Student Success Seminar

How to talk to Anyone, Anytime, Anywhere!
What We Will Cover:

- Getting to know one another
- Being nice
- Impression management
- Remembering names
- Networking
Why are you here?

- Communication skills are some of the most valuable skills you can learn and improve.
- Communication touches everyone.
- You can improve your life at school, at work, at home, everywhere!
Icebreaker: Autograph Sheet

- Take ten minutes to fill out your list!
What did you learn?

- You have something in common with everyone
- Don’t be afraid to introduce yourself
- Offer compliments
- Ask questions
Dale Carnegie

- Author of *How to Win Friends and Influence People*
- Important lecturer and counselor to world leaders
- Founded “Dale Carnegie Training”, now a worldwide network in over 75 countries
- Training on giving people the opportunity to improve their performance to build positive relationships and life results
- Usually expensive, *you are getting it for free!!*
Be a Friendlier Person

• Don’t criticize, condemn or complain
• Give honest, sincere appreciation
• Become genuinely interested in other people
• Remember that a person’s name is the sweetest sound to them
• Be a good listener and encourage other to talk about themselves
Be a Friendlier Person continued...

- Talk in terms of the other person’s interests
- Make the other person feel important and do it sincerely
- Smile!!!
Cultivate Happiness

- Fill your mind with thoughts of peace, courage, health and hope
- Never try to get even with your enemies
- Expect ingratitude
- Count your blessings- not your troubles
- Do not imitate others
- Try to profit from your losses
- Create happiness for others
Impression Management

• What is it?
• Be yourself
• Be the best version of yourself
• Be a good listener
• Avoid judging others
• Treat everyone the same, and with love
Tricks for Remembering Names

- Be interested
- Verify the name
- Picture it written on their forehead
- Imagine writing the name
- Use word association
- Use the name frequently
- Record the name in a “new contacts” file (cell phone)
Networking

- Staying in touch: call, send an email, write a thank you
- Keep your numbers and addresses up to date
- Know your goals
- Articulate what you are looking for
- Volunteer and/or intern
- Be friendly and efficient
- Become a good resource for others