

The Handshake

Did you know an employer will give a position to the candidate with the better handshake?

The way you shake hands speaks volumes and opens doors of opportunity.

For some people, a handshake is a massive indication of a person's depth of character, trust, and strength. When you shake hands with a person – you are doing much more than saying "hello" – you are saying **"this is who I am."**



Follow these steps to learn the key ingredients of a gold-star handshake:

Step 1: Make eye contact

Always make sure you look a person in the eyes when you shake their hand, no matter how busy or brief the handshake might be.

Step 2: Smile confidently

A handshake should be inviting but not rushed. When you go in for a handshake offer your hand with your fingers straight and your thumb high and make sure you do not grip until the person's thumb is firmly locked next to yours. Show off a friendly smile.

Step 3: Clearly introduce yourself

"Hi! My name is..."

"Nice to meet you..."

"Please to meet you..."

"Good afternoon, my name is..."

Do This



Not This



Step 4: Clasp hand firmly (3 shakes)

It is fine to do two or three small shakes but that is enough. Make sure you don't overdo the shaking.

Step 5: Repeat the person's name, say something about yourself and ask a question

People love to hear **their own name**. When you shake a person's hand and greet them by their name you are effectively saying "you are important enough to me that I remember your name".