

Live Networking Practice With AI Tools

Hey there, Minka.

Hi.

Hey. Thanks for the thanks for the email, by the way. That was very nice of you.

Yeah. I really think, you know, you're the best for this job.

So I hope I'll be I wish the others would do would also write to Evan because I don't know if just one person will help.

You know?

But I didn't talk to the the rest of them who are in this group. So I wish they feel I hope they feel the same and, you know, that someone else would be also because if we are too treated, we're right, then there's more chance that we can get you back.

Yeah.

But you in this moment, you're not even sure if you if you want to come back or In all honesty, I'll probably come back in a way similar to I've been to his lot of affiliate deals with people, like Christian Michaelson, for example.

He used to be a student of his. I don't know if you know Christian Michaelson, but super famous guys.

I know. I don't like him. Yes.

I have my own opinions too, but I think it'll be more like that where I'll probably reach out to some of you for testimonials, and then there'll be some kind of beta launch, and then there'll be some regular AI classes I do separately from what

Evan does, Most likely. Unless, of course, he and I can come to some kind of agreement different from that. That's the thing I've wanted for seven plus years anyway. So it's sort of coming full circle due what I originally intended.

Yeah. It's it's quite demanding every week, especially what you said that it's in the middle of the day. Because for me, it's in the afternoon. So for me, it's okay that, you know, the classes because I have my day, the full morning, even in the afternoon. Actually, this class starts now at five o'clock in the afternoon.

So for me, it's fine that I'm in the classes, but I can imagine that you are in a different time zone. So you have in the middle of the day this, every Monday. So it's a bit, yeah, it's a bit difficult then. Yeah.

Yeah. And I'll probably move to Asia. So most likely, I won't be able to do ten AM central time calls anymore.

No way, actually. My wife my future wife will kill me.

And you want to stay in Asia?

I think so. Yeah. My girlfriend's from South Korea. So and I we both love Asia. She lived in Japan for two, three years, speaks fluent Japanese.

I'm learning Korean. So I don't know. My heart seems to be in Asia for some reason.

Well, probably. Well, at least the food is very, very good.

Oh my gosh.

The whole Asia. Yeah.

Having been in America now for a month or two, I can taste the difference.

Yeah. That was that was my biggest trouble now when I was doing these three weeks with my group.

Yeah.

Everything else was okay. I had this band, twelve seater, everything fine, but my my my group was even with the food fine, but me, no.

I'm Yeah.

I'm not I have more weight now because I was so much in a bed because my of my injury, but I use one liter of oil in a whole year, you know.

Oh, wow.

I don't I prepared the the potato. I put this baking paper and I just put it on and I don't put any any oil.

So when I came out to United States and just first time when we did fish and chips, I thought I was going to die.

Yeah. And they slather it in oil and butter Yes. And garlic and salt.

And and that was the second day, and then I finished. And then I was going to the supermarket, and I was buying tomatoes and carrots and these kind of things because I'm not used to it. And it's very difficult at some point when you're not eating so much sugar. I do eat sweets, but I prepare them without sugar.

You know?

I put the sweet apples inside or I put something or if I put some it's it's honey. It's usually not the white sugar.

Yeah.

So I'm not used to the sweets with so much sugar. I'm I'm much much I use dark chocolate. So I was like, every day was like, no. This now. I was really struggling. I was really struggling.

Yeah. Unfortunately, in the United States, it's too common to throw sugar, oil, fats into things that don't normally have it. I mean, the whole world seems to have the same opinion about our food, I think, and I can't argue having been born here.

Yeah.

Well The food will kill you.

I survived.

Well, now that we're all here, I have a special fun thing for us to do today. However, I'm curious, will you two be available for the second hour of class today or will you be out?

I have four more. So oh, I have four more. So definitely I'll be here. I know that you will be leaving soon, so every second with Warren has to be really taken advantage of.

Oh, good. What about you, Minka? And thank you, Aristo.

Do you mean, the office hours or now at six?

Good question. So we have class usually for forty five minutes to an hour, and then we have an exercise for an hour. Today, you'll be doing a live exercise with each other. So I just wanna make sure that you plan on being here, because if not, we'll we'll make up something new.

No.

I usually just go to the to the hard coach, but otherwise, yeah, I can be on I can be I can be here.

Okay.

Did you mean Warren, did you mean are we gonna be here for the second session or the whole hour this morning?

The whole hour after this class. So you have this one hour where we teach and then immediately after that another hour. Usually, it's how it goes.

Oh, I thought it was two PM.

That's the office hours. This is a separate thing. For the today's class exercise, I want you to do let me back up a bit. I'm gonna teach you about what I do to make networking, cause that's my entire way of my running my business.

I don't have to run a single ad. I don't have to do any any kind of weird funnels, just networking. We do that stuff too, but the majority of our money comes from networking. So I wanna show you the kind of social skill sides of things that I've spent thirty thirty thousand dollars and five and a half years learning, just to be the best networker I could be.

Yeah.

But I want you to do them with each other, not with an AI.

Isn't that something new, though? Because that will make it three hours now for today?

So normally, this class is one hour, then you have one hour of exercise, and then you have the office hours. Usually, that's how it goes.

Oh, I'm a little confused. So generally speaking, there is three hours of you on Mondays?

Yep. Yes.

Yeah. Just the second hours and I'm in another class and you're doing an exercise.

I had no idea, but that's okay. So I would not be able to make it because I do. I schedule my my calendar to to have two hours with you, ten AM and two PM my time.

