



BowTiedSalesGuy | Chad Salesman

@BowTiedSalesGuy

24-03-2022

17:24

Making small talk can be overwhelming even for the socially savvy

But contrary to popular belief, being good at small talk is a skill anyone can learn AND important at setting the precedent for Rapport

Here's a thread on how to do it:

How to make Small Talk



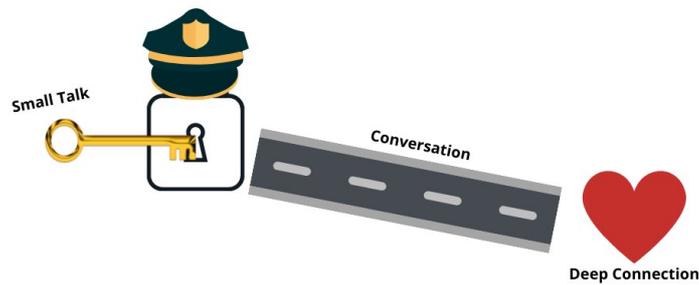
Small talk alone doesn't build emotional connections, but it is necessary to get the other persons guard down

When their guard is down you can then have a real conversation that can lead to a Deep Connection

Small Talk is the key to unlock the opportunity for a conversation



Small Talk -> Deep Connections



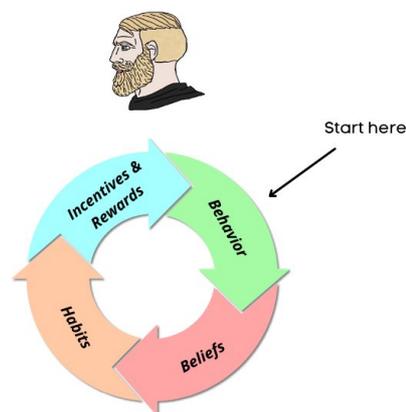
Before we get into the scripts, you must internalize the Behavior Cycle

Small Talk is a skill that can be learned.

But you actually have to change your behavior (implement the scripts) which then will influence your Beliefs etc

It all starts with Behavior

The Behavior Cycle



1) Direct Openers

These are simple and direct statements meant to start a conversation

Direct openers are great for beginners to practice the skill of talking to others

As you can see it doesn't require much creativity

Practice this regularly also with cashiers, baristas, etc

Direct Opener

Good overall opening statements that are appropriate for any context. They are not amazing, but not bad either. Good for practice



"Hey, I'm Chad"

"Hey, don't think we've met.
I'm Chad"

"How's your morning going?"



@BowTieSalesGuy

One common issue with Direct Openers is the "Ok what do i say next?"

You can stack the additional openers

Or start with the other ones immediately:

2) Statement Openers

This is where you can get creative and use context for the basis of your statement

The idea is to say something intriguing that "invites" the other person into the conversation with you + sets the topic

Think of social context & shared experience here

Statement Opener

Opening statements that are dependent on context. It assumes rapport & makes for an easier conversation



"I'm thinking about getting a dog"

"You know, when I was a kid I used to
flip these things in my backyard"

"This place gives me
nostalgic vibes"



@BowTieSalesGuy

3) Question Openers

Questions are great to get the other side talking

You can ask for an opinion, recommendation, general info etc

The point here is to get the conversation going

Just make sure the questions are open ended to keep the pressure off you to continue the convo

Question Opener

Opening questions that are engaging and social.. easier to get the other side to open up and get a conversation going



"Hey, out of curiosity, Do you know [mutual contact]? Cause you look familiar"

"Any suggestions for what to order here?"

"Hey, you look like you're from here. Any recommendations for a good place to go out with some friends?"

"I noticed X. What's the story behind that?"



Remember, any of these can be used alone or stacked together

Most important thing is to Practice!

Tivitiko - The most beautiful shape of tweets!

Continue to read: <https://tivitiko.herokuapp.com/thread/pFTLMT.html>