

DELIVERING A GOOD HANDSHAKE

Don't let a potential employer get the wrong idea about you in the interview!

Crushing the other person's hand shows aggressiveness. The dainty fingertip shake says you're aloof. Shaking with a loose, gripless handshake shows timidity or nervousness. In *The Power of Handshaking*, authors Robert Brown and Dorothea Johnson, offer this hands-on advice—

- **Engage the full hand, palm to palm.**
- **Grip firmly to show that you mean it, but don't squeeze.**
- **Look the other person in the eye. Smile. Pump twice.**
- **Pause and observe. Be the last person to end the shake.**

Now—think about the handshake. Did they look you in the eye and smile during the shake? Did they speak to you? Was their shake aggressive, aloof, or timid? Were they pulling you to them or pushing you away? Use your instincts—what did the other person's handshake tell you?

Practice shaking hands with other people. You need to be just as comfortable shaking hands with a woman as you are with a man. Make yourself offer your handshake in social occasions. It will get more comfortable for you and will pay off in the long run.