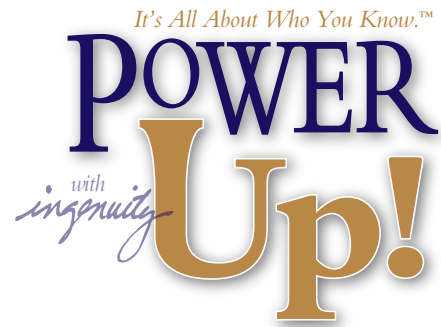


Great Conversation Starters



Opening Questions

Opening questions establish rapport, connection and start a conversation.

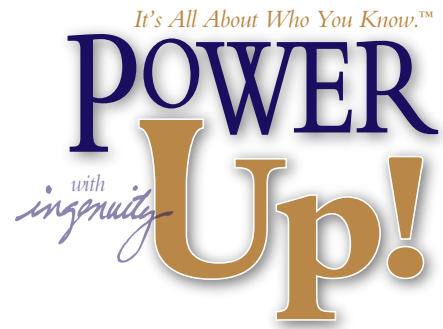
- “How’s the daily grind treating you?”
- “How about those [insert local sports team]?”
- “Do you have any upcoming vacation plans?”
If they say no, ask what their dream vacation would be.
- “Hi, how are you today?”
- “You look familiar, where have I seen you before?”
- “What brought you here?”
If the event you’re at is a regular event, ask if they’ve been to one before, and why they decided to come again.
- A joke.
- “Where are you from?”
- “If you could be anywhere else right now, where would you be?”
- “What do you do in your spare time for fun?”
- Comment on news headlines of the day or week.
- “I’m looking for a new place to try – been to any new restaurants lately?”

Transition Questions

Transition questions bring the discussion to business.

- If the person is wearing a name tag that includes their company’s name, ask where their firm is located.
- “Who do you work for? Tell me about your position.”
- “What line of work are you involved in?”
- “What do you enjoy most about your job?”
- “How did you decide to go in to the career you’re in?”
- “If you could do any other job in the world, what would that job be?”
- “What is the most challenging part of your job?”
- “How long have you been at your job?”
If it’s a short time, ask where they worked prior. If it’s a long time, ask what it is about their current job that makes them want to stay.

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