

# How to introduce yourself with confidence - Video transcript

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**00:00** Here's a weird little social skill: **introducing yourself**, right? This is kind of an awkward thing to do, and if you do it wrong, it's really awkward. So, here's a little formula on how to **introduce yourself**.

**00:00** First, **non-verbal**. There are actually two parts of **introducing yourself**: it's the **verbal** (what you say), but it's also the **non-verbal**. Like, I can have the perfect words but look terrible. Watch: "Hi, I'm Vanessa and I'm so happy to be here and meet you as the host of this event." Like, even though the verbal is good, like, I look terrible. So you have to match them.

**00:00** So let's start with the **non-verbal** first. If you feel like **smiling**, this is the perfect time to **smile**, but I only want you to **smile if it's authentic**. There is nothing worse than a **fake smile**. "Hi, I'm Vanessa and I'm so happy to be here." So only **smile if it's authentic**. If it's not, it's okay if you don't have a **smile**, but if you feel happy to be there, actually show the **smile**.

**00:00** Second, **non-verbally**, you want to show if you're going to have some sort of **touch or physical greeting**. So especially if you're in person, are you going to **handshake**? Are you going to **hug**? Are you going to high-five? Or do you want nothing? This doesn't apply on video, but in person, if you're going to **handshake**, I want you to **blade**. So, "Hi, I'm Vanessa, so nice to meet you." Okay, so you're going to put your hand out to show, "I am about to give you a **handshake**." This is going to avoid the most awkward moment for humans, which is, "Are we going to **handshake** or **hug**? Are we going to fist my high-five, **hug**, oh, side **hug**, awkward cheek, right?" You avoid that. So if you want a **handshake**, **blade**. If you want to **hug**, do the **both hands open**.

**00:01** If you're on video or you're on stage, I highly recommend a **non-verbal greeting from afar**. So, "Hi everyone, nice to meet you, happy to be here." A simple **visible hand** — **visible hand** also helps the brain see a friend, not foe. We're not hiding anything. So **visible hand** for a hug to be very clear.

**00:01** And the last one is what I call **full fronting**. Not full frontal, **full fronting**. That is that you're angling your **toes**, your **torso**, and your **head** towards the person that you're meeting. We don't really like it when someone is, "Hey, nice to meet you." We like it when a body

is fully angled towards us. So that is angling my **head**, my **torso**, and my **toes** towards the person, especially if you're moving in towards them. This works on video, this works on stage. If you're on stage, even like gesturing with your whole audience, so "Hey everyone, so nice to be here." So I'm **full fronting** with everyone that's in front of me, or the room that's in front of me.

**00:02** Okay, that's the **non-verbal**. The **verbal**: first, a **quick greeting**. "Hi, howdy, hello, welcome." One word, right? Just a quick one.

**00:02** Second, **your name slowly**. This is the biggest mistake we make when we **introduce yourself**, and I am guilty of it, which is we rush through our name because we're nervous, we think people have heard it before, we just stumble over it. So we swallow our name or rush through it. The way that I used to do this is, "Hi, I'm Vanessa." Man, no one even knows that. So if you're in a casual setting, first name only: "Hi, I'm Vanessa." If you're in a formal setting and **introducing yourself** in front of an audience, people who don't know you: "Hi, I'm Vanessa van Edwards." **Full name slow**. I know it sounds painfully slow to you, but it's worse when you rush through it because it signals **low confidence**.

**00:03** So, word, name, **positive thing**. Then I like to have just a very **quick positive word**. "I'm so happy to be here. I'm so honored to be here. I'm so excited to be here." Or if you're leading, "I'm so thrilled to be leading this meeting. I'm so happy to be hosting this party. I'm really happy to introduce my other friends." Like, one **positive word**. It kind of injects a little bit of positivity in the interaction and it sets you up for success. We like people who use **positive words**.

**00:03** So, word, name, **positive thing**. Then you're going to add your **title or reason for being there**. So depending on where you're **introducing yourself**, are you hosting the party? Are you leading the meeting? Do you need to say who you are, your job **title**, your **title** that day? So I could say, I **introduce myself** all the time in front of presentations. So I would say, "Hi, I'm Vanessa van Edwards. I'm so honored to be here and I'm a recovering awkward person," right? Like, that's my funny one. You could also say, "Um, I'm lead marketer here, I'll be leading the call." So what's your **title** and **reason for being there**?

**00:04** And lastly, if you want to, you can add a **fun fact**. You don't have to, you don't have to, but if you're brave enough, it always **breaks the ice**. So this could sound like, "Hi, I'm Vanessa, I'm so happy to have you all at my home tonight. We'll be serving lots of alcohol, so hopefully relax you and not help you be nervous," right? Like, whatever it is that you're saying, add a little bit of a **fun fact**. Um, you can also have a **fun fact** about the meeting or a **fun fact** about your host.

**00:04** But really, the first part is the most important. So **opening word**, your **full fronting**, you are hopefully **smiling** if you feel like it. **Bonus points for eye contact**. You're going to say your **name slowly**, a **positive word**, your **reason for being there**, and if you are brave enough, a **fun fact**.

**00:04** By the way, **introducing yourself** is step one in a conversation. What should you do next? How do you ask a conversation starter? How do you have the great conversation? I highly recommend checking out my Conversation Mastery course, where I take you through all the steps, very practical, actionable steps on how to have amazing conversation with anyone. So if you want the next steps, go check out that course. I would love to have you.