

FFCC Podcast Transcript: What's your take on networking?

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Faster Fluency Conversation Club Podcast: What's your take on networking?

Welcome to the Faster Fluency Conversation Club podcast by Business English with Christina. Joining the club is a great way for you to improve your fluency and confidence in English, meet people from all over the world and have fun while talking about real-world topics. We hold one-hour conversations on Zoom six times a week, Monday to Friday, and our podcast listeners receive a 50% discount on the first month of membership with the discount code FFCC50. Are you looking to improve your English speaking ability? Come and join us today.

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Christina:

Hey, everybody. Christina here with your Faster Fluency Conversation Club podcast. I hope that you're having a great end of the month when you're listening to this, so I hope that you had a lovely September and looking forward to a nice October. I think that's my favorite month. Um, anyway, I'm here with Matthew today and Matthew, how are you doing?

Matthew:

I'm doing great. Another, um, sunny 32-degree day here in Thailand. Like every other day.

Christina:

Another hot and humid day in Thailand, right? Speaking of the weather. Yeah, like, I don't know, in the winter and the fall, does it get like autumny or is it just like always hot and humid?

Matthew:

It's literally like 32 degrees every day of the year.

Christina:

That sounds like my personal version of hell, but that's ok. I'm glad you like it.

Matthew:

You get used to it. So it's really like not, it doesn't really feel hot. I mean, I do tend to avoid, you know, going out during like the very hot hours of like between 12 or one to like four, uh, which is fine. I'm usually teaching during those hours. Exactly. But. Um, it is kind of the only thing that changes is now we're entering kind of the rainy season.

Christina:

Oh, right. Okay.

Matthew:

So there's more precipitation like now through like sometime in November.

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Christina:

Yeah.

Matthew:

Uh, that's the only thing that changes.

Christina:

Okay. Like a lot more rain and whatnot, but. Yeah. But I mean that's like, it's, that's how it is at my parents. It's just like hot and humid all year long, pretty much. And mean I survived so <laugh>. Right. Anyway, um, the topic of today's not weather, but networking. Um, and so I guess, you know, when like when we talk about networking, maybe one of the first chunks or, you know, collocations or ideas, let's say that that pops into our head is like social network. Um, so like Facebook, LinkedIn, uh, Mighty Networks, which we have started using with the, with the students now. Yeah. I guess do you, do you use social networks for networking and which ones and yeah. What's your take on them?

Matthew:

Yeah, it's interesting. You know, I think, um, recently I've kind of cut back on using, um, social networks. I think it's, for me personally, it's just become like way, way, way too much.

Christina:

Um,

Matthew:

For me. Like where, where I live now, um, in Thailand, there are a lot of, um, digital nomads, entrepreneurs. So like just around me, like in my neighborhood, let's say. Yeah, Yeah. Where I live, there are, um, a lot of people from around the world that I have and network with. Yeah. Um, but that being said, I think, um, yeah, I mean I definitely have used, you know, Facebook, LinkedIn, but then I would say those two in particular are great, um, for finding either, you know, whatever group you are interested today, either if it's for a social purpose or business purpose, and then oftentimes those two things can overlap. But

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Christina:

Yeah.

Matthew:

For me personally, I found those two to be the best. I mean, they've got the most people. Um, I think, um, you know, with like Twitter, it's kind of hard to network.

Christina:

Do

Matthew:

It. Um, Instagram, same thing. I know people do it, but, um, at least for like English purposes. Purposes. And for me, um, those two don't ever work so, so well.

Christina:

Yeah. Yeah, that's, Yeah. I was gonna say kinda similar. Um, like yeah, I, like, of course I have a Facebook account and a LinkedIn account. Facebook, I, I've just kinda gotten tired of Facebook, I think. Um, and it's, so, but at the same time I'm like, but I also see like, interesting news about like, events that are happening around Grenoble that I'm like, Oh wow, I wanna go to that mm-hmm. <affirmative> and, and things like that. So I'm like, Oh, I don't wanna completely shut it off, but I have like taken it off my phone. Um, and maybe kind of at the end of the day I'll go on, on the computer and just kind of scroll through and see if like, Oh, have I, you know, is there anything interesting? Um, and I feel like that's enough, right? For Facebook, but I spend a lot more time on LinkedIn. Um,

Matthew:

Yeah. Events on Facebook. Yeah. Are great. Yeah. Um, I think, and that reminded me of another one that I do like to when traveling, especially when I go to like a new place, it's Meetup.

