

WHERE TO HUNT FOR ENCOUNTERS

The best places to hunt for people to chat up is where they are going to be browsing.

Unfortunately clothes shops and shoe shops are not good as people are focused on the clothes and shoes.

Girlie Stuff	Clifton Cards, Paperchase, W H Smiths, Habitat, Lush, candle shops, etc.
Boy's Toys	Currys, Dixons, Comet, Halfords, The Apple Shop, North Face, Ellis & Brigham, etc.
Books, pictures, CDs & DVDs	Waterstones, W H Smiths, HMV, Virgin, Silver Screen, museums, art galleries.
Gifts & Knick Knacks	Department stores, gift shops, craft shops, markets & car boot sales.
Foods	Thorntons, food halls in department stores, specialist food shops.

WHAT TO SAY ON CHANCE ENCOUNTERS

Travelling	<p>"Where are you from?"</p> <p>"I think the train's going to be late again."</p>
Supermarket or DIY Shed	<p>"Do you know what these are like?"</p> <p>"I see you've got xxx, where did you find them?"</p>
Check-out Queue	<p>"I see you've got xxx paint, what room are you doing?"</p> <p>"Can you hold my place a second I forgot the xxx?"</p>
Book or Music Store	<p>"Have you heard/read the latest xxx?"</p> <p>"Do you know where the xxx is?"</p>
Outside in the Park	<p>"That's a lovely dog, what's his name?"</p> <p>"Can you tell me the way to?"</p>
Party or Conference	<p>"Have you tried the sausage rolls yet?"</p> <p>"I saw you across the room and just had to come and say hello... I'm xxx."</p> <p>"How do you know the host?"</p>
Bar	<p>"You look as though you've been on holiday."</p> <p>"Do you think this drink tastes soapy?"</p>

BASIC RULES OF CHATTING

Conversation is like a ball bouncing back and forth. You need to:

1. show interest in the other person.

2. ask easy questions to stimulate flow.

3. shut up and listen hard and follow up on things they mention.

4. allow room for explanations by the other person.

5. build rapport with your body language.

6. make the other person smile.