“Strategic Networking Question: How did you get started in the (fill in the type of business the person is in here) business?”

“People love to talk about themselves and share their personal stories. This question is a powerful way to give them carte blanche to share their personal information, which could provide some insightful and strategic information for you.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What do you personally find is the single most enjoyable part of your business?”

“The power of this question is that it will get the person to focus on positive aspects of his or her job.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What is your unique selling proposition or what makes you and your company unique from your competition?”

“The power of this question is that it provides the opportunity to learn how this person views his or her business compared to the competition.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What is the single biggest challenge for your company and your industry (or business sector)?”

“The power of this question is that it will give you an idea of how the person views and defines challenges.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What is the single most significant change you have seen in your profession in the last five to ten years?”

“The power of this question is that it will provide insight as to how the person defines significant change.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What do you see as the most important emerging trends in your business?”

“The power of this question is that it will indicate how the person is a visionary or is not able to see too far into the future.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What is the most memorable thing that has ever happened to you in your business? “

“The power of this question is that it will help you understand what this person views as “memorable.””

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What is the single most significant success you have achieved in your business?”

“The power of this question is that you will learn his or her definition of a significant success.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: If you could invite any person, living or dead, to have dinner with you, whom would you choose?”

“The power of this question is its uniqueness and its ability to compel the person to stop and really give some thought to his or her answer. And the person they select will also tell you something about the person answering your question.”

Source: <http://www.evancarmichael.com/>

“Strategic Networking Question: What headline would you like to see written about your business one year from today and five years from today?”

“The power of this question is that it will give you insight as to how he or she views the short-term and longer-term future of their business.”

Source: <http://www.evancarmichael.com/>

## “Strategic Networking Question: What is your connection with this group?”

“A good early question to get the conversation rolling. It might also throw up mutual acquaintances and interests”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: What helps you get the most out of your networking?”

“Some more good early questions to ask. We can learn a lot about another person’s approach to networking, where they go to network and how they network when they get there. And it’s a great way to share your networking war stories, tips, strategies and networks you belong to. It’s win-win—both of you will appreciate that.”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: What made you decide to come to this event?”

“Everyone has a reason for going to a networking event. Their answer gives you the real reason they are there and will lead you easily into the next question to ask them. Again, it might also throw up commonalities, not to mention, potential opportunities.”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: What would make this event valuable for you?”

“When I’m meeting people, I’m thinking what I can offer this person; who can I introduce this person to; what one piece if information or idea can I share with this person; what favor can I do for them; how can I help this person. I recommend you adopt a similar mindset—this is what makes networking work for you. My motto is “give a bit more than you take”. I’m a giver by nature and I find that when I give more than I take, I receive more than I expect.”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: How do you spend most of your time?”

“There are a lot of people who don’t like being asked “What do you do?” By asking “How do you spend most of your time?” you give the person the choice of telling you about their work or not. Whichever way they answer this question, you have an invitation to ask for more details.”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: What’s the most important thing to you about your company/your work/what you do?”

“A person’s answer to this question gives you a strong clue as to how you can develop a relationship with them”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: What’s going well for you this year?”

“This helps build rapport. No rapport, no connection! Let them talk about positive things that they’re feeling good about. The things that are going well for them. People like sharing good news and their successes so let them tell you about these things.”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: What do you like to do outside of work? or What do you do in your spare time?”

“Deeper connections are often formed through finding common ground that is not work related.”

Source: <http://gonetworking.com.au/>

“Strategic Networking Question: How can I help you? or What can I do to help you?”

Ask this LAST

“I have built my expansive network, my reputation and my business on this simple question. But you can’t just ask it. You have to mean it. And if someone does request your help, take action on it. **It is the one question that will separate you from the pack** and ultimately lead to referrals and opportunities to do more business.”

Source: <http://gonetworking.com.au/>