Christina:

Yeah. Mm-hmm. <affirmative>

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Matthew:

Meetup. I think that's a great place to find like different events as well.

Christina:

Well. I've used that one. Um, one time I went to Dublin and, uh, yeah. And I found her like, Oh, it's like, oh, Monday evening yoga in the park or something. And I was like, Oh, that sounds like fun. Um, yeah. And I went and I, you know, met people. I mean, it's not like we became best friends, but it was nice to like, you know, just say hi and chat with people. Um, some people were traveling and some people were, you know, from Dublin, so it was, that was like, that was cool.

Matthew:

I think that's the, I think that's the good thing about like the social networks is if you can, um, find like something happening in the real world. Yeah. Find the social networks and, and take, um, those connections or whatever, if you're connected to a group through somebody else, and then take it to the real world somehow. Yeah. I think that's most beneficial. Obviously it's not, that's not always possible, but, um, I find that to be most beneficial. Yeah.

Christina:

Yeah. And I, I would say even like in social networking, like if you can find something and then move it into the real world, but even, I think it's, it's also just the question of like, you know, Facebook and whatnot, you're kind of like just doom scrolling, um, <laugh>, you know, it's just like, let me just keep going. And you're like, Wow, I've spent 30 minutes just, you know, doing, you can't see this on the podcast while I'm like doing the, the scrolling gesture with my hand. Um, spent 30 minutes doing that as opposed to maybe like, um, like LinkedIn I mentioned is like there, I actually get into conversations with people. Um, I've, you know, **set up** meetings with people we meet on Zoom, so kind of not quite the real world, but kind of. I mean, it's more, I think more about like the quality of the, um, the **exchanges** that, that you can have there. Um, and face like, and maybe that's it. I'm like, Facebook, I'm just kinda seeing what people are doing and whatnot, which is nice. But, um, and then it's more on other places where it's like you really actually have a quality **interaction** with the person. Yeah.

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Matthew:

Well, that's the thing. Yeah. I mean, I think we've all seen Facebook has become toxic in many ways. So like the conversation there is a lot of fighting going on and, and I think that's turned people off, umm, using it. So I think, yeah, especially in the business world, LinkedIn, a lot is happening on LinkedIn right now, and for the most part, Yeah. Uh, conversations and discussions that are pretty **civil** and business-oriented, exchanging of ideas, conferences.

Christina:

Right. Exactly. Not like Facebook arguments. I'm like, I don't get into Facebook arguments with people just like, Yeah. Um, yeah. And then we Mighty Networks as well. Um, I guess we could call that a social network. So Mighty Networks, um, is the new thing that we've started using, uh, here with the FFCC students, but with the students in all of the programs pretty much. Um, but yeah, and I think the idea there is is to get the exchanges going and have the quality, um, of the exchanges and help people, um, I guess maybe like use the social network to, well, to practice their English in, in a good way, let's say, and to have fun with it. Um, and then maybe also to actually do some, like, let's say classic networking in the sense of meeting people, um, finding out what, what each other does. Maybe finding business partners, clients, somebody who can help you with a difficult question that you're working on, You know, things like, like, like you would do in real world networking, let's say.

Matthew:

Absolutely. Yeah. Um, I'm really excited about this. You know, we've just, just really started this recently and we're starting **to pick up steam** and, uh, and more and more people are signing up. So if you're in FFCC or one of the other programs and you haven't signed up, uh, yeah, please come join. Um, yeah, I think it's, it's gonna be fun. It's a way like, um, that you can really kind of immerse yourself in the language and, and practice, um, your language. You just have fun with it. Yeah. You know, and, and, and like, um, in a fun way with, with people that are just like you and with the teachers here, and we can, we can really shape it however we want to, which is.

Christina:

Yeah, exactly.

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Matthew:

The cool thing is like, um, it's, it's our community and, um, and everybody who participates is a part of that. And so yeah, it's gonna be fun to see what, what, uh, people,

Christina:

What happens.

Matthew:

Yeah, yeah, yeah. Yeah.

