

6 Ways to Make People Like You

Based on the book *How to Win Friends and Influence People* by Napoleon Hill

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Being liked by others is a fundamental aspect of the human experience. As social creatures, our drive to connect is innate. In fact, building and maintaining meaningful connections with others is so essential to our well-being that without them we are prone to experience isolation and loneliness, which, in turn, puts us at a greater risk of experiencing health problems throughout our lives.

Enhancing our likeability is the first step in the process of building strong, meaningful connections. No one wants to connect with someone they do not like, not even you. Below are six principles you can use to improve people's positive perception of you. While this is not an exhaustive list, beginning with these principles will give you a definite head start.



Principle #1: Become genuinely interested in other people - You can make more friends in a few months by taking a genuine interest in other people's thoughts and ideas than you can in a few years by trying to get other people to take an interest in yours. Yes, it's true! You have to be interested in others if you want others to be interested in you. By showing genuine interest in the things that people treasure and are passionate about, you will be able to gain the attention, time, and cooperation of even the most reserved, unfriendly or sought-after people. We ALL admire people who show us genuine interest and appreciation. So if you want people to like you, engage in acts of selflessness and thoughtfulness, as these efforts demonstrate your interest in building strong and meaningful connections

Principle #2: Smile - The effect of a smile is powerful. When you greet people with a genuine smile, full of animation and enthusiasm, you convey goodwill and positivity. Smiling also shows that you enjoy meeting others, which increases the likelihood that they will enjoy meeting you. Don't worry if the other person seems grumpy and unhappy. Smile anyway! No one needs a smile more than someone who feels that they don't have one to give.

Principle #3 - Learn the other person's name - Most folks are more interested in their own name than they are in everyone else's name...combined. So be very aware of the magic contained in a name. It uniquely identifies an individual and makes them feel special and valued. A person's name is the sweetest most important sound to them; so, take the time to

learn a person's name AND its correct pronunciation. Doing so will work wonders in building connection and rapport.

Principle #4 - Be a good listener - In order to be a skillful conversationalist, you must first become a skillful listener. Remember that people are much more interested in themselves, their wants, and their problems than they are in you, your wants, and your problems. So, in order for you to be interesting *to* the other person, you must first be interested *in* the other person. Encourage others to talk about themselves. Put aside all distractions and pay exclusive attention to the person who is speaking. Ask open-ended questions. Ones that you know the person will enjoy answering. This encourages the other person to talk about themselves, their interests, as well as their accomplishments. If you master the art of listening, you will master the art of building healthy relationships.

Principle #5 - Talk in terms of the other person's interest - Napoleon Hill said, "The royal road to a person's heart is to talk about the things he or she treasures the most." The most fascinating conversationalist you know doesn't try to impress you with their knowledge. If they did, you would not enjoy talking to them. You enjoy their company because they talk in terms of *your* interests and opinions, instead of theirs. So, if you ever find yourself struggling to figure out an interesting topic of conversation, find out what the person is enthusiastic and passionate about and talk about that.

Principle #6 - Make the other person feel important - The deepest craving in human nature is the craving to be appreciated. This is a desire we all have no matter how important or successful a person is. No one is immune to the pleasure of someone taking interest in them. You want the approval of those with whom you meet, right? You want recognition of your true worth. Well, in order to *get* these things, you must first *give* these things. Remember, if you want people to like you, make them feel important, and do it genuinely and sincerely.

Establishing meaningful connections is as important to our health as nutritious food, clean water, and adequate shelter; and establishing meaningful connections starts with being liked. We are simply more attracted to people who are caring, positive, and open.

But, before we go, there is still one final principle we need to talk about. It's the most important principle to learn because it is the bedrock upon which all the other principles are built. It's called *The Golden Rule*. The Golden Rule says, "Treat others how you want to be treated." So, if you are ever confused about what to say or how to act, just ask yourself, "In this situation, what would I want?" Then, let the answer to this question be your guiding principle. Doing so can revolutionize your life.

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