



'Adoption Worked Better For My Career'



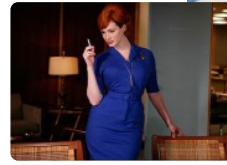
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11 Things Not To Do When Dining With Clients

7 hours ago by Meredith Lepore | Leave a comment | Share a Tip



Don't make the conversation all business

Elizabeth Venturini, College Career Strategist, told The Grindstone this is the time to get to know the client better and build a relationship. Let the client take the lead in discussing or not discussing business.

Career Expert Leslie Zimmerman said, "This is a business meal, however, refrain from talking business or 'shop' until after the meal. If you both know that time is short, then ask your client if you may begin talking about business – just wait until your main course is served. As far as topics of conversation, keep up with current events, sports and entertainment. Don't talk about politics (even though that is current events!), religion, your health problems or gossip. Let the client talk about themselves! People love to talk about themselves; and when you actively listen to them, they feel they have gotten to know you, even though they have done all the talking. That is where 'know-like-trust' factor begins. That is your goal."

Author Frances Cole Jones says to "Be a good hooker." No one wants an escort who shows up and says, "Sorry I'm late, the last guy took forever." In the same way, your client does not want to hear you discussing other clients. For this evening, this client is the only person in the world to you.

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