



# Connection Pros

## Title – Great Opening Lines Create Better Connections

One of the biggest challenges in networking today is how to create conversations with people you don't know. When you meet people you don't know, it's time to use one of your great opening lines. What! You don't have any? Don't despair. Here are four of the world's greatest icebreakers. Okay, they might not be the world's greatest, but they always work like a charm:

- “What do you like to do when you're not working?” This simple question is the best way to create conversation. You give people permission to start talking about non-business topics, and for this, they will be grateful. Listen closely to the answer, because the first thing they mention is usually where their greatest passion lies, whether its golf, travel or family. Whatever it is, it's the thing they love talking about most. These conversations create the best connections. The more you learn about their hobbies, families, and dreams, the greater the likelihood for a deep connection.
- “How did you get into your current business?” People love sharing the details of how they started their own business, or how they were selected for their current position. However, just know that once people get started, it's tough to get them to stop.
- “Hi, I'm Dave, and I have never been to this function before. Have you?” Honesty like this always works and can produce great results. People who have attended that specific event before will more than likely go out of their way to make sure you are comfortable and enjoying yourself. On the other hand, if they're new, you can support each other in learning about the group. No one likes to be alone at a new event. The sooner you start initiating conversations, the sooner you'll start connecting and feel more comfortable and confident.
- “Have you ever been to (this venue) before?” Opening lines like this address your shared reality. What is shared reality? The space you are sharing, the paintings on the walls, the view from the window, or the food at the buffet. Other opening lines include, “Did you try the Swedish meatballs?,” or “What a beautiful view from here.” Always check out the space so you can be prepared with a great shared-reality comment.

Always remember that what you say to start a conversation isn't the important part. What's important is that the conversation will make people feel more comfortable and feel a better connection to you. See you next month.

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