ONE CONVERSATION. USEFUL NEXT STEPS.

CHOOSE THE RIGHT ROOM

With Charles Fistel | Choose relevant events, define one useful outcome and follow through with the people whose work fits your business.

01 CHOOSE A SPECIFIC ROOM

Charles focuses on events connected to luxury residential construction. He looks for relevant builders, architects, designers and developers rather than attending every invitation.

SOURCE 05:11-07:41 | Original recording

02 DEFINE A CONCRETE NEXT STEP

His goal is a new relationship that may lead to architectural plans and an opportunity to join a bidding process. The desired next step is specific to his work.

SOURCE 08:26-09:55 | Original recording

03 FOLLOW UP PROFESSIONALLY

Charles describes showing up, networking and continuing the follow-up without becoming an annoyance. He presents this as his own approach, not a universal conversion guarantee.

SOURCE 10:00-10:29 | Original recording

04 READ THE EVENT DETAILS

He checks the topic, description and panelists against his focus. Even a free event can be a poor use of time when the audience is outside his business.

SOURCE 13:35-14:49; 15:55-16:19 | Original recording

MAKE THE LESSON USABLE

CHOOSE YOUR NEXT EVENT

An editorial worksheet derived from the conversation. This is not a verbatim framework presented by the guest.

MY BUSINESS FOCUS

What customer, project type or partner do I need to meet?

THE EVENT EVIDENCE

What do the description, panel and known attendees tell me?

THE FIT

Where does this room overlap with my actual business?

ONE USEFUL OUTCOME

What specific next step would make attendance worthwhile?

THE CONVERSATION

What can I ask to understand a relevant project or need?

THE FOLLOW-THROUGH

What did I promise, who owns it and when will it happen?

BEFORE YOUR NEXT EVENT

PUT IT TO WORK

Choose a step that fits your next conversation. This checklist applies the episode; it does not promise a business result.

- [ ] Read the event topic and description before committing.
- [ ] Check the panel and any confirmed relevant attendees.
- [ ] Decide what specific relationship or next step you want.
- [ ] Deliver the follow-up you promised without repeated pressure.
- [ ] Review actual opportunities rather than just attendance.

SOURCE MAP

05:11-07:41 | Choose a specific room

08:26-09:55 | Define a concrete next step

10:00-10:29 | Follow up professionally

13:35-14:49; 15:55-16:19 | Read the event details

Source times refer to the raw recording and change after production edits. Worksheet and checklist are editorial applications, not a named guest framework. Guest links appear in the resource section. Presented by Speed Networkers.

TURN THE IDEA INTO A CONVERSATION

TAKE THE NEXT STEP

Choose the path that fits you. One useful conversation is a good place to start.

MEET YOUR NEXT USEFUL CONNECTION

Put one idea from this episode into practice at a Speed Networkers event. Choose an upcoming event and reserve your spot.

Find my next networking event >

https://speednetworkers.com/events

SHARE YOUR STORY ON THE PODCAST

Have a real story about a connection, referral or follow-up that made a difference? Apply to join Carlos and Steven as a guest.

Apply to be a guest >

https://smalltalkbigdeals.com/pages/be-a-guest

KEEP THE GOOD CONVERSATIONS COMING

Join the Small Talk, Big Deals list for new conversations and free action packs.

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CONNECT WITH THE GUEST

CHARLES FISTEL

Explore the guest links shared with the show. Choose the place that works best for your next conversation.

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INSTAGRAM · CHARLES

https://www.instagram.com/charlesincharge777/

LINKEDIN

https://www.linkedin.com/in/charles-f-fistel-47561011/