

M.O.M. Can Help You Remember

Why do you forget things? If you're forgetting something, usually one of these three things is missing:

M - _____ - A lot of people know what to do but they don't do what they know. Ask yourself, "Why do I want to remember this?"

O - _____ - Sometimes our problem isn't our *retention* as much as it is our *attention*. The art of memory is the art of paying attention. An incredible memory and a powerful presence comes from being powerfully present.

M - _____ - These are the step-by-step tools, techniques, and strategies on how to learn faster that we are teaching you.

BE SUAVE Remembering Names

The #1 business etiquette skill is remembering people's names. People don't care how much you know until they know how much you care.

Maya Angelou, "People will forget what you said, people will forget what you did, but people will never forget how you made them feel."

B - _____ - "If you believe you can or you believe you can't, either way, you're right." - Henry Ford

E - _____ - Practice makes progress and practice makes things permanent.

S - _____ **a Person's Name** - When you do this, you hear a person's name twice. It also ensures you get the name right.

U - _____ **the Name in the Conversation**. You want to use the name 3-4 times in the context of the conversation.

A - _____ **about their name**. What's everyone's favorite subject? *Themselves*. Ask, "How do you spell it? Who are you named after? What does your name mean?"

V - _____ . "What I hear, I forget. What I see, I remember. What I do, I understand." - Chinese Proverb
When you see a person's name, turn it into a picture.

This method overcomes the **6 Second Syndrome**. When someone gives you their name, you have about 6 seconds to do something with it, or it _____.

E - _____ **with that name**. "John, it was nice to meet you."

Memory is as Easy as P.I.E.

We tend to remember what we see rather than see what we're trying to remember. Making pictures helps us remember. We always *think* in terms of *pictures*.

When you meet someone new for the first time, think about PIE

P - _____ - Find a place on that person. Focus on a feature. What's the first thing you notice about them?

I - _____ - You're imagining the name turning into a picture.

E - _____ - Entwine means to put together or wrap together. The place and the image is what you're entwining.

The FDR Technique for Remembering Names

This is a strategy that a former U.S. President used to recall and remember names. Franklin Delano Roosevelt - FDR - when meeting someone for the first time, he would imagine writing their name on their forehead.

- You remember anything based on your senses:
 - _____ - You see yourself writing their name on their forehead in your favorite color.
 - _____ - You're repeating the name, "Gary, it's nice to meet you."
 - _____ - We have muscle memory. We remember things based on movements. Pretend that you're writing their name with your fingers down by your side.

The T-I-P to Remember Anything

T.I.P. stands for

T - _____

I - _____

P - _____