

Concord University

Office of Career Services
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Dress for Success

▶ "The way you dress tells the rest of the world how you expect to be

treated."

Clinton Kelly

"The apparel often proclaims the man."

William Shakespeare

"Dressing well is a form of good manners."

Tom Ford



First Impressions: How are you judged?

► Appearance and body language: 55%

► How you talk: 38%

► What you say: 7%



How important is it?



Studies show that it can take 21 repeated good experiences with a person to make up for a bad first impression.

Don't forget these 3 important things:

- Maintain eye contact. This simple gesture shows that you are confident, friendly, and positive.
- Shake their hand. Extend your hand first, have firm grip, and be the last to let go.
- Smile. "Of all the things you wear, your expression is the most important"

Janet Lane (famous author)

IT'S WHAT YOU DON'T SAY THAT COUNTS!



LEARN TO READ AND INFLUENCE PEOPLE THROUGH NONVERBAL COMMUNICATION.

Women



- ▶ Wear: dark colored jackets with matching shirts or slacks. Choose closed toe dress shoes with a 2 to 3 inch heel and plain hose. Make sure that your hair and nails are well groomed.
- ▶ Do not wear: short skirts, lingerie-style blouses under suits, mule shoes, ponytails or braids, gaudy or flashy jewelry.

Examples for women:





Men

- Wear pants that fit you at the waist.
- Choose loafers with dress pants or khakis.
- ▶ Be sure that your belt matches your shoes.
- ► If you have a trim physique, wear a tailored dress shirt.
- Choose a full-cut shirt for a larger physique.



Examples for Men:



Dress for Success Interview Tips

- Ask what the dress code is in advance.
- It is always better to overdress for an interview, instead of underdress.
- Stay away from any trendy clothing or unusual styles.
- DO NOT wear perfume or cologne. Many people are allergic.
- Do not smoke or drink alcohol before the interview.
- Don't chew gum.
- Arrive on time.

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