17, 2022 9:33:33 PM

“Pretend your eyes are glued to your conversation partners with sticky warm taffy. Dont break eye contact even after he or she has finished speaking. ”

loc 214-215 | Tuesday, January 18, 2022 4:15:11 AM

“When you must look away, do it ever so slowly, reluctantly, stretching the gooey taffy until the tiny string finally breaks. ”

loc 215-216 | Tuesday, January 18, 2022 4:15:24 AM

“Technique 2 ”

loc 213 | Tuesday, January 18, 2022 4:15:47 AM

“Technique #2 Sticky Eyes ”

loc 213-213 | Tuesday, January 18, 2022 4:15:47 AM

“Technique 3 ”

loc 250 | Tuesday, January 18, 2022 4:19:41 AM

“Technique #3 Epoxy Eyes ”

loc 249-250 | Tuesday, January 18, 2022 4:19:41 AM

“Watch your target person even when someone else is talking. No matter who is speaking, keep looking at the man or woman you want to impact. ”

loc 251-252 | Tuesday, January 18, 2022 4:20:02 AM

“Technique 4 ”

loc 293 | Tuesday, January 18, 2022 4:30:30 AM

“Technique #4 Hang by Your Teeth ”

loc 293-293 | Tuesday, January 18, 2022 4:30:30 AM

“Technique 5 ”

loc 362 | Tuesday, January 18, 2022 6:11:16 AM

“Technique #5 The Big-Baby Pivot ”

loc 362-362 | Tuesday, January 18, 2022 6:11:16 AM

“The instant the two of you are introduced, reward your new acquaintance. Give the warm smile, the total-body turn, and the undivided attention you would give a tiny tyke who crawled up to your feet, turned a precious face up to yours, and beamed a big toothless grin. ”

loc 363-365 | Tuesday, January 18, 2022 6:11:36 AM

“The secret to making people like you is showing how much you like them! ”

loc 370-370 | Tuesday, January 18, 2022 6:12:25 AM

“When meeting someone, play a mental trick on yourself. In your mind's eye, see him or her as an old friend, someone you had a wonderful relationship with years ago. But somehow you lost track of your friend. You tried so hard to find your good buddy, but there was no listing in the phone book. No information online. None of your mutual friends had a clue. ”

loc 387-389 | Tuesday, January 18, 2022 6:15:06 AM

“Technique #6 Hello Old Friend ”

loc 401-401 | Tuesday, January 18, 2022 6:16:16 AM

“If you want to come across as an entirely credible Somebody, try to squelch all extraneous movement when your communication counts. ”

loc 464-465 | Tuesday, January 18, 2022 6:23:01 AM

“Technique 9 ”

loc 468 | Tuesday, January 18, 2022 6:23:27 AM

“Technique #7 Limit the Fidget ”

loc 467-468 | Tuesday, January 18, 2022 6:23:27 AM

“Technique 6 ”

loc 468 | Tuesday, January 18, 2022 6:23:37 AM

“a big, warm smile is an asset. ”

loc 149-149 | Monday, January 17, 2022 5:34:50 PM

“a big, warm smile is an asset. But only when it comes a little slower, because then it has more credibility. ”

loc 149-150 | Monday, January 17, 2022 5:35:08 PM

“a big, warm smile is an asset. But only when it comes a little slower, because then it has more credibility. ”

loc 149-150 | Monday, January 17, 2022 5:35:30 PM

“do more research on the smile. When you're in the market for shoes, you begin to look at everyone's feet. When you decide to change your hairstyle, you look at everyone's haircut. Well, for several months, I became a steady smile watcher. I watched smiles on the street. I watched smiles on TV. I watched the smiles of politicians, the clergy, corporate giants, and world leaders. ”

loc 153-156 | Monday, January 17, 2022 9:16:52 PM

“Technique #1 The Flooding Smile ”

loc 160-160 | Monday, January 17, 2022 9:17:35 PM

“Don't flash an immediate smile when you greet someone, as though anyone who walked into your line of sight would be the beneficiary. ”

loc 160-161 | Monday, January 17, 2022 9:17:46 PM

“The split-second delay convinces people your flooding smile is genuine and only for them. ”

