

7 CONVERSATION SECRETS

**That Will Make You Confident,
Interesting And Likeable**



Eduard Ezeanu

A Short Introduction

In my 9 years as a professional communication coach, I've discovered something truly amazing.

It's this:

If you want to be great at having conversations with people, then it's not enough to just memorize conversation starters or read surface-level advice on how to improve your body language.



No, you have to go deeper.

I've come to realize the people who are the best in the world at forming a good first impression, connecting with others, and creating lasting relationships have one thing in common:

Their inner mindsets and attitudes.

In this report I'm going to give you a few of the big keys to having conversations that make people see you as being confident, interesting and likeable.

These are lessons I've learned from coaching over 100+ people from 20 countries. I've coached everyone from students to professionals. From regular people who want to be more outgoing and social ... to millionaires who want to reach the next level in their professional lives.

The secrets you'll learn in this report will help you get ahead in your social, professional and dating life.

Let's begin.

Secret #1: Why Most Conversation Advice You Get Is Terrible and the Real Art of Making Great Conversation

Being able to make good conversation is an important skill. And there is a plethora of books, articles and courses that aim to help you develop this skill.

But what does it mean exactly to make good conversation? This is where I believe that most advice you'll read or hear on this topic goes wrong right off the bat.



Most conversation guides will teach ideas such as:

- ✓ Try to listen to what the other person says and seem interested, even if you don't really care about the topic.
- ✓ Let the other person do most of the talking and navigate the discussion, to ensure they're having a good time.
- ✓ Always smile and try to seem cheerful, even if inside you're not feeling like that at all.

- ✓ Shower the other person with compliments, and try to make them seem sincere.
- ✓ Try to say things that show you're knowledgeable or well educated and make an impression.
- ✓ Don't disagree with the other person and don't say anything that might appear out of place.
- ✓ Be nice and courteous with everyone you talk with, etc.

Popular books on the art of conversation like Dale Carnegie's famous "How to Win Friends and Influence People" or Leil Lowndes' "How to Talk to Anyone" are packed with such little tips and advice.

Do you see a problem with them though?

I do. I see a major problem. And it has to do with the mindset all this advice comes from.

The Huge Problem with Most Conversation Advice

Essentially, all this advice is based on the assumption that your job in any conversation is to make the other person enjoy the experience as much as possible and get them to like you. Conversation is entirely about the other person and earning their approval.

The vast majority of advice you'll find today on making conversation comes from an approval-seeking mindset. And this makes it not only psychologically unhealthy, but also highly detrimental to your social life.

First of all, since it comes from this mindset, this kind of conversation advice is likely to make you feel very nervous and self-conscious in social settings. That's how you feel when you suppose you have to please every single person you interact with.

As a confidence and communication coach, I work regularly with shy, insecure or socially awkward men and women. Many of them have become

this way precisely because they were told too much to be nice, avoid arguments and make sure others like them.

So much that they started ignoring their own needs and believing they must always please other people. And continual exposure to advice of this sort only strengthens this anxiety-generating mindset.



Dale Carnegie was wrong. That's right; the father of social success literature was wrong. Well, actually, to be more accurate, he gave the right advice to the wrong people. Or the wrong advice to the right people, depending on how you look at it.

There are people who are total assholes with others and could very well benefit from guidance such as “be more polite” or “be attentive towards other’s needs”.

But guess what? These are not the people these messages get to. These are not the people reading “How to Win Friends and Influence People” or surfing the web for articles on making small talk.

Because their concern is not to make friends and they sure as hell don't give a fuck about hurting others. And when someone gets hurt, they see it as that person's fault, not theirs.

Ironically, the people who do get exposed the most to this type of conversation advice are precisely the ones who need less of it. The shy, insecure people who seek to better their social life.

Second of all, when you're in an approval-seeking mindset, this makes social interactions a burden instead of a normal, enjoyable part of life.

It's no wonder many people hate going out, meeting new people and making conversation. It's because they think that when they do so, they have to turn themselves into this extra-nice, super-polite social clown, who's only goal is to please others.

And last but not least, this kind of conversation style I exemplified, which creates and is created by an approval-seeking mindset, frequently makes you seem needy, inauthentic and just plain odd.

You may think it helps you make a great impression on others, but trust me, more often than not, quite the opposite is truth. So if you're following this kind of advice yet people simply don't want to be your friends, now you know why. Who wants to be friends with a needy, insecure wuss?

A Much Better Way to Make Conversation

I take a different approach to making conversation.

