

# Woo

Woo stands for winning others over. You enjoy the challenge of meeting new people and getting them to like you. Strangers are rarely intimidating to you. On the contrary, strangers can be energizing. You are drawn to them. You want to learn their names, ask them questions, and find some area of common interest so that you can strike up a conversation and build rapport. Some people shy away from starting up conversations because they worry about running out of things to say. You don't. Not only are you rarely at a loss for words; you actually enjoy initiating with strangers because you derive satisfaction from breaking the ice and making a connection. Once that connection is made, you are quite happy to wrap it up and move on. There are new people to meet, new rooms to work, new crowds to mingle in. In your world there are no strangers, only friends you haven't met yet -- lots of them.

## Action Items for This Theme

Choose a job in which you can interact with many people over the course of a day.

Deliberately build the network of people who know you. Tend to it by checking in with each person at least once a month.

Join local organizations, volunteer for boards, and find out how to get on the social lists of the influential people where you live.

Learn the names of as many people as you can. Build a card file of the people you know and add names as you become acquainted. Include a snippet of personal information -- such as their birthday, favorite color, hobby, or favorite sports team.

Consider running for an elected office. You are a natural campaigner. Understand, however, that you might prefer the campaigning more than holding the office.

Recognize that your ability to get people to like you is very valuable. Do not be afraid to use it to make things happen.

In social situations, take responsibility for helping put more reserved people at ease.

Practice ways to charm and engage others. For example, research people before you meet them so you can find the common ground.

Be ready to:

Find the right words to explain to people that networking is part of your style. If you don't claim this theme, others might mistake it for insincerity and wonder why you are being so friendly.

Partner with someone with a strong Relator or Empathy theme. This person can solidify the relationships that you begin.