

HANDSHAKES ARE IMPORTANT!!!

Handshakes are a sign of trust and help build strong relationships. Prospective employers are more likely to overlook visible body piercings and tattoos than ineffective handshakes. In addition, people are twice as likely to remember you when introduced with a handshake than if you didn't shake hands.

Three steps to a proper handshake:

- ⇒ As you're approaching someone, extend your right arm when you're about three feet away. Slightly angle your arm across your chest, with your thumb pointing up.
- ⇒ Lock hands, thumb joint to thumb joint. Then, firmly clasp the other person's hand —without any bone crushing or macho posturing.
- ⇒ Pump the other person's hand two to three times and let go.

5 Handshakes to Avoid:

- ⇒ **The "macho cowboy"...** is the almost bone-crunching clasp many businessmen use to shake hands. What are they trying to prove, anyway? There's no need to demonstrate your physical strength when shaking another person's hand.
- ⇒ **The wimp...** is usually delivered by men who are afraid to "hurt the little lady" when shaking women's hands. Modern female professionals expect their male counterparts to convey the same respect they'd show their male colleagues.
- ⇒ **The "dead fish"...** conveys no power. While there's no need to revert to the macho cowboy death grip, a firm clasp is more powerful than one that barely grabs the hand.
- ⇒ **The cold and clammy...** feels like you're shaking hands with a snake. Warm up your hand before grabbing someone else's.
- ⇒ **The sweaty palm...** is pretty self-explanatory and pretty gross. Talcum powder to the rescue.