

*Reaching for  
Gold!*

**2011 Nebraska FBLA Fall  
Leadership Conference**

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*Нобноб, anyone?*

What is hobnobbing, anyway??

*How long does it take to  
make a first impression?*

# First Impressions: Handshake

- Say your name
- Grip
  - “Princess” grip?
  - “Tough Guy” grip?
  - Happy Medium ☺
- No “Bill Clintons”



# First Impressions: Body Language

- ▣ Smile!
  
- ▣ Eye Contact
  - 50/50?
  - 60/40?
  - 80/20?
  
- ▣ Posture



# Body Language 101

- ❑ Closed vs. Open
- ❑ Standing
- ❑ Authoritative
- ❑ Contemplative



# *First Impressions: Personal Image*

- ▣ Clean cut, not shaggy
- ▣ Proper grooming
- ▣ Not too much jewelry
- ▣ Conservative clothing – no shock syndrome
- ▣ Fresh look

Woo  
or  
Boo?

# What You Say

## ▣ Safe Topics:

- ▣ Travel
- ▣ Hobbies
- ▣ Aspirations

## ▣ Unsafe Topics:

- ▣ Religion
- ▣ Politics
- ▣ Sports

**More Topics?**

# How You Say It

- ▣ Know your audience
  - Age
  - Gender
  
- ▣ Speaking tips
  - Gum chewing
  - Voice tone and volume
  - Connecting with audience



# Follow-Up

- ▣ Business Cards

- Phone number
- E-mail
- Full name

- ▣ Initiate contact

- E-mail
- Facebook
- Phone call



# *Bringing It All Together*

Get hobnobbing!

# Electronic Communication

- ▣ Facebook
  - Alcohol and drugs
  - Profanity
  - Appropriate photos
  
- ▣ Twitter
- ▣ E-mail
- ▣ Cell Phones



*Questions?*

# Food for Thought

- ▣ “You meet people who forget you, you forget people you meet, but sometimes you meet those people you can’t forget.” (*Unknown*)
- ▣ “People will forget what you did, people will forget what you said, but people will never forget how you made them feel.”  
(*Maya Angelou*)
- ▣ “Please fill out your evaluation forms.”  
(*Amy Chin*)

# Contact us!

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