

# Making Dreams Come True!



How Many Times Have You Heard...

What are you going to be  
When you grow up?

It starts with a dream.



Add faith,  
and it becomes a belief.

Add action,  
and it becomes a part of life.

Add perserverance,  
and it becomes a goal in sight.

Add patience and time,  
and it ends  
with a dream come true.

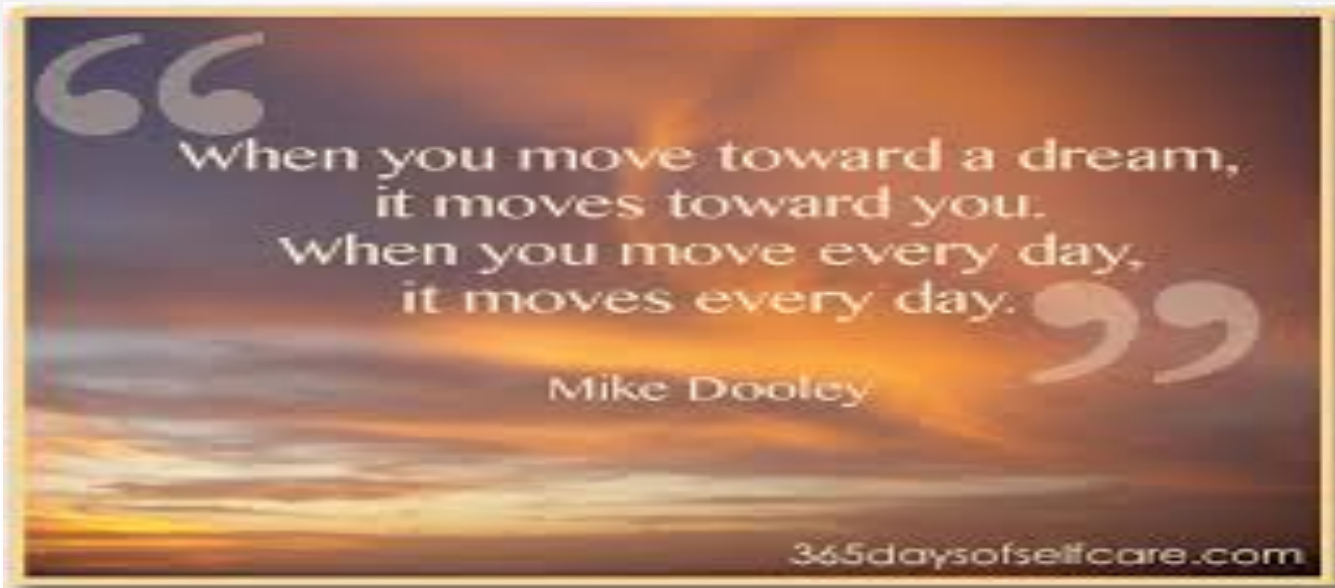
By Doe  
Zantamata



[happinessinyourlife.com](http://happinessinyourlife.com)



So, it all sounds good...  
But, how do I begin?



Develop a VISION for the future, that will capture your entire heart and at the deepest level, your spirit and soul. Open your mind up to the awesome power of your creative imagination

Your dream must be backed by ACTION. Achievers are dreamers and DOERS. Take small steps and you'll find that one step leads to another, then the next.

Develop your DESIRE to see the dream come to fruition. Work on your motivation daily. Allow your Dream to be at the fore-front of your life, the "core of your being".



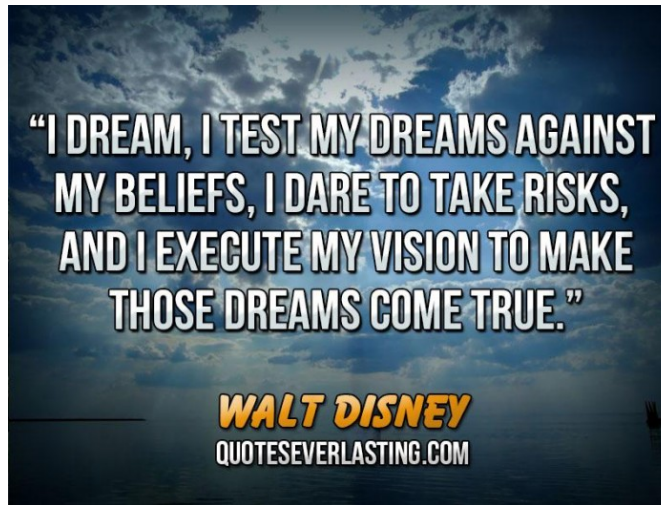
# VISION

Your vision is the big picture outline – the global context.

