

@thereputationID

A close-up photograph of a person's hands typing on a silver laptop keyboard. The person is wearing a black smartwatch on their left wrist. A semi-transparent teal banner is overlaid across the middle of the image, containing the title text in white. The background is slightly blurred, showing a dark wall and some wooden elements.

FIRST IMPRESSIONS RULES

A beginner's guide

What Are First Impressions?

Have you ever met someone new? Of course you have.

Think about what was your opinion of that person, even before he or she open their mouth.

When we meet someone new, we get insights of their personality and character before they open their mouth:

Their choice of clothes

Their walk

Their gestures.

What Are First Impressions?

55% of your impression of someone is non-verbal.
20% is their attitude.

So their words are left with around 25% of
someone making an opinion of you.

**So, how do you make a good one?
Because first impressions are long lasting.**

How do you make your first impression
memorable?

By preparing. Let's see

APPEARANCE

As I said, more than half of the impression is how you look: your appearance.

Did you brush your hair?

Are your clothes clean?

Did you shower?

When you are all put together, people know that you made an effort.

Whereas when you have chipped nails and you have food stuck between your teeth, you are discounting your value in front of the person who is analysing you

APPEARANCE

So pay attention to your appearance:
everything from clothes, hair, makeup.

The sound of your phone's ringtone.
The choice of mug you're carrying.

**They talk you up.
They talk you down.**

MANNERS

The first thing when meeting someone is the salute.

Be it a handshake, a wave, a fist bump that we learned in the pandemic.

The first reaction you do is to say hello. If you go to France and want to ask for directions and you start with 'Excuse me, where is this boulangerie?' you will be greeted with a question mark.

Because you forgot your manners: to salute. To say 'Bonjour'
The second thing is to introduce yourself and say 'Nice to meet you'

MANNERS

I know it looks as if I'm talking to a child,
but manners are important.

Hello
Nice to meet you
Thank you

They also speak about you. Your
integrity, your background, your values.

So don't be afraid to use them

CHOICE OF WORDS

When you start introducing words to the conversation, the tone of your voice and what you want to say also gives the person time to make an impression of you.

If you talk while chewing gum, making face gestures or not paying attention (not looking at the person), will tell enough about you to conclude it in a negative first impression.

CHOICE OF WORDS

Not to mention that you may get emotional when introduced to people. Especially if it's not your thing.

So here, my suggestions are:
don't downgrade yourself

For instance, if your colleague introduces you to one of their friends after work when you go out for a drink and your colleague says you're amazing with numbers, don't be modest and add a negative thing to it.

Acknowledge it and spin the chat on the new guy.

CHOICE OF WORDS

Don't be too academic with your choice of words.

Don't try and find the most sophisticated words to use, but try to find easy to understand, normal, simple words.

Your goal here is not to impress, but to let the new person understand who you are.

If you go and tell them a sentence they didn't understand, they rarely ask you to repeat. They often nod and change the subject.

And because they didn't understand it, they already forgot it. A big minus on your first impression score.

CHOICE OF WORDS

What you can use?

Your mission statement.

A ready-made, rehearsed phrase about
you.

It's already exercised and practiced, so it
comes naturally to you.

It clearly explains who you are.
It gives you time to think about what else
you can do.

Or, even smarter, to find a question you
can address to your new friend: it makes
you look interested in them and curious
about their story.

READY CONVERSATIONS

When you start the conversation, the best thing you could have is ready conversations.

A few general topics that you can add to make the awkwardness from the start of a conversation seem less weird. To make it flow.

So, make sure you spend time to think about topics that could arise when you meet someone.

Check the news, do you have something interesting to say?

ADD VALUE

When you meet someone for the first time, you want to add value to the table.

To make your input stand for something.

**To get that person so interested in you,
that they will want to connect.**

Stay in touch.

Google your name.

So, you need to add value. How do you add value to a stranger?

By asking questions. See what their interests are. Letting them tell you about them. Make them feel listened to.

CONVERSATION TIPS

That's all you need to have a positive first impression.

If you're good at humour, sprinkle some in it.

My suggestion? Address those jokes to you.

But don't forget: the only way you make a good first impression is when you prepare for it.

So prepare. With your barista. With a colleague in the kitchen. Use your daily activities to prepare for your first impressions.

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