

Full Summary:

Next Level Conversation. Learn to Talk to Anyone with 5 Steps.

Step 1 Chapter 1 - Mindset. The First Step In A Conversation.

- The conversation starts with you before you even speak. Manage your mind.
- Don't set yourself up for early failure by thinking negative thoughts.
- Positive expectations can create real value in your life.
- 5 actionable tips you can use today:
 - Have direction
 - Practice and prepare.
 - Bring a friend to ease anxiety and build the conversation
 - Breathe! Use box breathing to relax.
 - Have conversations where you thrive.

Step 1 Chapter 2 - Mindset Continued.

- Use positive affirmations to counter negative thinking.
- Affirmations are designed to encourage an optimistic mindset.
- Remember the 3 P's:
 - Practice
 - Prepare
 - Positive thinking

Step 2 Chapter 1 - Relational Skills And Charisma

- Having good relational skills = Charisma
- Yes, you can learn to become charismatic.
- You can be better than 95% of people if you must practice the right behaviors.
- Charismatic people are Genuinely Interested In EVERYONE they meet.

Step 2 Chapter 2 - Relational Skills And Charisma

- 6 prompts that measure your charisma.
- Charisma Spectrum
- Influence (leadership ability and strength of presence) and Affability (being pleasant and approachable) are two important factors in becoming charismatic.

Step 2 Chapter 3 - Relational Skills And Charisma Continued

- Be sincere, Learn to tell a great story, Use body positive body language.
- *Likeability is created by a feeling of commonality. Sharing something in common.
- Be more inauthentic - or you'll miss something that will change your life
- *"Social intelligence is more than just knowing the right thing to do ... Social intelligence also requires an ability to execute, and the quickness of our mind is an important component of that ability."*
- It's OK to make mistakes. *Studies prove people connect more with those who admit their flaws, versus those who appear as perfect all the time.*
- Learn to tell a joke and make people laugh.
- Buy someone a beer. Everyone likes someone who buys them a drink. This means, *"Favors from others should be remembered for a thousand years."*
- Lastly, Have Fun – Don't take yourself too seriously and enjoy the experience.

Step 3 Chapter 1 - Strategies To Improve Charisma

- Four types of conversation starters: Open-ended, Non-routine, Professional, Relevant
- Begin a conversation with simple "Safe" topics or "Feeler" questions just to get started.
- 4 strategies to use: Be a little random, bring your coolest friend, find someone who looks approachable, initiate conversations differently.
- Build the conversation momentum and like a stack of plates. Slowly and gently.
- Remember both people are responsible and it should be a consistent loop when it's a great conversation.

Step 4 chapter 1 - How To Carry A Conversation

- Small talk gives you a chance to learn basic and important knowledge about someone.
- Remember TAT - TALK ABOUT THEM - Talking About Them means, explore who the person you're talking to
- Ask open-ended questions. These questions will help you discover clues and open up the door for a deeper and more meaningful conversation.
- Use conversation threads Ask a question, wait for the person to answer, and then follow up with a more interesting/open-ended question related to the topic.
- Find common ground and shared experiences to build on.
- Share your experiences and make the other person at some point the focal point.
- Remember to come full circle

Step 4 Chapter 2 - What And How To Talk About When Carrying a Conversation

- Create rapport, use positive comments, define your voice and listen.
- Remember the elements of personal communication - 7% spoken words, 38% voice and tone, 55% is body language. Most of the time our body language and tone are truer than our words.
- Practice listening skills. Focus on the person in front of you, be present, and use body language to show you're interested.

Step 4 Chapter 3 - The Things That Can Kill A Conversation.

- Don't let your phone kill the conversation!
- The quality of the conversation was rated to be less fulfilling, compared with conversations that took place in the absence of mobile devices.
- Technology has affected everyone, especially how we connect.
- Try putting your phone away.

Step 5 Chapter 1 - End Or Extend A Conversation.

- Decide if you want to continue a conversation or you'd like to have some type of relationship with this person.
- What's your goal? Is it to connect, just meet people, or to have meaningful conversations?
- Create deeper relationships with people who you sincerely want to connect with.
- Use the "*teach me*" method.
- Reflect on your conversations and learn.