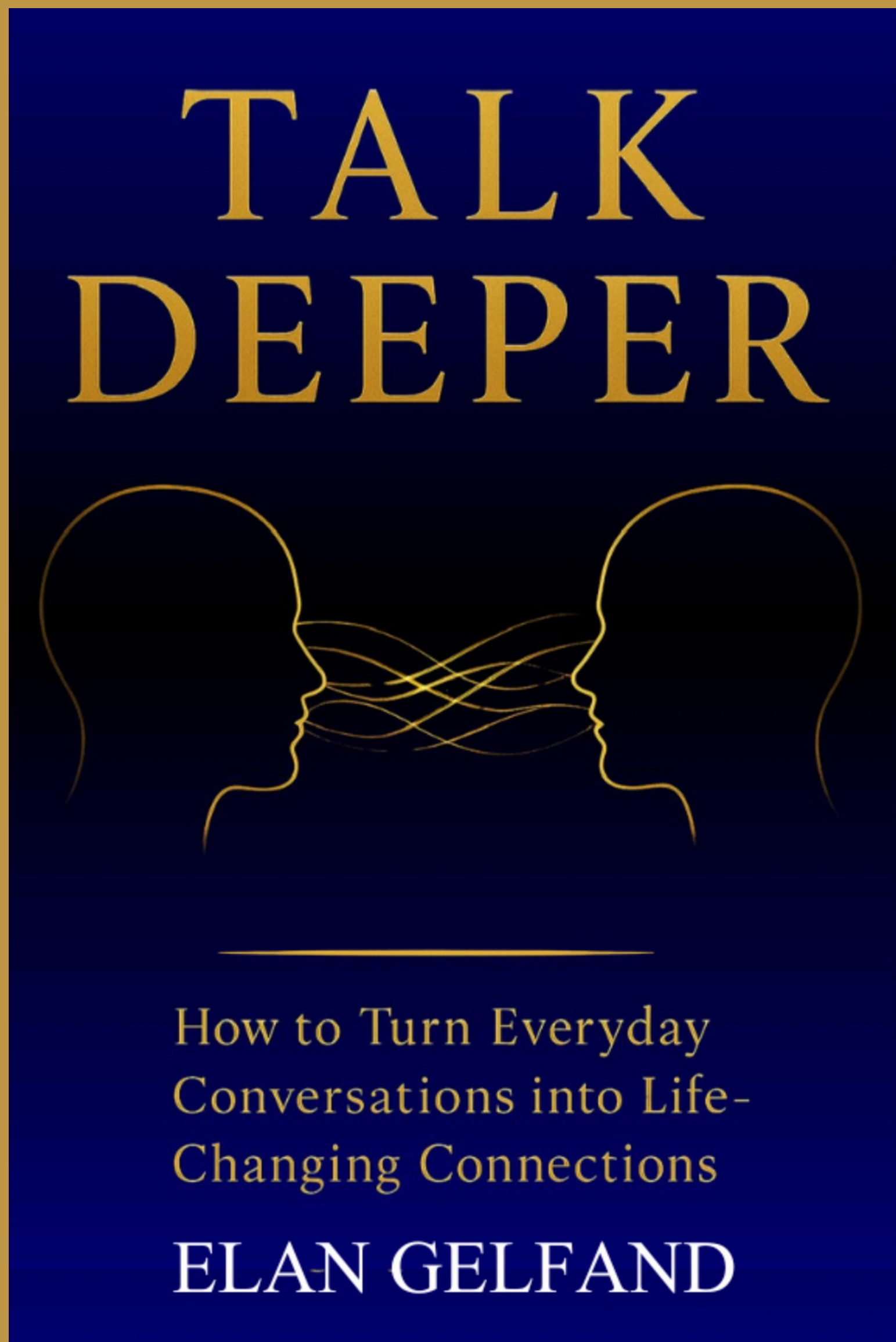


TALK DEEPER WORKBOOK



A Practical Guide on applying all things from this book. Get the most out of Talk Deeper and your new real connections. 38 Action Steps!

BY: Elan Gelfand



A PERSONAL THANK YOU FROM ELAN

Elan here, thank you from the bottom of my heart, This book is a collection of years and years of experience and connection with hundreds upon hundreds of people. All the things that I have learned are all packed under 80 pages in this book. Thank you for purchasing this book. I hope you find value in this workbook. This is very intentionally meant to help you apply the things you learn and talk deeper. I don't want you to read this book. I want you to apply this lifestyle of the book. And this guide will help you do just that.

