

# Conversation Starters/Phrases to Listen for



Profession	Conversation Starter	Phrase to Listen for
Accountant	How is the new tax law going to affect you?	I don't have time to do my taxes.
Ad Specialist	Where did you get the pen/mug/stress ball?	I need to get my name out there.
Attorney	Do you know your rights as an employee?	I'm getting divorced/buying a house.
Cleaning	How long does it take you to clean your house?	Don't mind the mess, I've been so busy I haven't had time.
Computer Sales/ Training	Can you believe how fast computer technology is changing?	My computer is too slow.
Financial Planner	Do you have a retirement plan in place?	I never have enough money.
Hair Stylist	Do you get the hairstyle you ask for from your hairstylist?	I need a new look.
Insurance (P&C)	Have you had your insurance reviewed lately?	I bought a new boat/car/computer.
Insurance (Health)	Can you believe the health insurance rates?	I have no health coverage.
Mortgage Lender	Have you thought about using the equity in your home to pay for college?	My interest rate is so high and I don't like paying PMI.
Mover	Do you know of any businesses that are planning to move?	I'll never move myself again.
Optometrist	Why are you squinting?	My eyes are tired from sitting in front of the computer.
Printer	Have you ever thought of using a newsletter in your business?	I'm getting married/having a party.
Realtor	Do you know the current market value of your house?	We just sent our last kid to college.
Telephone Systems	Does your company have voicemail?	My secretary always loses your messages.
Travel Agency	When was your last vacation?	I travel 50% of the time in my business.
Web Designer	Has your website brought you any business?	I'm looking to market my business outside the local area.