

THE EXTRA POINT

BY JERRY ROBERTS



844 Ways to Become More Likable – Part 1

Why are some people more likable than others? Is it a mystery? Do some folks come out of the womb likable, while the rest of us struggle somewhat with that? Is there a formula for being likable? I'm Jerry Roberts, and becoming more likable is on the agenda for today, next, on The Extra Point.

We all want to be likable, but not all of us are. Why not? Do you know people who are more likable than you? Do you know people who have great talent, but aren't very likable? Do you know people who are extremely likable, but aren't nearly as talented as others?

Would you like to be more likable? Do you think it would improve your career? How about your relationships? Would being more likable make a big change in your life? Would you agree to make changes in what you do and how you do it, if it would result in you being seen as more likable?

Now, you might be saying, "Just wait a minute here, Jerry, I'm not insanely talented like Ray Gibson. I'm not a beauty like Mana Silva Taijeron. I'm not an outrageously popular social media influencer like the Real Joe Cruz. Therefore, how can I be likable?"

I got ya covered. Today and tomorrow, we'll offer up ideas on how to be more likable. I'm not talking about theory here. I'm talking real-world, bottom-line likability. Here we go.

1. When you're with someone, put away your phone. Say something like, "Please give me a moment. I'm going to put away my phone. I've really been looking forward to our meeting, and I don't want to be distracted."

2. Be approachable. Smile more. Ask people how they're doing. Understand the value of small talk. It's a powerful tool, even if you only use it for a minute or two,

3. Don't be judgmental. People hate to be judged. One more time. People hate to be judged. If you come off as a judgmental snob, you will flunk the likability test.

4. Be open-minded. Nobody wants to waste time trying to win over someone who has a closed mind, and is not willing to listen to different opinions or ideas.

If you have preconceived notions on certain issues, keep them to yourself and let the next person express their views. The mere fact you let them state their position makes you — yes — more likable.

5. Take an interest in people. Okay, it's quiz time. I want you to think of all the members on your team. How much do you know about them? What high school did they attend?

What are their hobbies. Do they have any special talents? What are their interests, and have you ever had a discussion about that? If Mary participates in grueling triathlons, have you ever asked her any questions about that? What about their family?

Take notice of people and take an interest in them. They'll like that.

If you just do these five things, I guarantee you will be more likable. Oh, but we're not done. Tomorrow, more ways to jack up your likability score.

That's The Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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