

## REAL ESTATE NETWORKING UNLEASHED

# OPEN ENDED QUESTIONS

*TO BREAK THE ICE & FOSTER CONNECTION*



- What would be one thing that, if you improved upon in your business, would really move the needle for you that you need help with?
- Who do you need to meet that would really help you grow your business right now that I can introduce you to?
- What type of profession is the type of profession that would be a great one for you?
- What is it that you're wanting help with in your personal life right now that I can assist you with?
- How do you feel when you're meeting with a new referral partner?
- What do you enjoy most about your job?
- What brought you to the event tonight?
- Are you reading any great books at the moment?
- What are some big projects you're working on right now?
- What are your goals for this year?

### THE MICHAEL MANN TEAM

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- Where would you love to be in your career in 5 years?
- What types of professionals can help you grow your business?
- I see you're in the \_\_\_\_ business, what are some things you love to do when you're not doing that?
- What inspired you to attend this networking event, and what do you hope to achieve through your connections here?
- Can you share a recent experience where networking significantly impacted your professional growth or project success?
- What strategies have you found most effective for maintaining and nurturing professional connections?
- What challenges have you encountered when expanding your professional network? How did you overcome them?
- How do you use social media and online platforms to enhance your networking efforts?
- What advice would you give someone new to networking events and looking to make authentic and lasting connections?

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