

Snowboardjohn's Guide To Being "The Regular Guy" Everyone Wants To Do Business With (And Women Want To Do "The Business" With)

My apologies to Robert Greene, Napoleon Hill, Dale Carnegie, and anyone else who has written about communication effectiveness. This brief guide is intended for anyone who would like a short actionable list of things they can work on to improve their likeableness, trustworthiness, and respectedness.

Don't use rhetorical questions, for any reason.

Stop saying "I talk too much", "I don't have any friends", "I'm not popular", and "I'm a shy person" out loud. NEVER ask someone if they like you.

Thank people when they compliment you, or talk about you favorably.

Don't gossip. At all. Ever. Unless it's about celebrities.

Stop playing computer games. If you own an x-box, or playstation, sell it. Delete world of warcraft, second life, or any other role playing game. Focusing on a fake world is your escape from confronting the problems that exist in your real life.

Don't speak badly about other people who have harmed you, unless you're speaking directly to them. Like it or not, it makes other people like & trust you less.

Always speak positively about yourself and about the future. If you are speaking about something negative then frame it in such a way that implies you expect a positive outcome.

Be patriotic, successful capitalists are usually very proud of their country.

Don't talk about negative world events.

Don't talk about your bad health, bad marriage, bad luck, or other problems.

Don't ask people who intimidate you questions. You do it because you're afraid to say something that will be seen as lacking by them, or people who see you next to them; make statements about things instead - this shows you're unafraid to be who you are no matter who is around.

Smile, but don't try to be funny or cute. It doesn't go across.

Don't use big words or jargon to prove how smart you are.

Don't fidget, and try to minimize touching your face.

Look people in the eye and smile (without showing teeth) at the same time.

Don't talk about yourself in the third person.

Don't offer information *on any subject* if no one has asked for it.

Don't talk about your material wealth, or your lack of it.

Don't ask people why they are ignoring you. If people routinely ignore you: put more effort into being a more interesting person (at least follow pop culture – seriously – you need to follow pop culture at a minimum).

If you know you will be involved in a discussion about something, decide what your opinions are ahead of time. During the discussion you will seem like your own man, with strong convictions, even if people don't share your views.

If you get carried away talking about something, or say something stupid, don't apologize for being a goof. Be confident in your ok-ness.

Don't use sarcasm.

Realize that nearly everything in life is ambiguous and undefined. It's up to you to define how people see you.

Start playing poker. Seriously. You'll understand why in six months time.

If a popular person makes fun of you, or something you say, don't allow yourself to feel embarrassed. Respond "You're too much". **Say it sincerely with a smile** (remember no teeth).

Don't ask people questions if you can avoid it. Practice making statements that are interesting/relevant enough to have OTHER people asking YOU questions.

Leave business and personal meetings first... or second... never be the last person to leave.

Take some voice projection lessons. If you haven't yet, your voice is too highly pitched. And bizarre as it may sound, it's holding you back in ways you can't imagine.

Take up a team sport and play it at least one day a week. Just do it, even if you've never played team sport in your whole life.