



# How to Remember People's Names

## The Yes Yes Marsha Fail-Safe Method

It's the problem we all face **30 minutes into every party**. It's what we fear might happen the **first day at a new job**. As embarrassing as it feels, being bad at remembering names is NOT a life sentence. All you need is to practise these easy steps, and you can become brilliant at it in no time!

There are obvious advantages to remembering people's names right off the bat. Remembering people's names **makes you charming and approachable** – people will want to be around you! Remembering names also makes the person you're speaking with feel **special**, because you have gone out of your way to remember who they are. As a result, they are more likely to remember **who you are**.

### 1 Catch their name

Then ask them to repeat it.

You have up to **three chances** the first time you meet someone, to say, "Sorry, what was your name again?"

### 2 Learn the name

The best technique for remembering things is by using strong visual images.

*The more ridiculous your mental image, the better.*

Use one of these:

A • The **WHO** method

*WHO do you know who has the same name as this person?*

Imagine this new person dressed up as the person you know.

B • The **WHAT** method

*WHAT does that person's name sounds like?*

Imagine this new person dressed as that thing – really badly.

### 3 Buy yourself some time

Ask a question that you don't necessarily need to know the answer to, like:

– *How did you get here?*

– *How do you know [mutual friend]?*

Don't worry – if they say something outrageous, your ear will catch it.

### 4 Repeat their name

Try and say the new person's name **at least once within 20 minutes** of meeting them.

*Nice to meet you, Marsha!*

*Could you pass the salt, please, Marsha?*

Or tag a follow-up question with it:

*How's your week been, Marsha?*

This is not creepy-sounding to them – trust me!

### 5 Review the names

Mentally picture the people you've met, and remind yourself of their names.

Do this whenever you get the chance (waiting at the bar, walking to the

washroom, sitting on the loo).

Remembering people's names (and the names of their beloveds) is an easy and non-fake, non-schmoozy way of making people feel special.

I can't wait to hear how it went for you! Go ahead and drop me a line at: [marsha@yesyesmarsha.com](mailto:marsha@yesyesmarsha.com)

If you've enjoyed this guide, I'd love you to share it with your friends. Know someone who is really bad with names? Send them [HERE](#)...

...Or click [HERE](#) to tweet about this guide!



I'm Marsha, founder of Yes Yes Marsha and Networking Mentor. I work with coaches, freelancers and entrepreneurs who are brilliant at what they do (basically: you) – BUT – who are having trouble getting discovered by the people they **most** want to help through their work.

**I can show you how to get noticed by, and build genuine relationships with, key players in your industry.** This will steer you into a whole new universe of possibilities – including collaboration, endorsements, maybe even these new friends

sharing your offerings on their social media platforms and to their mailing lists.

**With this boost, you can get your message out to the people that need to hear about it. And the more of them that hear it, the more clients you get!**

I would love to show you how to take the ick out of networking – and start to find it actually FUN. For more on how you can do that, have a look at [YesYesMarsha.com](http://YesYesMarsha.com).