IF YOU FIND THESE THINGS USEFUL AND WANT HELP IN ESTABLISHING REAL CONNECTION, JOIN MY COMMUNITY. I'D LOVE TO HELP YOU: [CLICK HERE](#)

BEFORE YOU BEGIN:

BEFORE YOU BEGIN, YOU WILL ANSWER SEVEN QUESTIONS, THEN MOVE ON TO THE ACTION STEPS FOR EVERY CHAPTER, AND THEN USE THE SPACE FOR WRITING TO JOT DOWN NOTES, REACTIONS, WHAT WAS SAID, AND ANYTHING IN BETWEEN.

**YOU CAN PRINT THIS WORKBOOK OR USE A DIGITAL COPY
WHICHEVER WORKS BEST FOR YOU. EVERY ACTION IN THIS
GUIDE HAS PURPOSE AND COMES FROM A LESSON
ALREADY LEARNED THROUGH THIS BOOK. I RECOMMEND
IMPLEMENTING THEM ONE BY ONE, BUT HOW YOU MOVE
THROUGH IT IS COMPLETELY UP TO YOU.**

1

2

3

7 QUESTION TO ASK BEFORE YOU BEGIN

Ask yourself these questions before you begin your action items. It's extremely important to be conscious of what you need to work on so that you can choose the next best steps to get yourself from point A to B. This guide makes it easier to know what to focus on, but answer these questions so you know how you think.

Q1 DO YOU CURRENTLY LEAVE CONVERSATIONS EXCITED, ENERGETIC, AND MORE OPTIMISTIC THAN WHEN YOU ARRIVED?

02 DO YOU HAVE A HARD TIME TALKING TO PEOPLE ABOUT MORE SERIOUS TOPICS?

Q3 DO PEOPLE THANK YOU ON A CONSISTENT BASIS AND TELL YOU THAT YOU HELPED THEM?

5-ACTION STEPS FOR CURIOSITY (CH 1.)

1

How you think about anything affects everything. The more curious you are about someone, the better of a conversation you will have. When something piques your interest that someone does, ask them about it.

2

Recognize the shallow conversation questions like, "How are you?" or "How was your weekend?" These will never and have never contributed to a good conversation. So start asking questions like, "Have you been working on anything interesting lately?" Or "What's a big goal for you this month?"

3

Take a look at and internalize the six types of curiosities because they are all useful in different situations.

4

Go to page 23 and 24 and pick one curiosity question that you will ask in your next conversation.

5

Go up to one person this week and ask a curiosity-based question. This can be something like, "Hey, I am so sorry to bother you, I just really liked that sweatshirt and wanted to ask where you got it from."

CURIOSITY QUESTIONS ASKED

One of the most helpful things I did when I was working door-to-door is trying new questions and seeing the responses it gets. Over time, you notice a pattern.

QUESTION

Write down the question you asked.

REACTION

Write down the reaction it gave. From broad to specific, it's up to you whether you want to say "uncomfortable" or "he shifted in his seat and his legs started bouncing up and down and he looked around the room."

[illegible]

TALK DEEPER WORKBOOK

STEP 1: QUESTIONS (NEXT PAGE)

STEP 2: ACTION STEPS

STEP 3: TAKE ACTION AND JOT DOWN YOUR EXPERIENCES

7 QUESTION TO ASK BEFORE YOU BEGIN

Ask yourself these questions before you begin your action items. It's extremely important to be conscious of what you need to work on so that you can choose the next best steps to get yourself from point A to B. This guide makes it easier to know what to focus on, but answer these questions so you know how you think.

Q1

DO YOU CURRENTLY LEAVE CONVERSATIONS EXCITED, ENERGETIC, AND MORE OPTIMISTIC THAN WHEN YOU ARRIVED?

Q2

DO YOU HAVE A HARD TIME TALKING TO PEOPLE ABOUT MORE SERIOUS TOPICS?

Q3

DO PEOPLE THANK YOU ON A CONSISTENT BASIS AND TELL YOU THAT YOU HELPED THEM?

Q4 WHEN SOMEONE OPENS UP EMOTIONALLY, DO YOU FEEL COMFORTABLE LEANING IN OR DO YOU CHANGE THE SUBJECT?

Q5 WHEN YOU DISAGREE WITH SOMEONE, DO YOU AIM TO UNDERSTAND THEIR VIEW OR TO PROVE YOUR POINT?