I believe that ideally, conversation should be a win-win experience. You offer value in a dialogue, and you also receive value. It's a voluntary exchange of value on a free market where there are multiple suppliers and recipients, and each person is a supplier as well as a recipient of value.

Consequently, the best style of conversation is a type that facilitates both giving and receiving a lot of value. This entails:

- ✓ Trying to find topics of mutual interest to talk about rather than talking solely about whatever interests the other person.
- ✓ Disagreeing with somebody and stating harsh truths if you want to, but in a diplomatic, thoughtful manner.
- ✓ Being yourself instead of playing a role and turning a simple chat into a chore.
- ✓ And most importantly, being willing to walk away from a conversation if it's clear that it simply can't be a win-win experience.

Can you see how this type of conversation would feel more real, require less exertion, and be a lot more enjoyable, provided that you learn to stop needing everybody's approval?

It will have all these qualities and more. It will help you build stronger, longer and better relationships with people, and a social life that you absolutely love. In conversation, a win-win approach is the only way to go.

Transforming Your Conversation Style

Adopting this new approach to conversation begins with deciding to stop looking at conversation from an approval-seeking mindset and to start looking at it from a win-win mindset. It's not about pleasing others; it's about making it, if possible, a positive experience for all parties involved.

Once you made this decision, your way of thinking about social interactions at all levels needs to shift in order to stop feelings like you need everyone's approval.

I'm not talking just about the way you consciously understand socializing, I'm talking about your usual thinking habits relating to social interactions, which get triggered outside your conscious control, as well as some of your deeply ingrained beliefs about yourself and others.



For this, you have to practice thinking in a new way and behaving in a new way with regard to social situations, aligned with this win-win mindset, and do so in a systematic, efficient way.

If you do so, it will quickly become your second nature. You'll find yourself feeling incredibly confident and relaxed in conversation; you'll be able to take charge and be authentic with others.

With this idea in mind I created my [Conversation Confidence guide](#). It's a step-by-step blueprint meant to teach people who want to enjoy better relationships how to stop needing the approval of others and empower them to make confident, genuine and effortless conversation.

And the results those who bought this guide have achieved using it are nothing short of remarkable. You can learn more about the guide [here](#).

As your thinking shifts towards win-win and you feel more confident in social settings, it's then advisable to also work on developing constructive conversation habits, which facilitate win-win conversation.

You can read practical books and articles on conversation that are coming from a healthy mindset and apply the advice in them. This advice should be significantly different from the trite "always listen to others" "compliment them a lot" and "be nice". You know that's not the solution.

And finally, keep in mind that the best way to better your conversations is by bettering yourself as a person. Read, travel, do new things, learn new things, experiment, challenge yourself, and do it primarily for you.

As an interesting side benefit though, you'll build up a huge repertoire of cool ways to add value in a conversation. And this kind of value bringing will happen nearly effortlessly. All you have to do is be talkative and fully engage in the conversation.

Interacting with others can be an amazing, deeply-fulfilling experience. Some of my best memories are times spent with other people. And I find this is a nearly universal occurrence.

But it is key to have the right mindset about yourself and the right mindset about talking to people. Coming from this mindset, you'll be able to make unparalleled conversation and you'll constantly be looking forward to social events and social opportunities.

Secret #2: 6 Signs That You're Socially Awkward and How to Fix This

If social interactions don't go for you as well as you would like and you sometimes tend to put your foot in your mouth during conversations, you may be asking yourself: "Am I socially awkward?"

Drawing from my experience as a social confidence coach, I want to explain the characteristics of socially awkward people and help you comprehend if you are socially awkward or not, as well as show you what to do about it.

The Profile of Socially Awkward People

Socially awkward persons possess a set of distinctive traits. The more of these traits you have and the larger their degree, the higher on the social awkwardness scale you're likely to be. Here they are:

1. Feeling nervous in social settings.

The typical socially awkward person doesn't feel comfortable in social situations. They are anxiety producing.

This is one of the main factors that often make them behave in weird ways around other people. Nervousness leads to a creepy demeanor, and realizing that your demeanor is creepy creates even more nervousness, so we have an ongoing negative cycle.

2. Not understanding social norms.

Often when I talk with a socially awkward person, they tell me they often don't know what's appropriate for them to do and what's not in a social situation.

They don't know how is it OK to start a conversation, what conversation topics is it best to talk about and when, or what is it suited to joke about and what is it not. Obviously, this lack of understanding can lead to either weird or shy behavior.

3. Often having a different impact than intended.

It's common for socially awkward people to joke about something and others to find the joke uncalled for, or to try and give a compliment, only for it to come off in a distasteful way.

