“To be interesting, you have to be interested.”

* To get people interested get people to talk about themselves.
* Do’s –
* Ask interesting question
* Give genuine compliments
* Ask how and why questions more than what and when questions
* Tell stories
* Ask about positive memories
* Don’ts –
* Criticize
* Complain
* Disagree
* Gossip
* Scoping the for someone better to talk to
* Doing high power poses for 5 min have been proven to increase ones overall social performance
* High power pose –
* Expansive
* Claims territory
* Arms loose
* Shoulders back
* Chest out
* Spontaneous trait inference - When you talk bad about someone people automatically put that trait on you
* The Franklin effect – ask a favor, earn a friend – asking favor makes people perceive you more positively.
* Best way – Ask for advice
  + It gets people talking about themselves.
  + It stimulates interesting conversation.
  + It admits vulnerability and the need for guidance.
* The way you end a conversation hugely affects the impression you leave on the person.
* To have a good lasting impression don’t end the conversation abruptly and sat something positive about/to the person before leaving.
* The colors we wear can greatly affect our moods and the way other people respond to us.
* ….. – Loyalty, Stability, Tranquility
* ….. – Passion, Aggression, Intense
* ….. – Happiness, Optimism, Youth
* ….. – Healing, Success, Hope
* ….. – Power, Mystery, Professional
* ….. – Royalty, Spirituality, Luxury
* ….. – Stability, Natural, Reliability
* ….. – Energy, Fun, Warmth
* ….. – Purity, Cleanliness, Innocence
* ….. – Neutral, Practical, Quiet