

APPROACH TECHNIQUES

Observe the situation ⇒ Initiate a connection if possible ⇒ Approach the other person ⇒ Say something.	
Observe	<ul style="list-style-type: none"> • check out the situation. • notice their body language. <ul style="list-style-type: none"> • inviting – straight, body pointing into the room. • blocking – bags, books, facing the bar.
Initiate	<ul style="list-style-type: none"> • make eye contact and smile. • do a 'Hands-free Handshake'.
Approach	<ul style="list-style-type: none"> • get invitation and approach. <ul style="list-style-type: none"> • men from an angle (avoid frontal attack). • women from the front (as a friend). • get your eyes on same level.
Speak	<ul style="list-style-type: none"> • ask a question – “Have you tried the sandwiches?” • make a statement – “It’s hot in here.” <ul style="list-style-type: none"> • or give an opinion – “I thought that was a fantastic film.” • combine into a statement-question – “Those cakes look good, have you tried them?”

WHAT TO SAY

Ask question, make statement or combine into a statement-question.	
American way, <i>just say hi...</i>	"Hi, how you doing?" "what you all celebrating?"
Observe the <i>situation...</i>	"We seem to have been waiting ages, is this train usually late?" "I hate these new PIN numbers" "This looks good, have you tried the cheesy things?" "Did I see you here last week?"
Ask their <i>advice...</i>	"Do you think this wine tastes soapy?" "Do you know if this CD is any good?"
Mention what they're <i>wearing...</i>	"I love your shoes, where did you get them?" "Sorry, but I was trying to read your T shirt." "Where did you get that tan, it looks fantastic."
Observe what they're <i>doing...</i>	"I see you're reading..., are you enjoying it?" "Is that a dry wine that you've got?"
Match what they're <i>feeling...</i>	"Gosh, it's been a long week..."