

Finding Commonality Worksheet

One of the best ways to connect with people and establish immediate rapport is to find something you have in common with them. Here's a checklist to make sure you're prepared.

Pre-Research

Do this before you're going to meet them.

Research them online.

Review their LinkedIn profile.

Possible Areas of Commonality

Do this through online research or in conversation with them.

Are you from the same city/state?

Do you live in the same neighborhood?

Do you have a similar hobby?

Do you have professional overlap (worked at the same company or shared knowledge on similar topics)?

Do you know people in common?

Do you have kids the same age?

Do you both have certain kinds of pets?

Are you involved in similar charities?

Are you both active in professional associations?

If You Have Nothing in Common with Them

Do this to draw them out.

Ask how they first got interested in their profession/hobby.

Ask their opinion about recent news stories related to their profession/hobby.

Ask what advice they'd have for a beginner in their profession/hobby