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Let's start a campaign to ban the wet fish shake!

Wow! For those of you who attended the M500 True Grit event this week how awesome was that?



Again we thank our guest speaker Anthony Phillips of Camp Australia and our Champion in Business interviewee Dale Farrugia of Quinton's SUPA IGA in Warrandyte. Both shared their passion which has ensured they have not lost sight of their vision, battling through the 'grit and grind' of running a business to be successful in the execution of their plan.

The feedback received has been that everyone had an opportunity to share their knowledge, raise their profile and connect with other like-minded business owners.

The next M500 event is on **Wednesday 20 April** - make sure you mark the date in your diary and watch out for the invitation coming your way next week.



Whilst I was contemplating the wrap up of this month's theme True Grit, I was reminded of an article I wrote a year or so ago. On several occasions this week I was confronted by what I consider to be a lack of a basic life skill - a good handshake!

Handshakes are the universally accepted business greeting. Why does something seemingly so simple feel so complex? At some point in our lives we've probably all been told or heard how important it is to master a good handshake.

Did you know you are judged by the quality of your handshake?

How often are you shaking hands with people every day?

Introducing yourself and your business or sealing the deal, it's amazing the different variations that you encounter on a daily basis.

Here are my six key points for consideration to the most critical part of most meetings between people face to face.

- Nobody likes the 'wet fish' (wet handshake) it turns people off, so if you have a perspiration issue wipe your hands so that they are dry.
- Nobody likes the 'limp' or 'just fingers' handshake either (it's amazing how many well respected people have a very limp handshake).
- A firm grip is preferable (have your thumb go inside the thumb of the hand your shaking) the grip should be firm but not bone crunching and ensure that there is some eye contact.
- A good handshake last for 3 seconds.
- May be 'pumped' once or twice from the elbow.
- Release the handshake even if the introduction continues.

Seems so simple really doesn't it! Remember too, the 'double handed' handshake can seem very over familiar - best to leave that for greeting a very close friend or your grandmother! Always avoid the power raised elbow handshake of the 1960's as those days are over... get over that one guys ... you know who you are!

So this week I challenge you to go and practice and get some open and honest feedback on this critical yet not spoken about gesture.

Power to you this week. Wishing everyone a happy and safe weekend.

Stefan

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