

# Top three tips for putting snap know-how To work for yourself immediately

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1. **Seek honest feedback.** Ask three people what their first impression of you was and what led them to that first impression. You may think people won't want to tell you but they will. Think of it as what I call the "Spinach between Your Teeth" phenomenon. If you ask someone you're having a meal with if you have spinach between your teeth they are happy to say whether or not you do but if you don't ask them they may sit there staring at you with the spinach stuck in your teeth wondering if they should say something. Make giving you helpful feedback on your first impression easy. Seek honest feedback from yourself as well. Ask yourself what you don't like about your impression and chose a few things you can do differently. For example, if you know people think you're aggressive or loud or pushy see if you can work changing that impression for 24 hours. For one day, listen to the person you're talking to, talk less, be silent more and match your voice to their volume level and pacing speed and pauses. Growing up my mother said when you finish a conversation note whose voice you heard most if the answer was your own then you talked too much. As you make small changes in your nonverbal communication notice how you feel and how people respond to you. If the changes make you feel good and create a better response from others you can become easily motivated to make consistent long term changes in your behavior
2. **Communicate more often.** When we are confident, we may avoid conversations and interactions. The less people know about you the more they will rely on the limited information they have about you and the more likely they are to form a negative assessment. Remember the example in the SNAP of the impression people had of me in my first job. With very little information they had a very negative impression. In addition, practice enhances your skills. Olympic swimmers don't sit on the bleachers and expect to win gold medals they jump in the pool and start swimming and practice for 3 to 7 hours each day. The more you interact with new people the more confident you will be and the better first impression you will make.
3. **Watch your body language.** Smile more than you ever have before, make more eye contact and watch your feet. Why should you notice your feet? When you don't want to be with someone, your feet will point where your heart wants to go. Think and act "UP" your body moves upward when you are happy joyful and excited. Think of how children skip and move up when they are happy and bring your head your gestures you upper chest and walk upward to convey energy and happiness when you come into a room. Notice how you greet or begin every interaction and how you end or say goodbye to everyone face to face and through technology for 24 hours. It will rock your world.