It draws you forward and keeps you focused.

Think big – think world view. Think about what is really important to you in the broadest sense and then write down what you would hope to see in the world in your lifetime!





Your mission translates your global world view into a personal context. Ask yourself the following questions:

What role can I play in making my vision come true?

How can I live my life in a way that contributes to my

vision becoming a reality?

# When Opportunity Knocks!

There are many opportunities to meet people.

They may be friends of your family, a speaker at the school, your place of worship or at the basketball game or any other odd place...

The key is everyone you meet - presents the opportunity to develop a relationship.

Will you be prepared? Will you be remembered in a positive light?





# And, The Door Is Opened...

**Keep in mind any situation may create the environment for you to meet a senior level executive, small/mid-size business owner or someone who has access to resources.**

**How you see yourself and How others perceive you... will make all the difference to the outcome of that chance meeting.**

- Will you be dressed appropriately?**
- Will you have a :30 second introduction?**
- Will you be able to carry on a conversation?**

# ***First Impressions Are Lasting Impressions***

It usually takes about 30 seconds for people to make a judgment about you on a very subconscious level

...

It is usually based on what they see, hear and what they sense about you

# Dress For Success

The first investment you should make is in your wardrobe

You are now headed into an environment that has traditionally been conservative.

Your wardrobe should contain several styles of clothing that you will need to remember – they should not be interchanged

# Remember: If In Doubt, Don't

- **Men**

- Shirts: Long-sleeved shirts are more dressy than short-sleeved – the fabric will also dictate the casualness of a shirt – tucked into your pants.
- It is always smart to choose white or light blue solid or a somewhat conservative stripe or plaid.
- Ties: are generally not necessary
- Socks: Make certain no skin shows
- Shoes: Leather is preferable; try to stay away from sandals, tennis shoes or Tims' – unless you are going to an outdoor picnic
- Jewelry: a conservative watch is always a plus – wear that hot new watch on the weekends or during your personal time.

- **Women**

- Pants/skirts: Never should be tight or provocative with deep slits.
- Stay within fabrics: more conservative, colors that aren't for the clubs
- Shirt/sweaters: Should be tailored, however, now they are made with a more feminine flare that are still conservative; no cleavage and they shouldn't be so tight that there is an open space between the buttons.
- Jewelry/accessories: Conservative watch; and, keep the necklaces, scarves to a minimum
- Shoes: there are so many styles, fabrics and colors.
- Question: would you wear the shoes that you selected to the club? If so, they are for the work environment. Remember - If in doubt, don't.

# Reminders

## The Proper Handshake

- Right hand: Connect “V” between the thumb and index finger
- 
- One to two pumps with a good firm grasp is key;
- Avoid sweaty palms - nothing worse than a clammy handshake;
- Firm handshake: Please don't use a limp, lifeless handshake;
- Use your entire hand;
- Please remember look the person in the eye!

## Following Up!

- Business cards: give one, get one!
- Write thank you letters.
- Stationary
- Share your successes with them.
- Facebook: be wise - anyone can see it. Colleges (and scholarships) watch for it.

# Just A Thought

**Before a meeting or social gathering research people, their company/organization.**

**Google is a great friend!**

**Learn about their career history. See you if have any similar interests. Find common ground.**

**Ask about their college experience.**

**Ask for their advise.**

**Successful people love to share it!**

**Thank them for their support.**



## *Rules of Personal Marketing*

- Exude confidence!
- Create a powerful but, not overbearing aura.
- Managing impressions.
- Add polish and presence.
- Excellent customer service.
- Great listening skills.
- Clearly articulate –  
Enunciate your thoughts.



# A Quick Quiz

**What is personal space?**

**Answer:** In America 3' – 5'; Asians usually stand further apart and Hispanics and people from the Mediterranean stand closer than 3'.

**What are five words that can assist in creating small talk with someone you really don't know?**

**Answer:** Who, what, when, where and why – will create a response

**What should you remember when you have someone on speakerphone?**

**Answer:** Informing the person that you have them on speakerphone, who you have in the room & their title and why they are there.

**How should you leave voice mail messages?**

**Answer:** Take your time to say your name, pause between both names, spell your name and say your telephone number slowly and repeat it, the purpose of your call without rambling.

A **DREAM** WRITTEN DOWN  
WITH A DATE BECOMES  
A **GOAL**

A GOAL BROKEN DOWN  
INTO STEPS BECOMES  
A **PLAN**

A PLAN BACKED BY ACTION  
**MAKES YOUR DREAMS  
COME TRUE!**

**WISHING ALL YOUR DREAMS  
COME TRUE!**