

5 TIPS to Create a
POWERFUL IMPRESSION
Before You Even
Say A Word



Create a Powerful Impression Before You Even Say a Word

How people interpret the **messages** they pick up from you before you even say a word create their immediate feeling about you. That immediate feeling can be very strong and hard to change. That's the good news and the bad news.

How ironic that at the time when we might be most nervous, we are also creating that critical **first impression** with the other person.

Of course you know your body language can be louder than your words. But you may need to remind yourself that when you first meet someone – even if you've known them for a long time – they are subconsciously searching for cues about how you're feeling, how the interaction with you is likely to go, if you will like or reject them, etc.

And they are getting these first critical messages based on your body language and their interpretation of that language and the “vibes” they feel.

If the feelings they perceive are good, they are excited about talking to you and feel safe in the upcoming interaction with you. You can make some missteps in your meeting with them, and they are likely to be ignored because they contradict that initial impression.

However, if the first impression of you has any negative elements, you have to work very hard to overcome them as you speak and interact. No matter how gracious and eloquent you are, people tend to hold tightly to their first impression.

By using the techniques discussed here, you can help ensure their first impression of you is a favorable impression.

Contrary to what you may have thought, you really cannot manipulate their initial impression by pretending, faking or being phony. You may think you are getting away with it, but you're really not.

If you are feeling nervous, uncomfortable or unsure, most people will pick up the energy you are conveying. They may not know what it **really** is but they will feel something is **off**.

If you want to make sure that your powerful first impression holds up for the rest of a job interview, please check out [***21 Job Interview Mistakes You Don't Know You're Making...and How to Fix Them***](#). Your next interview could be your last interview because you got the job!

They will get a feeling that makes them uncomfortable. They may not be able to clearly identify why they started forming an unfavorable first impression, but they are doing exactly that. Then you feel things are not going smoothly. So you **pretend** harder, they withdraw a little more—on and on.

You may have had the experience of meeting someone and feeling them withdraw slightly almost immediately. It probably because they picked up one of the things you were feeling and unconsciously conveying. ²

All of this can happen before you have even said a word! It takes just a few seconds.

This fact makes these techniques even more important. Learn them; practice them. Then when you are in a situation that might ordinarily make you nervous, you can actually modify that feeling and create a powerful first impression.

When you practice the strategies here, it helps you feel more confident and your energy will be higher and more genuine, even in situations that might ordinarily make you nervous. Remember we are all attracted to--and form positive impressions of--people who give off vibes of confidence and genuine energy!

Why do these work? Instead of spending those first critical few moments with your inner dialog, worries, concerns, nervousness, etc., these techniques quickly switch your attention to the other person. Yes, the *inventory* of your body language is done internally.

When you combine them—dynamite!

Even using just one of these will help you create a very favorable impression while reducing your anxiety.

Pick one and use it until it is second nature.

Then try another one until all of these feel natural and easy.

You're making a great first impression. Now you have to talk to them! If you hate small talk, let me share some simple work-the-first-time techniques I had to learn. Or I was just going to have to spend every networking meeting in the ladies room! Check out [*How to do Small Talk Fearlessly*](#) available on Amazon Kindle and Paperback.

Head

Just a little nod is all it takes.

You're conveying to yourself—and them—that you're happy to be there. This will be a friendly interaction.

You're letting them see you're already relating to them.

Have you noticed that when you are agreeing with what someone says, you often nod your head just slightly every once in a while? Nodding your head while another person is talking conveys a sub-text that you agree with them – you've been there – you understand.

It feels good to think another person **gets** us. You will build a wonderful bond with them.

So even before you start talking, as you approach the other person, just nod a little bit. (Obviously, avoid the bobble head version!)

When you're at a meeting where there is a guest speaker, start building a relationship with them before you even shake their hand. Let your body show them you agree with something they have said. Only do this if you DO agree, of course.

At those points, nod as appropriate. Nod while you have eye contact and you will seem more like an old friend than anyone else in the room. Now when you go up to introduce yourself, it feels like you already have a relationship.

