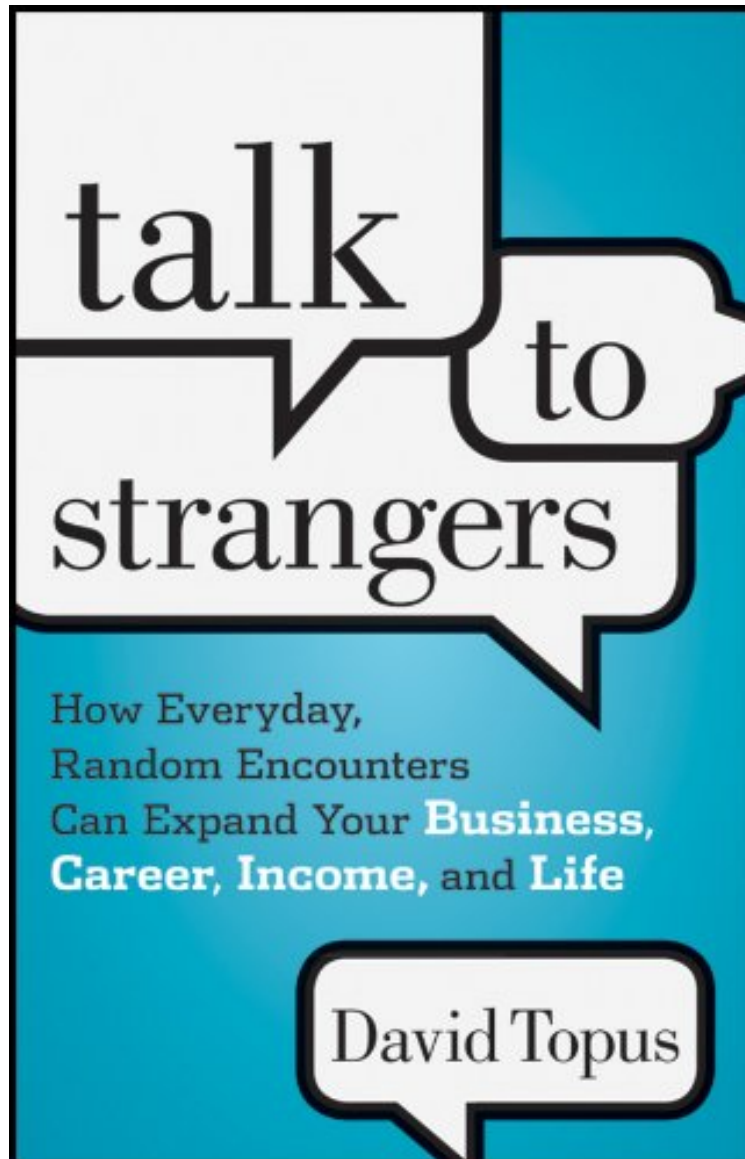


[E-BOOK] Talk to Strangers: How Everyday, Random Encounters Can Expand Your Business, Career, Income, and Life

Talk to Strangers: How Everyday, Random Encounters Can Expand Your Business, Career, Income, and Life

David Topus

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David Topus : **Talk to Strangers: How Everyday, Random Encounters Can Expand Your Business, Career, Income, and Life** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Talk to Strangers: How Everyday, Random Encounters Can Expand Your Business, Career, Income, and Life:

8 of 8 people found the following review helpful. Fun to ReadBy ToniHaving been a dedicated networker my entire

career, it was with great anticipation that I read David Topus' book, *Talk to Strangers*. As with all skills one chooses to master, breaking the process down, step by step, is critical to understanding the subject and attaining mastery. I've read a number of books on networking and they fulfilled the promise of explaining an elusive skill in detail but a lot of the material was pretty dry with personal stories related mostly from the authors' experience. The major difference between reading *"Talk to Strangers"* versus other books on the topic is that *"Talk to Strangers"* is really fun to read. The material is very well presented. The topics flowed in a very logical manner, each concept building on the next. The "Chapter at a Glance" summaries at the end of each chapter helped to solidify the salient points of the chapter and give the reader ideas to reflect on. All that is well and good, but what I positively loved about the book, which really engaged me, were the personal stories that were not about the author. The personal stories that could be me, riding the bus or pumping gas, and in the process meeting someone who will be instrumental in some important aspect of my life. With our preoccupation with our cell phones, laptops or tablets, I think we have forgotten, or maybe never learned, how to connect with others in a friendly and open manner. *"Talk to Strangers"* will get you up to speed on some important communication and interpersonal skills like mirroring and active listening, among others. If you want to get out of your comfort zone and expand your opportunities, *"Talk to Strangers"* is a great roadmap. 0 of 0 people found the following review helpful. Why "Hello" is so underrated By LF413 David Topus has built an interesting life and a successful career all based on thinking "Hello" is an underrated word. When you read this book, you'll probably think that David has never actually met a "stranger" because he so adeptly outlines why everyone you encounter has hidden potential to enrich your life - not because you will always get something from them, but because they will be interesting, share a lesson or become a great connection. In this book, David describes a talent that has fed a successful career and lifetime of mutually beneficial connections in a way that anyone can pick up a few great pointers. There's a fine line between interested in someone and creepy and David deftly shows where to draw it and how to recognize where someone else's boundary may be. As he says, in a time when we encounter most friends through our electronic devices, we've become rusty on how to connect in person. *"Talk To Strangers"* is the guide to making those personal and very random encounters something much more positive. It's a fast and useful read. Take it on your next flight. But most of all, try some of the ideas and see if your daily life isn't just a little more fun and interesting. 0 of 0 people found the following review helpful. David Topus is Dale Carnegie on Steroids By Kirk Carr Topus is counterintuitive. Children are drilled not to talk to strangers. What kept us safe as children can stunt potential to make valuable contacts as adults. Topus provides strategies for reprocessing those early life lessons and to break the ice with strangers in acceptable and successful ways. David Topus is Dale Carnegie on steroids.