Christina:

Going into the great unknown, but, uh, yeah, no, it'll be fun. Great. And what about, um, like networking, let's say in the, I guess the traditional sense, like we might think of, um, you know, networking events where, you know, you go and generally there's like a, like a buffet, a bit of food and drinks and things like that. Um, or it could be conferences, networking at conferences, like face-to-face networking. Um, Yeah. Well, I don't know, have you ever done any of that and do you like doing it or I don't know what Yeah, what's your take on that kind of networking?

Matthew:

Sure. I mean, I have attended like, specific events, but I think just kind of in general in life, you're always kind of networking, right? You never know, you know, when you meet somebody new, you never, you're just learning about that person. You have no idea that you know who they are. And then, you know, you get to know people and then, um, either maybe there's a business opportunity in the future or it's not, it's just, you know, or friendship or something. Yeah. Um, but you know, then it's like, oh, then you get to know, oh, you teach English. Oh, I know this person who really wants to learn English, can I introduce you two? Right. Um, and I think, I don't know if it's just me or not, but I feel like the world is kind of going to this where after Coronavirus and all these Zoom meetings, people are like, I just wanna shake somebody's hand and look them in the eyes, <laugh> and like get a sense of normal.

Christina:

I just wanna have coffee with somebody <laugh>.

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Matthew:

Right, right, right. So I think there's like this movement back to like, can we just do things, you know, that way again,

Christina:

Like the old way maybe. So, Cause like I've got, now that you mentioned that, I'm like, I'm thinking about my calendar, like next Wednesday I'm gonna go have lunch actually with one of our students, um, who's in the Granoble area. And, and, uh, I was like, Oh, you know, let, let's go and have lunch. Um, and then the following week I'm going to have lunch with someone that I know. I've, I've met a couple of times face to face, but we exchange a lot more on LinkedIn and we're like, Hey, let's, let's go out and have lunch together. So yeah, maybe, maybe that's it. And it's kind of this mix of maybe you, like you meet someone at a networking event, you kind of see that you've got a couple of things in common, so then you maybe are connect on social media, um, social networks so that you can kind of stay in contact, but let's say maybe like from a, a safe distance maybe.

Christina:

Um, and then you see what the other person is publishing or sharing and you, you comment on their stuff and, and vice versa. And then you kind of build up the relationship from there. And then it's like, Oh, let's, let's go and actually sit down together and, you know, have lunch or talk about what we're doing and, and things like that. So it's kind of a, I was gonna say, it's almost like a, like a relationship where you've gotta, you go through these phases. Um, and it's not like you wouldn't, you know, come up to someone, meet them at the first, the first time you meet them and say like, Would you like to marry me? Um, <laugh>, and it's kinda like the same thing in business. You can't just meet someone and say, Hey, you know, do you wanna buy my products or my services? Um, you kind of have to build up that relationship and then maybe you'll end up working together or maybe you'll, you know, you'll just be friends, like, like sometimes in a relationship and mm-hmm. <affirmative> and that's fine too. Yeah.

Matthew:

Yeah. And I think it's really, it is kind of this hybrid model now of yes, there's, there's the real world and, and then there's the, the virtual world on the social networks. And, you know, I guess it doesn't matter which one comes first, right? You can either meet first on

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social media and then meet in person, or maybe you just do things on Zoom or online mm-hmm. <affirmative>, um, or yeah, you meet somebody in the real world and then they're part of your network online. Um, and I think, yeah, everybody's a bit different in their approach of how to do that, but, uh, yeah, it, I think you kind of almost need to have both, uh, in today's society, so not that it's completely necessary. Yeah. You can just do things one way or just other way.

Christina:
Yeah.

Matthew:
Um, but I think for, for a lot of people it's, it's a mixture of both. And then, you know, talking about things that you post online or building that relationship, it's, um, I think people are still learning like, okay, what's the smart way to do this? Yeah. Um, how can I, you know, build that trust with people Yeah. So that they would like to do business. Because I think with, when we talk about relationships so much is about trust.

Christina:
Right? Yeah, exactly.

Matthew:
So, um, and showing your work, showing what you do, you're capable of doing. And I think just also just communicating that, you know, if you don't tell people like, this is what I do, and if you don't **put it out into the universe**, then you're not gonna get maybe something back that, that you're looking for.