Q6 HOW OFTEN DO YOU ASK FOLLOW-UP QUESTIONS OUT OF CURIOSITY RATHER THAN OBLIGATION?

Q7 HAVE YOU EVER LEFT A CONVERSATION REALIZING YOU DIDN'T REALLY KNOW WHAT THE OTHER PERSON CARED ABOUT?

5-ACTION STEPS FOR CURIOSITY (CH 1.)

1

How you think about anything affects everything, The more curious you are about someone, the better of a conversation you will have. When something piques your interest that someone does, ask them about it.

2

Recognize the shallow conversation questions like, "How are you?" or "How was your weekend?" These will never and have never contributed to a good conversation. So start asking questions like, "Have you been working on anything interesting lately?" Or "What's a big goal for you this month?"

3

Take a look at and internalize the six types of curiosities because they are all useful in different situations.

4

Go to page 23 and 24 and pick one curiosity question that you will ask in your next conversation.

5

Go up to one person this week and ask a curiosity-based question. This can be something like, "Hey, I am so sorry to bother you, I just really liked that sweatshirt and wanted to ask where you got it from."

CURIOSITY QUESTIONS ASKED

One of the most helpful things I did when I was working door-to-door is trying new questions and seeing the responses it gets. Over time, you notice a pattern.

QUESTION

Write down the question you asked.

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly textured appearance and is set against a dark background.

REACTION

Write down the reaction it gave. From broad to specific, it's up to you whether you want to say "uncomfortable" or "he shifted in his seat and his legs started bouncing up and down and he looked around the room."

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly aged or off-white appearance.

5-ACTION STEPS YOU CAN USE FOR LISTENING (CH 2.)

1

When you don't understand something somebody said, ask them what they mean by that or a simple clarification question.

2

Focus on listening for 80% of the time and speaking for 20% of the time. For now, do this consciously, and soon it will come to you naturally, and you won't even think about doing it.

3

Internalize the three levels of listening and what they do.

4

Mirror the other person you're speaking with. Say something like, "Yeah, that sounds really tough." Or, "It sounds like that really drained you."

5

Label people by saying something like, "It seems like you've had a long day." This allows people to feel seen and understood.

**SOME PEOPLE JUST WANT TO FEEL
HEARD. YOU DON'T ALWAYS NEED TO
FIND A SOLUTION.**

LISTEN AND THEN ASK

Try labeling and mirroring people based on what they say and note their reaction and if they opened up.

QUESTION

Write down the question you asked.

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly textured appearance and is set against a dark background.

REACTION

Write down the reaction it gave. From broad to specific, it's up to you whether you want to say "uncomfortable" or "he shifted in his seat and his legs started bouncing up and down and he looked around the room."

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly textured appearance and is set against a dark background.

5-ACTION STEPS FOR THE HIDDEN DOOR + VULNERABILITY (CH 3.)

1

Start to consciously listen to people who seem like they're making complaints or remarks. Something like, "Man, I'm so tired."

2

When people seem to be making these remarks, like "I'm so tired," ask them more questions about it and just listen.

3

Leverage your skills from Chapter 2 of listening and from Chapter 1 of your curiosity and start asking those curiosity-based questions (page 23-24) to get immersed into their world.

4

Be vulnerable about something you might be dealing with and watch how the other person opens up.

5

Small vulnerability creates big trust. Saying something like, "Honestly, I was pretty nervous," signals to the person that you're human and you're willing to not be perfect. Tell someone something small and be okay being vulnerable.

Vulnerability doesn't mean you have to tell everybody your deepest darkest secrets, but it signals to the person that you are human, and you're not this perfect being. This is a good thing.

HIDDEN DOORS

Write down when people used hidden door phrases and how they reacted to it.

QUESTION

Write down the hidden door phrase they said

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

REACTION

How did they react?

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly aged or off-white appearance.

VULNERABILITY

Write down phrases you used to show vulnerability.

QUESTION

What did you say?

[illegible]

REACTION

How did they react?

[illegible]

6-ACTION STEPS FOR BUILDING EMOTIONAL SAFETY AND TRUST + REASSURANCE (CH 4.)

1

Instantly reassure people when they say something like, "It's stupid anyway, you don't want to hear it." If you miss a moment to reassure them, they might not trust you with opening up deeper.

