

Top 10 Conversation Starters for Networking Success

At business networking events starting conversations can feel challenging, whether you're nervous or not. Networking and the art of conversation is like a muscle... the more you exercise it the easier it becomes.

With a few 'fire starter questions' you'll be well on your way to breaking the ice at your next networking opportunity, whether it's business, at the airport, or at a recreation event.

Top 10 Fire Starters

- 1 How did you get started in your business?** Everyone loves to talk about their business.
- 2 Who's your ideal client so I can help refer you?** If they haven't nailed down who they really want to serve, then this question will make them think. But the answer is critical if they want you to refer them to others.
- 3 Who do you need to connect with? or How can I help you grow your business?** Everyone needs to meet someone.
- 4 What aspect of your business are you most proud of?** There might be a certain sector or division that is performing really well and they might like to highlight it.
- 5 What makes your approach to the industry different?** This is where a little bragging comes in to play.
- 6 What do you enjoy most about your profession?** This question elicits a good, positive feeling.
- 7 What's your biggest challenge? Is there someone I know that might be able to help you?** Simply stating you are willing to make a connection shows you care enough to help and that you are a true connector.
- 8 What advice would you give someone just starting in your business?** Everyone wants to feel as though their knowledge and wisdom matter, in fact it does. Many people have a vast array of tools and tips in their toolkit that will benefit others.
- 9 What one thing would you do with your business if you knew you could not fail?** This question is a loaded one – one that people will take a moment to ponder before answering.
- 10 What significant changes have you seen in your industry through the years?** For a seasoned professional who has the battle scars to prove it, this is their question.

