

First Impressions

Eleven assumptions made in the first thirty seconds after meeting someone:

- 1. Trustworthiness*
- 2. Economic Level*
- 3. Educational Level*
- 4. Social Position*
- 5. Level of Sophistication*
- 6. Economic Heritage*
- 7. Social Heritage*
- 8. Educational Heritage*
- 9. Success*
- 10. Moral Character*
- 11. Future Potential*

93% of lasting impressions come in the first four minutes of a meeting.

Communication is:

7% Verbal

38% Tone of voice

55% Appearance

Four Elements of a Polished Look

- 1. A good haircut*
- 2. A natural makeup finish*
- 3. A subtle, glowing hair color*
- 4. Eye catching accessories*