In other words, they intend to generate one result, and they end up generating a totally different one. This mismatch is a sign of a deficiency of social calibration.

4. The lack of conversation flow.

Everybody has conversations that don't flow, have awkward silences or end abruptly. But for socially awkward people, this is the rule, not the exception.

Their conversations are habitually like a rough wagon ride on a bumpy country road.

5. Frequently being avoided or ridiculed by others.

If others actively try to dodge interactions with you, or they often mock you during them, they probably see you as the weird person in the group.

And if they see you this way, it can be a sign that your social behavior is awkward and makes it easy to attract the derision of others.¹



¹ Image courtesy of DaveAustria.com

6. The lack of meaningful connections with others.

Since they struggle with making conversation, feeling at ease around others and expressing themselves effectively, socially awkward people typically lack strong connections with others.

They generally have few friends, if any, and a very small social circle. They spend a lot of time alone and to say their social life is less than fulfilling is an understatement.

OK. These are the 6 distinctive traits of socially awkward individuals. Taking them into consideration, this is a good moment to ask yourself again “Am I socially awkward?”

If The Conclusion Is “I Am Socially Awkward”

If the conclusion of this self-assessment is that you are socially awkward, this is likely an issue with a visible negative impact on your life. You could have much better relationships and be a lot happier if you deal with this effectively. I have three essential pieces of advice I can offer you.

The first and most important is to develop your social confidence.

To a very large extent, social awkwardness is produced by shyness and anxiety in social settings.

When you're anxious, you can't think straight, you stumble, bumble and fumble around, and thus you embarrass yourself. Work on improving your social confidence, and I promise you that most of this will take care of itself.

Check out this free presentation I've created to learn how to eliminate anxiety and boost your social confidence.

The second advice is to learn the basic social norms.

The basic principles of social interactions can be learned from books, courses or socially savvy people. Knowing them and applying them will aid you adjust your social behavior to the situation.

However, beyond the basic principles, everything else can only be learned through experience. No other person can tell you exactly what to do and say during a social interaction.

This is why the third advice is to gain lots of experience interacting with others.

Meet new people, make conversation, experiment, notice the results and fine-tune your behavior accordingly.

In time, this real-life social experience will transform you from socially awkward to socially intelligent. And of course, a huge part of the nerve to do all this socializing comes, again, from developing your social confidence.

If you want to discover exactly how you can do this, make sure you watch my [social confidence presentation](#).

Fortunately, overcoming social awkwardness is absolutely possible, no matter who you are. You can become a socially calibrated person who makes conversation effortlessly, has awesome friends and enjoys a great social life.

The key is to use focus on achieving this with determination, seek the best advice available and implement it.

Secret #3: How to Be More Likeable

We all want to be liked by others, but few of us actually know how to be more likeable. Making yourself more appealing to others is a subtle social skill and it requires a good understanding of some key principles of human psychology to master.

If you're interested in how to be more likeable as a person, either to benefit your social life, your dating life or your career, I'd like to give you my perspective, based on my experience as a communication and confidence coach.

Before anything else, there is one crucial aspect to grasp.

You Can't Get Everybody to Like You

No matter how you are and what you do, not everybody is going to like you. Human tastes and preferences are very diverse, and very often the very behavior that will get some people to like you, will make others dislike you. And you just can't switch between behaviors as you want, all around.

I've met some very likeable people over time. But none of them were liked by all. Even persons who were very upbeat and friendly with others, some found to be annoying because of this trait.

So if your goal in learning how to be more likeable is to get everyone to like you, forget it. It's not gonna happen. However, you can make more people like you, you can increase your likeability factor, and this can be a goal worth pursuing.

Since I touched on this idea, it's worth adding another thing.

Wanting to Be More Likeable May Be a Form of Approval Seeking



I regularly coach men and women who want to be more appealing to others. One thing I noticed about them is that, frequently, they already are very likeable and many people do like them. But they aren't happy with this. They feel they need to get everybody to like them, and this is their motivation.

This is what I refer to as an approval seeking attitude, and it's not only unproductive, but also psychologically unhealthy. It's often rooted in shyness, low self-esteem, perfectionism or a deep feeling of inferiority to others. This is what makes them want to be adored by all and never be rejected.²

But this is a very unrealistic and disturbing expectation to have, which does more harm than good in one's life.

If you feel that such a motivation is a big component of what is driving you right now to want to learn how to be more likeable, then I encourage you to shift your priorities and instead of trying to learn this, seek to learn how to stop approval seeking and be socially confident.

