

# The *Art* of the *Handshake*



A handshake builds trust, inspires confidence, and creates a lasting connection. But you have to know how to shake. Here are some less desirable handshake styles and tips for improvement. Do you recognize yours?

**The Squeeze.** You squeeze it, you buy it. Some people think they convey superhuman strength by squeezing the living daylights out of a person's hand. If people black out or their eyes pop out of their heads, you are shaking too hard. Ease up! A relaxed grip is the way to go. Three seconds is the average.



**The Fish.** So you're a bit of a nervous wreck. Your anxiety shows up like a gushing fountain from your palm. That is no excuse to forego the all-important handshake. Here are a few ideas to keep those clams away. Besides, it's good hygiene. Wash your hands and keep your palms open before you shake. Wipe your hands on a tissue or handkerchief prior to shaking.

**Four finger discount.** Ever shake someone's hand but get four fingers instead? Not cool. If you don't go palm to palm, you lose the impact. First impressions are the most important. Use a full palm, vertical grip.

**Street smart.** Save the complicated handshakes for the basketball court. Put your hall pass back in your wallet and provide a conventional shake. No loops, bangs, or bumps. Want your handshake to bring all the boys to the yard? Keep it simple.

## The Third Secret to Successful Relationships

We told you that a smile will brighten up the office and make everyone's day. We told you that eye contact is key to building deep and lasting relationships. Now we will give you the third rule. And we'd like to invite you to find out more about your relationship skills.

Here it is...step three. Establish physical contact. No, we don't want you to envelop the first nurse you see in a rib-cracking bear hug. A firm and polite handshake will do. This gesture closes the circle and solidifies the relationship.

So let's review the three steps to beginning a fine friendship. First, smile. Second, make eye contact. And third, establish physical contact. It is that simple. Do that and you are in the game.

That's the framework on which you build a Total Call and Total Detail. When you make a total call, follow these three rules for everyone in the practice. Then tell them why maintaining low levels of testosterone is important.

For a Total Detail, everyone on staff will be happy to know how easy it is to order Trelstar®. Office staff will appreciate Trelstar's comprehensive reimbursement support. A toll-free phone call and it's handled. A Total Detail provides information on clinical data along with support services information.

### Would you like to know more about yourself and your relationships?

We've created a simple questionnaire that will provide you with a detailed look into your personality and how you relate to others. Follow the link to take a brief multiple choice quiz. [Click here](#). Your individualized analysis will be kept completely confidential and delivered to you personally at our upcoming POA meeting.

### Relationships drive sales.

**TRELSTAR<sup>®</sup> LA**  
(triptorelin pamoate for injectable suspension)

**TRELSTAR<sup>®</sup> DEPOT**  
(triptorelin pamoate for injectable suspension)

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