

Commentaries and Insights from Allawos & Company

## Methods for Learning to Remember Names and Faces

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If you¢re like most people you may think that learning someone's name can be hard, but it's really not when you take the time to follow some simple tricks. Conversely if you want people to remember you, you need to make yourself interesting enough to make a lasting impression.

Starting off with some basics, you@l want to think about the reasons why you may forget someone's face and or name. It may have been years ago that you last saw the person and people change quickly in their appearance. You may find that it@s just stress that you are under and if you eliminate some of your stress, and then you'll be able to obtain a good memory or you lack focus. You may think that it@s just because you are getting older things just don@t stick much anymore or it@s just not that important to remember names. The reason why you may forget someone's face is that it may not be as important as remembering a person's name. Whatever the case may be its important to have an honest conversation with yourself to remove any longstanding issues.

• The first step is to repeat the personøs name during the introduction and throughout your conversation. You should then say the person's name at least seven to ten times in your mind. Repetition will help you remember. Do not feel bad if you can't remember their last name. Not only will repeating the name help you remember, but also it may make you want to link the first letter of the name with an object. Like Barb and Bird will

help you to associate the name to something that you are more likely to remember.

- Name association to a place where you met someone is also a great way to remember names since most of us are visual people and we remember events better than dates.
- Write it down helps make a permitted connection with your brain. You will find that if you then were to review the note regularly you will be able to remember more clearly. If there are business cards being traded get in the habit of making notes on the back of it.
- Spelling out the personøs name in your head will help to commit the face and name to long term memory or if you have a business card in front of you, read it. If the business card is unique enough all the better to remember.
- Learning someone's name by looking at him or her long enough (and not in an uncomfortable way). When you look at someone for a period of time you will form an association of memories that come to life. This is more likely for those who were close friends years ago, but then grew apart. This is a great trick to keep in mind if you are going to your high school reunion or an event.
- It could be helpful when you try to remember their initials. Once you have their initials you will be able to figure out their name by elimination. You will find that your memory will come back quickly.
- A great trick if you would like to leave an impression and help someone remember your name is to hand them your business card upside down. Why would you do that??? Simple for many of the reasons listed above, it will force the person receiving your card to look at it and associate it with you. This is a visual trick that works well.

There are some things that you do not want to do. You do not want to ask for someone's name twice or ask him or her to describe who they are. This is rude to begin with, and may hurt their feelings. If you can't think of the name say nothing or you may want to say something like "we", instead of going into details. You may also ask the question õwhere was it that we met last timeö triggering remembering the event so that you will be able to associate the name. Like anything in life that is important to you and is worth having it takes work and commitment to overcome and achieve greatness. With that being said make a commitment to start which is typically the hardness part in personal growth.

## About Allawos & Company, LLC dlad

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 clientøs condition and leaves behind the tools for growth.

Sincerely,

## **Michael Allawos**



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