

EMPOWERED CONNECTIONS PART 7
CONVERSATION STARTERS THAT
EMPOWER

With Louise Anne Maurice

WHAT DO I NEED TO KNOW ABOUT BEING MORE CONFIDENT WHEN STARTING A CONVERSATION?

WHAT DO I NEED TO KNOW?



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ASK 2 IMPORTANT QUESTIONS BEFORE STARTING THE CONVERSATION

What Value Do I Offer?

- What do I want to achieve by starting a conversation?
- Who do I choose to be in that conversation?
- Do I feel safe to ask a question first? Why or why not?
- What am I willing to discover from this experience? What am I resisting? (**Practice Mindset**)

What Value Do They Need?

- What do they need to receive from the conversation?
- Who do they present themselves as on the outside?
- Do they feel safe to share who they are on the inside? Why or why not? (**be empathetic**)
- What have they learned from this experience? What are they resisting?

ASK 1 QUESTION & WAIT FOR THE RESPONSE

- **QUESTION:** How did you manage during the Covid-19 Pandemic?
- **RESPONSE:** I managed to excel during the Covid-19 Pandemic.
- **REPLY WITH:** That is fantastic! I am always looking for new success strategies to add to my coaching tool-kit, do you have a couple of minutes to share your secret?
- **LISTEN:** Be curious! Ask clarifying questions to show interest.
- **WRAP-UP:** [add a favorite phrase] Walk Away or Ask for their business card. I am a [add your title] if you know of anyone who wants to be at your level of success but isn't there yet, let them know about me.

ASK 1 QUESTION & WAIT FOR THE RESPONSE

- **QUESTION:** How did you manage during the Covid-19 Pandemic?
- **RESPONSE:** I didn't manage so well and I am still feeling the after effects.
- **REPLY WITH:** Sorry to hear about that! I have some clients who struggled as well but I gave them a few strategies that really made a positive difference. If you have a couple of minutes, I can share them with you?
- **SHARE:** Engage them with one of the two techniques. Ask clarifying questions to identify interest.
- **WRAP-UP:** [add a favorite phrase] Walk Away or Ask for their business card. I am a [add your title] if you are interested in [insert your coaching solution] or know of anyone who wants to excel but isn't there yet, I have a complimentary session to get them started. Here is my business card.

REFRAMING TECHNIQUE

- Everything is surrounded by the meaning we give it. You may think back to Covid-19 and replay all of the negativity surrounding it and the feelings of being angry or upset at what you lost. Rightly so but will it help you in your present moment. No!
- Let's say you lost your job or ended a relationship due to Covid-19. When you think about it, you most likely feel negative emotions. To transform your negative emotions to positive, you reframe the situation.
- For example, you're now open to a job or relationship that's a better fit. You have the freedom to explore new options and you have emerged from this hardship as a more resilient, stronger version of yourself.

ANCHORING TECHNIQUE

- Think of a time when you experienced the intense positive feeling of gratitude.
- Bring in sensory associations such as what you saw, felt, smelt, heard or tasted.
- Bring the memory to its highest sensory moment and then associate your feelings of gratitude to an anchor such as twisting a ring on your finger or pinching your earlobe.
- Take a short break and repeat the steps above.
- Test the anchor (e.g. pinch your earlobe) to bring about the intense feeling of gratitude.
- You can then use this method whenever you need an emotional pick-me-up.

DO YOU HAVE A COACHING SOLUTION THAT IS READY TO USE?

[IF NOT, CLICK HERE](#)

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Benchmark 2	20
Benchmark 3	30
Benchmark 4	40
Benchmark 5	50

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