

Be a Brilliant Conversationalist

October 3, 2011 By Martha Newman, J.D., PCC, TopLawyerCoach, LLC



5 Ways to Keep Yours Listeners Engaged

Conversations - *real, meaningful conversations* - are perhaps the best ways to build valuable connections with people. Of course, holding a conversation with someone whom you've just met isn't always easy.

But, it can be.

Anyone can be a great conversationalist. ***Anyone!***

The key is to keep the spotlight on the person you are speaking with - and off yourself. Simply listen to what the person has to say, ask him or her questions, and be interested in their responses.

Sounds easy enough, right?

Here are some more great tricks for becoming a brilliant conversationalist.

- **Take a greater interest in what the person you are speaking to has to say than what you have to say. In other words, don't eagerly anticipate telling**

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com



someone about your legal services. Instead, eagerly anticipate what he or she will tell you about their own services.

- **Keep an open mind. Enter into a conversation knowing what you would like to say and learn, but do not have any preconceived ideas or judgments about the other person.**
- **Don't interrupt. Keep quiet when the other person is talking.**
- **Never argue. Even if you disagree with what someone is saying, keep your cool and diplomatically state your opinion.**
- **Don't offer an opinion unless you are asked to do so.**

Finally, try to address the other person by their first name throughout the conversation. There's no sweeter sound to a person's ears than the sound of their own name being spoken.

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com

