ONE CONVERSATION. USEFUL NEXT STEPS.

FOLLOW UP BEFORE YOU LEAVE

With Karrie Klimas | Practice paying attention, make the next conversation useful and schedule the follow-up while the connection is still fresh.

01 INVITE SOMEONE TO CONSIDER

Karrie describes deliberately using the word consider when inviting someone to a next step. The wording gives the other person room to think and choose.

SOURCE 13:18-14:03 | Original recording

02 PRACTICE ATTENTION AND CONNECTION

She describes learning and teaching focus, better questions and confidence. She also talks about the positive impression she wants to leave with people.

SOURCE 05:19-06:58 | Original recording

03 LEARN THROUGH A ONE-TO-ONE

Karrie describes coffee appointments as a way to understand what someone offers and see where she can help them or connect them with others.

SOURCE 10:17-11:16 | Original recording

04 BOOK THE NEXT CONVERSATION

Her personal event goal is to leave with follow-ups scheduled. The hosts clarify that at speed networking, scheduling should happen in the open-networking time after the timed rounds.

SOURCE 15:41-17:23 | Original recording

MAKE THE LESSON USABLE

PLAN THE NEXT CONVERSATION

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

THE PERSON I WANT TO UNDERSTAND

Who did I meet, and what do I know about their work?

THE QUESTION I WILL ASK

What question would help me understand what they need?

THE REASON TO MEET AGAIN

What would make a coffee or follow-up useful to both of us?

THE INVITATION

How can I invite them to consider a next conversation?

THE CALENDAR STEP

If we both agree, when will we schedule it?

THE PRACTICE NOTE

What skill will I practice and what did I learn?

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 one networking skill to practice deliberately.
- [ ] Pay attention and ask about the other person's work.
- [ ] Make a follow-up invitation when there is mutual interest.
- [ ] At speed networking, use post-round open networking for scheduling.
- [ ] Record the agreed time or next action before leaving when possible.

SOURCE MAP

13:18-14:03 | Invite someone to consider

05:19-06:58 | Practice attention and connection

10:17-11:16 | Learn through a one-to-one

15:41-17:23 | Book the next conversation

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

KARRIE KLIMAS

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

WEBSITE

https://greatpartnershipsolutions.com/

INSTAGRAM

https://www.instagram.com/karrieklimas.coach/

LINKEDIN

https://www.linkedin.com/in/Karrie-Klimas/

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