



How to be a Great Conversationalist

If you ever wondered how the great conversationalists are made, you might be interested in a simple technique. This simple concept was noted in a book by Dale Carnegie first published in 1936. In his book *How to Win Friends and Influence People*, Mr. Carnegie gave multiple guides to getting along well with others. One of these happened to be a guide on conversing.

He described in his book how he once attended a bridge party and did not even know how to play bridge. While he was there, he struck up a conversation with a polite woman. After learning of his travels she expressed interest. She remarked about her travels to Africa. He was quite interested since he had always wanted to go there and asked her about it. He was fascinated with her experience and thoroughly enjoyed learning about a place he had wanted to visit. She was thrilled to have an eager listener.

He also described how he was fascinated by the knowledge of a botanist he sat with at a dinner party. He mentioned how he sat on the edge of his chair and listened intently. The reason for this was he was quite interested and had a small garden of his own. The botanist was kind enough to help solve some of Mr. Carnegie's problems. At the end of the night, he mentioned how the botanist stated he was a "most interesting conversationalist."

Now in review of what Mr. Carnegie had found out he mentioned the highest compliment we can pay another human being is to listen with interest. He even mentioned how a former Harvard president was noted to be good listener not only because of his ears, but the fact that he engaged his mind, used his body with his posture and made you feel like you had something important to say.

Even at home listening is important as Carnegie mentioned a child's perspective. She told her mother she knew she was loved by her because when she talked to the child she stopped what she was doing and listened.

Whether it is business, family or social activities, allowing others to talk about themselves and listening with a genuine interest can make a difference. Be the person others want to talk to and you will be a great conversationalist and have an abundance of friends.

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