This being said, if you still want to become more likeable, here are my 5 key ideas on how to do so.

² Image courtesy of [Zitona](#)

1. Be Positive

People who are happy and positive tend to be by far the most likeable people. These are the people who talk about positive stuff rather than negative stuff, show optimism, radiate feelings of joy through their body language, joke around and focus on having fun.

This feel-good, have-fun attitude is extremely contagious, and it makes others around them feel good and enjoy themselves as well. And then they end up liking such a person for helping them feel this way.

2. Be Confident

Confidence is also a very likeable trait. Sure, some people find it intimidating, but most are very drawn to it; and as I said, you can't please everybody. There is something very alluring about a person who is centered, self-assured and at ease with themselves.

If you lack confidence, fortunately, you can develop this trait. Confidence is nothing more than the result of a certain habitual way of thinking about yourself and others. And there are now a few very effective tools for developing it.

3. Have Empathy

Empathy is essentially the ability to understand another person's feelings and point of view. This is a very important social skill because all people have a strong desire to be understood by others. And empathy permits you to genuinely understand them, as well as to convey this.

Empathy is something you can develop mostly by interacting with others, going beyond superficial conversations and actively seeking to understand them. This is the best way I know to gain empathy: real contact with real people and their inner and outer worlds.

In addition, reading books with complex characters, learning psychology and observing people and their behavior can also help significantly.

4. Have Integrity

Integrity is a very likeable attribute, and one you won't hear much about. When you have integrity, it means that you say what you think and you do what you say. Your thoughts, words and actions are aligned.

Why is this important? Because it makes other people trust you. And there is a big overlap between trusting someone and being fond of them. Cultivate your integrity and you'll notice others will be more open with you; they will appreciate you more and like you more.

5. Have Something Interesting To Say

Last but not least, as a rule, the more interesting what you have to say is the more interesting and likeable you tend to be as a person. So no discussion on how to be more likeable could skip this concept.

How do you have interesting things to say? There is no shortcut. The bottom line is that you need to have a rich life, with diverse activities, challenges and learning experiences. Then you'll naturally be able to converse on a wide range of topics and have intriguing things to share. You become an interesting person by developing an interesting lifestyle.

As you can see, becoming more likeable is not really something you achieve through a bunch of quick tricks you can use in social interactions. Sure, tricks may help a bit, but they are not a solution to create a visible and lasting enhancement of your likeability.

If you want to be more likeable, it's important to develop the traits and attitudes of highly likeable people. Which is something you can absolutely do. I've seen many folks achieve this over the years, and it's an amazing process that will yield benefits you can't even imagine until you experience them yourself.

Secret #4: How to Be Charismatic

Charisma is a sexy word and a sexy trait. I believe that knowing how to be charismatic can greatly enhance your relationships, your career and your social life, so I couldn't pass up writing about it.

What Is Charisma?

Charisma is hard to define exactly, which is why, interestingly enough, many definitions will actually mention that it's hard to define exactly.



This is probably because there are so many kinds of people, with so different personalities that are commonly labeled as being charismatic. What do Gandhi and Oprah have in common? Not much, but they're both considered highly charismatic.³

That's just it with charisma: it's not one trait, it is rather a label we use to describe a wide range of personality traits. Basically, anytime someone makes us feel warm and tingly inside on a consistent basis, we call that person "charismatic".

The critical thing all charismatic people have in common is a strong appeal to others which enables them to connect with others and influence them at a deep emotional level. For this reason, I think that knowing how to be charismatic is a noteworthy thing. This being said...

³ Image courtesy of [Gregory Bastien](#)

Here's How to Be Charismatic

Now, there may be many types of charisma, but there is a common thread running through all of them. Understand this common thread and you're on your way to consciously developing your charisma and skyrocketing your people skills.

As a social confidence coach, charisma is one of the most fascinating traits for me to study. I believe there are five important things you need to do in order to be charismatic.

1. Fucking Relax!

Every charismatic person I've ever known or studied is very comfortable in social situations. They are able to relax around people and have chill interactions, or else they are able to fake it really, really well.

Now, I want to emphasize that this is rare: most people aren't fully relaxed and themselves in most social interactions, with the exception of those with close friends and family. There is a certain degree of discomfort they feel in social interactions. Learn to get over that, and you send out a radically different vibe.

If this is an issue for you, check out my [free conversation confidence guide](#). In this guide, I'll reveal to you the secrets to becoming confident and relaxed in social settings. Go here to learn more about it.