And, you know, sometimes things change, but so Okay.

I filled it up with other things. So I can only do this hour.

So this is this is what we'll do instead, because I thought that might happen. Friday, we have our implementation day. Do you two know about that yet? Yeah.

Okay. Good. So, hopefully, you have that on your calendars. Block it off if you haven't.

It's all day Friday. It starts the same time it always starts at this class time. It's the same time it starts Friday.

So whatever that is on your calendar. What we'll do today is I'll just go deeper into the listing side of things, and I'll try and give you some stuff that is not going be covered on Friday. So consider today your VCA deep dive, but Friday, be ready to practice, and we'll consider Friday a review. Because there we have people on Friday that are from other classes and won't have this deep dive, but they'll at least need the review so they can still do the exercise with you. So I apologize for kinda recapping some stuff.

However, the goal is I want you to tie in everything we've done this month. We worked on making your one hundred list if you didn't do that.

Basically, it's the list of people you're gonna network with. We worked on your AI conversations, where you copy paste the notes from Zoom calls, or you do a dictation, where you just hit dictate and chat GPT, and then you talk about what happened in the call. This could be thirty seconds. This could be a two minute

thing. It doesn't need to be, you know, a half hour cover of your one hour call. Don't do that.

And then we talked about the automations you can create using your CRM or Google Calendar if you wanna go simple.

Just don't use a piece of paper because papers don't get done. They can get on your desk and pile up, where it'll remind you to follow-up with this person. So what I want you to do is have an actual conversation with someone. We'll do this Friday since Hirsch is out.

No big deal. We'll do this on Friday. You'll have the call with someone, a mock call, and you'll practice the skills that we'll talk about today, and we'll do a recap on. But then I want you to take the notes either from your brain.

I don't think Fathom or AI note takers will work, and transcripts don't work in breakout rooms, so you will have to do a voice dictation, two minutes, three minutes max.

And then tell it everything you talked about, knowing that in the future, you would likely have a detailed transcript with everything that was said. Then you can talk to it. You can ask questions. Hey, what did we talk about last time?

Oh, we're gonna have another call. What do I say to them? That kind of stuff. So I want you to actually do it rather than just know how to do it.

Does that all make sense? Kinda pulling it all together?

Yes.

Cool.

Well, I have I have everything. I have two automations. One is for the networking for the people who I don't think they will be clients, but they have a big network. And I have the prospecting, and I do have also the in charge, GPT, I already put

some clients with the notes when I was talking to them the last time. So I have this part. Yeah.

Okay. Good. I also wanna check-in with you too just real quick. How's my audio sounding to you?

Very low. It's a bit low.

A bit low? Okay.

For me I don't know if I can.

It's good? I don't know if I can actually turn it on on this device turn it up, I should say. Yeah. I think it's on max, but, maybe if I just move this up. So I switched to a lapel mic, and I wanted to do a few weeks to see if anybody would even notice, and no one said anything.

So I'm gonna guess that This is higher.

Right, Minka?

If he pulls it up It's better?

Yeah. If he pulls it up, it's higher. Yes.

Okay. Good. So good to know. I don't know how close to put it to my mouth because the videos I've watched are not the same.

Okay. Perfect. So a little bit higher is better.

Yeah.

Okay. Good. Good. Good. Thanks for that. Yeah. No no more big giant microphone setup. Turns out that these are just as good with modern technology.

Okay. Thanks for the feedback. Well, let me think here. So I'm just gonna go even more detailed than I planned on today.

So I'm gonna say a whole bunch of stuff that's not gonna be covered on Friday and just consider it extra depth. So as you know my story, fifteen ish, something like that, years ago, I was a homeless drug addict, and I found coaching, and it saved my life. And the reason I even went to coaching though was because I looked at why did I end up homeless. Right?

What what was the scenario? Why did that happen? Obviously, were drugs. There were other things too.

But I noticed the real big issue was that I didn't have a support network. I didn't understand how to ask for help. I didn't know how to reach out to people. I was very kind of, hard headed on some of these things.

And then ultimately, that led to me being so hard headed that I wouldn't even ask for help in the worst case scenario of my entire life, including for my family who would have absolutely given me help. They would have never ignored me in that scenario, but I didn't even ask. So I had to really look at that. I had to look at what do you do about this?

How do people, you know, create a network? Because I heard this word, but I don't think at the time I even understood what a network really was.

And so I spent thirty thousand dollars in five and a half years researching, going to courses. I went to three nine month courses, and then I taught two of those courses for years after that for a man named Jason Gaddis. He is a relationship coach. He's very famous here in the United States at least. Right up there with Annie. He has this really good podcast called smart couples podcast.

And so working with him and working with other people like Stan Takin, who teaches about attachment theory and various therapists, I learned about some important things, interpersonal neurobiology.

What happens neurobiology. The biology of what happens in your brain when you're in interpersonal connection. Romantic, friendship, networking, all of it. Turns out a lot of this stuff, romantic, intimate, or just friends or just professional networking, has a lot of commonalities in the brain.

Why we do what we do? Why do we ask certain kind of surface level questions such as how's the weather? Or how are doing today? Or how is the family?

Some of us might be bored by the small talk, and back then, I couldn't stand small talk. I would barely, if ever, engage into it. I would just kinda go flat affect and tune out. Turns out that a lot of the things we do in our friendships outside of work, in our relationship, in our professional friendships, in our network, kind of operate on very, very at least in terms of interpersonal neurobiology, right, the biology of what happens in your brain when you're talking to someone, when you're connecting with someone, when you're hanging out with someone, it's pretty similar.

