

Making a good first impression

The way you introduce and present yourself provides people with a first impression of you. Most people begin forming an opinion of you within 3 seconds and these judgements can be difficult to modify.

When we introduce ourselves to someone, we're saying we're interested in establishing some sort of ongoing rapport for mutual benefit. There are 3 parts to our introductions:

- the handshake (often, but not always)
- introducing yourself
- moving into conversation.

Introducing yourself

Your introduction should tell people who you are and it should encourage people to be interested in speaking to you. You need to sell yourself and feel confident while doing so because this will put others at ease.

When introducing yourself, apart from your name you should consider including:

- your grade, and group you are representing
- body posture – have good eye contact and an open face
- speak clearly and at a nice pace – don't rush your conversation

The length of your introduction will depend on the circumstances of the introduction. It shouldn't need to be long, and it's possible to combine certain elements, such as your name and the group you are representing and your interests.

Conversation Starters

Starting a conversation with a new person can be awkward and difficult. What you say when you meet or approach someone new is extremely important because those opening words set the tone for the conversation and create a lasting first impression.

If possible, focus on commonalities.

- Common event – Chamber meetings
- Business interests
- Sports
- Hobbies / Interests