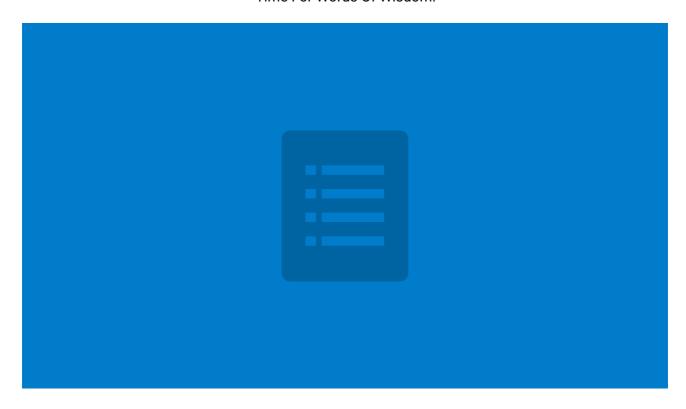
## How to win and influence people

Time For Words Of Wisdom!



## Step 1

Principle 4: begin in a friendly way.

How to make people like you			
Principle 1: become genuinely interested in other people.			
Principle 2: smile			
Principle 3: remember that a person 's name is to that person the sweetest and most important sound in any language.			
Principle 4: be a good listener. Encourage others talk about themselves.			
Principle 5: talk in terms of the other person's interests.			
Principle 6: make the other person feel important — and do it sincerely.			
Step 2			
How to win people to your way of thinking			
Principle 1: the only way to get the best of an argument is to avoid it.			
Principle 2: shaw respect for person's opinions. Never say, 'you're wrong.			
Principle 3: if you are wrong, admit it quickly and emphatically.			

	checkli.com
Principle 12: throw down a challenge.	Make and Share Free Checklists
Principle 11: dramatise your ideas.	
Principle 10: appeal to the nobler motives.	
Principle 9: be sympathetic with the other person's ideas and desires.	
Principle 8: try honestly to see things from the other person 's point of view	
Principle 7: let the other person feel that the idea is his or hers.	
Principle 6: let the other person do a great deal of the talking.	
Principle 5: get the other person saying •yes, yes' immediately.	