

5 Simple Ways to Remember Names

Accelerating Excellence
Podcast Episode #35

"A person's name, to that person, is the sweetest and most important sound in any language."
– Dale Carnegie

Remembering and using names creates a unique personal connection unlike any other. It also builds your reputation as someone with exceptional interpersonal skills.

Don't dismiss this relational skill by telling yourself that you are just not good at remembering names. Your mind is the single greatest computer on Earth. For example, a song comes on the radio that you haven't heard in years - often you are singing along word for word in a matter of seconds.

1. CONCENTRATION

When you first meet someone, be intentionally focused. Smile, notice the color of their eyes, introduce yourself with confidence, and listen for their name. If you are unsure whether you heard it correctly, clarify it right then and there. It shows interest on your part that you want to get their name right.

2. REPETITION

During the initial conversation, use their name. Don't overdo it. At the end of the conversation, use it again, "It's very nice to meet you Pam (or Tina or Juan)."

3. ASSOCIATION

Connect their name with someone else. You could associate their name with someone you know or someone famous. To really solidify their name in your mind, you could visualize the two of them standing side by side.

4. ALLITERATION

This technique involves thinking of an adjective that describes the person that starts with the first letter of the person's first name. For example:

- Peppy Pam
- Talkative Ted
- Shy Steve

5. VISUALIZATION

Visualization is a great memory aid. Is there a way you can visualize a person's name? For example, if someone's name is Carol, envision them singing a Christmas Carol. If their name is Lois, think of Lois Lane, then envision this person riding through the sky with Superman.

With a little effort, some concentration and several good strategies in hand, you will be able to remember names. This gives you a unique ability to connect with another person and gives you a bit of an edge in the marketplace.
