

Bulletproof Name Remembering Strategy

Remembering peoples' names is of top importance when connecting with others. Whether at a networking event, a dinner party, a business meeting or a bar, "what was your name?", can be a source of personal embarrassment AND a way to distance yourself! Here is a way you can remember names that is guaranteed.

During a recent NLP™ class several participants requested "a way to remember people's names better". Thank you group! This question comes up over and over again in many of my [workshops](#), and for good reason. Dale Carnegie, the author of "How to Win Friends and Influence People" states: "Remembering people's names is like music to their ears;". Just as you NLP'rs know the importance of tonality-when we speak, we are literally bathing the other person in our sound vibration. Do you want your impact to be one of nails on a chalkboard or something that soothes the soul?

I used to think that remembering names was hard, so it was [\(more about beliefs here\)](#). Someone would tell me their name and it seemed like, well, I would forget. A bit embarrassing and yes, some people became down right irritated.

"Hi my name is Jim, and you are?" _____ blank, that's what happened, but not anymore. With the technology of NLP™, remembering names has become fun! Now, for amusement, when at parties I witness amazement as I remember everyone's name at the party!

The way some people remember names and others don't really has to do with the 'internal strategy' they are using; some work, some don't. NLP™ (NeuroLinguistic Programming) is about the study of the structure of subjective experience, in this case, the way people remember names. NLP™ is also about the modeling of behavioral excellence, and thus, I offer you one model you can use to remember peoples names. This model is specific for meeting people in person. For more advanced influence and rapport techniques, see: ["The Secrets of Building Instant Rapport \(with anyone!\)" DVD and Instructional Workbook.](#)

Before and during greeting:

1. It needs to be important to you. This seems like a simple thing, and for many it is. Any behavior you want to change and make ‘a habit’ needs to be practiced consciously first. As a human being, you need to make it important and practice the steps. Like anything else you want to become proficient in, YOU need to make it a priority.
2. The belief that the other person is important, and that you value them. Dale Carnegie refers to this as “becoming genuinely interested in the other person”. This starts with the internal process and belief that the other person is important at an emotional and perhaps even a visceral level. and as my very wise young son has said:

“Wow Dad, all you really need to do is be (genuinely) nice to people and they remember you and really want to be nice back!”... It can be that easy. Of course, to them be genuinely interested at the greeting, refer to the next step.

The Greeting:

3. When greeting the person it is important to pay attention to them! I know this sound obvious but you really can’t be paying attention to others in the room, what you’re going to do later, or the other voices that you hear in your head. Again, you need to pay attention to the person for the entire greeting. (this is usually from 3-60 seconds).
4. Here is the procedure:
 - a. Walk up to the person and introduce yourself as:
Hi, my name is _____, and you are? (This will cue the person to then introduce them self to you.)
 - b. Once they introduce themselves to you, then you have their name, let’s say it’s Jim.
 - i. Repeat their name back to them EXACTLY the way they say it. (Tone, cadence, etc.)
 - ii. As you repeat their name, ‘get a feel’ for what it’s like to say and be ‘Jim’. This is like a quick empathic ‘hit’ of who “Jim” is.
 - iii. Picture their name on their forehead (I like to use colored letters). If you are not sure how to spell it, you can ask them!

- iv. Say the name again inside your head 3 times
- v. With tiny motions of one of your hands, draw their name in the air. Do it in a way that is natural, as most people move their fingers and hands during conversation. (I do not use this step and recommend using this only if it is specifically helpful to you.)
- vi. Use their name during the conversation as the opportunity, presents itself, allow it to flow easily in the conversation.

Building trust AND people liking you are the first two criteria for building a relationship. Being genuinely interested in others is the first step; creating a skill set for building rapport is another. Remembering peoples' names is another important piece AND is like music to their ears. What kind of tune do you want them to hear?

These are just a few steps in building rapport toward trust in relationships with others.

For more information on relationship and rapport building techniques, purchase: [“The Secrets of Instant Rapport \(for anybody!\) DVD & workbook”](#)

For more information on building intentional relationships visit: [my relationship coaching page.](#)

If this article has been of interest to you, please visit my [products page](#) and find the DVD and Instructional Workbook: “The Secrets of Instant Rapport-for anybody!” If you mention this article, I will include the workbook (a \$30.00 value) for free with the purchase of the DVD!

Now, refer to step one and ‘go out and practice’! Making the act of remembering peoples' names important is the first step. Jot down the steps shorthand and carry it with you. Before long you will astound people with your ability to remember peoples' names!

For more assistance in building personal and professional relationships, please contact me for a free consultation jim@trulyhumancoaching.com!