Now it may not be as intense when you get triggered by a friend or professional friend as it is when you get triggered by your partner, so there is definitely a difference in reactivity, sometimes patience.

But generally, what works in our personal relationships, even though content wise might be different, the way we are in our personal relationship also works in our network, in our professional network. So I'm talking about the people where maybe you don't cuss as much. Maybe you're more professional in the way you communicate. Maybe you speak about different things. So the content changes, but the way you do it doesn't necessarily have to.

So what can make for a really good interpersonal relationship in your romantic life also works at work. So I wanna talk about what those things are and having come from the place of this is not something I'm naturally good at. I'm not someone who naturally has really good interpersonal skills, soft skills as you might hear it called. So if you're someone who's like that, don't worry about it.

I had pretty much zero of these. I was very bad at it. I would consider past me, sometimes very crude and rude. I didn't understand just how to be warm, how to be empathetic, how to be charismatic.

So this is something you can learn. I'm not gonna propose that it's easy. It wasn't easy for me. But with a little bit of practice and some persistence, it doesn't have to be that hard.

So I went from being homeless drug addict who had no network, maybe outside of my family, and I wasn't even using the network I had, to now having a network where I've built my entire actually, all three of my successful businesses, because I've had some that weren't successful too. But the ones that did succeed were all literally based in me having a really powerful network.

And there's some caveats I wanna start off with. So if you just have a list of contacts, right, names and numbers and email, you are not a networker. You're a person with a list of contacts.

If you have all that same list of contacts, but you were helping people who don't know each other from within that list meet each other, you're actively engaging with that list of contacts, but they're actually meeting each other without you. That's how you know you're a networker. So if you're just reaching out and calling people and talking to them and catching up, that is part of the equation, but that's not really what a networker does. That's just what a good friend does. So a huge difference here is we're gonna do the same things, but we're also going to do something that maybe we don't always do with our personal friends, with our wife or husbands or girlfriends, boyfriends.

We're going to introduce these people to one another.

This is a critical piece because once you start overlapping people in your network on top of each other who don't know each other, maybe you've got your jujitsu friends like me, and you've got your work friends, and then you've got some men's group friends. Right? This is my personal example.

And now, I have people who have gone with me to jujitsu and met each other. I've had people who I introduce to work people, introduce them to coursework, like Evan. I've had coworkers meet Evan, things like that.

This is where even Burning Man. Right? The craziest event in the world I've ever been to. And I have people I've met at Burning Man who meet people in my personal life here in Austin, Texas.

So this is the way you want to think about it. It's not a bunch of silos. Right? Work, personal, where they never meet each other. They need to meet each other. And if you do this, there's actually a really useful hidden benefit. Now I don't do this for this reason, but it is useful.

Once those people find value within each other, that value could be friends, that value could be, hey, you said you need a weight loss coach, and I'm not a weight loss coach, but talk to my friend, Christo, here. He'll help you. Right? That kind of stuff.

Well, now, each time Christo and that person that wanted to lose weight meet each other, I am being even unconsciously footnoted for that relationship. So there's some kind of reward here where they go, alright. That was really nice of one. I got a client out of this, or I at least got a friend out of it.

Right? You can kinda see it when you hear it like that. But for some reason, generally, a lot of networkers don't do this. All they do is hunt for clients.

So one of the easiest ways you can be of service in networking is to simply connect these people to each other. So I just wanna throw that out there that this is sort of the litmus test of, are you a networker, or are you just kinda hunting for clients or just friends for that matter?

So let me talk now more about what I learned working with Jason Gaddis. We worked in his program. The program was called the deep psychology of intimate relationships deeper, and we taught couples and singles how to be in relationship with one another.

We helped them resolve conflict. We worked through attachment issues, all kinds of stuff, have more sex, fight less, learn to fall in love with your partner, that kind of stuff.

So I took and practiced because I left my work with him to go do my own thing, and I took my work with him to try and see, does this actually work in friendship? And, specifically, does it work in professional friendships?

So I tried this at networking events. I tried this on Zoom calls. I tried this with on actually, I do a personal challenge for, I think, a year where I went into Facebook, and I had something like thousands of people on Facebook. And I just tried to message and get on an actual conversation with every single person on my Facebook page.

Tons of those people did not result in a client. However, I did get clients from this, and what I found interesting is that what worked with my Facebook friends, many of which I don't even remember how I added them in the first place, no idea. And some of them, actually a very small amount of them, were people I actually knew, and also the people I met in person at live events, networking events, meetups. Some of these meetups were just board game meetups, things like that.

And then, of course, my clients, the people I know personally.

All across the board, the stuff that I worked with Jason Gaddis and other people on about intimate relationships actually worked in all of these settings. And I didn't, unfortunately, try and measure this because I didn't have a before and after, but my felt sense was this increased my conversion rate. I converted more people into clients simply by being a better listener. In fact, people would tell me I was a good listener. That's the main reason that I think this system works, because I would, not from everyone, but from enough people here, oh, you're such a good listener. You're such a good listener. Some kind of flavor like that.

So my sales went up. People felt more heard by me because they were literally telling me that. I got more friends out of the deal, and I was literally able to build

three successful different businesses just doing what I'm talking about today and the networking stuff. Again, I also run ads.

I've done funnels. I've done all the cool fancy marketing stuff, But the fastest way to cash that I've learned in fifteen years of doing these kinds of businesses is networking. I haven't been able to find anything that is as effective. I haven't found anything that's as fast.

