

The First Seven Seconds: S.P.E.C.I.A.L. Introductions

Shake hands

Posture

Eye contact

Charm

Introduce yourself

Ask a question

Lean in

"You never get a second chance to make a great first impression. Within a few seconds, with just a glance, people have judged your social and economic level, your level of education, and even your level of success. Within minutes, they've also decided your levels of intelligence, trustworthiness, competence, friendliness and confidence. Although these evaluations happen in an instant, they can last for years: first impressions are often indelible."
~ Olivia Fox Cabane

"Charm was a scheme for making strangers like and trust a person immediately, no matter what the charmer had in mind." ~ Kurt Vonnegut, Breakfast of Champions