

Your Handshake- What's It Mean?

Are you satisfied with your personal brand – your handshake? It immediately sends a message to the person shaking your hand something about you..

According to Wikipedia a mark of respect and good sportsmanship, the handshake is generally thought to have developed as a gesture to demonstrate neither side is carrying a weapon in their right hand and that each person comes in peace. Actually shaking hands proves there is no hidden weapon which could be used during a meeting.

Today, the handshake has become a common form of communication all around the world. It is used to say “hello”, “goodbye”, “we agree”, as a greeting upon first acquaintance, and as a mutual sign of goodwill and peace.

In sales, a handshake can establish a first impression with someone, whether it be good and firm, or limp and clammy.

Think about your thoughts when you’ve shaken someone’s hand. People are doing the same with your sellers.

As silly as it sounds taking a few minutes to practice handshakes is important.

Sales Huddle Energizer

The handshake exercise:

1. Ask sellers to tell some of their memorable handshake experiences.
2. Discuss the handshake experiences in relation to first impressions.
3. Explain people think the grip comes from the four fingers below, when it really comes from the pressure of the thumb.
4. In pairs, sellers give each other a handshake with the pressure from the thumb.

Challenge your team to remind their colleagues of the importance of the handshake, if any time in the future a poor handshake is offered.