And once you've done this for six months, a year or two, because everyone will have different, you know, speeds of which this works for them, you'll start to notice you'll get more referrals. This is definitely the method for referrals. So if you've got old clients that you don't talk to anymore, see if you can reach out to them again and practice some of this stuff. Just do a quick thirty minute catch up call, just tactically speaking here.

And this is literally what I do. Okay. So I've got an acronym. Like I said, today, we're gonna go way deeper than we're gonna go on Friday.

Friday is gonna gonna be a fifteen minute, twenty minute, very quick coverage. So just notice I'm gonna say a lot that's not on the slide deck, so you might have to take a little bit of notes. However, as always, there'll be a transcript and notes, on the replay too in case you don't wanna handwrite notes.

Also, I wanna show you something. I realized I'd never shared this with you in class, and I just shared this with Kim not too long ago. So if you're using NotebookLM this is just a quick tech thing that I realized I have never talked about. You notice how on the bottom right, it says Notebook LM on every single slide, and I don't know. It's just not, you know, professional.

And I you know, I'll own that I've been lazy in this class and left it on there because I'm trying to find a new system for making these slide decks. So I found a really simple tool to remove it. And as you can tell, looks identical except the logo's gone. So if you keep your eye on the bottom right, here's the clean version, not clean version.

Not clean version, clean version. Oops. So it's the same slide, but it literally perfectly just removes it, and it doesn't change the aspect ratio. Nothing. The tool is very, very simple.

Oops. I don't have it on the Google Chrome. I have it on. Brave. Here we go.

It's a watermark remover site. I'll put this link into the chat. It can be in multiple languages too in case you're not an English person. You could do it on videos, PDFs.

PPTX as PowerPoint. That's what NotebookLM makes. So if you download a slide deck from NotebookLM like I've shown you in the past, you would download it first and then just upload it. You know, select PPTX file, select PowerPoint file, and that'll bring up a menu.

You know, I have this one that I made in NotebookLM, so I upload it.

And as soon as I open it, you don't need to click this little thing here, the, aspect ratio. Don't worry about that. That's for something we're not doing. And you just click safe, remove, watermark.

It usually takes five, ten seconds max.

And now done. And you just download it.

Is it free?

It's free. Yeah. You can it's a donate only.

That's a that's a nice discovery because I always thought even though I'm using the paid version for notebook I m and it's still using this one. And usually, they they ask you to upgrade to remove those watermarks, but Oh, yeah.

That's not the case with NotebookLM, but, that's a nice discovery right there.

Yeah. I feel the same way. It's kinda silly that I pay for something that I have to have a watermark on. But, also, the infographic feature, if you look inside Notebook LM, just to be clear, we're talking about, this feature.

Where is it? Not seeing it suddenly. There we go. Infographic. That one, which you can also you know, in the prompt, can say, make an infographic and then describe it, you know, with blah blah blah, whatever you want.

You know, if you can do it in the prompt or that, once you do it, it'll create, I think, a PDF, if I remember right. It's an image, essentially. That's also something you can remove from.

And then if you make an image in Gemini, you know, with Nano Banana or, hey, make me a picture of something. That stuff, and you know how that has a watermark too? Those images can also be removed. So this tool is awesome. I'll drop it into the chat. It's just super, very, very useful.

And I realized I'd never told anyone in this class about it, so there it is.

And I'll put a little thing here, watermark.

That's beautiful. Yes.

And it's literally five, ten seconds of your time, maybe thirty seconds if you include uploading and downloading. Awesome stuff. Free of charge, probably free forever, donation based.

Yeah. Just wanted to show you that.

Thank you. Okay. And now that I've done that, you today, when you look at the drive, you'll see two slide decks because one has the logos, one doesn't. So don't be confused.

There's only one slide deck. One just simply doesn't have the watermark. Okay. So I'm gonna go more in-depth into these things.

But Friday, didn't sit as, you know, warm up for Friday.

And we're basically gonna be doing everything I talked about at the beginning of class, practicing conversations, capture notes, and turn that connection into a next step. That's where you can use real conversations with people to make content, for example, using keywords and phrases, that stuff. But you have to actually record the conversation.

And again, in Friday, we won't have your AI in the room because we have it set up where you can't do that. Generally, though, when you're doing these calls, you can use AI Fathom notetaker. You can use Zoom transcripts, Zoom AI summary. I don't recommend the AI summary because Zoom's AI summaries are mid at best. They're okay. They're not that great.

Any AI notetaker will work, but, unfortunately, on Friday, we won't be able to do the exact thing. So just know sometimes you won't be able to do it, and you'll have to download into ChatGPT or your LLM of choice what you talked about. So Friday, not today.

The idea is to practice, but what I want you to do is capture the information, summarize it. So you'll go into that chat before your next call, and then follow-up. Right? So before you follow-up with the person, go into that chat, summarize, hey, what did we talk about?

So then you can find maybe one or two things to mention in your reach out. Hey, last time we were talking about that business you wanted to launch, or you said you wanted to lose some belly fat, or in Minka's case, you talked about wanting to have better more intimacy with your your wife. Right? These kinds of things, you can easily pull their exact words doing the system as we've already done it.

So the acronym I wanna teach you that took me years to figure out, but I try to make all of that learning into something very simple, it's called brave listening.

And the reason I say this takes listen with courage is most people, myself included, we fall into autopilot. We don't have a specific system of listening. We just listen how we've always listened.

I did that and ended up almost doing that. So, you know, for some of us, we may not be naturally very good listeners, and that usually involves being curious. You know you're listening well if you are in touch with curiosity, not simply just asking questions.

