

MICHAELKELLY

CONFIDENT PERSONAL COMMUNICATION

MODULE 20

How to network, part B

TRANSCRIPTION

One thing my clients tell me about attending networking events is that they're unsure how to confidently enter and exit a group conversation.

The Key messages for this Module are:

- a. Say, 'Mind if I listen in?', to enter a group*
- b. In a group, take turns asking and answering questions*
- c. Exit a group with certainty*

In practice here's how you can enter, participate and exit a group

Mind if I listen in? 'Sure.

This Mind if I listen in question allows you in effect to merge into the conversation without barging in.

Once you've joined the group you'd participate with questions and answers and so on

When the discussion comes to a natural end or a flat point, you can say something like this to exit.

Well I'm sure you want to talk with other people tonight and so do I, it's been good talking with you, enjoy the rest of the event.

then you would take your leave .

Most people at networking function want to meet and talk to different people. By taking the lead and exiting with certainty as I just did, you're facilitating more interactions in a professional and transparent manner

KEY MESSAGE

- a. Say, 'Mind if I listen in?', to enter a group*
- b. When in a group take turns asking and answering questions*
- c. Exit a group with certainty*

Please practice the technique first in safe interactions until you're able to perform it competently.

TASK

To do right now, or to complete within the next 30 minutes.

Take a few minutes to think of a phrase/question that you would feel comfortable with to enter a group conversation at a networking event.

You could use the question shared in this Module. That is, 'Mind if I listen in?' or some people prefer, 'Mind if I join you?'

Also think of the words and phrasing you'd use to exit an interaction. You could use the words and syntax in the Module or something else.

When you've come up with your entry and exit language, insert it into your Networking folder in your smart phone that you created in Module 19.

What else could you do to put into practice ideas from this Module? Take 13 seconds to see if an idea pops up. Maybe watch the Module again if you have time.

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