ONE CONVERSATION. USEFUL NEXT STEPS.

BE PRESENT. BUILD TRUST.

With Patricia Monica Ojeda | Welcome people into a conversation, learn what matters to them and listen for a project that needs help moving forward.

01 KNOW THE COMMUNITY

Patricia starts by understanding the community and building relationships. She describes paying attention to what people do and whether her services fit a real need.

SOURCE 04:55-05:36 | Original recording

02 BE PRESENT WITH THE PERSON

Her idea of blending in means smiling, welcoming people and staying open to a connection. She treats people as potential relationships, business connections or friends.

SOURCE 06:30-08:06 | Original recording

03 GIVE RELATIONSHIPS TIME

Patricia describes a preference for building relationships rather than chasing an immediate sale. Her experience of pressure-driven prospecting helps explain that choice.

SOURCE 09:21-10:57 | Original recording

04 LISTEN FOR A PROJECT

A person saying they have tried to launch a product for years can reveal a project-management need. Patricia explains that a project has a beginning and an end.

SOURCE 14:45-16:58 | Original recording

MAKE THE LESSON USABLE

LISTEN FOR THE REAL PROJECT

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

THE PERSON AND CONTEXT

Who did I meet, and what did I learn about their business?

WHAT THEY WANT TO FINISH

What outcome did they describe in their own words?

WHAT SEEMS TO BE IN THE WAY

What obstacle did they actually mention? Avoid guessing.

THE QUESTION I CAN ASK

What could help me understand the situation without pitching?

A USEFUL NEXT STEP

What help or introduction is relevant, if any?

MY FOLLOW-UP

What detail will I refer to, and what did we agree to do next?

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.

- [ ] Learn something about the community before joining the conversation.
- [ ] Be welcoming and give the person your attention.
- [ ] Ask about their work before deciding whether your service fits.
- [ ] Listen for an outcome that has stalled or lacks organization.
- [ ] Follow up with a specific detail from the conversation.

SOURCE MAP

04:55-05:36 | Know the community

06:30-08:06 | Be present with the person

09:21-10:57 | Give relationships time

14:45-16:58 | Listen for a project

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 >

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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

PATRICIA MONICA OJEDA

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

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