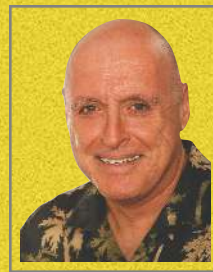


THE EXTRA POINT

BY JERRY ROBERTS



845 Ways to Become More Likable – Part 2

We all want to be likable. You do, I do. Some of us are more likable than others. I'm Jerry Roberts, and today, we continue that conversation. It's next, on The Extra Point.

Yesterday, we gave the first five ways to increase our likability. They are:

1. When you're with someone, put away your phone. Tell them you're ditching the phone because you want to concentrate on the conversation, and not be distracted.
2. Be approachable. Smile more. Ask people how they're doing. Use small talk.
3. Don't be judgmental. Remember, people hate to be judged.
4. Be open-minded. If you're not, forget about being likable.
5. Take an interest in people. Ask questions about their life, and what they're interested in.

It's a good start on the road to likability, but there's more.

6. Likable folks are real, and transparent. They say what they mean, and mean what they say. You feel you can trust them. They seem comfortable in their own skin.

If indeed they are comfortable with who they are, they'll probably be comfortable letting you be who you are.

7. They don't hog the spotlight or the credit. Some people need attention like it's oxygen. They have to be the center of attention. It's all about them.

People like that are generally not as likable as they would hope to be. The majority of people respect humility, and find it an attractive quality.

8. Consistency is critical. We tend to like people we can count on. People who regularly let us down don't score high on the reliability or likability scorecard.

If you're a manager at any level, this is absolutely necessary. People need to know what to expect from you on a daily basis.

9. Likable people address others by name. Are you good with faces but have trouble matching names to them? That may slightly impact your likability.

They say the sweetest sound we know is the sound of our name. We're validated when people use our name in a conversation. Feel free to repeat someone's name multiple times in the course of talking with them.

10. Folks who are likable are also fun to be around. Are you too serious? Likable people are highly engaged in their work and productive, but they find ways to have a good time at work.

11. Likable people encourage others. They're genuinely happy for everyone's success.

12. One more thing. Likable people bring out the best in those around them.

Can you embrace all of this, most of this, or ANY of this? If so, you'll be able to add to your likability.

Get after it.

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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