



15 POWERFUL CONVERSATIONAL STARTERS

To help you start **inspiring conversations** and enrol clients

My Favourite Conversation Starters . . .

1. Tell me - was there a moment when you just knew you were going to be an entrepreneur?
2. Is there someone you came here to specifically meet, and if I meet that person, may I bring him/her over and introduce them to you?
3. Have you been to _____ (the group or place) before? What do you love about these type of events? *(This will open a great conversation and you will get to know very quickly what kind of thinker they are. A big clue is whether they see the positive or the negative in situations - this makes it easier to identify if you are a match for working together)*
4. What are you hoping to experience at this event? (When you know what they want, you can frame your response to be in alignment with that)
5. What are you hoping to get out of this event today? *(If they say something you can help them with you say "Really? That is exactly what I help people do)*
6. You know, I'm always fascinated by what led people to become entrepreneurs. What's your story? (This almost always leads to an inspirational conversation)
7. What's your big mission in the world? (It tells if they are self focused or world focused and what's important to them....and some people have never thought about it which also is interesting)
8. What do you like best about what you do? *(This is a great question to move into finding out if they need your help, because then you can ask) What is your biggest challenge?*
9. If I was your magic marketing genie, and could make one of your business challenges disappear forever, which one would it be? *(This may not be an opening line but it moves you into a level of discussion that is about them and not you)*
10. Hey, how you doing? Want to share some nuggets from the event? What's been your biggest take away or Aha moment so far?
11. Hi, my name is _____ I hope you don't mind me coming over and saying hello, doing this puts me way out of my comfort zone so I try to do it when I come to these events and hope for the best! How are you enjoying yourself? *(Instant connection)*
12. So, what new things are you going to start doing to make yourself more successful after today/ tonight's event?"
13. You know the last time I was at an event like this... *(and tell a story of a similar event)*
14. Did you know that there was a fine if you didn't actually walk up and say hello to someone here tonight you won't allowed back in next time? Just kidding.... :)
15. Compliments, compliments, compliments.... Sounds simple but it's so powerful - if you see someone or something that makes you want to say "wow that's nice" or that's cool or where did you get it - do it! Share your thoughts and make someone's day by being honest.

Maya Angelou said, "People will forget what you said, people will forget what you did, but people will never forget how you made them feel."