2. Be Present

Another thing charismatic people have in common is that they are present in social interactions. They're not in their heads, hyper-analyzing the interaction or imagining where it will go. They are in the moment.

This is extremely important because being in the moment allows you to respond to what's happening in the interaction in a calibrated and at the same time spontaneous way. Whenever you catch yourself being in your

head when interacting with someone, stop yourself and practice being present.

By the way, my free conversation confidence guide will help significantly you with this as well.

3. Listen At A Deep Level

Deep listening means not only paying attention to what the other person is saying, but also being able to hear what has not been said, but it is there. It means understanding the needs certain words convey or understanding the emotions certain body language reflects.

If you want to learn how to be charismatic, this is a skill you simply have to master. A deep interpersonal connection happens when you are listening at a deep level. It's essential to really pay attention to the other person and read the more subtle messages beyond the simple words.

4. Be Expressive

Charismatic people can convey their own feelings and ideas in a powerful way. They are able to state things clearly, and they use suggestive words that elicit powerful emotions. They also put their voice and their body language into it, thus enhancing the power of words.

This expressive style of communication can be learned. The main thing is to consciously focus on using more and better both the verbal and non-verbal channel, in order to get across your message.

5. Develop Your Social Intelligence

This is a tricky one. Charisma is to a large extent the result of understanding social dynamics, of understanding how people behave around other people, why they do so and what consequences it has.

A person with good social intelligence is able to adapt their social behavior to produce effective results. You truly comprehend how to be charismatic and you can be so when you have a well developed social intelligence.

The five points above are much more than simple action steps. They are each attitudes, habits and people skills in themselves.

You want to know how to become charismatic? Here's how: You put in the time and energy to get a fine-tuned understanding of these five traits and to develop them.

Charisma is not that illusive trait people make it out to be. It has a structure; it can be learned to a big degree. If you put in the work, you see the results.

Secret #5: Top 10 Conversation Topics

Recommending people conversation topics is tricky. Personally, tuning my people skills, I have learned to talk about anything and everything. I can do this now, not because I know a lot of stuff (which I don't), but because I can relate with people on any subject.

Simultaneously, I am aware that particularly when you're talking with a person you've just met it's good to understand what the interesting conversation topics that go well with most people are. Thus, you can start a conversation on a common ground and build rapport fast.

With this in mind, I am giving you ten fine researched conversation topics I believe work fabulously in most conversations. So you can confidently pick from them in your social interactions and then adapt the conversation topics as you learn more about the other person.

1. Human Psychology

We love the subject of human nature and nurture. We want to understand ourselves better and to understand others better. To some people, this is almost like having a superpower.

Talking about how we are, how our mind works, why we do what we do and anchoring this in real life is always interesting. Furthermore, if you know some fascinating psychological theories, you're sure to woo anybody.

2. Traveling

Nowadays, traveling is highly accessible and it is the favorite pastime of many people. Almost every person out there with a decent income does some long distance traveling every year and has a lot of stories to tell.

For this reason, I find that it's very easy to get other people talking about their traveling experiences and to relate with them. Plus, I have filled most

of my traveling agenda based on recommendations from others. So I killed two birds with one stone.

3. Books

From what I can tell, almost everybody with a level of education above high-school reads books, at least once in a while. Sure, people may have different tastes in what they read, but the subject of books in itself is very big and juicy.⁴



Also, keep in mind the alternative sources for reading material such as newspapers, magazines, journals, websites and the increasingly popular... blogs.

4. Movies

Books may have their limits as an interest, but I'm positive that everybody who doesn't live in a monastery watches movies. In my perspective, this is one of the richest conversation topics out there.

The caveat is that a discussion about movies can quickly get boring, so you want to be careful and elegant with it. You most certainly don't want to abuse this topic.

5. Women/ Men

I often say that men's favorite conversation topic is women, and women's favorite topic is men. You might as well exploit this. I have rarely seen two men connect as easy as when they are having a discussion about the 'prey' (and I'm not talking about wild deer).

⁴ Image courtesy of [Bethan](#)

Even if you're talking with a person of the opposite sex, talking about either men or women (pick one at a time) can be very engaging. We generally love to get the perspective of the opposite sex on this subject.

6. Hobbies

There is a wide range of hobbies people may have, from polo, to yoga, to pottery. I frequently like to ask others about their hobbies. Even if we may not have a lot of hobbies in common, they present a good opportunity to get to know the other person and perhaps discover a new, exciting hobby for myself.

Preferably, avoid talking with a workaholic about their hobbies, as they will politely (or not) explain you how they work 70 hours each week. Speaking of workaholics...

