

204: Read People Like a Book

10 Point Checklist

Vanessa Van Edwards

Want to gain as much knowledge as possible out of Get Yourself Optimized? Read on below for a 10 point checklist that gives the next, real steps you can take for introducing these insights and optimizing your life.

Get **YOURSELF OPTIMIZED**

HOSTED BY **STEPHAN SPENCER**



“The really charismatic people are the sweet spot of being warm and open but also credible and powerful.”

VANESSA VAN EDWARDS

10 STEPS YOU CAN TAKE TODAY

Want to take charge of your health, wellness, and success?
Here are 10 steps that can move you closer to your goals – today.

- Find a balance between being too warm and too competent on the charisma scale. Take Vanessa Van Edwards' [quiz](#) to find out which way I am leaning.
- Become confident in my abilities by determining what my strengths and skills are. From the same list, separate warm and competent elements to understand how to best present them.
- Make sure that everything I do aligns with the branding on my website, email signature, LinkedIn profile, brochures, PDFs, etc.
- Always aim for progress when building connections. According to Vanessa, “every interaction you have is an opportunity for good.”
- Watch TED Talks and observe how speakers talk on stage. Take notes of their speech, inflection, timing, etc.
- Be aware of the body language and facial expressions that I use when communicating with others.
- Take different cultures and upbringings into consideration. Do some research prior to meetings so that I can create a common ground for both parties.
- Listen intently when others speak and refrain from interrupting. When I see the speaker again in the future, reference a highlight from the last conversation.
- Check out scienceofpeople.com for some videos and short courses on how to communicate better, become less awkward and more social in business and personal gatherings.
- Grab a copy of Vanessa Van Edwards' book, [Captivate: The Science of Succeeding with People](#).

To view the transcript, resource links and listen to the podcast, visit:

<https://www.getyourselfoptimized.com/read-people-like-a-book-with-vanessa-van-edwards>