Of course, it's a good idea to avoid imitating one of those little dogs that you sometimes see in a car's back window. Their little head goes up and down continually. A little goes a long way in all of these mannerisms, and nodding your head is no exception!

Eyes

If you're looking around—or anywhere other than at them—no matter what your intentions, you convey to the other person you're not really all that interested in them.

That may not be true but it will be the impression they form.

Not a good start!

Eye contact is essential to building a relationship with the people you'd like to have a positive impression of you. I know you recognize how important it is to make eye contact with people. And yet it's easy to be distracted and let your eyes roam around your surroundings, even as you are approaching someone who is important to you.

Perhaps you believe you can do two things at once; maybe you can. But person you're meeting doesn't think you can. So they will withdraw from you psychologically if you are looking all around while you approach them.

Don't let shyness keep you from looking at their face. I've found so many times that when someone is avoiding making eye contact, it's because of **their** insecurity. It doesn't have anything to do with the person they are moving toward. But guess who takes it personally?

Have you noticed that when you're interested in someone, it's easy to maintain good eye contact? And that you avert your eyes from someone you don't like?

Smile

The benefit of the SLOWLY smile is that it truly moves your focus to them rather than you and your inner dialog.

They feel you are really there **with them** and that gives them a very favorable impression of YOU!

This is about the smile you give before you've even opened your mouth to talk. It is important to smile (that wasn't the new information). But don't smile immediately, even though that probably seems like a strange idea.

Take just a second to look at them, then **S.L.O.W.L.Y** break into a big smile. It will feel as though it was the sight of the other person that made you smile. Let that heart-warming feeling rise up in you, and it will feel genuine—to both of you.

You're making a great first impression. If you're looking for a new job, please visit my website, <http://BestJobInterviewTips.info> for tips and recruiter recommendations on interviewing to get the job and end your search.

Body

Lean forward, just slightly, toward the other person as you meet them.

Instinctively we lean toward people we like and lean away from people we don't like.

We interpret what other people do according to those rules also!

Face your conversational partner squarely and fully. When you turn slightly away from them, it gives the impression that you aren't all that interested in them. Sometimes in interviews, I've seen a candidate sit sideways in the chair and throw their arm across the back of the chair. I don't know what they hoped to convey, but the message everyone else got was a lack of interest in the conversation with the interviewer.

And finally, the old stand-by: even if you're cold, don't cross your arms. Most people still put the stereotypical interpretation on that behavior. Since it can be perceived as being stand-off and closed down, it won't build a relationship with them. In fact, it may be the **ONLY** thing they remember about you!

Think This Thought

Think a good thought about them as you approach.

It takes your focus of yourself—always a good thing when you want to ensure they form a positive impression of you.

Try it! You'll be amazed.

Get ready for a technique that may seem really weird. I know it seemed totally ridiculous when I first read it. But it really made a difference—even the first time I tried it.

So here is the last tactic to building a powerful impression. As you are approaching the other person and getting ready to extend your hand or do our special smile, think to yourself: ***"I really like you and I'm looking forward to our conversation."***

I don't know if the other person picks up that attitude, but it sure seems as though they do.

It actually works even if we're just doing a phone or skype call. My experience is that you don't even have to be looking at the person for this to have an impact.

Maybe it does influence the other person, and maybe it just seems to because thinking those thoughts focuses your attention on the other

person. Whatever the reason, it seems to start the relationship on a very favorable note. Try it. No one will know, but I bet it will make a difference.

Here's how to make sure your body language insures you create a great impression before you even start talking.

Just before you're about to step forward to talk to someone or extend your hand to shake theirs, do a quick inventory of your body language. Make sure your head, eyes and body follow the guidelines above, and adjust so you can make your best impression. Get your slow genuine smile ready, think our special thought, and get ready to enjoy the conversation.

Now you're creating a powerful impression, and you haven't even said a word yet.

And Now the Fun Begins!

I hope you have found this useful, and you're excited about being able to create a powerful impression with these easy techniques. Take them out for a test run—you will create a powerful first impression.

Best of luck and let me know how it goes!

Katherine

Katherine@BestInterviewTips.com

832.464.4447