

Business Opportunities Emerge from Open Conversations

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Do you go to meetings armed with an agenda?



An Alternative Approach: No Agenda

1. Do your homework on the person & the company
2. Arrive at their office with no agenda
3. Meditate (be present) and let go
4. Listen carefully while they describe their problem(s)
5. Check whether your understanding is correct
6. Be still. Then share any ideas that come up
7. Start discussing potential solutions
8. Continue by phone / email / SMS / WhatsApp

Do your homework on the person and the company



- Website
- Google
- LinkedIn
- Twitter
- Facebook
- Instagram
- What's important to this person?

Arrive at their office with no agenda

Meditate / be present and let go



- Sit upright
- Place your feet flat on the floor
- Close your eyes
- Place your attention on the breath
- Whenever the attention wanders, bring it back
- Feel your weight on the chair
- Feel the pressure of the air against your face
- Listen as far as possible into the distance
- Bring your attention back to your breath

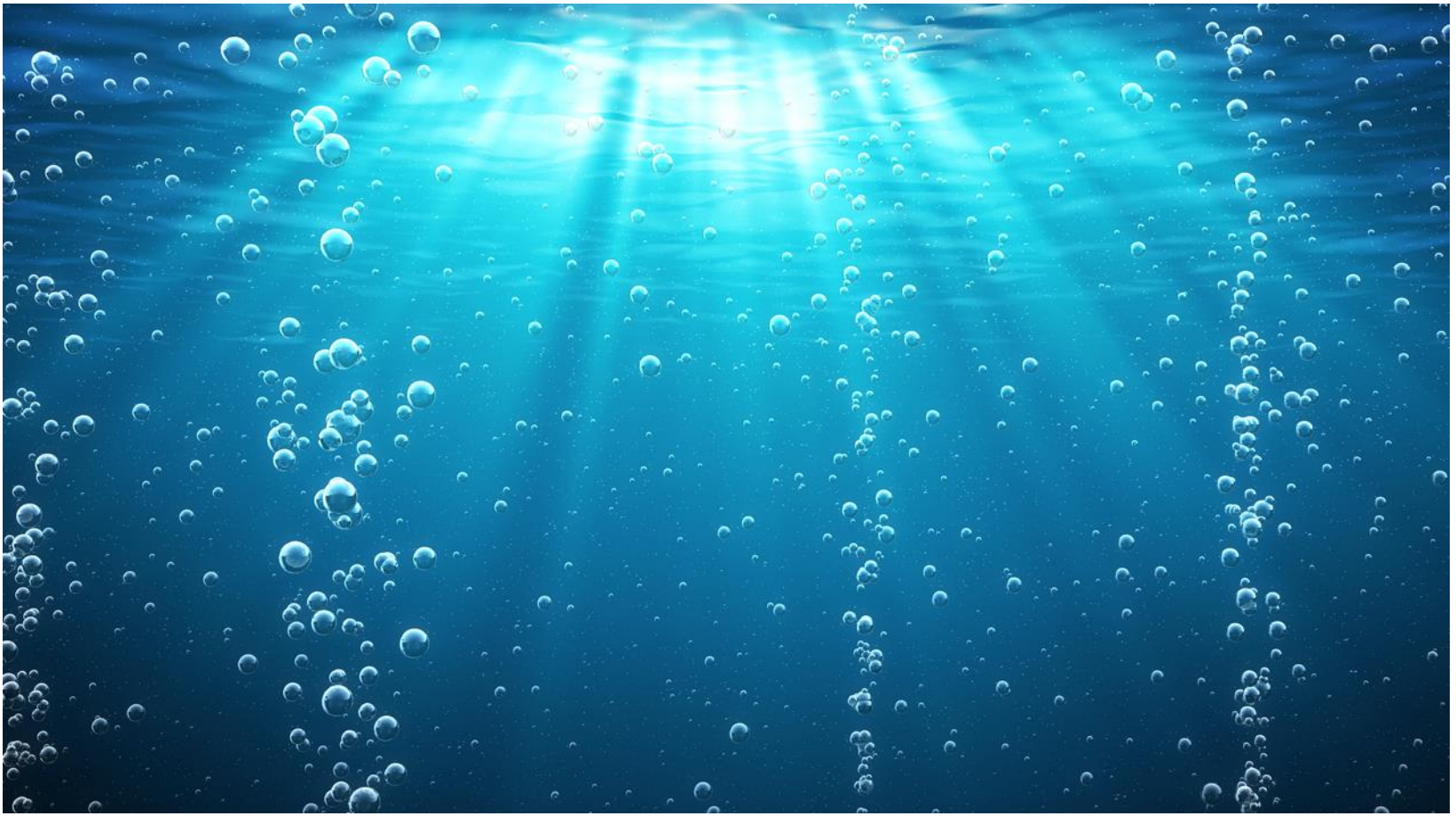
Listen carefully while they describe their problem(s)



Check whether your understanding is correct

“If I understand you correctly, ...”

Be still. Relax.
Then share any ideas that come up



Start discussing potential solutions



Continue by phone / email / SMS /Whatsapp



Let's keep in touch!



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