

Week 2: Start a real conversation without performing

Everything for the week on one page: your moves, worksheet, scripts, and score.

This week's moves

Move 1

10 min · ☐ Written

Set the one-conversation goal, today. Pick one professional setting coming up this week, a meeting, a coffee, an event, even a recurring call. Set one goal using script 1: one real conversation. Write down who, if you already know.

Move 2

15 min · ☐ Said

Pick your three questions. Memorize the three openers in scripts 2, 3, and 4 so your brain doesn't empty in the moment. Choose the one that fits your setting and plan to use it.

Move 3

20 min · ☐ Said

Make one room-move. In any group setting this week, do one of two things from script 5: walk over to the person standing alone, or add something real to a conversation you're already in instead of just nodding along.

The one-conversation card

One real conversation, not five contacts.

The setting this week	
One real conversation with	
The question I'll use	

The three questions (pocket-sized: screenshot this)

The open-door question

For any event: "What brought you here?" It opens onto what they care about and why they showed up. A real question that gets a real answer.

The excited question

When you have a little context (you know their name, their role, their work): "What are you working on right now that you're most excited about?" People rarely get asked that, and they remember who asked.

The deep question

When you don't know where to start: "I'd love to hear more about your work in [their area]. What's been the most interesting challenge you've dealt with recently?" Most people will talk for ten minutes. Your job is to actually listen.

Script cards (cut along the dashed lines)

1. The one-goal reset

Before you walk in: "My goal here is one real conversation, not a stack of contacts." One conversation where you learn what someone's actually working on counts as a win for the whole event.

2. The open-door question

For any event: "What brought you here?" It opens onto what they care about and why they showed up. A real question that gets a real answer.

3. The excited question

When you have a little context (you know their name, their role, their work): "What are you working on right now that you're most excited about?" People rarely get asked that, and they remember who asked.

4. The deep question

When you don't know where to start: "I'd love to hear more about your work in [their area]. What's been the most interesting challenge you've dealt with recently?" Most people will talk for ten minutes. Your job is to actually listen.

5. The room-move

Two options, pick one. Find the person standing alone (half the room is uncomfortable too) and open with one of the questions above. Or, in a group, wait for a natural pause and add something that moves it forward: a follow-up question, a build on what someone just said. That's how people start to remember you were there.

Self-score: Week 2

Score each statement from 1 (not true) to 5 (true). Mark one box per row.

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|---|---|--------------------------|---|--------------------------|---|--------------------------|---|--------------------------|---|--------------------------|
| 1. I can name the people whose support would genuinely move my career forward. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |
| 2. I can start a conversation with someone senior without rehearsing it in my head first. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |
| 3. I follow up after a good conversation instead of letting it fade. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |
| 4. Someone with real influence has seen my work and would put my name forward. | 1 | ☐ | 2 | ☐ | 3 | ☐ | 4 | ☐ | 5 | ☐ |

Re-entry note

Missed week 1? Don't go back yet. Do this week's moves, then build your circle map (week 1, move 1) over the weekend. You'll want it for week 3.