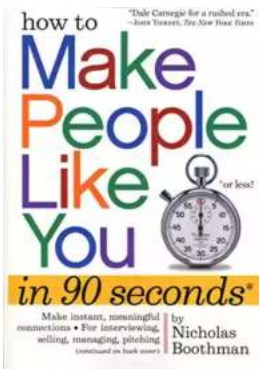


# How To Make People Like You In 90 Seconds Or Less

As social beings, our interactions with other people play a vital role in our personal and professional lives. The ability to make a positive impression quickly is a valuable skill that can greatly enhance the way we connect with others. If you've ever wondered how some individuals effortlessly attract others and leave a lasting impact, you're about to discover the secrets to making people like you in 90 seconds or less.

## **1. Smile and Make Eye Contact**

One of the simplest yet most effective ways to make a positive first impression is to smile and make eye contact. A genuine smile conveys warmth and openness while eye contact shows you are engaged and interested. This combination immediately puts people at ease and establishes a sense of connection.



## How to Make People Like You in 90 Seconds or Less by Nicholas Boothman(Kindle Edition)

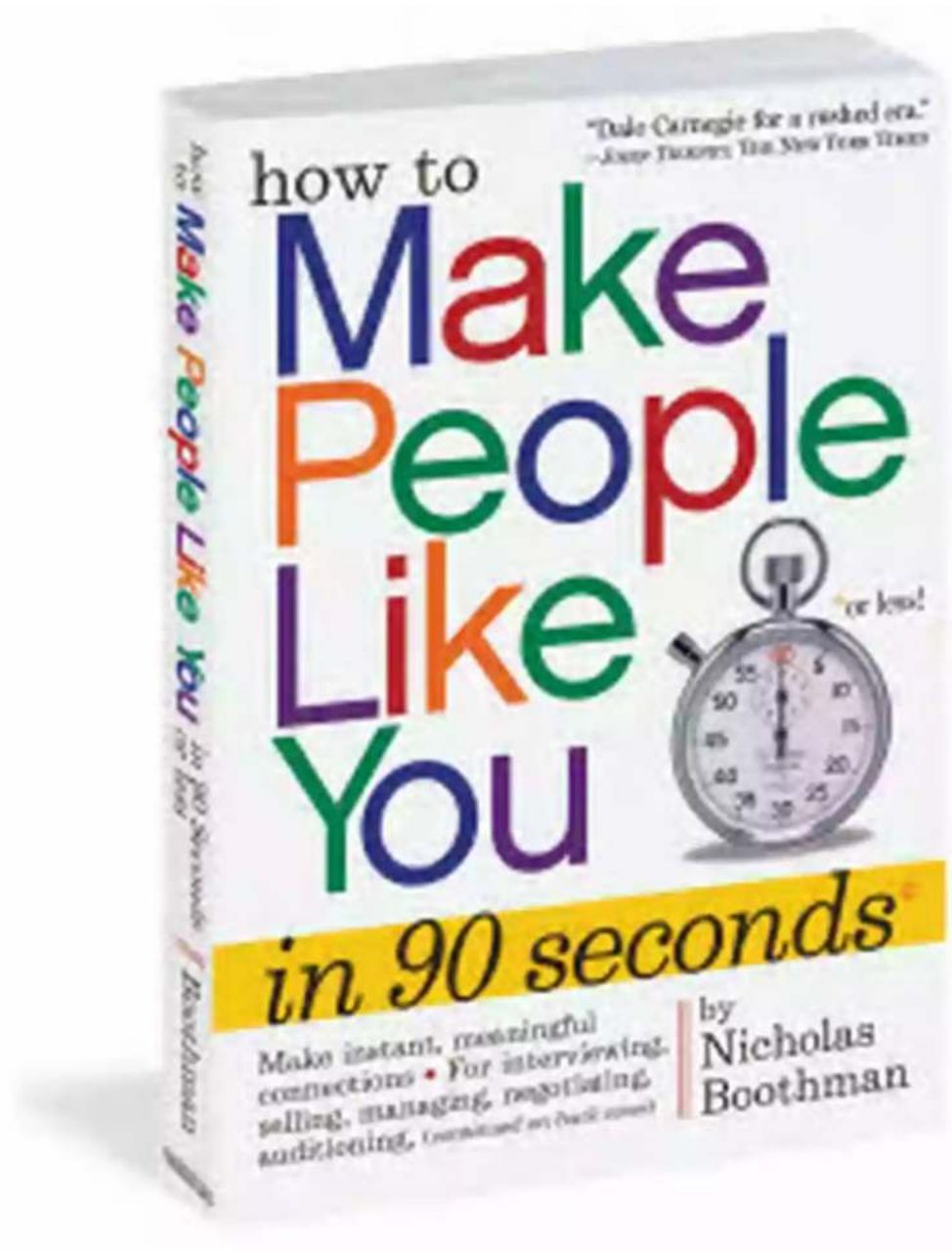
★★★★☆ 4.4 out of 5

Language : English  
File size : 1878 KB  
Text-to-Speech : Enabled  
Screen Reader : Supported  
Enhanced typesetting : Enabled  
X-Ray : Enabled  
Word Wise : Enabled  
Print length : 204 pages