And the way you know you're curious well, we'll get that here in a second. This also has to do with being present. That's probably the most important part here. If you're not present, it doesn't matter how you listen because the other person could detect you're not listening.

So, basically, you just need a really basic structure so you can notice what matters.

So be present. Be fully in the moment. This is the skill that probably is, for some people, the most difficult because it requires you to put the damn phone down. If you're aware of one of those Apple watches, you know, an iWatch, and it dings you, don't look at the watch. When you do that, there is an unconscious communication.

And as Sasha actually taught me a while back, no communication is actually communication. So if you're checking that watch, even though you're not saying anything, you are still communicating something. Even though it's that one second, three seconds, it's not harmless. That's a break of connection, and our brains are hardwired to look out for, am I boring the person?

Am I is the person who just looked at their watch annoyed? Do they not like what I'm saying? So when you look at your watch, when you get distracted, when you pull the phone out, it doesn't take a genius to realize that actually negatively impacts that conversation even if it feels like it's only a two second thing. That matters.

So maintain eye contact. Ignore the watch. Ignore the ding. Or do what I do, leave your phone and do not disturb when you're having meetings.

There's nothing that's gonna be so important unless you know there's a potential fire going on in your life. Generally speaking, there's nothing that important where you need to have your phone on twenty four seven. Now some of you may not to you, this seems obvious, but having been a networker for fifteen I networked before. I was homeless too, so about twenty years.

I can tell you this is the bane of my existence. How many times I've been in calls with people where they check their phone and they check their watch?

And I can tell you most people don't enjoy that, so don't do it. Very simple. Keep eye contact and be present. This is an embodied thing. Right? You can feel it. But I also mean be present in don't plan what you're saying or going to say.

A truly good listener thinks about what they're gonna say after they listen, not during. Right?

So, you know, you might ask questions such as what is top of mind for you right now, things that are trying to get them engaged. But for you, you're not thinking of those questions while listening. This is tricky for some of us because we'll be listening to them and thinking about, oh, I've had this experience. This is a very common reactive style listening, which we'll get back to reactive versus active listening in a second.

But it's very simple. Be present. Be embodied. And if you lose touch with presence, then own it.

You'd be surprised how much someone's actually picking up on you when you're internally checked out. And it's very easy. Even though it feels a little risky and dangerous when you say it, it's simple. Hey.

Sorry. Kinda went somewhere in my head there. What was the last thing you said? Or even better yet, hey.

Could you repeat what you said? The last thing I heard was and then say a sentence of whatever it is you last heard.

Own being lost in the conversation.

It sounds the fear is that if we do this, that we'll lose connection, that we'll look, you know, dumb or like we're not capable of paying attention. But in reality, this communicates trust. You can trust me because I'm being completely transparent with you. I'm being honest with you. And I've actually done tests with this where I would notice myself checking out in conversations with a few friends and my then girlfriend, And then I actually experimented with just saying every single time I got lost, and I mean every time.

And what I found is, you know, asking my friends, hey, by the way, when I asked you, you know, what you said, because I went somewhere in my head, how'd that feel to you?

They had a better, conversation with me simply because I was listening to the degree where I would actually own, hey. I went somewhere there, or I lost you, or could you repeat yourself?

Now granted, if you do this ten times in a conversation, you know, it might get a little frustrating. So meditate. Right? Get into the practice of being present rather than into the practice of reacting to what is being said.

So reflective listening, the r in BRAVE here. This is very simple. Paraphrase what they shared to confirm your understanding.

This doesn't mean say every single single thing they said. It also doesn't mean relate to what they said by sharing your own story. So for example, you know, in this Everest one, you went to Everest and got super sick. Oh, no.

What's next? But you if you're not really reflecting, you might say, oh, you went to Everest. Me too. And then you go into your own story.

At least attempt to reflect what you're getting. Right? So just like this example, what I might say, you went to Everest. If you just told me you went to Everest, I'm reflecting.

Now there's a reason behind this one. Here, I'll stop sharing for a second.

So when we reflectively listen, there is something that happens in the brain that's very interesting.

And if you're familiar with something that's called polyvagal theory, there's a lot of ways to activate what's called the vagus nerve.

The vagus nerve is something that's connected to the base of your brain. It's connected to your fight or flight response system, the amygdala. And there are things you can do in conversation that help activate the the parasympathetic system in a way to relax. So rather than agitating someone, like, when we feel like, oh, I wasn't done with my story.

Right? That can activate us even at a two out of ten, three out of ten, which makes the listening conversation makes the conversation experience not as good. Right? We want to say and do things that help people relax.

So one way to do this is confirming we heard what you said.

So when they do brain scans of people inside conversation where conflict is heavy, where there's a fight, it's a sensitive topic, this is specifically in couples, the brain scan showed that when someone practiced very simple reflective listening, that their their nervous system relaxed.

The part of the brain, the amygdala, that let up or the limbic system, which is the emotional system, sad, happy, angry, crying, that kind of stuff, relaxed. They lit up less when somebody was listening to them in a reflective way versus if someone did not reflect and they went into their own share in conflict, the amygdala in the limbic system lit up more, meaning they became more reactive, more fight, flight,

freeze, more f u energy, not love u energy. Right? So just by simply reflecting, they showed in the brain that people became more relaxed, which you could equate to a better listening experience, a better conversation.