7. Career

There is a huge difference between a job and a career. A job is what you do at one point or another for money. A career is a journey of learning, adding value and receiving value that stretches over most of your lifetime.

You don't want to narrowly focus a conversation on "What do you do for a living?" You want to also explore career plans, career challenges or the journey so far.

8. Bars, clubs, pubs and coffee shops

One of my favorite conversation questions is: "Where do you go out?" Some people prefer places where they can dance, some where they can eat and others where they can just hangout or use their people skills to socialize.

Nevertheless, most persons do like to go out of their cave and explore their immediate surroundings. Conversation topics involving their experiences in this area are definitely a good idea.

9. Food

There is this subtle attraction most of us humans have towards food: making it, seeing it, acquiring it and eating it. It's not just a subject for housewives and chefs.

Subtle conversations on the art of cooking or the art of eating, sharing small details about the kinds of foods you like and how you eat them, these create a bond between people.

10. Events

If you live in a relatively big city (and chances are that you do), there's a lot going on in it every day of the week: conferences, celebrations, marches, strikes, accidents, alien invasions and so on.

Such events create one of the best conversation topics for some quality small talk at the beginning of a conversation: they're easy to bring into discussion, somewhat interesting and they're happening somewhere near you.

These are ten conversation topics I use quite a lot and I find well suited for almost any conversation. They're a good tool to engage people, make interactions enjoyable, build relationships and reveal your charismatic personality.

However, they are only the second layer in making conversation. Check out my [instructional presentation](#) on conversation confidence to learn how to put a solid foundation.

Secret #6: How to Start a Conversation

Some people seem to naturally know how to start a conversation. They can kickoff conversations anywhere, from a party, to a seminar, to a queue at the supermarket. I've always admired these rare people.

On the other hand, working as a social confidence coach, I often meet people who don't know how to start a conversation and struggle with this, either all around or in particular types of situations.

Learning how to start a conversation easily and effectively has been one of the key points in developing my people skills, and this is a big part of why I also enjoy teaching it.

Forget What You Thought You Knew About Starting a Conversation

Chances are, you already have a baggage of concepts on how to start a conversation from word of mouth, family education, books and articles.

My first recommendation in order to boost your conversation skills is to leave them behind, because most of them probably come from limiting mindsets. I'm talking about mindsets that overemphasize the importance of politeness or make impressing others the conversational priority.

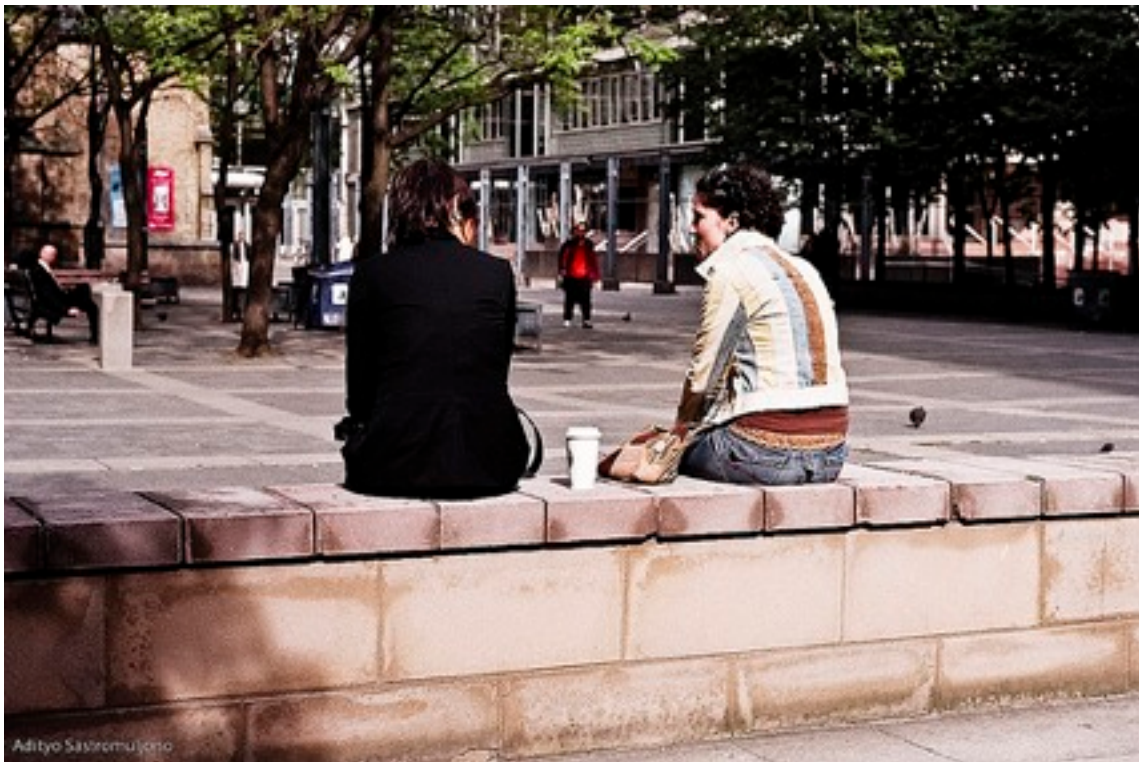
I find that most advice on how to start a conversation makes you come off either rigid and insecure (at best) or creepy (at worst). So I'm going to take you into a somewhat different frame for starting conversations.

