

Six Business Conversation Starters

BARBARA PATTERSON
www.barbarapatterson.com

inner verse GLOBAL



What Matters Most in Business Conversations?

When we have an opportunity to connect and converse with someone about an understanding of the mind and our deeper nature in a business context, it can often feel awkward or difficult. There is a perception out there that the rules are different in business. That somehow we have to present ourselves or ideas in a certain way, that there's a business language or a style that matters. And if we don't know it - we won't be respected.

Here's the good news. It's easier than you think. There are no secret business tricks required. There is no business language that you need to know and you don't have to be an expert in their field or industry.

Here's all you need to know - a key truth that will help you relax and connect in a more powerful way with anyone at any time...

The number one thing you have going for you is your ability to have a human-to-human connection! To connect, human to human and soul to soul.

Sound too easy? Often practitioners and coaches feel that more or extra is needed. This mistaken belief can often create the experience of business conversations being hard or different.

When we remember that people respond to our presence, our feelings, and where we're coming from inside ourselves and not our words, it helps us anchor in the most powerful internal resource we have - our ability to BE with others. We connect, we listen, and we allow the creative potential to be expressed through us.

What Matters Most in Business Conversations?

Our listening and our impact naturally increase when we step into any conversation with less on our minds and a sincere desire to "BE" with the person across from us.

Seeing this gives us the confidence to step into any conversation. We remember that we're not having a conversation with a business; we are having a conversation with a human. Someone just like us.

In my experience with working with businesses and their leaders, our ability to connect human-to-human is our competitive advantage.

When we let go of our persona, stop trying to be a certain way, or come across a certain way, we hold a powerful space for truth and connection. When we stop trying to be like everyone else and let our unique perspective, wisdom, and grounding come through, we get real and give others permission to do the same.

Simply put, when we have a human-to-human connection and listen with less on our minds, from there, we are able to connect the dots. We see how an understanding of the mind and a relationship to the essential nature within can help.

As a coach or practitioner who points people to the source of wisdom, insight, creativity, and well-being, we aren't there to fix processes, create strategies, or tell them how to run their business. We are experts in the human dimension. We wake people up to the dormant potential within them. We remind them of who they are, and what is possible beneath the conditioned mind and patterns. We understand the relationship between our inner landscape and our overall performance in work and life.

Whatever you have seen for yourself, is more than enough. What lights you up, what you're seeing as true for you, is yours to share. You already have everything you need to work with business and to make a difference. Keeping it simple is the key.

The same is true for starting a conversation. Keep it real. **Remember that it's a human across from you, not an opportunity, not an issue or a business.**

Be present, listen, connect, be curious and you will see and hear what matters to them. Once you see that, the relevance of your own insights and how they can help will emerge. You will make a more meaningful and relevant connection between what you know, how you can help, and what matters to them.

Where Do I Start?

I often get asked, how do you start the conversation? Conversations are at the heart of our work. They are natural, and when we allow ourselves to engage, we can allow the momentum and energy to carry us. We let it flow.

When we remember that connection is the horsepower and our greatest ally, we step into conversations with a willingness to be in the unknown and trust that we are covered.

Having had countless business conversations over the last 30 years of my career, I have seen some common themes or areas of interest that stand the test of time. However, as my own understanding of how the mind works has grown and I have been on the path of an embodied knowing of my essential nature, it's interesting to note that while the topics of interest remain the same, my point of entry or how I know to help has shifted.

Below are six simple examples of common conversation starters meant to illustrate how this understanding has the potential to make a difference.

My hope is to inspire your own wisdom, to get you started in an authentic conversation where you will hear what matters and be able to connect the relevance in your own way. The below are not scripts. They are pointers. Always listen for what it inspires in YOU and follow that.

If they seem too simple - good! That's the point.



BUSINESS CONVERSATION STARTERS

When engaging in conversation in a professional or business context the below conversation starters may help get the conversation going. The 'Connecting the Dots' section points to the relevance of how an understanding of the mind and a knowing of our essential nature helps in these situations.



