



Twenty Best Questions

# To Ask Your Clients at Dinner

By Philip Lee CEO

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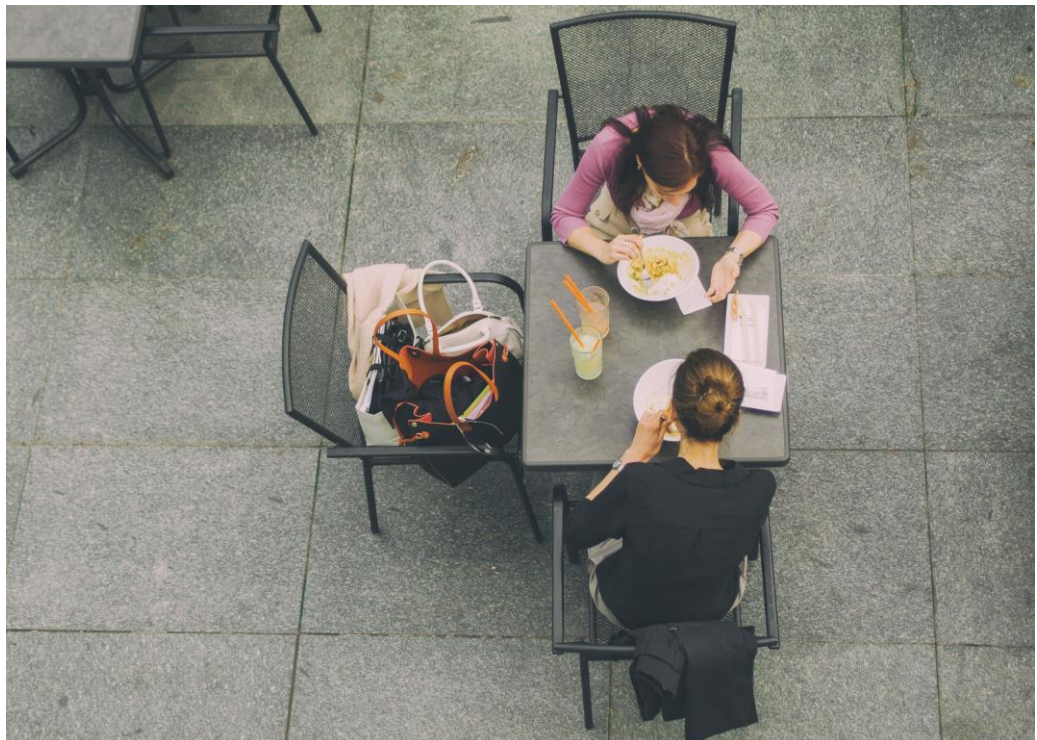
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# Chapter One

# Work



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# Asking about work

Who What Where When How

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Almost all Western cultures are happy to talk about their work, it's a very good way to help people relax.

- Who do you usually work with?
- What are you working on right now?
- Where in London is your office?
- When did you start working for your current company?
- How do you normally get to work?





Help people relax.

*If you focus on being genuinely interest in someone, conversation, questions, come easily .*

**Philip Lee CEO**

# Chapter Two

## Leisure



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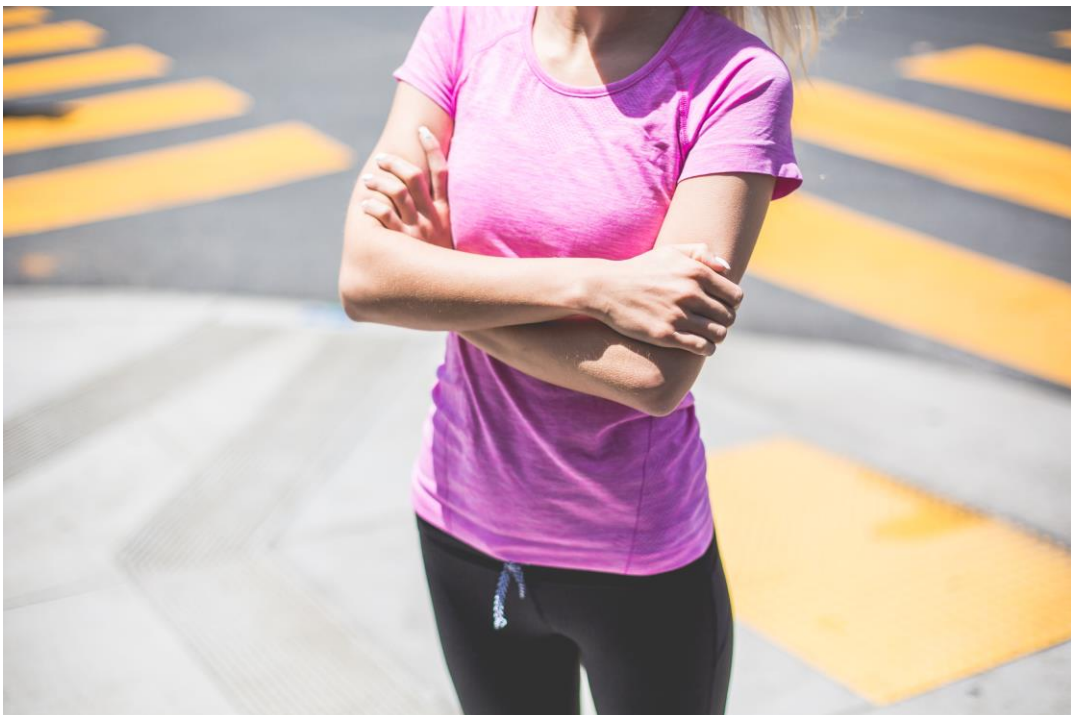
# Asking about leisure

Who What Where When How

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Have longer conversations by asking more questions. Your guests will be very happy.

- Who do you like to spend time with?
- What do you do at the weekend?
- Where did you go on your last holiday?
- When do you have free time?
- How often are you able to relax?





## Chapter Three

# Friends and Family



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# Asking about Friends and Family

Who What Where When How

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Almost all Western cultures are happy to talk about their friends and family, it's a very good way to help people relax.

- Are you married?
- How long have you been together?
- Do you have any children?
- Have you been friends since school?
- How often do you meet your friends?



## Chapter Four

# Food and Drink



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# Asking about Food and Drink

Who What Where When How

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Food and Drink is always an easy way to start a conversation.

- Are there any foods you don't like?
- What type of things do you regularly eat?
- Have you had Japanese food before?
- Do you generally prefer red or white wine?
- Do you often eat out?





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