What's In a Name? Maybe a New Client. 7 Tips for Remembering Names

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A famous quote has it that, “The sweetest sound to anyone's ears is the sound of his own name.” Funny that people who quote this don’t know the name of the person who said it: Robert C. Lee, an author of books for children and young adults.

It’s often quoted because it’s true. We all want to be memorable. And it’s important to remember the names of those you meet at networking events since they could be potential new clients.

Here, from Entrepreneur.com, are 7 tips to help you better remember the names of those you meet:

1. **Pay attention.** This sounds silly, but often we meet someone and pay little attention to his or her name. Maybe you’re introduced to a group all at once, or someone introduces themselves and then jumps right to the conversation. Try as hard as you can to listen to the name of the person you just met.

2. **Say the name out loud as soon as possible.** Repeat the name to yourself and then say it out loud to the person you just met: “It’s nice to meet you, Shelley.” Then repeat the name to yourself again. After your conversation, use their name again: “I look forward to hearing from you, Shelley.”

3. **Make a comment on the name.** “Do you spell 'Shelley' with a ‘y’ or an ‘i’?”

4. **Associate the name with something meaningful.** If you know someone else named Shelley, tie them together in your mind by picturing them standing next to each other.

5. **Form an association.** If Shelley is short, remember short Shelley. Bob Brown has brown hair.

6. **Keep looking at the person’s card or nametag.** As you speak with the person, glance at their nametag or business card as you chat. This will help you associate the name with the face. After the conversation is over, make some quick notes on the back of the business card.

7. **Get the app.** Yes, there is an app for helping you remember names: Namerick.

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