

# The LOOKUP Process for Meeting People – Checklist

## Introduction

Thank you for downloading this resource. My intention is that it ignites a spark in you to take at least one small step from the checklist below. Starting any new behaviour can be challenging, so I suggest you jump in at whatever stage feels most comfortable for you.

### The key is to take action!

Connecting with others is essential, yet it can often feel overwhelming. The **LOOKUP Process** for meeting people is designed to break down those barriers and help you connect with ease. This checklist offers actionable steps to boost your confidence, overcome internal obstacles, and create meaningful connections. Whether you're at a social event, traveling, or interacting in everyday life, these steps will guide you toward becoming more comfortable meeting new people.

I've personally used this process to meet over **3500 strangers**—and now you can too!

Scroll down for the checklist, to experience how you can change your life by meeting people!

- L** Listen
- O** Overcome Internal Obstacles
- O** Open a Dialogue –Six Strategies
- R** Keep (the Conversation) Going
- U** Uncomfortable? How to Exit a Conversation
- P** Play and Improvise



## The Checklist

### L: Listen

- Practice “*Talk2MorePeople Listening*” where you intentionally and respectfully overhear conversations with the good intention of joining.
- Tune in to the details of what you overhear that might reveal opportunities to connect. Use the things that you hear that you can relate to as your excuse to join a conversation.
- When meeting someone new, listen actively—show interest through body language and verbal responses.

### O: Overcome Internal Obstacles

- Identify and acknowledge any fears or doubts as normal, but not permanent. (e.g., fear of rejection, self-doubt, low self-confidence).
- Remind yourself of the benefits of engaging with others such as increased empathy, reduced loneliness, increased sense of community and overall better wellness and longevity. Having good social health mid-life can literally extend your life according to [this research](#).
- Challenge any negative beliefs about yourself or the conversation, knowing that [research proves](#) we are more liked than we expect when talking to strangers (if done so respectfully)

### O: Open a Dialogue

- Approach the person confidently with a friendly greeting.
- Use one of the six strategies for starting a conversation (e.g., asking questions, making observations, or offering compliments).
- Keep it simple and natural—don’t overthink the first step. It’s better to say something - almost anything - than not to approach a person at all.
- Use your curiosity about your surroundings, or about the person you’d like to speak to, for ideas of how to ask a question to start a conversation.

## **K: Keep (the Conversation) Going**

- Ask follow-up questions that keep the conversation moving.
- Maintain a balance between talking and listening. People tend to experience you more positively if they've done more of the talking.
- Share about yourself in a way that invites the other person to engage further without dumping or “fire-hosing” them with your story.

## **U: Uncomfortable? How to Exit a Conversation**

- Don't feel held hostage while in a conversation and know that you can leave at any time.
- Exit gracefully by thanking them for the conversation or mentioning that you need to move on, but don't feel the need to make an excuse.
- Practice becoming ok with politely interrupting someone who is rambling on and not allowing you to participate in the conversation by saying, “Sorry to interrupt you, but I've got to go now.” It's ok to be firm around protecting your own time.
- Be respectful and positive when leaving.

## **P: Play and Improvise**

- Allow yourself to be playful to meet people. This might mean telling a joke, or expressing a pun in public or simply smiling more.
- Don't worry about being perfect—embrace the unpredictability of each interaction.
- Have fun with the process, and allow yourself to laugh and enjoy the experience.
- Don't worry about being perfect - embrace the unpredictability of each interaction. Authenticity is more important than perfection, so you just need to be yourself.
- Consider that all of life is improvised and learning this skill of meeting people gets easier the more that you play!

## Now Take Action!

- To learn more about the **LOOKUP Process** and deepen your connection skills, grab your copy of "**Talk2MorePeople: Change Your Life by Meeting People**" on Amazon [HERE](#).
- **Join the Talk2MorePeople Community!** Sign up for the Talk2MorePeople Tips newsletter [HERE](#) for news, stories, and updates on events (virtual and in-person) designed to help you meet new people. By signing up, you'll receive your FREE guide on "How to Easily Meet New People Today."
- **Ready to level up?** If you're interested in bringing Tony into your organization for a talk, an interactive workshop, or coaching, reach out to [Tony@Talk2MorePeople.com](mailto:Tony@Talk2MorePeople.com). Let's connect and start building your next steps together!
- **Stay Connected:** Follow [@Talk2MorePeople](#) on social media (available on the QR code below) to continue your journey of growth, connection, and adventure.

Yours in Connection,

**Tony Esteves**

Talk2MorePeople Author, Explorer, Coach

