

Schmoozing with McNew and Markowitz How to Shake Hands



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Extend Hand Cleanly

At introduction, stand 2 – 4 feet away from the person you are meeting. When introduced to someone, extend the right hand halfway between you and the person you are meeting: the ‘target.’



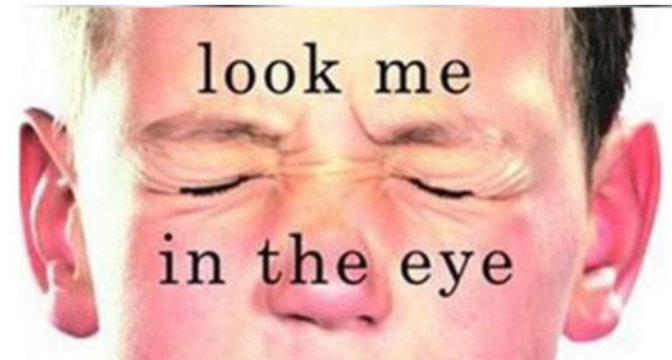
- Your palm should be perpendicular to the ground, your fingers should be together.
- Hold your arm so that it is parallel to the ground, ensuring that your thumb points upward.



Smile and Smoothly Begin Your Introduction



- Make eye contact with the target.
- Smile
- State “Hello, my name is.....” unless previously introduced. Clearly, audibly make your introduction. Example” Hello, my name is Teddy O’Neill and I am a member of the audit team on the M Demon Fund”



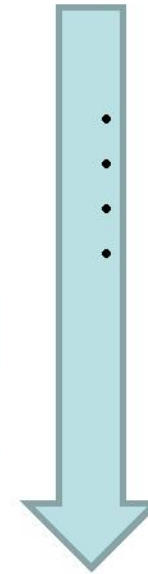
Gentle Squeeze of Goodwill

When the recipient of your gesture offers his or her hand, engage this completely with your own so that the crotches of your hands touch.



One Pump of the Clasped Hands. Introduction should be finished.

Give their hand a firm yet gentle squeeze, simultaneously administering one downward shake that travels about 3/4 inch (2 cm).



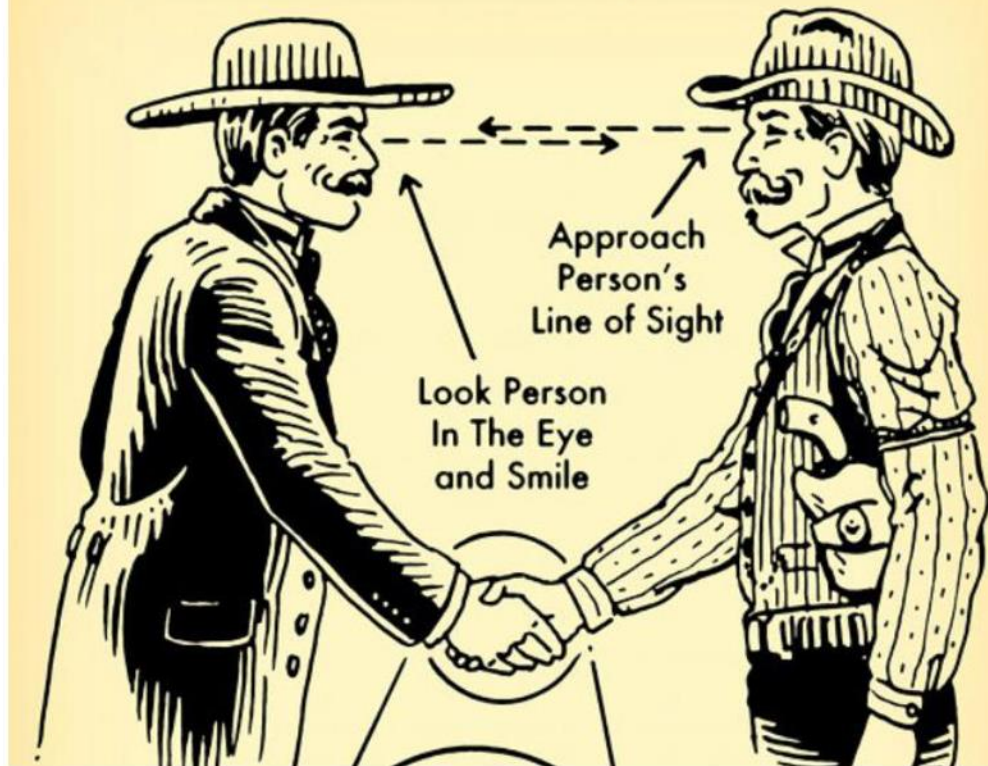
- Gentle squeeze
- Crouches of hands meet
- One downward pump about 3/4 inch (2 cm).

Release Hands. Put your hand down at your side. No wiping!

Let go of their hand after one pump. Refrain from wiping your hand on a pant leg, towel, or other nearby accessory



How to Give a Manly Handshake



A Man's Weak Grip: Anxious & Shy

A Man's Firm Grip: Extroverted & Self-Assured

A Woman's Weak Grip: Introverted & Insecure

A Woman's Firm Grip: Confident & Assured

Avoid These Six Handshakes



1. THE SWEATY SLIP

A handshake that is wet with sweat

2. THE LIMP FISH

A handshake from the wrist with no real grip



3. THE PINCH

A handshake that pinches the ends of the fingers


4. THE HAND HOLDER

A handshake that goes on longer than three shakes



5. THE AVOIDER

A handshake without eye contact & with a quick exit



6. THE CRUSHING GRIPPER

A handshake that feels bone-breaking