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Menopause, Andropause And Other Hormone Imbalances
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Remember a Name and Build a Relationship

By Caterina Rando

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In today's varied, specialized and competitive marketplace, you may often feel like a face in a crowd, trying to stand out and be noticed. What can you do to get people to notice you and remember you. The answer is simple, notice and remember them.

When I want to meet people, I walk up to them, extend my hand and say " Hi, I have not met you yet, I'm Caterina." This assertive introduction is always welcomed and a conversation easily starts. By acting confident, I feel confident and people appreciate being noticed.

Once you introduce yourself, remember their names. Learning names is a simple skill that can be easily developed. To remember names, use the following tips:

- o Tell yourself that you are going to remember the names of new people you meet.
- o When introducing yourself, relax and focus on the other person's name. Repeat it back to them by saying "Nice to meet you _____".
- o Make sure you pronounce the name correctly.
- o If you are not sure how to spell the name, ask. This will help you remember it.
- o Use the name in conversation in the first two minutes.
- o When you end your conversation, use their name again.
- o Ask for a card and connect the face with the name on their card.
- o When you have a few moments, scan the room and repeat to yourself the names of everyone you have met.

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o On the way home, run a video in your mind of all your new acquaintances and their names.

The next time you run into someone you have met in the past and you greet them by name, they will warm up to you and be impressed by you. Success in business is built on successful relationships. Remembering names is the first step to making any acquaintance grow.

When you make an effort to notice and remember people, they will remember and notice you. You will become well known in the circles you move in. You will feel more confident and successful, and increase your business savvy and overall success. The extra effort to notice and remember others will always bring positive results.

Caterina Rando, MA, MCC, is a business success speaker, coach and author of the national bestseller "Learn to Power Think." She helps people get the results they want with ease. To find out about her programs, book and other resources, visit <http://www.caterinar.com>. Caterina can be reached by email at cpr@caterinar.com.

Can We Still Be Friends?

By Kevin B. Burk, Author of The Relationship Handbook

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Even when we know it's time to end a romantic relationship, we're often reluctant to let go of our partners completely. We've shared so much of our lives with our partner, it seems almost callous to simply cut them out of our lives—especially if we're ending the relationship on good terms. It's natural that we want to hold onto the loving and supportive part of the romantic relationship, and simply let go of the parts that aren't serving us. This is entirely possible: we can remain friends with our former lovers. We both need to want to build a friendship, however.

If we choose to stay friends with a former romantic partner, we will have to establish new boundaries and expectations in the relationship. The old checklists are no longer appropriate, and it may take some time to make a successful transition to the new relationship. It's best, in fact, if we do not spend any time together once we've officially ended the romantic relationship. A clean break is essential. We need time to separate our life from our partner's. We need to reestablish our own boundaries and our own identity. And we need to spend a little time mourning the death of the romantic relationship. It takes time for the emotional connections to adjust, and it takes time for

us to gain perspective on the entire relationship.

Once we're ready to spend time with our partner again, we must recognize that any friendship that we build is a new relationship. It is not an extension or continuation of our romantic relationship. We will need to start slowly, and to build up a new level of trust. It will take some time to make sure we're using the appropriate checklists. We can't expect the same kind of support or commitment in a friendship as we did in a romantic relationship. By the same token, we may find that we could tolerate certain behavior from a lover, but that we won't accept it from a friend.

In many ways, friendships are far more demanding than romantic relationships. We look for a higher level of shared interests and compatibility with our friends than we do with our romantic partners. We may discover that our former lovers don't make the cut as friends—and there's nothing wrong with that. We have a much easier time letting friends drift out of our lives than we

do with letting go of romantic partners.

Kevin B. Burk is the author of *The Relationship Handbook: How to Understand and Improve Every Relationship in Your Life*. Visit <http://www.everyrelationship.com> for a FREE report on creating AMAZING Relationships.

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