

Six Ways to Win Friends

- 1) Introduce yourself at every possible opportunity--at parties, meetings, on airplanes, and at work.
- 2) Be sure the other person gets your name straight.
- 3) Be sure you pronounce other people's names the way they pronounce them.
- 4) Write down the other person's name and be sure you have spelled it correctly. People have a fetish about the correct spelling of their names.
- 5) If you want to know some people better, drop them a personal note or make a telephone call.
- 6) And don't forget to say pleasant things. It creates a warm feeling.