

Great Questions to Help Others Connect with You

When you are getting to know someone new, and want to build a relationship of trust with them, it helps if you know a few key things about them and that you share the same information with them.

1. "Tell me about _____" Make sure to get key details about their significant other (if they have one), kids, and the kids' ages. If they are older, ask about grandkids as well. Take notes while talking, or if that's not possible, take notes after the conversation so you don't forget. I use CONTACT MAPPING to track those that I'm talking to and keep information about them handy so I won't forget it. Here's a link for you to try it out:
<https://members.contactmapping.com/sign-up?via=jennifer>
2. "What do you do for _____?" What do they love about what they do?
3. "What do you do for _____?" What do they love about the fun things they do?
4. "What are you _____?"
OR "What is your favorite _____?"