

## Network Forgotten is Networth Lost



One of the primary purposes of you being in MPF is to be able to network with like-minded and diverse people. And you do so well at the many events at MPF. However, what happens when you get introduced to a new person:

1. You forget their name in the next meeting,
2. Or maybe you forget their name within a few minutes.
3. Even worse, you forget their name right during the

Introduction. Only to end the introduction by asking: By the way, what's your name again?

And so, happens with people you meet too. Even they forget your name. In either case, the loss is yours. When you forget somebody, you don't know when to utilize the network. When the network forgets you, you get benefited from the network.

In the dynamic world of networking, remembering names and faces is a catalyst for creating genuine connections, as it demonstrates your attentiveness and genuine interest in others. By investing in these connections, you foster trust and establish a solid foundation for long-term networking success.

Whether you're a seasoned networker or just starting out, this article will provide you with practical strategies and techniques to help you remember the names and faces of the people you meet. By mastering this skill, you can make a lasting impression and forge meaningful connections within the MPF community.

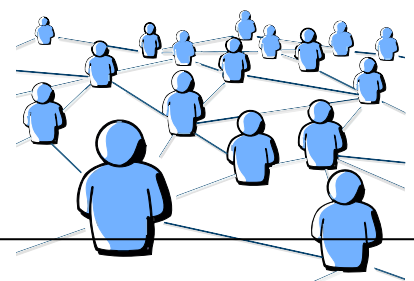
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- **Engagement and Attention:** To remember names and faces effectively, active engagement and attention are key. Be fully present during introductions, maintain eye contact and attentive body language.

- People like people who listen. So, start with listening. That serves 2 purposes. One, after people have completed talking, they are available to listen when you talk. Two, they feel respected and will want to reciprocate.

- Have genuine interest. As you listen, a couple of nods and a smile can do magic.

- Observe what information is coming out. Observe their face, their attire, and the words they are using.

- When you start speaking, match the pace with their speaking. Don't be too fast or too slow for them. BTW, you can only know their pace when you first listen.



- **Repetition is Retention:** Once you have got the name of the person, repeat the name at every opportunity. Also repeat other information that you receive. Don't just use "You" to address the person.

Ex: If you meet a person who says his name is Pavan. Don't just say "Nice name". Instead Say "Wow, Pavan, Nice Name".

Don't ask "What do you do?" Instead ask "So Pavan, what do you do?"

Even he says I am a Coach, don't just ask "About what?"

Instead ask, "Interesting. Pavan, what do you coach about?"

And so on...

Repetition enforces the information on your mind and helps you remember better. As a side effect, it also makes the other person feel good.

- **Associate:** The most fundamental principles of Memorization are Association and Imagination.

We naturally create links and things with more links are better remembered. Standalone things are forgotten.

Connect every bit of information coming your way within itself or outside. You can create Visual Associations in your mind.

You can discuss some other person you know with the same name or same profession etc.

You can associate it with the place they stay at. Or even their hobbies or the clothes they wear.



- **Imagination:** Weird and exaggerated events are remembered better than normal and mundane events. Spice up the introduction in your imagination to make it different.

Ex: If you meet a person who works in Infosys, Imagine Narayan Murthy is introducing him to you.

Identify a facial feature that is slightly different and imagine a connection with the name.

- **Attitude:** Stay Positive and Playful in an introduction. Believe that you are able to remember the names of people. Communicate as if you will need this person forever.

A little bit playfulness lightens up the introduction. Giving some funny connection with your name or work can help them remember you too.

- **Practice:** Practice makes a man permanent. Take small steps. Use the next few events to activate and practice one skill from these. Polishing one skill per event will be enough. Within a few events, you will see how magically you are remembering as well as being remembered.

## Conclusion

Mastering the art of remembering names and faces is a valuable skill that can significantly enhance your networking experience within the MPF social group. By actively engaging with others, employing effective techniques, and practicing regularly, you can build strong connections and make a lasting impression.

Remember, investing time and effort into remembering names and faces demonstrates your commitment to building meaningful relationships, ultimately leading to greater networking success within and outside the MPF community. More you value and invest in your network, the more your net worth will grow.

### **About Pavan Bhattad – Your Learning Partner**



- Learning Catalyst, Clarity Coach, Creativity and Innovation Expert.
- Ex-Referee - World Memory Championships.
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