So this isn't just intimate partnership. This works in any kind of con conversation. Doesn't have to be conflict either. Just reflect. So if someone gives you a few paragraphs, you give them a sentence or two. This little tiny thing will relax their brain. Now at first, this might feel a little clunky if you're not used to doing this.

And as a coach, this is especially useful because what you'll find as a coach, there's usually a big difference between what you think the client is saying and what they're actually saying.

So reflecting double works. On one end, it helps their brain relax so that they can be more here, frontal brain, neofrontal cortex, human brain. That's thinking, logic, being abstract, thinking big. That doesn't happen anywhere except here. So if you want them to do those things, you need to reflect. But secondly, reflection gives them an opportunity to correct you.

Right? So we might say something like, okay. You said you went to Everest, but you got sick. What's next?

And they go, oh, you know, I did get sick, but, actually, I did finish Everest. So there is no what's next. I actually got to complete it. It was amazing.

Right? So there's these little tiny nuances in conversation that oftentimes, if people aren't reflecting, the other person doesn't correct them.

So that means now the conversation has taken two paths. There's the path of what actually happened that the the talker has you know, that's their path, but then the listener's on a different path. Even though it might be close, and sometimes it's not close at all, this different path can lead to all kinds of complications, especially in ongoing relationships, like a coaching client, like networking.

So it helps to just confirm.

And you can even go to another level. Right?

Is that what you're saying? This is one of my favorite things to throw in. Right? Or did I get that?

It's an easy one. You know? So if someone gave me a few paragraphs about Everest, I might summarize with, okay. So you went Everest, you got sick, and you completed it.

Wow. First of all, that's amazing. And then you talked about the death zone and having to carry your own oxygen.

I didn't even know about the death zone. You know, you whatever is true for you. Right? You can react to what they're saying.

It doesn't have to be just pure reflection. Is that what you're saying? Let's ask a question, or did I get that? Am I with you?

Very, very easy way. So I have found that if you wanna go even beyond what your average listener does, ask them. Did I get that? Am I with you? Is that what you said? Did I get that right?

This is the same skill you wanna use in conflict with your partner, especially in conflict with your partner. You wanna confirm. Reflect, confirm. Is that what you said?

This will actually tie into active listening too, but it's not just reflect, you know, which is summarizing what they said into a smaller amount and try to use their words, not your words. You're not interpreting, which is the common move people do. Oh, you went to Everest and you had a good time. If they didn't say I had a good time, then don't say that. Right?

That's the translation, not a summary. A summary uses what was actually said. A translation is your version of what they said. Those two things are often, very often, not the same thing.

And having worked with couples for okay. I worked with them for, like, six, seven years. I can tell you firsthand and in my own relationships too, very frequently, a person thinks they understand you, but they actually don't.

And I would say eighty percent of the time, we don't fully understand one another.

You know? I even see this in class. I'll spend half an hour designing an exercise, and then I'll still get students who don't understand the exercise and ask questions that to me seem so obvious. It's not that they're dumb or not getting it.

That's not it at all. It's communication. Our brains just do different things in everyone's brains when we're listening. So what one person thinks is obvious, another person maybe English isn't their first language.

Right? Who knows? Or maybe they just didn't get it. Their brain did not get it.

So this is just obvious when I say it like that, but in practice, this is something we're missing all the time, and we hardly notice it. Because people will often or even I would say how to put this? People will rarely correct you.

Unless you make a glaringly obvious mistake in your listening, they will often just kinda roll with the punch, cause most people would rather have a smooth conversation than truly be understood, because truly being understood with someone who's not listening very well is actually extra work for the talker. Takes more mental energy. They gotta repeat them self. You're not asking, so now they don't wanna be annoying. Right? So what I'm talking about here is we have to first understand social norms. And a huge social norm is if you don't get it, oh, well, it's not important.

But, again, if you're having this path, the talker, and the listeners over here, the more you do that, the wider and wider the gap becomes.

So if you're practicing poor listening skills, it's probably the same listening skills that you're doing with your clients, with your husband or wife, your boyfriend or girlfriend, your friends, your coworkers, your networking.

And I can tell you again, having built my businesses and made most of my money simply from networking, that's where I get almost all my clients from, this is the skill. It is the skill that changes everything.

For me, it helped me find the first house I got into after being homeless. It helped me build a men's group where I finally got a support system, so I could have people to talk to about, you know, drug addiction, things recovery. But then I launched my own coaching business, and then I started getting referrals. Then I had old clients that wanted to be my client again.

Then I was able to find people that were higher level, more affluent clients. I got on podcast. I started finding interns. I started finding employees. I started partnering with people. I started getting gigs like the one I'm in right now working with Evan Pagan.

And I can truly accredit a big piece of why I have that success is because I listen better than most people I've met.

This is the skill. It'll improve not just your work. It's not just a networking thing. If you only treat this like a networking thing, but you don't do it anywhere else, you probably won't do it in networking either because your habit will be simply not listening well. So practice it. Learn it. This is something that goes very much so against the grain of what our brains naturally do.

Very, very, very few people do these things naturally. This is not an intuitive thing. You likely wouldn't do these things unless you learned to do it in the first place. So I just wanna go a little bit deeper there.

Reflective listening. It's not just saying what you heard. Right? It's engaging in the conversation in a way that's probably not intuitive for most people.

So that ties into active listening.

Now this is body language, but it can also be questions. This is sort of connected to be present, you know, be in the moment. And active listening is instead of, you know, being in like, if you imagine a conversation like a car and the the person talking is the driver and the person listening is, you know, in the side seat, be in the front passenger seat talking to them, navigating with Google Maps, making sure they get all the turns, not be the person in the back seat with their phone. Right? You're actively engaged. You're listening for things that you want to know more about.

