



Tips for successful One-On-One meetings with other NCWIN members:

We suggest that you ask open-ended questions because they require more than a yes or no response and show that you are interested in the other person. These types of questions help to build and maintain rapport.

Some suggested questions:

1. How did you get involved in your line of work/profession...?

People like to tell their story. Give them an opportunity to do so while you listen attentively and they'll love you.

2. What advice would you give someone just starting in your line of work (or business)?

This is a great follow up question to #1. It shows your humility and allows for mentoring.

3. What do you love/enjoy most about what you do?

This question keeps happy feelings in the air.

4. What separates you from the competition?

This question gives a person permission to tout his unique abilities. Be sure to ask this question in a polite and inquisitive tone of voice so that it doesn't sound like you're challenging the person.

5. What one thing would you do if you knew that you could not fail?

A truly thought provoking and inspiring question to ask. (You should ask yourself this question.) It helps and encourages a person to dream and when she revisits the dream there's a chance that you'll come to mind often. That's powerful.

6. What was the strangest or funniest incident you've experienced in your business?

People love to share war stories, but seldom get a chance to finish them because others interrupt with their own stories.

When you ask this question resist the temptation to interject your own horror tale. Remember – "let the other person do a great deal of the talking."

7. What significant changes have you seen take place in your profession/area of expertise through the years?

Great question for cross-generational networking because it allows a person to reminisce about the good old days.

8. What do you see as the coming trends in your profession/area of expertise?

This is a great follow up question to #7. This shows a person that her opinions matter to you.

9. So, (person's name), if someone were to describe you in one sentence what would she say?

Another very thought provoking question. Normally it is best used later in the conversation. You're not interviewing someone; you're networking.

10. It's the end of a great week and you have some free time on your hands – what would you do?

This question will take someone to a happy place and help you to know her outside of professional or academic life.

VARIATION:

What do you like to do in your spare time?

BONUS:

The Million-Dollar Question:

How would you describe the ideal client/customer/prospect for your business?

The information you glean from this answer is priceless. It will allow you to give the woman you are meeting with exactly what she wants. It will also help you to position yourself as a great asset to the person and her business.

REMEMBER!

There is no need to memorize all 11 of these questions. Just start off with the 3 or 4 you like the most. Master them and then give the others a test run.

Keep in mind that no question in the world will help you be a better networker if you are not truly interested in the other person.

So, be interested, ask questions, and let the other person do the talking.