

Talking With Strangers (at an event)

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Warm up & practice

Treat yourself with charity

Being at the same event means you *can* move right to the question that is most alive for you (plan / choose one)

Be ready to share your own answer, and “be useful” if possible

OK to move on; “because” helps

- Introverts: may not be able to go as deep as you prefer
- Set specific goals: make a mini-game, then declare victory
- Authentic personal style is better than trying to “fit in” : Tom Wolfe example
- Bring business cards or something to write in / on

Tips from *The Networking Game*

- Be useful
- Don't be boring
- Listen
- Ask questions
- Don't make assumptions

Top tip from Celeste Headlee: “Be prepared to be amazed.”



What brought you to this conference?

Has it met your expectations? What has been your favorite thing so far?

What is your goal for () today / tonight?

What is the next thing you want to learn/do in ()?

Where is your edge of growth - maybe I can help

Celeste Headlee: “Ten Ways To Have A Better Conversation”

https://www.ted.com/talks/celeste_headlee_10_ways_to_have_a_better_conversation

The Networking Game (originally pub 1980, current version is a slideshare)

<https://www.slideshare.net/leifsmith/the-networking-game-1447962>

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