Christina:
Yeah, exactly. It's, it's like they're not gonna guess what you do. And I mean, nobody has time to go around to all of their friends or contacts and be like, Okay, tell me what you do and let me evaluate to see if, if maybe I would like to, you know, be one of your clients or something like that. Like nobody does that <laugh>. Um, Yeah. And it's, it's, and it's almost like, you know, kind of the, the same thing in, in like face-to-face networking. It's like you, and, and that's sort of like the purpose of like small talk in networking. It's not jumping in immediately and saying, Tell me what you do and let me decide if I want to buy it. It's sort of just getting to know the person first by talking about,

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you know, topics like the weather or your weekend and all these like topics that a lot of people are like, Oh, but it's superficial and I don't care about their weekend and, and whatnot. And it's like, that's not the point. The point is kind of just to like, feel the other person out and be like, Do I like the way the person is? Do, can I see myself like, you know, maybe working with this person or at least exchanging with this person regularly, or does this person totally annoy me or we have very different views on things and then you can get into like the serious stuff, maybe, let's say.

Matthew:

Exactly. And I think, um, you know, people in FFCC are regular listeners. They will notice a lot of our podcasts do start with like, uh, the weather or talking

Christina:

About the weather <laugh>. Right.

Matthew:

Something new that's going on. Yeah. And it's just, it's just a way to get the conversation started. Nobody, you know. Yeah. Okay. Whatever about the weather, that's fine. But it's just a way to like, yeah, let's just ease, ease into this conversation and, and then we'll see where it goes from from there. Yeah. But, um, but yeah, and I think by doing the small talk, then you get into, Oh, wow, you're, you teach English, you're an English coach. Oh, what's the difference between English coach and English teacher? And it's good to have those things prepared if you, especially English is your second language, but even if it's your native language, like, okay, how do you answer those questions? Exactly. Uh, that are bound to come your way. Yeah. Um, to talk about your job, what you do if you're looking for clients, or what kind of clients

Christina:

Exactly.

Matthew:

All of those things that eventually if the relationship, uh, keeps going, you're going to be talking about those things.

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Christina:
Right.

Matthew:
Um, so yeah, the small talk is just there to start and then, and then, um, and then you build from there.

Christina:
You get into the, the interest, the really interesting stuff later, but

Matthew:
The nitty gritty.

Christina:
Exactly. Yeah. Get into the nitty gritty. Right. Very good. Um, I guess maybe **to wrap this one up**, any final tips or anything about anybody who is like, I don't like networking, I don't wanna do it. Yeah. Um, yeah, any of that wisdom.

Matthew:
I mean, if you don't like it, that's fine and you don't have to do it, but if you would like to grow your network and you like to expand your business, then almost, you know, you kind, you do have to put yourself out there. You, you know, you. And so, I don't know, I tell people, like, I think I'm, I'm kind of ambiverted times. I'm introverted and extroverted. Yeah. Right. And, but I, as many listeners will know, and people in FFCC know is that I travel and I, I'm a solo traveler. Yeah. So if I don't put myself out there, I'm not gonna have any friends or

Christina:
Exactly, yeah. You like, you have to go out and say, I'm gonna go meet people and, and break the ice and we'll see what happens.

Matthew:
Yeah. So really just put yourself out there, you know, and, and what's the worst that's gonna happen? I mean, somebody's gonna walk away from you, like's the worst.

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Christina:

You're just like, Okay, well that person I'm not in, I don't like that person either. So, you know, it's like Right,

Matthew:

Right, right. There's more people out there to talk to. Exactly.

Christina:

Exactly.

Matthew:

And more people out there that will be good for you. Yeah. Um, you know, this is a good word to wisdom them, is, you know, don't, um, don't expect everybody to like, wanna work with you or like you, because not everybody is. It's just, that's just how the world works. And, but there are lots of people who want to work with you. So find those people.

Christina:

And if you never, if you just kind of sit by yourself and wait for them to come, they're never gonna come. But, you know, you've got, it's almost like there's a prize waiting behind a door and you've got 50 doors. You don't know which door has the prize, but you've gotta go and open all of them to find the one. Yeah.

Matthew:

That's it. That's it. I mean, maybe on door 10. You, you <laugh> you find the one you're looking for. Right, Exactly. Keep trying, keep trying, keep trying.

Christina:

That's it. Very good words of wisdom there. All. Um, have a good one and talk to you.

Matthew:

All right. Have a good one. Thank you.

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