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You like me...you really like me...

There is the old saying “It’s not what you know but who you know... that certainly is true, but let’s take it one step further, they also have to know WHAT you do. How can they refer you if they have no idea who to refer you to... You can be the best cattle roper in the country, but if no one knows you rope cattle, the next time their cow gets loose - who are they gonna’ call?

It’s up to you to let them know what you know too.

Four parts of likeability and communication success

- 1.
- 2.
- 3.
- 4.

So, how likeable are you? Not sure? Take this quick survey (be honest...)

- Do you enjoy being with and helping other people?
- Do people invite you and want to spend time with you?
- Are you a good listener and provide positive feedback?
- Do people ask for your advice and / or confide in you?
- Do you show appreciation, gratitude and compliment others often?
- Do you smile often and look on the bright side of things?
- Is your glass half-full?

Were you able to truly answer yes to these questions? Then if you are not hallucinating you are probable a likeable person. Just to keep you “honest” pay attention to what others are saying and more often than not, unspoken i.e. nonverbal.

Reference Books to learn more:

Book Yourself Solid by Michael Port
Emotional Intelligence by Daniel Goleman
Social Intelligence by Daniel Goleman
The Likeability Factor by Tim Sanders