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Eye Contact to Keep Clients Interested

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As Valentine's day quickly approaches this business tip may be of help in other areas of your life. You know what I mean; how many times were you scolded by your significant other to look them in their eyes when you're talking with them! With that being said here's how to use eye contact to keep a client (or significant other) interested in what you are saying and keep you out of trouble and in the green or

any other level of success.

Having good eye contact when you are speaking to someone is important. You need to make sure that you are looking at someone when you are speaking to him or her. It's important that you keep your eye contact between a client and yourself so that you keep them interested in what you are saying and more motivated to buy what you are selling, besides it's polite.

Having good eye contact is just more professional and even a little more personal. If you are not able to look someone in the eye, how do you expect him or her to do business with you? They will not want to buy something from someone that is not even able to look them face-to-face and eye-to-eye when they are speaking to them about products or services. It's just more calming to look into the eyes of someone and get the full impact of what they are saying.

When you are with a client, you need to make sure that you are standing up tall and keeping good posture. This will help you look at the customer's eyes and give them the attention that they need and want from you. You need to be assertive and give off a positive attitude when you are trying to make a good impression for your clients. When you are ready to be serious about making money and getting customers to trust you, you have to look them in the eye and be honest. Your eyes are also part of your body language and they are telling a story that the receiver is wanting to hear.

There are things that you need to do so that you are able to impress your clients. You want them to be excited and interested in learning more about what you have to say. When you are giving them the special treatment that you know they need, the results are going to be so much better and you will have more success than you could ever imagine.

When you are talking to a client, you should make sure that you are looking them deep in the eye. You want to let them know that you are responsive to their feelings and that you understand their needs. Let them know that you are there for them and that you want to make sure they are completely in good hands with you. It is going to mean the difference between making the sale and losing a potential client. You want to make sure that you are giving all of your customers that same great treatment.

Looking someone in the eye when you are talking to him or her is just respectful. I am sure that you would appreciate it if people would look you in the eye when you speak to them (back to that significance other perhaps). The same goes for others. They want to have the eye contact that is so important to give the comfort that you are looking for and so much more. Think about the things that you want and need when you are having a conversation with someone. You want to make sure that you make them as comfortable with you as you are with them.

You will notice as time goes by when a customer is comfortable with you, you will have a better shot at getting the sale that you want. It is all about the personality and charm that you have with your customers. You need to make sure that you are doing all that you can to show off your good spirit and the good intentions that you have for people. If you are sure that you can make the most of how you interact with your clients, there are endless opportunities for you. This is going to be the most important thing that you can do for your own career and even your personal life.

Having great success is going to depend on how you interact with your clients. Giving them your full attention is needed. You have to make sure that the eye contact is there along with the communication and body language that is imperative to impress your clients. Think about this and then do what you have to in order to change the way that you deal with clients. It is going to be important to allow yourself to get to know your clients and how you talk to them.

You need to make sure that you hear what they have to say and that you apply your body language and your goals to what they need from you. As you look into the eyes of others when you are conversing you are also more aware of their body language as they are of yours. This is important to give you clues when you're running of course and losing their attention and possible the order.

So to keep yourself from getting scolded one way or another, keeping your eyes looking forward and into the eyes of your success and theirs as well.

About Allawos & Company, LLC

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

Sincerely,

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