

Part One: "Allow me to introduce myself..."



What was your first job, and what did it teach you about your work life in general, or what you're doing in your business currently?



What's a moment in your career -- or freelance life -- that you've been really proud of? (This doesn't have to be a big project or award -- it can be establishing a boundary, saying "no" to something, etc.



Is this something in your office that inspires you or makes you happy (inspirational artwork, a million plants, your pet sleeping at your feet, a good-smelling candle)? Why does is make you feel happy or inspired?



What do you like to do when you're not working? Are you a knitter, a bird watcher, a paddle boarder, a chef, an underwater basket weaver? What does this hobby say about you? How does it make you a better employee or business owner?



What's something you're currently learning to do, either work-related or non-work-related? It could be learning a new software, a new language, how to make the perfect roast chicken, or training your new puppy. What lessons are you learning, and do they relate to your business life?



Is there a podcast, a playlist, a new book that you're loving? Talk about why you're crushing on it and ask your network what they're reading and/or listening to lately.



Do you have specific tips or tricks that you use throughout the day to stay productive and focused? Is there something you do at the beginning or end of the day to get into (or out of) work mode?



Part Two: "My network? Yeah, it's awesome."



Think of a past work "best friend" or a current freelance or business owner pal. What do you appreciate about them the most? Tag them and encourage others to tag the person who makes their day!



Think about the 3-4 best conversations you've had this week. How did they stand out to you? What did you learn? Tag the people you had the conversations with encourage others to connect with them as well.



Give your thoughts on some recent industry news, or a tidbit you recently learned about your market or industry, and tag a few people in the same industry to get their perspectives.



Who is someone in your network who you've been appreciating from afar? Write a post about them, what you love about what they're doing, and tag them to show your appreciation. Get others to get in on the admiration of someone they've been watching, too!



Comment on a post someone in your network posted recently and give your thoughts. Do you have a different spin or something else to add that you can share? (And of course, tag them and maybe even a few people who could add their perspectives!)



Ask your network who they love following on LinkedIn, or who you should follow and why. Have them tag their favorite people to follow -- this is a great way to get new perspectives in your feed and follow new people!



Share a gratitude post, tagging all of the people who made your week and lletting them know how important they are to you.



Part Three: "Opinions? I've got 'em."



What's a question a client or someone in your network has asked you this month, and how did you answer it?



What's a common misconception or problem in your industry that you think needs to be talked about? Share your thoughts, and invite your network to share their as well.



Is there a podcast, a playlist, a new book that you're loving? A new product or software that's making your life easier? Tell your network about them, and encourage them to share their recent finds, too.



What boundaries do you set -- or non-negotiables do you have -- when it comes to your business and client relationships? Let your network know yours, and invite them to share theirs.



Ask for the opinions of others. Is there something you're struggling with in your business, or in your interactions with clients? Ask your network how they handle the same situation.



Unpopular opinions -- they're big on LlnkedIn for a reason. Do you have one you can share, based on your expertise and what you know about working with your clients or in previous roles?



Ask your network their opinion about the one thing they wish they would have known when they first started their business. Why was this "one thing" so important, and what would they do differently if they had the knowledge ahead of time?



Part Four: "Workin' for a Livin'"



What's a business milestone you've hit recently? Remember that milestones come in all different sizes, and growth means different things for different people. Why is this a milestone to you?



What "bold moves" have you made in your business over the past 3 months, 6 months, a year? Have you invested in coaching? A networking group? An online course? How has it helped make your business better?



Give an example of a project you worked on that was a success, or that you were proud to work on. What was it about the project that was so meaningful or cool for you?



Conversely, has there been a recent challenge -- with a client, with a project -- in your business? What have you learned about you, your clients, and what you've learned as a result of the challenge?



Do you have an unlikely source of inspiration and motivation that you can share? What have The Beatles taught you about marketing? How has your love for Abstract Expressionism influenced your own logo design and brand colors?



Share your story of the moment you knew what you wanted to do with your life (at least, as of right now!). Did you write a story in third grade everyone loved, and that made you want to be a writer? Did you take a class for to fill your schedule, and wound up falling in love with the subject?



Share your core values. Letting people know what guides your internal compass tells them what it's like to interact with you, and what a work relationship might look like if you connect.