

Contents

<i>Acknowledgments</i>	<i>vii</i>
<i>Guide to Charts, Tables, and Lists</i>	<i>ix</i>
<i>Introduction</i>	<i>xi</i>
SECTION I	
Creating Your Future Through the People You Haven't Even Met . . . Yet	1
Chapter 1	The Untapped Potential in Your Everyday Encounters 3
Chapter 2	New Faces in New Places 9
Chapter 3	Get Out of Your Comfort Zone 15
Chapter 4	Schmooze or Lose 21
Chapter 5	The Limits of Online Connections 25
Chapter 6	When Traditional Networking Is Not Working 29
Chapter 7	Face It: Nothing Beats the Chemistry of In-Person Communication 33

Chapter 8	Anonymity—A Random Connector's Greatest Advantage	37
Chapter 9	We're All Connected	39
Chapter 10	The Four Beliefs of Successful Random Connectors	43
SECTION II	Turning Random Encounters Into Mutually Beneficial Relationships	51
Chapter 11	Find Clues to Initiate Conversation	53
Chapter 12	Avoid Judging People From a Distance	57
Chapter 13	Don't be Overeager	59
Chapter 14	Seize the Moment	65
Chapter 15	Get on Their Wavelength	75
Chapter 16	The Importance of Authenticity and Curiosity	83
Chapter 17	Focus on Your New Connection	89
Chapter 18	Discover the Buried Treasure	95
Chapter 19	Leave No Stone Unturned	99
Chapter 20	Be Clear on Your Own Value Proposition	107
Chapter 21	Position Yourself as an Expert	113
Chapter 22	If Nothing There, Catch and (Respectfully) Release	117

SECTION III Leveraging the Connection	119
Chapter 23 Map the Road to Opportunity	121
Chapter 24 Build Your Momentum and Credibility With a Follow-up	127
Chapter 25 From Unplanned Meeting to Monetized Connection: A Case Study	133
Chapter 26 Create a Basis for Continued Contact	137
Chapter 27 Add Velocity to the Relationship	141
Chapter 28 Success—Desired Leverage Achieved!	147
Chapter 29 Be Google-ready	149
SECTION IV Gender-Neutral Random Connecting	153
SECTION V Mastery Insights and the <i>Talk to Strangers Mastery Program</i>	165
<i>Conclusion</i>	183
<i>Index</i>	185

<http://www.pbookshop.com>