



**OVERCOME THAT
AWKWARD SILENCE**

MASTER IT!

THE CHAPPLE GROUP

THAT AWKWARD SILENCE!

We all fear it. We've all live it. That *awkward silence* when you have to make small talk. It could be:

- At a business meeting
- At a social function
- On a first date
- On a job interview

THE FEAR IS REAL!

If you're a closeted introvert, the fear can be even worse!

You may find yourself *running* to hide in a corner, or nervously laughing to try to cover up. Or you *may not even* attend a meeting, event or date because the fear is so great.

You may have already tried to read a psychology book on the who, what and why of this fear. You may have taken a course, workshop or watched a ted talk.

The problem is that there is too much information and that makes it even more difficult!

THE BIG THREE



The following three strategies are the easiest and quickest first steps to developing your communication skill set in learning how to talk to anyone, at anytime!



THE BIG THREE

1

be honest

If you are honest and just being yourself you will have a great chance of connecting with others. If you commit to being who you truly are then you will never be worried about trying to remember what you "made up" along the way.

Some people will like you, some won't. It doesn't matter. If you are authentic and honest then you will succeed more than you will ever fail.

It doesn't matter what situation you find yourself in, if you are just being yourself and honest then your nerves and fears will go away.

HOW CAN YOU PUT THIS INTO PRACTICE THIS WEEK?

Use your get out of jail free card! What do I mean? When you find yourself having to strike up a conversation use any of these phrases. People appreciate honesty and will engage with you more freely.

- ***"I have to be honest, I'm a little nervous when I speak with someone new, but I'm really interested in having the opportunity to speak to you so I will do my best"***
- ***"Sometimes I'm a little quiet, but I'm really happy to be here, (or meet you), or (hear about this opportunity)"***

THE BIG THREE



ask questions

Don't know how to start a conversation? How to ***Break The Ice?*** Have you ever watched a good talk show host? Why does it seem so effortless to communicate for them?

The simple answer is that all they do is ***ask questions and genuinely are interested in their answers.*** You don't have to start with common ground just find something around you that you can ask a question about.

It could be what they are wearing or where you are. Again it should be honest and authentic. For example:

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- ***"That's a great handbag, where is it from?"***
- ***"This is a great venue have you been here before?"***

HOW CAN YOU PUT THIS INTO PRACTICE THIS WEEK?

Ask you daily question! What do I mean? Every day strike up at least one conversation with someone new. It could be in line at Starbucks or in an elevator. Find a way to engage by simply asking a question. The more you do this this easier and more natural it will feel. You are building your communicating muscle! The added bonus? You will begin to really enjoy learning about new people and making new connections!

THE BIG THREE



listen

And finally lets put it all together. You've committed to being honest, and to engage with people simply be asking questions. ***By truly listening to their answers*** you can begin to hone your communication skills.

You can connect with others through ***asking questions, listening effectively and then keeping the dialogue going.***

If you are curious about the answers someone is giving you then ***conversations flows easily*** because people sense that you are truly interested in them.

"To be interesting, be interested"

Worried that you will be so nervous that you won't remember what they say and what to do next? I teach this listening technique in my ***Bestselling Course "The Speak Easy Formula"*** Here it is below:

HOW CAN YOU PUT THIS INTO PRACTICE THIS WEEK?

Use The Repeat Technique! What do I mean? Simply repeat their answer and continue with the conversation. Not only does this technique keep the conversation going, it also works your active listening muscle skills!

You can find an example on the next page

EFFECTIVE LISTENING

Question: Have You Been To This Venue Before?

Answer: Actually I was at the Tech Mastermind meeting here last month

Repeat Technique: Oh the Tech Mastermind? I'm not familiar with that. But it seems interesting, what was the meeting about about?

You can see by repeating the answer you can ask another question to keep the conversation going

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Here's another example:

Question: Those are really great sunglasses you have, would you mind me asking where you go them?

Answer: Oh thank you, they're Guess Brand. I got them in the mall down the street.

Repeat Technique: Really? I've never bought that brand before. Do you buy a lot from them?



THE BIG THREE



You've got this! All it takes now is a little practice! Start using the technique you've just learned on a daily basis and start talking to anyone, anywhere at anytime!

Ready To Really Master Speaking?

Check your inbox for your invitation to my FREE webinar

OVERCOME FEAR AND BE HEARD

You can find my full speaking course here:

www.speakeasyformula.com



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