

How People Decide If You Are A Winner

1. First impressions are important. No matter what anyone says, they are important.
2. Being a "good man" or woman does not mean all that much if your first impression is not favorable. By the time someone learns that you are a good man or woman the first impression has already been set in their mind.
3. Many people, male or female, are 2/3 feelings and 1/3 thinking.
4. People tend to like winners and shy away from losers.
5. People like someone who makes them laugh.
6. Women generally respond differently than men. This is not a criticism of either gender. It is merely the way it is. Long live the differences. Men tend to hide their feelings and women are usually glad to reveal their feelings. It is true that women like men who are "in touch with their feminine side."
7. People have different temperaments. It is a good idea to learn about the four basic temperaments and how each person has all of them to different degrees within their personality.
8. Don't talk too much; maintain a communication balance.
9. Socialize generally. This is easier for some people, especially those with strong traits towards socializing. But no one is an island. All healthy people are capable of some socialization.
10. Decide what you want from different relationships. To be honest we all want something from our relationships.
11. Don't promise more than you can deliver. Saying "I don't know" is alright.
12. Learn how to "read" people; use your own feelings as a barometer. For instance, if you feel sad around a particular person regularly, they are probably a sad person for some reason.
13. Give people time to consider responses.
14. Follow up cordially.
15. Encourage questions.
16. If others obviously do not like your idea, let it go at least for the time being.
17. No one likes a strong controlling person.
18. Don't put all of your hopes in one basket.
19. Be willing to negotiate but never give way on everything. This is a sign of strength.
20. Realize that "all of us are smarter than one of us;" this is the team spirit.

21. Lead by example, friendship and words.
22. Let others make you look good.
23. Learn to influence by appealing to common values or the particular interests of others.
24. Learn when to wait for 'developments.' Often circumstances or the situation changes and you can then participate for effectively.
25. Pick you battles carefully. Don't let your emotions make the choice. It is better to win when you can and wait when you cannot.
26. Praise the contributions of others.
27. Don't forget your friends. Everyone appreciates it when their friendship is valued.
28. Decide what your victory is. According to your own values your victory may be different than someone else's victory.
29. Strive to live comfortably with yourself.
30. Remember you will reap what you sow. This is not just a religious maxim; it is a proven social theory.
31. Expect selfish people to betray you, don't act like a martyr.
32. Don't get stuck in a rut.
33. Persevere.
34. Build a good reputation.