ONE CONVERSATION. USEFUL NEXT STEPS.

NEVER GO SOLO

With Jeff Wulkan | Start with a specific plan, find a shared interest and use a trusted companion to make the first introduction easier.

01 START WITH A SPECIFIC PLAN

Jeff describes a plans-first approach: decide what you want to do and invite someone to do it with you. A concrete activity gives a connection a shared starting point.

SOURCE 02:59-03:23 | Original recording

02 FIND COMMON GROUND

Carlos describes connecting through a shared interest before the conversation naturally turns to business. The person and the shared activity give the exchange somewhere to begin.

SOURCE 11:09-11:41 | Original recording

03 BRING A NETWORKING COMPANION

Jeff and Carlos discuss finding someone to attend an event with and introducing each other. Carlos explains why introducing Steven feels easier than introducing himself.

SOURCE 11:58-13:20 | Original recording

04 LOOK FOR MUTUAL RELEVANCE

Jeff says that when meeting people in person, he looks for connections that could benefit both sides. Treat that as his approach, not a promise about anyone's character or results.

SOURCE 19:51-20:06 | Original recording

MAKE THE LESSON USABLE

PLAN YOUR NEXT CONNECTION

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

THE ACTIVITY

What specific activity or event do I want to attend?

THE SHARED INTEREST

What could make this enjoyable or useful to someone else?

THE COMPANION

Who might genuinely want to go with me?

THE INTRODUCTION

How can we accurately introduce each other?

THE MUTUAL FIT

What would make a further conversation useful to both people?

THE NEXT STEP

What will we agree to do after the activity or event?

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.

- [ ] Choose a specific plan instead of a vague invitation.
- [ ] Find someone who shares an interest in that activity.
- [ ] Agree how you will introduce each other accurately.
- [ ] Listen for the person's interests before discussing business.
- [ ] Keep a relevant next step when there is mutual interest.

SOURCE MAP

02:59-03:23 | Start with a specific plan

11:09-11:41 | Find common ground

11:58-13:20 | Bring a networking companion

19:51-20:06 | Look for mutual relevance

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.

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CONNECT WITH THE GUEST

JEFF WULKAN

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

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