

# CHAPTER VIII

## BE GLAD TO SEE PEOPLE!



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**B**eing genuinely glad to see others when you meet or run across them, is another telling people skill.

Usually though, we greet them with a knee-jerk "*Glad to see you,*" or "*How ya doing*" or something similar.

And because our words are rather empty, meaningless, they have little or no effect. They convey nothing, almost as if we're not saying anything at all, and, of course, not giving an impression that we really are pleased to see them.

### *A How To*

However, imagine that instead of by rote uttering those trite sayings, you put into play the following powerful people skill tactic. It's sort of like the one discussed above in the *Showing Interest* segment, where you update yourself about background data of persons you're going to call or visit.

But here, the "*how-to*" is to refresh your memory also about all the nice things you remember about the person you're going to see. Or if it's a chance encounter, in a microsecond, you try to reflect as much as you can about how much you like her or him, and in the past have enjoyed being with, and so on. This way, because of these pleasant reflections, when you say, "*Glad to see you,*" you really are.

And your demeanor, your smile and tone of voice reflect this mind-

set. Amazingly, you convey an excited, pleasant anticipation of talking to her or him. Accordingly, that person will instantly pickup on this. Believe me, this really works.

*Try it.*