Connect to the world around you and realize the enormous potential in talking to strangers. Everyday, random encounters really can change lives, when you make them happen the right way and leverage the connection at the other end. *Talk to Strangers* explains how to stand out and tap the potential of others by taking notice of who is standing alongside you on the bank line, the latte pickup point, or the ticket counter at the airport. David Topus' life-changing message is that we should "always connect," which means going beyond online relationships and engaging in the random, real-life interactions that have unlimited potential to supercharge businesses, accelerate careers, and enrich your life. Why there is opportunity through the people you meet wherever you go The four key beliefs of successful random connectors Techniques for creating comfort and trust quickly with complete strangers How to optimize and monetize your newly-established contacts When you connect to those in your everyday world, you'll discover the life-expanding potential of random encounters and unlimited opportunities.

From the Inside Flap Far-reaching and unpredictable opportunities await you in the people you encounter throughout your day. The people you don't even know yet offer the chance to uncover a prospect, gain access to influential people, enlist a new supplier, or any number of other potential outcomes, including just making a friend. Everyday, random encounters really can change lives, when you make them happen the right way and leverage the connection at the other end. *Talk to Strangers* explains how to stand out and tap the potential of people you don't know by taking notice of who is near you on the bank line, in the coffee shop, or the ticket counter at the airport. Author David Topus, who has built his million-dollar consulting practice through the people he has met and the contacts he has made in unplanned meetings, shares his insights and secrets for turning encounters with complete strangers into profitable business and personal relationships. His life-changing message is that we should "always connect," which means going beyond online relationships and engaging in the serendipitous, real-life interactions that have unlimited potential to supercharge your business, accelerate your career, and enrich your life. *Talk to Strangers* offers Topus's proven and tested advice on: Why there is opportunity through the people you meet wherever you go The four key beliefs of successful random connectors Techniques for creating comfort and trust quickly with complete strangers How to present yourself and your capabilities so others want to be associated with you Ways to optimize and monetize your newly established connections How to make sure you create a good impression online when your new contacts inevitably Google you When you connect to those in your everyday world, you'll discover the unlimited opportunities and life-expanding potential of chance encounters. From the Back Cover Connect with Others in Your Everyday World

and Discover the Enormous Potential That Awaits You! Through his groundbreaking networking technique, entrepreneur and communication expert David Topus shows how everyday random encounters can expand your life in ways you could never have predicted—if you know how to make them happen and leverage the connection. David, who has built his million-dollar consulting practice through the people he has met in unplanned encounters, shares his insights and secrets for turning complete strangers into profitable business and personal relationships. David's message is that we should go beyond online contacts and establish relationship-rich, in-person connections through random, everyday interactions that hold unlimited potential to supercharge your business, accelerate your career, and enrich your life. In *Talk to Strangers*, you will discover:

- How and why there is opportunity in the people you meet wherever you go
- The four key beliefs of successful random connectors
- Techniques for penetrating the veil of isolation many people have
- Methods for turning new associations into relationship-rich connections
- Ways to create comfort and trust quickly with complete strangers
- Tips for optimizing and monetizing your newly established contacts

The world around you represents a huge opportunity. In *Talk to Strangers*, you'll find the serendipitous, life-expanding potential of turning random encounters into mutually profitable relationships.

About the Author DAVID TOPUS is a mega-connector, opportunity builder, and internationally recognized business communications innovator, trainer, and thought leader. He has conceived, developed, and marketed millions of dollars worth of intellectual content for some of the most influential Fortune 500 corporations in the world. Over the years David has built his million-dollar consulting practice through the people he has met and the contacts he has made in unplanned meetings. As president of TOPUS, he has helped dozens of companies, thousands of salespeople, and hundreds of senior executives define and articulate their value propositions more effectively. Today, companies, associations, and individuals seek his expertise across the country and around the world.

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