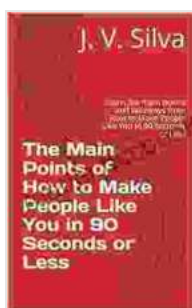


How to Win Hearts and Influence People: Unlock the Secrets of Instant Likeability

In today's fast-paced world, it's more important than ever to make a good first impression. Whether you're meeting a potential employer, a new client, or a potential romantic partner, you only have a few seconds to capture their attention and make them like you.

The good news is that there are a few simple things you can do to make people like you instantly. In his groundbreaking book, *The Main Points of How to Make People Like You in 90 Seconds or Less*, Nicholas Boothman reveals the secrets of instant likeability. Boothman has spent decades studying the science of persuasion, and he has identified nine key principles that can help you make a positive impression on anyone you meet.



The Main Points of How to Make People Like You in 90 Seconds or Less: Learn the main points and takeaways from How to Make People Like You in 90 Seconds or Less

★★★★★ 5 out of 5

Language : English
File size : 986 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 12 pages
Lending : Enabled



The Nine Principles of Instant Likeability

1. **Smile and make eye contact.**

A smile is one of the most powerful ways to make yourself instantly likeable. When you smile, your brain releases endorphins, which have mood-boosting effects on both you and the person you're interacting with. Eye contact is also important, as it shows that you're engaged and interested in what the other person is saying.

2. **Be genuinely interested in others.**

People can tell when you're being fake, so it's important to be genuinely interested in what they have to say. Ask questions, listen attentively, and show that you care about their feelings and opinions.

3. **Mirror the other person's body language.**

Subtly mirroring the other person's body language can help to build rapport and create a sense of connection. When you mirror someone, you're subconsciously communicating that you're on the same wavelength as them.

4. **Find common ground.**

One of the best ways to make someone like you is to find common ground. This could be anything from shared interests to similar backgrounds. When you find common ground, you're creating a foundation for a relationship.

5. **Make the other person feel good about themselves.**

Everyone wants to feel good about themselves, so one of the best ways to make someone like you is to make them feel good about themselves. Compliment them, show appreciation for their accomplishments, and make them feel like they're special.

6. **Be positive and upbeat.**
No one likes to be around negative people, so it's important to be positive and upbeat when you're trying to make a good impression. When you're

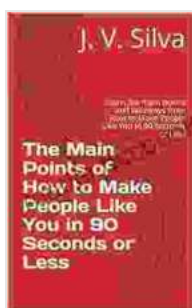
positive, you're more likely to attract positive people into your life. 7. **Be yourself.**

One of the most important things you can do to make a good impression is to be yourself. People can tell when you're being fake, so it's important to be genuine and authentic. 8. **Don't try too hard.**

Trying too hard to make someone like you can actually backfire. It's important to be relaxed and natural when you're trying to make a good impression. 9. **Follow up.**

Once you've made a good impression, it's important to follow up. This could involve sending a thank-you note, scheduling a follow-up meeting, or simply staying in touch.

Making people like you instantly is not a difficult task, but it does require some effort and practice. By following the nine principles outlined in this book, you can make a positive impression on anyone you meet and build lasting relationships.



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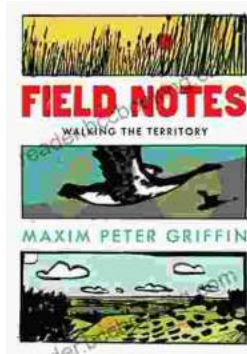
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