2

People might not feel comfortable enough to tell you their problems right away, but they throw out clues that they're willing to give you the chance to open up. Things like "this might sound stupid" are an opportunity, not an accident.

3

Never under any circumstance tell someone to tell you something they don't want to tell you. If you ever get somebody close to opening up to you and they say, "Yeah, I don't know if I'm ready yet," never say, "No, no, no, come on, please just tell me. Who am I going to tell?" That breaks trust and puts the other person in a corner where they have to get defensive. No trust will be built, I promise.

4

Use what we learned from all three chapters to help build trust with people opening up to you. Stay curious, listen genuinely, and be okay being vulnerable.

5

Become someone that others trust by never telling anybody's secrets to anybody else. The second somebody thinks of you as somebody they can't trust with your word, they will never open up to you again. Very hard to build up, but so easy to break the trust.

6

Next time someone doesn't want to open up to you and says something like, "I'm not sure if I'm ready to tell you yet," I want you to take all pressure off of them and tell them, "You are totally good. I don't want you to tell me something you're not comfortable with, but if a time ever does come that you want to let me know, I'm always here to listen to you."

**BUILDING EMOTIONAL SAFETY IS ONE OF THE MOST
IMPORTANT THINGS TO HAVING A GOOD CONVERSATION
BECAUSE MANY PEOPLE NOWADAYS FEEL LIKE THEY CAN'T BE
THEMSELVES.**

BUILDING EMOTIONAL SAFETY.

Write down what you said to build emotional safety.

QUESTION

What did you say?

What did you say?

REACTION

How did they react?

[illegible]

REASSURANCE.

Write down what you said to Reassure the person.

QUESTION

What did you say?

REACTION

How did they react?

5-ACTION STEPS FOR THE MINDSET OF MEANINGFUL CONNECTION (CH 5.)

1

See every single person as someone with a story to learn from. Approach with curiosity and ask all the questions you're interested in. People hold the keys to so much more wisdom and information than you can imagine. Yes, even the guy at the front desk working at your favorite gym.

2

Your intentions are seen whether you say it or not. The second you make a conversation transactional, you lose all possibility for connection. Approach with genuinity

3

Not everyone will be as responsive as you, and that's okay. It is not your responsibility how other people react. In Chapter 1, we talked about genuine curiosity, and I use the word genuine because if you are really curious, it's not your problem that other people are having a bad day.

4

Look back at how much progress you've made with the action steps before this and understand how far you have come. If you are applying these lessons, you are well on your way. And somebody else thinking you're a little bit weird is irrelevant. Because while they think you're weird, you're forming connections that are changing your life. Choose the person you want to be.

5

Approach conversations with the mindset of being genuine and wanting to learn, and people will open up in the warmest ways possible. They will welcome you with open arms.

REMEMBER WHAT WE SAID, HOW YOU THINK ABOUT SOMETHING WILL DIRECTLY AFFECT THE RESULTS YOU GET. SO APPROACH CONVERSATIONS WITH THE MINDSET OF CURIOSITY, WANTING TO LEARN, ASKING QUESTIONS, LISTENING, REASSURING, AND USING ALL THE OTHER SKILLS WE'VE LEARNED THUS FAR.

**MINDSET OF
MEANINGFUL
CONNECTION.**

Before your conversation begins, write down the mindset you have and how you expect to go into this next conversation.

MINDSET

How are you thinking about this conversation? Ex: This person has good style, maybe he can teach me how to match my shoes and shirt better”

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slightly textured appearance and is set against a dark background.

REACTION

How did the conversation turn out?

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

3-ACTION STEPS FOR TURNING EVERYDAY ENCOUNTERS INTO MEANINGFUL MOMENTS. (CH 6.)

1

The smallest conversations can erupt into the biggest connections. Check out page 59 for my story about the guy I met on the train. I'm writing this after I attended the Halloween party, and I'm happy to say it was one of the most amazing experiences of my life.

2

Strangers are your best friend. If you're sitting by somebody at the coffee shop, say hi to them, compliment them, do something to try to strike up a conversation. And if they're not responsive, again, not your fault. You tried your best. You can't connect with everybody.

3

Small talk might be temporarily necessary to develop something deeper. You won't talk about your life goals with a stranger right away, but you might after a couple well-intentioned and well-directed questions.

HERE'S A PICTURE OF THE CHICAGO PENTHOUSE THAT I WAS INVITED TO FOR A HALLOWEEN PARTY, WHICH ALL STARTED FROM ME COMPLIMENTING A GUY'S SUIT. REAL STORY. ABSOLUTELY CRAZY.