And you're this is this is your opportunity to say, you know, can you tell me more about that? Or what was that like for you? Nodding. If they're close enough, like, my partner, I'll often put my hand on their knee.

With my mom, I'll put my hand on her arm and be like, oh, like that one time. Right? Making a joke. Touch. You don't have to touch someone, but these are just examples, right, you can do with friends, if they're closer to. If it's professional, you know, we're keep that eye contact, nodding, leaning forward, or mhmms, but with presence.

People can often unconsciously detect when you lose presence. So even if they don't say anything, if you're checking out in your mind going to yourself, oh, I got another appointment after this. I gotta get ready for it, or what am I gonna eat tonight? It seems innocent.

It seems so small and tiny. It's something we all do, but that moment is not active listening. Right? That's passive listening.

Passive is like letting someone talk while you're having a conversation with yourself in your head, or you're just checked out, spaced out.

This is detectable. Our brains detect so much information that we usually are not consciously aware of, but we are aware of it usually on an emotional level. The

limbic system is where this comes into play. So when someone detects that the person they're talking to isn't listening, even if it's for a few seconds, their nervous system does get a little spike, generally speaking.

And this can be expressed through micro facial expressions. Your face, everyone's face, makes micro facial expressions. These are things that happen in the human face that are so fast that only a high speed camera can detect them.

Your naked eye can detect them, but your conscious brain does not. So that means our faces are constantly doing these little tiny movements that our conscious brain is simply not aware of.

But our eyeball does detect it, and the unconscious brain does detect it. So this is why sometimes you might have that creepy feeling, right, at a party or someone's a creeper or someone might be following you. Women often talk about this. Right?

They nothing actually happened in the story, but they just had a feeling. Right? Or maybe you're talking to someone and you get it a feeling they're exaggerating or maybe being a bit dishonest. There's just a hunch you have.

Generally, this can be associated with the unconscious brain, the part of the brain that's doing all this work in the background because if it was doing it in the conscious brain, it would use too much glucose, too much brain food, brain energy drink. Right? Glucose.

That's the food of the brain. So if we put everything in the conscious brain, we'd be literally exhausted in the first ten minutes. It's just not possible. So there has to be a lot of stuff that's going on in the unconscious brain in order to free up energy for the conscious brain.

So if you think you're getting away with that checkout moment, I guarantee you you're not. They're just not gonna say anything, but they will feel something. Now they may not know why they feel that something. May they may not connect.

Oh, I kinda feel off in this conversation because that person checked out. It's not like that. They'll just feel off. They'll just feel bored of the conversation or something like that will appear.

I don't know what the emotion will be, but they'll feel something.

So in the famous words, they people might I I think, actually, I heard this from Eisenhower's wife originally, but I'm not sure. People will forget what you did. People will forget what you said, but they'll never forget how you made them feel.

How you make people feel is basically the most important thing inside of networking. If you make people feel like crap and like you didn't listen to them, they don't wanna be connected to you. Right? So if they leave that conversation feeling something that isn't a good thing, Maybe they don't know why because you were lacking presence. You weren't listening. You weren't active listening.

That's the thing they remember, not how useful you were, not the good content you gave. Oftentimes, people forget that stuff even if you give them some really good content.

What they really do remember is how you made them feel.

So this requires being actively engaged. If you're someone like me who checks out after three to five minutes of uninterrupted listening, like the person who's just going on a monologue for three to five minutes, I have to interrupt.

So interrupt him. Hold on. Time out. Is this what you're saying?

The fear is that you will lose connection by interrupting, but in reality, you're serving the connection and the conversation by doing so. And, again, I ran experiments on this, and I ran workshops on this too. We had the students literally try listening without any interruptions, and the person that was talking was supposed to go on a five minute timed monologue. And what we found when people rated the conversation at the end was that the conversations where the monologues were uninterrupted, both the talker and the listener rated the

conversation on a one to ten scale lower. Then we had them do the exact same exercise, but with a different person. These people didn't know each other, by the way.

They would the listener would actively interrupt the talker who was going on a monologue, and then suddenly, at the end, all of the numbers went up. So everybody rated the conversations, both talker and listener, higher on a one to ten scale when they were interrupted.

Only when, of course, it serves not to switch the conversation. You don't interrupt to switch. You interrupt to maintain the conversation. So someone's going into a monologue, straight up interrupt them.

Hey. Hold on. Time out. I wanna get this. Are you saying blank? And just reflect, you know, go back to reflective listening what you just heard them say.

This is a higher level active listening skill, so don't fret if you can't do it or it feels hard. Just practice. Just try to do it. It's something that even though it might be scary to do, it is something that they'll actually love you more or at least like you more for doing, especially your wife or husband and your kids. Trust me.

So then validate.

This is where most of us are hungry for.

Most of us are hungry for validation.

We all have that little boy or girl inside of us that didn't get enough validation. So give it to them. You know? And the magic words are that makes sense because. That makes sense because.

Very simple.

Harder to do sometimes because we forget to do it. So when someone's sharing an experience, like, oh, I went to Everson, got sick. Right?

Wow. And then maybe they're very proud, or they talked about how it's such a huge accomplishment. Then I might say to them, woah. It makes sense you're proud because you climbed freaking Mount Everest, and you got sick and did it anyways. That's amazing.

I'm validating their experience. That makes sense. Right? It makes sense. You feel proud because why did it make sense? Because you did something no one I know has done. You climbed Everest sick.

