

Let Me Ask Ya This...



*The only way
to go from*

“How are you?” to

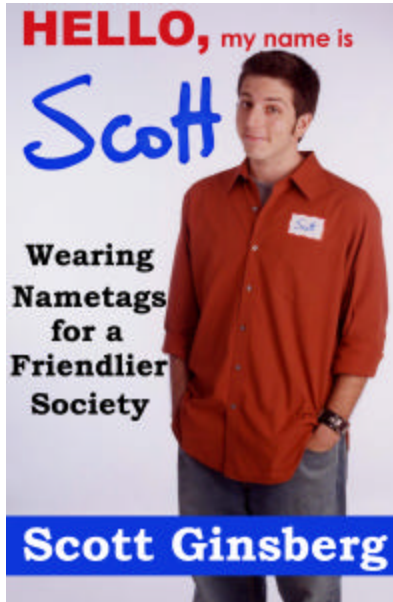
“WHO are you?”

**GREAT Questions To Ask
Someone You Just Met**

Scott Ginsberg

...a special report from that guy with the nametag

ABOUT THE AUTHOR



Scott Ginsberg is the world's foremost field expert on nametags and the author of "HELLO my name is Scott."

Scott has worn a nametag all day, every day since November 2, 2000 to encourage people to be friendlier and more approachable. He has been internationally recognized by the Washington Post, CNN, The Associated Press, Headline News, USA Today and dozens of other media outlets.

He is a member of National Speaker's Association and works with people and organizations around the country who want to be more approachable so they can connect and communicate with anybody. Also, articles from his *Building Front Porches* column appear regularly online and in the St. Louis Small Business Monthly.



INTRODUCTION

Imagine you just met someone new. The formalities of names, jobs, etc. have been exchanged and you seem to be getting along famously. But before you know it, a few minutes pass – and it looks like you’re running out of clichés!

Now what?

There comes a time in every conversation with someone you’ve just met when you must cross the chasm between “how are ya?” and “*who* are ya?” And, since you only have four minutes to decide whether or not the conversation will continue, asking the right questions is the only way to make progress.

By asking engaging questions you will:

- Build rapport
- Spark creativity
- Invite people to share their experiences and preferences
- Show an interest in people’s opinions and insights

The following list of “55 Great Questions to Ask Someone You Just Met” will change the entire dynamic of your conversations. The list is broken down into four sections. In *Getting to Know You*, you will find questions about personality traits, behaviors, likes and dislikes. Then in *What’s Your Favorite*, your questions will uncover superlatives of people’s preferences. Next, when you read *Back in the Day*, you will find questions that spark unique dialogues of past experiences and memories. Finally, in *If You Could...*, your questions will challenge the creativity and stretch the minds of the people in your conversations.

These questions are applicable in various situations. Whether you’re in a business, social, family, public or academic capacity, use them any time! As a result, you will become more approachable so you can connect and communicate with anybody.

Good luck! And good questioning!

Sincerely,



GETTING TO KNOW YOU

1. Do you go by a nickname?
2. Who is the most famous person you've ever met?
3. What's the one sound that drives you crazy?
4. What book has had the biggest impact on you?
5. What's your preferred method of getting the news?
6. When driving, do you listen to CD's, tapes, the radio or nothing?
7. Are you a window person or an aisle person?
8. Are you a dog person or a cat person?
9. Do you prefer Coke or Pepsi?
10. Do you watch Letterman, Conan or Jay?
11. How do you relieve stress?
12. Who would you consider to be your hero?
13. Where do you most often find yourself singing?

WHAT'S YOUR FAVORITE

14. What's your favorite thing to do on a rainy day?
15. What's your favorite holiday?
16. What's your favorite smell?
17. What's your favorite cereal?
18. What's your favorite restaurant?
19. What's your favorite part of your job?
20. What's your favorite childhood TV show?



21. What is your favorite daily ritual?
22. What is your favorite quotation?
23. What's your favorite food to cook?
24. What's your favorite movie to watch over and over again?

BACK IN THE DAY

25. What was the first job you ever had?
26. What color was your refrigerator growing up?
27. When you were a kid, what did you want to be when you grew up?
28. When was the last time you played hooky from school or work?
29. What was the best prank you ever pulled off?
30. What was the last CD you bought?
31. What was the last movie you saw?
32. What was the best prank someone pulled on you?
33. What was the last concert you attended?
34. Who was your worst roommate?
35. What was the best concert you ever attended?
36. What is the best book you've read about your field?
37. What was the highlight of your (insert holiday here)?

IF YOU COULD...

38. If you could pick any actor to be the president, whom would you choose?
39. If you could add a single option to your car, what would you add?
40. If you could only subscribe to one magazine for the rest of your life, which one would it be?



41. If you could have dinner with any three people, whom would you choose?
42. If you could write a book about anything, what would it be?
43. If you could get back any article of clothing you once wore, what would it be?
44. If you could hire any actor to portray you in a movie, who would you choose?
45. If you could play any instrument, which would you play?
46. If you could memorize any book cover to cover, which one would it be?
47. If you could hear anyone in history give a speech, whom would you hear?
48. If you could possess any superpower, what would it be?
49. If you could own your own retail store, what would you sell?
50. If you could live in one city for the rest of your life, where would you live?
51. If you had an unlimited shopping spree at one store, which store would it be?
52. If you could be any cartoon character, who would you be?
53. If you could make any fictional character come to life, which would it be?
54. If you could start your own restaurant, what would it be?
55. If you could own one article of clothing from any movie, which would it be?

CONCLUSION

By asking any of these open ended, engaging questions, you will build instant rapport with your conversation partners. You will spark their creativity, invite them to share their experiences and as a result, show a genuine interest.

Remember, time flies when you're engaged in interesting conversation! So all you have to do is ask the right kinds of questions, and you will cross the chasm between "how are ya?" and "who are ya?"

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For more information, contact Scott Ginsberg at 314/878-5419 or visit Front Porch Productions at www.hellomynameisscott.com