## 2. Be Aware of Your Body Language

Body language plays a significant role in how others perceive us. Stand or sit up straight, as it portrays confidence. Maintain an open posture, avoiding crossed arms or legs, which can signal defensiveness. To further project openness, subtly mirror the other person's body language. However, be cautious not to appear too obvious or mimic every movement.



### 3. Listen Actively and Show Genuine Interest

Listening actively and showing genuine interest in what the other person is saying is a critical component of making a lasting impression. Avoid interrupting or focusing solely on your own thoughts. Instead, genuinely listen and respond with relevant follow-up questions or comments. By demonstrating that you value their thoughts and opinions, you create a bond of trust and respect.

#### **4. Use the Power of Compliments**

A well-timed and sincere compliment can go a long way in making someone like you. Highlighting others' strengths or achievements shows that you are observant and appreciative of their qualities. Be specific in your compliments rather than resorting to generic statements; it demonstrates a genuine interest in the person you're speaking with.

#### **5. Be Positive and Enthusiastic**

People are naturally drawn to positivity and enthusiasm. Maintain an optimistic outlook, and let your enthusiasm shine through your words and actions. Show genuine excitement when discussing shared interests or common goals. Your positive energy will be contagious, leaving a lasting impression on those around you.

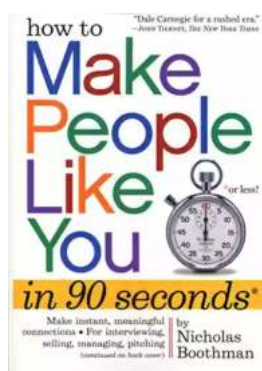
#### **6. Find Common Ground**

When engaging with others, find common ground and shared interests. Look for topics you both enjoy or experiences you can discuss. Creating a connection based on similarities fosters a sense of camaraderie and facilitates a more enjoyable and meaningful conversation. Additionally, finding common ground helps establish a foundation for future interactions.

#### **7. Be Authentic and Genuine**

Above all, be true to yourself. Authenticity is essential in creating genuine connections. Don't try to be someone you're not or put on a façade to impress others. People can often sense when someone is being fake, which can create a barrier between you. Embrace your uniqueness and let your true self shine; it will attract like-minded individuals who genuinely appreciate you.

Mastering the art of making people like you in 90 seconds or less is a skill worth investing in. By following these simple yet powerful tips, you can improve your ability to connect with others, cultivate meaningful relationships, and leave a positive impact wherever you go. Remember, a genuine smile, active listening, and authentic interactions can go a long way in making lasting impressions.



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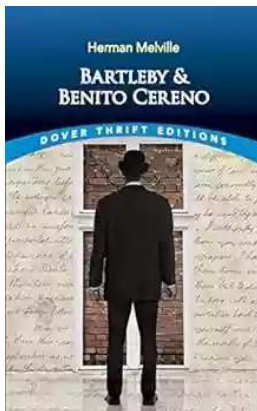
Make instant, meaningful connections.

For interviewing, selling, managing, pitching an idea, applying to college—or looking for a soulmate—the secret of success is based on connecting with other people. And you can do it in 90 seconds or less through Nicholas Boothman's

program of establishing face-to-face communication.

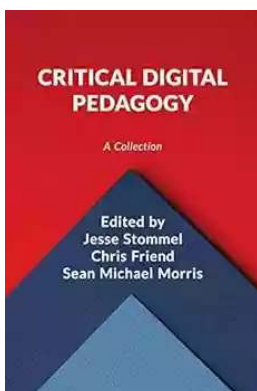
A master of Neuro-Linguistic Programming (NLP), Boothman teaches us the concept of synchrony—how to synchronize our attitudes, body language, and voice tone in a way that instantly and imperceptibly makes us irresistibly likable to another person. He explains the difference between open and closed body language. The power of communicating with what he calls a Really Useful Attitude. How to be an active listener. And how to identify and read the three most important sensory preferences.

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