

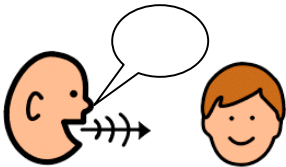
# How we make a Friend File

Meet a new person

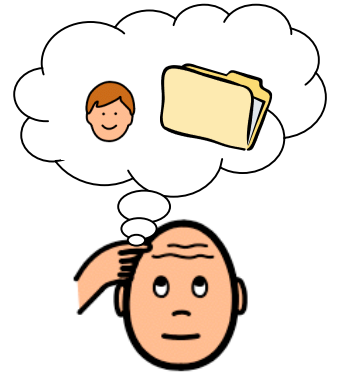


Small Talk and Conversations:

We learn information about another person.



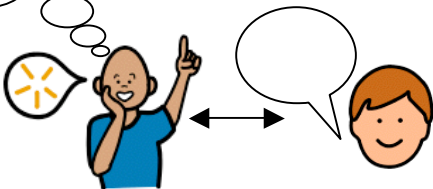
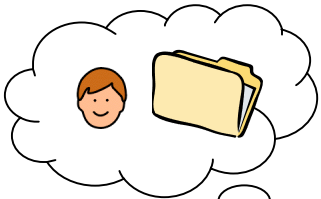
We SAVE information in a “Friend File” in our brain



We see the person again...

Remember your Friend File

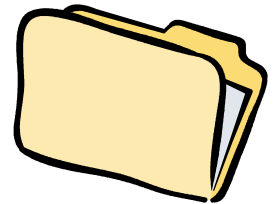
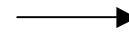
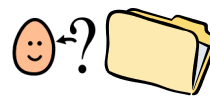
Ask Questions about things you know about them



Make your Friend File bigger

Ask Follow-up questions

Using Friend File information shows interest in the other person



You are building a FRIENDSHIP!