loc 163-163 | Monday, January 17, 2022 9:19:49 PM

“Instead, look at the other persons face for a second. Pause. Soak in their persona. Then let a big, warm, responsive smile flood over your face and overflow into your eyes. ”

loc 161-162 | Monday, January 17, 2022 9:19:57 PM

“Your eyes are personal grenades that have the power to detonate peoples emotions. Just as martial arts masters register their fists as lethal weapons, you can register your eyes as psychological lethal weapons ”

loc 165-167 | Monday, January 17, 2022 9:22:49 PM

“book. In our culture, however, big winners know exaggerated ”

loc 173-173 | Monday, January 17, 2022 9:26:47 PM

“exaggerated eye contact can be extremely advantageous, especially between the sexes. ”

loc 173-174 | Monday, January 17, 2022 9:26:57 PM

“In addition to awakening feelings of respect and affection, maintaining strong eye contact gives you the impression of being an intelligent and abstract thinker. ”

loc 197-198 | Monday, January 17, 2022 9:29:18 PM

“Technique 1 ”

loc 160 | Monday, January 17, 2022 9:33:33 PM

“Pretend your eyes are glued to your conversation partners with sticky warm taffy. Dont break eye contact even after he or she has finished speaking. ”

loc 214-215 | Tuesday, January 18, 2022 4:15:11 AM

“When you must look away, do it ever so slowly, reluctantly, stretching the gooey taffy until the tiny string finally breaks. ”

loc 215-216 | Tuesday, January 18, 2022 4:15:24 AM

“Technique 2 ”

loc 213 | Tuesday, January 18, 2022 4:15:47 AM

“Technique #2 Sticky Eyes ”

loc 213-213 | Tuesday, January 18, 2022 4:15:47 AM

“Technique 3 ”

loc 250 | Tuesday, January 18, 2022 4:19:41 AM

“Technique #3 Epoxy Eyes ”

loc 249-250 | Tuesday, January 18, 2022 4:19:41 AM

“Watch your target person even when someone else is talking. No matter who is speaking, keep looking at the man or woman you want to impact. ”

loc 251-252 | Tuesday, January 18, 2022 4:20:02 AM

“Technique 4 ”

loc 293 | Tuesday, January 18, 2022 4:30:30 AM

“Technique #4 Hang by Your Teeth ”

loc 293-293 | Tuesday, January 18, 2022 4:30:30 AM

“Technique 5 ”

loc 362 | Tuesday, January 18, 2022 6:11:16 AM

“Technique #5 The Big-Baby Pivot ”

loc 362-362 | Tuesday, January 18, 2022 6:11:16 AM

“The instant the two of you are introduced, reward your new acquaintance. Give the warm smile, the total-body turn, and the undivided attention you would give a tiny tyke who crawled up to your feet, turned a precious face up to yours, and beamed a big toothless grin. ”

loc 363-365 | Tuesday, January 18, 2022 6:11:36 AM

“The secret to making people like you is showing how much you like them! ”

loc 370-370 | Tuesday, January 18, 2022 6:12:25 AM

“When meeting someone, play a mental trick on yourself. In your mind's eye, see him or her as an old friend, someone you had a wonderful relationship with years ago. But somehow you lost track of your friend. You tried so hard to find your good buddy, but there was no listing in the phone book. No information online. None of your mutual friends had a clue. ”

loc 387-389 | Tuesday, January 18, 2022 6:15:06 AM

“Technique #6 Hello Old Friend ”

loc 401-401 | Tuesday, January 18, 2022 6:16:16 AM

“If you want to come across as an entirely credible Somebody, try to squelch all extraneous movement when your communication counts. ”

loc 464-465 | Tuesday, January 18, 2022 6:23:01 AM

“Technique 9 ”

loc 468 | Tuesday, January 18, 2022 6:23:27 AM

“Technique #7 Limit the Fidget ”

loc 467-468 | Tuesday, January 18, 2022 6:23:27 AM

“Technique 6 ”

loc 468 | Tuesday, January 18, 2022 6:23:37 AM