



29

Days

to

Div a

THE WORKSHEETS

THE ART OF SCHMOOZING FOR CLASSICAL SINGERS

What's in it for them?

Scroll through any social media newsfeed you have close at hand. Pick three people and ask yourself, "what's in it for them to work with or spend time with me?"

Am I really listening?

Make it your intention to listen with curiosity to everyone you talk to today. Write down what you learned.

How can I ask more effective questions?

To help you listen with more curiosity, practice funneling questions during your conversations. Start with a question, follow up with a "tell me more" question, and finish with precision words like, "specifically" or "particularly" to gain more detail in an area.

You are the experience.

List five unique elements of what you do or what it's like to work with you:

- 1.
- 2.
- 3.
- 4.
- 5.

Think creatively about how you build a personal experience with others. What do you imagine they think about their time with you?

Can you take another moment and brainstorm about this in the context of before, during, and after performances? How can you make each interaction feel like a special experience?