



# NETWORKWISE

WITH ADAM CONNORS



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## Guide to Starting & Ending a Conversation at a Networking Event



To form connections and build relationships at a networking event you need to be in the right mindset and feel confident enough to walk up to anyone and successfully begin a discussion, and you should also know how to gracefully exit the conversation if it's not going well, while still making a good impression.

For this to go smoothly it's a good idea to be prepared. This guide provides you with examples of conversation starters that you can use to break the ice, and what you can say to politely end it when it's time to move on. Follow this advice and you'll find yourself having more meaningful discussions at your next event or social gathering.

# Conversation Starters

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*The best way to get a discussion going is by always asking open-ended questions and avoiding yes or no answers. Once you've initiated the conversation you want it to keep flowing and lead to a lengthier dialogue, which will hopefully bring you to other topics.*

*Here are some conversation starters:*

-  **“Hi, I don’t know anyone here so thought I’d introduce myself, I’m Adam.”**
-  **“I think this venue is fantastic, what do you think?”**
-  **“What made you decide to attend this event?”**
-  **“Tell me about something that happened to you recently that made you laugh?”**
-  **“If you could have one superpower, what would it be, and how would you use it?”**
-  **“I love your shoes, where did you get them?”**
-  **“If you could be one age the rest of your life, what would it be?”**
-  **“How did you choose your line of work?”**
-  **“What’s a hot or new trend currently going on in your industry?”**
-  **“What is one of your most defining moments in life?”**



**TOP TIPS**  
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Say something that will make the other person feel good and always be genuine and sincere when starting or ending a conversation. As Maya Angelou said: “I’ve learned that people will forget what you have said, people will forget what you did, but people will never forget how you made them feel.”

# Conversation Enders

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*It's happened to all of us – you're at an event and a discussion gets bland and boring or takes a turn in a direction you're not comfortable with, and it's time to end it. When bringing it to a close you don't want to be too abrupt or offensive, or make it sound like an excuse. Done tactfully and with sincerity, a successful farewell goes a long way, while still making a positive impact.*

*Here are examples of effective conversation enders:*



**“Well, there are a lot of people here tonight. I don't want to hold you back from other meaningful conversations. I've really enjoyed meeting you and look forward to us helping each other out.”**



**“Thanks for telling me about what you do. It sounds like your days are definitely interesting! I'm going to go mingle a bit more and will keep you in mind in my discussion with others.”**



**“Joe, it's been great speaking with you about your current project. I actually need to go catch up with Cathy before she leaves. Thanks so much for the engaging conversation.”**



**“Do you have a card so I can follow up with you at a later date? There are a few other people I need to speak with and should go mingle.”**



**“I want to see if Bill Jones is still here. We were supposed to speak before he left, and I haven't had the chance to do so yet.”**



**“I need to talk to the host about a future event. It's been a great discussion!”**



**“I have to excuse myself. It really has been good meeting you!”**



**“I've heard the view from the balcony is great. I'm going to go mingle outside and get some fresh air.”**



**“Do you need a fresh drink? I'm going to navigate my way over to the bar and get a cocktail.”**



**“I've really enjoyed our conversation! Thank you very much.”**