EVERYDAY ENCOUNTERS INTO MEANINGFUL MOMENTS

This is a log of how seemingly little conversations turned into cool moments, whether this is lessons you've learned or something bigger like getting a job from this person.

[illegible]

4-ACTION STEPS FOR BECOMING MEMORABLE. (CH 7.)

1

Presence is the real currency of connection. Most people are only half-listening or half-thinking about what's next. Be present in conversation with other people, look them in the eye, and formulate your body language so they know you're interested in what they're talking about.

2

Be the person that makes other people feel good. Compliment them, tell them that that is an amazing achievement, and recognize their emotions. Stand out from everybody else by being there.

3

Stop trying to impress people in conversation and instead be impressed by them, by giving them the space to talk. Don't approach a conversation to tell someone to invest in your company. Instead, listen to them as they talk about what they look for when investing.

4

Compliment three people this week and see if it starts a conversation. Leave every person better than you found them.

**BECOMING MEMORABLE HAS A LOT TO DO WITH HOW YOU
MAKE THE OTHER PERSON FEEL. IF YOU'RE CONSTANTLY
BRAGGING ABOUT YOUR ACHIEVEMENTS AND HOW COOL
YOU ARE, PEOPLE WON'T REMEMBER YOU, AT LEAST FOR THE
RIGHT REASONS.**

4-ACTION STEPS FOR EXPANDING YOUR WORLD THROUGH CONNECTION. (CH 8.)

1

Understand that you don't know who will be the person to change your life. Like I mentioned on my 79th episode of my podcast, I met the guest that would turn into one of my biggest mentors. I didn't know it for the first 78 episodes, but now I do. Those people reveal themselves. It's up to you to find them and form the connection. Go out and look for them.

2

Networking is transactional. It's built on outcomes, benefits, and what you can get. But connection is genuine. Connect with people in genuine ways and be open to all possibilities.

3

Next time you speak to someone, try to apply one piece of what you have learned. Ask a follow-up question that shows you were really listening. Reflect their emotions back to them instead of fixing their problem. Make them feel comfortable and safe being themselves. Over time, these habits will blend into your personality and be who you are in conversation. For now, you have to consciously do them, but over time, it will be the person you are.

4

You never know who can help you, so look around you when you go outside and think about the opportunities and possibilities of people you can meet. The world is surprisingly small—people know people. Stop being fake and let's start connecting.

**BECOMING MEMORABLE HAS A LOT TO DO
WITH HOW YOU MAKE THE OTHER PERSON
FEEL. IF YOU'RE CONSTANTLY BRAGGING
ABOUT YOUR ACHIEVEMENTS AND HOW COOL
YOU ARE, PEOPLE WON'T REMEMBER YOU, AT
LEAST FOR THE RIGHT REASONS.**

1 HUGE ACTION STEP FOR TALK DEEPER

You are equipped with eight chapters worth of knowledge. It all builds on top of each other. You can now approach conversations with curiosity and then listen to people's responses and hear the hidden doors of what they're talking about and balancing vulnerability. You are also able to create emotional safety and trust and reassure people when needed. You approach the mindset of meaningful connection with real connection. And in this way, you are able to turn everyday encounters into meaningful moments. In that way, you become memorable and you can expand your world through connection. All eight chapters put together for you to understand how they work together. Go out and apply all of these things. It is the only way that you can learn how to connect deeply with people and talk deeper.

To-do list challenge

Commit to consistent action and build momentum in your coaching creation with these daily exercises.

01

MONDAY

Ask one of the curiosity-based questions.

☐

02

TUESDAY

Listen for 80% of the conversation and talk for 20%.

☐

03

WENDESDAY

Approach one new conversation with an open mind and without jumping to conclusions.

☐

04

THURSDAY

Reassure someone or say something vulnerable to make them feel safer.

☐

05

FRIDAY

Approach one conversation with the thought of building as much emotional safety as possible.

☐

These may be small things to do, but they will transform how you have conversations for the rest of your life.

THANK YOU!

Thank you for completing
this workbook and going
through all the steps. I hope
you found these things
useful.

STAY IN TOUCH.

WEBSITE: [ELANGELFAND.COM](https://elangelfand.com)

PODCAST: [ELANGELFAND.COM/PODCAST](https://elangelfand.com/podcast)

