

## [HOW TO INFLUENCE PEOPLE AND MAKE FRIENDS](#)



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Be polite and smile this along with a positive attitude helps people to feel at ease; criticizing and complaining will push people into a defensive position. When in a defensive frame of mind people tend to be less receptive to other's ideas. Use the person's name when talking to them. People like the sound of their own name and feel more comfortable when you address them by it. By using their name you will appear more personable.

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Fortunately for us, all the same lessons were packaged into the now famous book, How to Win Friends and Influence People. But how do we find time to read and remember all 214 pages? Most of us don't. The book becomes another item on that backlog of to-dos we never seem to go to. That's why we summarized the entire book for you. In fact, here is a quick snapshot of all 30 principles.

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In How to Win Friends and Influence People, he offers practical advice and techniques, in his exuberant and conversational style, for how to get out of a mental rut and make life more rewarding. His advice has stood the test of time and will teach you how to: - make friends quickly and easily - increase your popularity - persuade people to follow your way of thinking - enable you to win new

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They have a long list of friends, and they influence people indirectly with a quiet confidence and humility. If you want to be important, make everyone around you feel important first.

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Everyone, and I mean everyone can learn something from How to Win Friends & Influence People. The principles in the book are simple, but something a lot of us fail to use or remember.

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**How to Win Friends Influence People Dale Carnegie**

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