

SMALL TALK to BIG RESULTS

What is your networking profile?



- I love networking!
- Necessary evil but I can do it
- Talk to me first and everything will be fine
- Networking gives me hives

THE I-CONNECT FRAMEWORK



THE RULES

1

Set a Goal

2

Know who
you are
talking to

3

Know what
you want
people to
know
about you

4

Practice

The “I” Connect Framework

A structured, intentional approach to building meaningful relationships

INTRIGUE

Ask an engaging, slightly controversial question



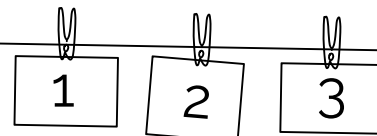
INTEREST

Ask about your partner, be curious, build rapport



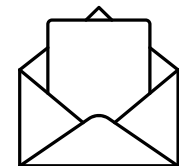
INTRODUCE

Share about yourself, hanging your conversation on your 3 hooks



INVITE

Extend an invitation to continue the conversation



Intriguing Conversation Starters

Event-Related Starters

1. "If you could magically add one person to this event, who would it be and why?"
2. "What's one thing you hope to walk away with from today?"

Unexpected & Playful Starters

1. "Let's make a pact—no talking about the weather. What's something that made you laugh today?"
2. "I love hearing about peoples' passions. What's something you geek out about?"

Work & Career-Related Starters

1. "What's the best thing about your job that nobody ever asks about?"
2. "If you weren't doing what you do now, what do you think you'd be doing?"

Passions & Personal Interests

1. "If you had an extra 10 hours a week just for yourself, how would you spend it?"
2. "What's the last thing you learned just for fun?"

Thought-Provoking & Reflective Starters

1. "What's a book, podcast, or TED Talk that really stuck with you?"
2. "What's one thing you've learned recently that totally shifted your perspective?"

Pop Culture & Fun Topics

1. "What's a guilty pleasure TV show or book you're obsessed with?"
2. "What's a song that instantly puts you in a good mood?"

Food, Travel & Experiences

1. "This food looks amazing! Do you like to cook? What's your go-to dish?"
2. "If I handed you a plane ticket to anywhere in the world, where are you going?"

Networking with a Twist

1. "What's something you're working on right now that you'd love more people to know about?"
2. "What's a dream project you haven't started yet, but would love to?"

Personality & Fun Hypotheticals

1. "If your life was a movie, what would the title be?"
2. "What's one small thing that makes your day instantly better?"
3. "What's something weirdly specific that you love talking about?"

Closing & Follow-Up Starters

1. "If we had more time, what's one thing you'd love to dive deeper into?"
2. "I feel like we could talk about [topic] forever—want to grab a coffee sometime?"

Introduce Yourself

Brainstorm

3 Hooks

1

Refine

2

Shift

Perspective

3

Transition Away **from the Conversation**

Mingle → This has been such a great conversation. I want to make sure I meet a few more people tonight, but let's definitely stay in touch. May I have your card?

Make → You know what? I think you'd really enjoy meeting {Person} - she was just telling me about {topic}. Let me introduce you.
Introduction

Deepen the → I'd love to continue this conversation over coffee. What does your schedule look like next week?
Connection

Take a → I'm going to grab a drink/visit the restroom. It was wonderful meeting you - let's connect on LinkedIn.
natural break

Download the Workbook

Scan this Code



→ resources.sapparigroup.com/jhu2

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CONNECT WITH ME ON
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