I think you first need to get a good idea of how to develop your conversation confidence. Once you get the attitude component handled, starting conversations with anyone becomes a walk in the park.

The Golden Rule: Be Friendly

Forget about impressing people right off the bat when you start a conversation. You'll have plenty of time to impress with your slick, charming self. I have one golden rule for starting a conversation and that is to be, or at least appear, friendly.

Your goal is not to impress, it is to show that you are a relaxed and sociable person who wants to have an enjoyable chat. That's the best way to engage another person in a conversation.⁵



When I work with my clients to help them improve the way they initiate a conversation, we focus on developing a friendly vibe more than anything else. And a friendly vibe is demonstrated mostly by your non-verbals.

So instead of focusing on coming up with clever conversation starters that will instantly woo the other person, focus on:

⁵ Image courtesy of [Batara](#)

- ✓ Smiling and holding eye contact;
- ✓ Breathing regularly and relaxing your body;
- ✓ Keeping your posture open and non-threatening.

Ask Good Questions

One of the most important tools for engaging another person in a conversation is your curiosity. Your curiosity best manifests itself in the way you ask questions, which is one people skill I think is critical.

First of all, you want to ask big, open-ended questions that require more than a 'yes' or 'no' answer and create for the other person the context to really talk about themselves.

Secondly, you don't want to stick with the typical questions as conversation starters just because other people do so. The questions you ask, in my view, should be authentic and reflect your honest interests. You have much better chances of taking a conversation somewhere by putting your real interests forward.

Yes, Preparation Is Fine

If you struggle with starting conversations with some people or in some contexts, it's OK to use conversation starters you've learned ahead of time and practiced before. Equipped with good conversation starters, you will have a tool for engaging people and you will feel more at ease.

However, it's really dangerous to become depended on lines and conversation starters. This instructional presentation on conversation confidence I made explains why. If you have trouble starting conversations, it's a must to check it out.

On the other hand keep in mind that at a certain point, as your conversation and people skills sharpen, memorized conversations starters are best to be left behind. Furthermore, remember that good conversation starters reflect

your authentic curiosity. They're not lines you use robotically; they're adjusted to you and to the social context.

A Conversation Is a Two-Way Street

I often find that lots of people hesitate to talk about themselves, especially at the beginning of a conversation. They may believe it's impolite or they may not be comfortable with opening up, so they choose to bombard the other person with questions as an alternative.

Nobody wants to feel like they're in an interrogatory when they're having a conversation: What do you do? Where do you live? Where do you work? Where are you from? What hobbies do you have? That is too many questions for two minutes of conversation.

Study people who are able to start conversations with ease in a semi-obsessive-compulsive manner like I did, and you'll notice they are very open and talkative, and they have something to say about almost anything. This is why I believe that learning how to start a conversation is an exercise in opening up more.

If I were to synthesize how to start a conversation in one concise phrase, it would be this: have a combination of friendliness, curiosity, authenticity and verve. This mix is an almost magical key which opens many doors in social interactions. And more open doors mean more options.

Secret #7: Top 10 Lessons Learned From Coaching 100 People

I have recently reached the number of 100 coaching clients, which I have worked with individually in just under 4 years. It's been an awesome learning and development experience, not only for my clients but also for myself. I feel like one big chapter in my career has closed and another one is opening.⁶



Like the end of any big chapter, it's a moment for celebration as well as reflection for me. Looking back at these communication coaching experiences, there are 10 essential lessons I draw, which I want to share with you. The first part of the lessons is about the coaching process in itself, the second part is about people skills and how to improve them.

