



TAKE CHARGE for the FUTURE



Schmoozing

To *schmooze* means to chat and be friendly, especially in order to get people on your side or make a social connection. Here are some great ways to be friendly and *schmooze*:

- ✓ Look at people in the eye when you talk to them.
- ✓ Ask them how their lives are going.
- ✓ Nod or show them in some way that you are listening.
- ✓ Thank people for their time.
- ✓ Ask them for their ideas.
- ✓ Be polite.
- ✓ Be friendly.
- ✓ Be positive. SMILE!

People often get nervous when trying to talk to other people about important stuff. It is a good idea to have at least a general idea of what you want to say and how you want to say it before you go to *schmooze*. One trick that people use is to make notes about what they might say – that way if they get nervous, they have something to fall back on.

Imagine that you want to get a job, but first you need to get your driver's license and you would like someone to support you. How could you use schmoozing to ask someone for support? We can't guess what you would sound like but here's what we would sound like using these hints:

"Excuse me Mr./Ms. _____. I was wondering if I could talk to you about a goal that I am working on? I've been thinking about my future and have decided I would like to get a job. I thought that the best place to start is to take driver's education and get my license. I know that you are good with computers and using the Internet, so I was wondering if you could help me because I want to take the driver's education class online. I'll want to get a job as soon as possible, so I would like to get started on my goal around _____. Do you think you could help me?"

*Thanks, I appreciate you helping me out. When would you be available to get started?
Great! Thanks again!"*

So what would you sound like? What will people say to you? Try the role-playing exercise on the next page.

Schmoozing

Group Activity --- Role-playing

Directions: Break into groups of three. Each person will take turns as the student, support person and observer.

Scenario: The student is requesting assistance from the support person; the student would like to move into his or her own place (the student needs to find a place and move as soon as possible because his or her parent or guardian is moving to another state, but the student really wants to stay in California). The support person has been selected because he or she has helped other students find their own places to live in the community.

Student: Think about how you would *schmooze* to get someone to help you with your request. Be sure not to forget to talk about what you need and why.

Support Person: Make sure to ask the student questions about what he or she is asking you to do.

Observer: The observer will use the checklist to offer feedback to the student following the role-play.

Suggestions: Refer to the slides on “Schmoozing” – what are important things to remember to do when talking to people?

Observation Checklist

Look people in the eye.	
Make small talk (ask them how their lives are going).	
Nod or show them you are listening.	
Make eye contact.	
Be positive.	
Be polite.	
Be friendly.	
Ask them for suggestions or ideas.	
Thank them or tell them you enjoyed talking with them.	