



20 Conversation Starters that will take you from Hello to a High Quality Connection

Networking conversations are about building relationships and engaging in something that is of interest to the other party.

The aim is to create a longer conversation that is memorable for all the right reasons. It starts with Hello ... and you never know what you might learn or where it might lead to.

How to start a conversation

1. I read this really interesting thing about _____, have you heard about it?
2. What's the most interesting thing you have heard this week going on in business?
3. I find keeping connections alive difficult these days, how about you?
4. I found it interesting when _____ said _____, what about you?
5. You mentioned you have been doing _____, can you tell me more about it?
6. You mentioned you have been doing _____, what's the most important thing you are focused on right now?
7. Given your role in _____, what's the most interesting thing you have heard this week going on in business?
8. What parts of your job do you wish you could spend more time on, and what things do you wish you could do less of?
9. What exactly do you mean when you say _____? ("risk averse", "pivot", "dysfunctional", "new normal", "cultural change")
10. Can you tell me more?

How to deepen the connection

11. Is there a particular competitor that you admire? Why?
12. Have your customers' expectations changed over the past three months?
13. I don't know much about your early career – can you tell me about what you did in the first five years or so?
14. If you hadn't gone into _____, what do you think you would have done instead?
15. Can you tell me something about your own career and how you got to your current position?
16. Who have been influential role models or mentors to you?
17. What's the most memorable book (movie, podcast, memoir) you have ever read?
18. What was the highlight of your day?
19. What has brought you the most fulfillment in your career?
20. Can you tell me more?

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