⁶ Image courtesy of [Voj](#)

1. If you want hardcore results, go for coaching

You can read book and articles, you can go to trainings and seminars, but if you want to see the fastest, most powerful self-improvement, often in unexpected ways, choose coaching. The fact that it's a 100% customized experience and all the focus is on you, provided that you work with a good coach, makes coaching one hell of a learning experience. I have rarely seen people improve and have such breakthroughs as they did in the coaching process.

2. Revealing blind spots is the key benefit of coaching

If there is one positive effect you can get in coaching better than through any other self-improvement process, it's seeing your blind spots: revealing ways of thinking or behaving you had no idea that you had, or realizing their real impact. Often in working one-on-one with a person, the moment when she sees one huge blind spot she had is very meaningful and emotionally charged. It is an opportunity to make big decisions and create great change.

3. If you don't follow-through, you are making a huge waste

One of the fundamental roles of coaching is to help you discover things which set the foundation for solid and effective future improvement. This is why strong follow-through is very important. If you don't apply what you discovered through the coaching process and you don't practicing between and after the coaching sessions, the results you'll get will be considerably lower and less impressive. It's like buying a Ferrari and only driving it at 50 mph.

4. Specialization is power

I don't do coaching on anything. My niche is helping people put their best foot forward in communication and improve people skills; my approach is based on developing underlying attitudes just at much if not more than actual skills. This specialization helped me grow very fast as a coach and

learn how to create the best result for my clients. After working with 100 clients, I feel that I am a true professional in communication coaching, and I have the real-world results to back it up.

5. Honesty is money

I once told a friend that one of the reasons a person or company is paying you in coaching is the fact you are willing to tell and show someone things others are not. For example, to the intimidating manager with poor listening skills that nobody is willing to give some honest feedback about. I am now even more convinced that honest feedback is one of the most valuable things you can provide as a coach. I think it's a pity that such a scarcity of honest feedback exists, but that's where a big coaching opportunity lies.

6. Communication skills are the thing to invest in

Sometimes I am asked why I chose to help others improve their communication skills instead of improving something else. It is because I believe that cutting edge communication skills are the thing worth having and worth developing. The right people skills in general and the right communication skills in particular can skyrocket your career, your relationships and your life. Everyday, I see the huge difference having and sharpening them makes.

7. The big difference comes from working on attitudes

You can't really have awesome communication and people skills without the right attitudinal foundation. This is something which I think applies for many other soft skills as well. At the end of the day, your attitude will make or break your aptitude. This is why I put a lot of emphasis on attitude transformation and I work with many of my clients on changing beliefs, thinking patterns and emotional reactions. Often, it's all downhill from there.

8. It's about creating a unique social style which matches your strengths

I don't believe there is one exact style of interacting socially which works best. I think there are multiple styles, with common patterns between them. This is why I don't teach exact formulas for communication and social interactions, but rather principle and guidelines. The thing is to find a social style for yourself which capitalizes on your strengths instead of ignoring them or opposing them, and to develop that style.

9. A huge part of the improvement is expressing yourself

Most of us don't really express ourselves authentically, outside of very specific contexts. We have learned to play games, to put on facades as a way to try and get the approval of others. This rarely works and it does a lot more harm than good in the long term. What we really need to learn more of is how to put our real selves out there, more and better: our needs, our dreams, our ideas, beliefs and feelings.

10. We need to teach people skills methodically from the age of 5

Well, we don't really need to; we would definitely benefit tremendously from it however. Many of the problems our society has are the result of people not knowing how to relate to other people effectively. Even some of the problems which seem caused by poverty, corruption or crime at a first glance are often generated and maintained at a deeper level by people having bad skills with people.

For me, coaching others to improve their communication and people skills, combined with tuning my own skills is a very fulfilling process. One I will definitely keep at for many years to come. The journey continues...

About The Author



Eduard Ezeanu is a confidence and communication coach with 6+ years of experience.

He's coached clients from over 20 countries, on 5 continents, ranging from students and young professionals to CEOs and millionaires.

His confidence and communication courses have been purchased by over 3000 people.

Eduard lives a location independent lifestyle, loves dancing salsa and west coast swing. He also loves psychology and is terrible with directions.

What To Do Next...

Do you want to learn more about how to overcome shyness or anxiety? Do you want to know the secrets to being confident and charismatic? Do you want to make effortless conversation with anyone, make friends and get dates easily?

Then watch this exclusive [FREE presentation](#) by Eduard right now to learn how exactly.

**[>> Click Here Now To Watch
The Conversation Confidence Presentation <<](#)**