



Your Name is the Sweetest Sound

Your name is what represents you. When people hear your name, they automatically have emotions and memories that are brought to the surface that are associated with how they feel about you. Names are powerful and often times you will live up to the name you were given at birth. You also have an idea of how people perceive you and this is known as your self-image. Your self-image is how you would like people to think of you, and you work to improve that self-image so that people will like you. A very wise man named Dale Carnegie explains the importance of a person's name in his book *How to Win Friends and Influence People*. He explains that a person's name is the sweetest sound they can hear. In other words, people love to hear their own name. Let's face it, you like it when people give you attention and talk about you.

Carnegie explains that if you want to get someone's attention, use their name. When you meet someone new, make a point to remember their name. This will demonstrate that you have listened and taken an interest in that person. It shows you care. The other person will be much more likely to perceive you as a kind and caring person if you can simply remember their name. Also, using a person's name throughout a conversation will ensure that they are listening to what you're saying.

Most importantly, you must remember that just using a person's name is not always enough to influence someone to like you. It must come from the heart. Being a genuinely caring person and taking time to listen to what someone else has to say can make all the difference in the world. Using a person's name is like adding a sweet cherry on top of your conversation, it's a sweet sound to their ears and they will associate that sweet emotion with you. So, next time you meet someone new, be sure to remember their name and use it often!