1



What personal or professional insights have you had that have shaped the way you lead?

CONNECTING THE DOTS...

Helping the client or potential client see or understand

- Our innate capacity for a shift in perspective
- Insight as a basis for change
- Transformation happens from the inside out
- Shifts in behavior and change happen naturally when we see something new or have a fresh thought about a situation.

2

How do you make decisions? How do you know which direction to take?

CONNECTING THE DOTS...

Helping the client or potential client see & understand

- Our minds and internal climate have way more influence on our clarity than we might realize
- A higher-quality internal state leads to higher-quality decisions
- Listening beyond reactivity and conditioning to find the wisdom needed for the moment
- We have an innate ability to connect to a deeper intelligence within - we often tap into it a more free and open mind

3

How easily do your employees get over mistakes? How do they shake it off and move on? What makes you resilient - able to bounce back and get focused after something doesn't go your way or work out?

CONNECTING THE DOTS...

Helping the client or potential client see & understand

- We have a built-in reservoir of resilience
- We are designed to rise to the occasion; to bounce back
- Getting over disappointment and frustration allows people to step into the next moment with fresh thinking and perspective

4

How do you or your leaders handle being in the unknown? How do you handle uncertainty and change in your organization?

CONNECTING THE DOTS...

Helping the client or potential client see & understand

- There is a powerful creative potential of the mind; the mind is designed to figure it out, to help us find our way.
- When we understand this, we are more confident in the unknown.
- We can find our bearings, regardless of circumstances, by looking within
- We can place our certainty in our ability to access the wisdom needed in the moment rather than trying to control all the variables.
- We are innately agile and built to respond.



5

How do you foster innovation or creativity in your organization? Would you and/or your leaders benefit from more fresh thinking? Does it feel like ideas are a little stale?

CONNECTING THE DOTS...

Help the client or potential client see & understand

- The mind's natural ability for insights, out of the blue ideas and shifts in perspective
- A less gripped mind is open for fresh thinking
- Left to its own devices, our minds clear, and new thoughts emerge
- When we go beyond old thinking/ideas/beliefs, we tap into new levels of potential and creativity.



6

How do you influence others? Have you ever been confused why people don't seem to "get it" or your words seem to land on deaf ears?

CONNECTING THE DOTS...

Help the client or potential client see & understand

- Connection is innate
- When we show up present, in a free mind, and open, we create a powerful container.
- People respond to where we come from more than what we say
- Our inner climate impacts the feel of the conversation and leaves a wake.

5



In closing...

The more conversations you allow yourself to have, the more you will see how you can rely on the power of your ability to connect, listen, and respond. You will see for yourself that where you come from matters more than anything you will say or ask.

In the moment, the creative potential of the mind and your understanding will give you everything you need! And ultimately, will be WAY more helpful than anything I've shared in this document.

As you are today, wherever you are in your learning, you are more than enough and can have an immediate and powerful impact on anyone. I promise!

There is no skill, competency or experience that outweighs the power and beauty of showing up present, connecting authentically, and letting what is alive within you come forward.

Last but not least, conversation is natural. Enjoy getting to know the person across from you.

www.barbarapatterson.com

Thank You

I look forward to hearing how allowing your natural capacity for connection, listening, and BEING with others leads to more confidence in all your conversations.

MORE ABOUT BARB...

Barbara Patterson is the owner of a global coaching and consulting company helping entrepreneurs & leaders from around the world access more clarity and creativity, have greater impact, and experience higher levels of fulfillment in work and life. She is the Founder of Innerverse Academy, a global platform and community designed to point people to the source of human potential.

Barb has lived and worked in Europe and the US and has over 30 years of experience helping individuals and organizations understand and leverage the relationship between our inner world and our work in the world.

When we see and understand this relationship, we move beyond conditioning, beyond limiting ideas and access more clarity, creativity, and authenticity. We let go of old models of "hustle and push" and instead tap into more states of ease and flow.

You can reach Barb at barb@barbarapatterson.com

innerverse GLOBAL

