



# Sharpen Our Skills

## 9 Powerful Networking Questions

**S.O.S. Class 5**

**September 9, 2016**

### Part 1

#### 9 Powerful Networking Questions

#### That Will Help You Build Instant Rapport With Others

From the book, "Endless Referrals" by Bob Burg

Questions 1-4

The following questions are idea for any type of networking situation. They are easy to ask and fun to answer and are not sales-oriented in any way. These questions allow the conversation to stay positive and productive while helping you learn a great deal about a person and how they think. Using these questions, you will be able to build rapport with anyone easily and effectively.

- 1. How did you get started in \_\_\_\_\_ business?**  
People love to share their story and will think kindly of you for giving them the opportunity to do so.
- 2. What do you enjoy most about your profession?**  
Again, this is a question that elicits a good, positive feeling.
- 3. What separates you and your business from the competition?**  
By asking this question you are giving the person permission to brag a little.
- 4. What one thing would you do with your business if you knew you could not fail?**  
This question encourages your prospect to dream about possibilities. The answer may take some thought.

