



# Network

*Practical tips on how you can connect with strangers,  
master small talk and deepen relationships easily*

## EXERCISE ONE

### GET IN THE MOOD BEFORE GOING TO A SOCIAL EVENT

- ~ Dig through your music collection or trawl the internet and find three to five songs that really get you in a social mood. Save them as a playlist on your phone and listen to them before going into any social setting.

## EXERCISE TWO

### THE SHORT STORY RULE

- ~ On your way to or from work, or during your break, go and find yourself a complete stranger and start chatting to them. Nothing deep and meaningful, just shoot the breeze or ask how their day is going so far.

## EXERCISE THREE

### GIVE YOURSELF A GOAL OR A ROLE

- ~ Next time you go to a social event, be it a networking event or other social gathering, give yourself the role of 'Saviour of the Lost and Lonely'. Walk around the event and find people who are on their own or looking a little socially awkward and introduce yourself.

## EXERCISE FOUR

### ANTICIPATING THE FIRST FIVE MINUTES

- ~ Sit down and write a list of all the questions you may be asked within the first five minutes of meeting someone. Consider each question and write your responses, remembering to load them full of interesting information people can relate to.

## EXERCISE FIVE

### ENERGY MATCHING

- ~ Find someone who is a totally different energy to you — either higher or lower. Match this person's energy in terms of movement and speech in order to build rapport by being more like them.

## EXERCISE SIX

### END ON A COMPLIMENT

- ~ Pick a social interaction that is going well and wait for the peak. At the appropriate moment wrap up the conversation by ending on a compliment about your conversational partner.

