

## From Conversations to Connections

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

### 5 strategies for having better conversations:

**1)** Be \_\_\_\_\_.

We show interest in others by \_\_\_\_\_.

**2)** Check your \_\_\_\_\_.

Temporarily set aside what you \_\_\_\_\_ you know.

**3)** Show \_\_\_\_\_ through \_\_\_\_\_.

Techniques for mastering this strategy:

A. Put away your \_\_\_\_\_.

B. Take a look at your \_\_\_\_\_.

C. \_\_\_\_\_ before you speak.

“\_\_\_\_\_ to someone doesn’t mean you are \_\_\_\_\_ with them.”

**4)** \_\_\_\_\_ the course.

“When conversations are difficult, \_\_\_\_\_ is preferred to flight.”

**5)** \_\_\_\_\_ well and be sure to \_\_\_\_\_.

## Top **5** LinkedIn “To-Dos” for Effective Follow Up

LinkedIn is today’s most powerful and beneficial tool for ensuring a positive experience as a result of networking at an industry event or even within your own company. A complete and up-to-date profile helps you establish a lasting connection with every person you meet.

- 1)** \_\_\_\_\_ your LinkedIn URL
- 2)** Ensure you have a \_\_\_\_\_ and professional \_\_\_\_\_.
- 3)** Use a \_\_\_\_\_ that people can understand.
- 4)** Write a complete \_\_\_\_\_ (and include some personality!)
- 5)** Tap into your previous \_\_\_\_\_ as part of the follow up – and always add \_\_\_\_\_!

### **Recommended Reading:**

*We Need to Talk* by Celeste Headlee

*Seeking Common Bonds* by Betsy Rozelle

*The 5 Love Languages* by Gary Chapman

*Presence* by Amy Cuddy

*Quiet* by Susan Cain