Right? So make it about why it makes sense. Right? Give them a reason. Now if you can't remember, can't come up with something, you can always just say, it makes sense. You're proud.

You can just do that too.

Bonus points if you can give a because, because of your actual reasons. Why do you think it makes sense?

That could be a multitude of things. It could be literally just saying something they said. You could make it something else. That makes sense because, gosh, when I get sick, I freaking cull into work. You climbed Mount Everest. Right? I can make it a little bit about me, but, really, the validation's about them.

And then this is something I threw in here because I was past tense. I'm not so much this way anymore. Someone who had a hard time emoting. Emoting means showing or sharing empathy and emotions.

It was kinda flat affect all the time, sort of boring. Right? So talk about what you're feeling in these conversations. Hearing that, I felt.

These are the this very simple thing. I usually say this at the end of the conversation or right after they say something that was obviously impactful. Right? So if someone just said, you know, I was sick.

I was you know, had altitude sickness using these oxygen tanks, trying to get through the death zone of, Everest, and I go, hold on. Woah. Dude, hearing that, I feel, like, equally excited and curious about what you're about to say, but I just have to you know that I'm impressed right now. Right?

That little sentence or two I just said is gonna give them some love juice. They're gonna get a little dopamine squirt. They're gonna get some serotonin. Right?

Share what you're feeling when you feel it. If you feel something, talk about it. It doesn't have to be, oh, I'm so in love with you. It can be if that's the correct person to say that to, but when you feel something, show it on your face.

And if you're someone who can't do that, because I often struggle with that, oftentimes people don't even know I'm upset, and I can be really angry because my face looks the same as when I'm not angry. So I would have to say things like, hearing that, I feel, you know, six out of ten angry. You know, in in partnership and conflict, I'll say things like that. So when you feel it, say it.

Just be honest with them.

And this one I got from a very good friend who is probably the best therapist I've ever met, Rob Wong. God, that guy is amazing. And he said something to me when we were rock climbing once I'll never forget. He said in his master's program, he learned, ask questions you actually want to know the answer to.

This is the curiosity skill.

So if that means you have to take a moment to think about what it is you want to ask, that's okay. You might even say, hold on. I'm thinking.

I'll often say, hold on. Give me a sec. Right? And then what do you actually wanna know the answer to?

This and I say this is so important because most of us are just hip firing, reactive listening. Someone says something and when react with something without

thinking. So make sure first you actually want to know the answer. That's a good litmus test for are you still curious?

Be interested, not interesting. Don't try to impress them with how cool and amazing and fascinating you are. Seek to understand curiosity yet again.

Ask questions, deepening questions. If they talked about Everest and had this whole story, you might follow-up with, okay. Now that you've done this amazing experience with Everest, what is next for you? How do you feel about that?

What are you gonna do with this? Are you gonna do something else?

Like, is there another mountain? Right? Whatever you wanna know the answer to, keep digging.

And then if you don't know what to talk about, remember rose bud thorn. Right? Like a rose. What is working?

What do you like? What are you in love with? The rose is already here. Right?

So what is this beautiful flower in their life? Bud. A bud is a growing flower. Right?

It's not quite here yet. What is emerging? What's new? What you're working on? Thorn. Right?

Like getting a poked thumb. What's a pain in your ass? Right? What is challenging?

This is where you can get all the information you need to make it an interesting conversation. Rosebud thorn. Now I'll make it a game sometimes. I'll say, hey.

Would you do a game with me? It's called Rosebud thorn, and I just explain what each of those are. And then I say, okay, now that you know, what's your rose? Or you can just ask these questions and know in your head this system, Rosebudthorn.

Hey, tell me what's working in your life? What's something you're like, you're enjoying?

And then, of course, capture the notes after the call.

Use an AI notetaker. If you're in person, you know, you might have to dictate to your LLM of choice immediately after the conversation.

Now don't worry about this. We'll do that later, but I'm gonna give you this link here.

It has all the information. This is called live networking practice with AI tools. All of this month's core, classes are in this one folder.

So that's why I'm giving you I'm explaining that. So here's the folder.

Alright. Slides are right there for you, Christel. They'll also be on the replay.

So like I said, this is a much, much, much, much deeper dive than we're going to go to Friday. Friday, we're just gonna do a quick summary, and then we're gonna do it. So here's your homework. If you have a partner, which is Christo, don't know if you do you have a partner, Christo? I never heard you talk about that.

You mean romantic partner?

Yeah. No. Okay. Or a friend or a girl or a guy maybe you're interested in.

You know? It's twenty twenty six. You can be whatever you wanna be. But find someone to practice this with.

Don't have to, like, be religious or anything. Just give it a one single shot. So that way Friday is not the first time you've done it.

And if you just have this thing, you can even have it open. Be like, hey. Learned this thing. I wanna practice with you.

You wanna do this? That I have practiced these tools literally hundreds, if not thousands of times now, intentionally pulling my notes out to do it. So trust me, people won't be bothered. Alright.

I gotta hop off for this other class to all. I'll see you Friday.

Thank you. Can we get the slides?

They're in this the chat.

I don't see it.

Google Drive folder?

No?

Them.

Oh, yeah. I see it now. Okay. It just came Thank you so much. That was amazing. I appreciate you, Warren.

Yeah. I'm glad you like it.

Is, like good stuff.

Yes.

Part of my life's work, so I'm glad you enjoy it. Definitely. Thank you.

See you in another class.

Yeah.