

Transformational Conversations.

A 6-week / 4-week accelerator programme for lifelong learners to give you the 21st century conversation superpowers you were never taught at school. Fun. Insightful. Practical.

- Autumn 2023-



Facilitated by Georgie Nightingall Founder

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Programme **Overview**.

- Laura

A practical, inspiring, laughter-filled crash course in the art of conversation, connection and curiosity. The ideal blend of concepts, tools and exercises to help you learn new skills, try new approaches and apply them to your everyday life. The programme is warmly facilitated to enable you to grow in community with like-minded others who are also intentional about pushing themselves to new conversational depths.

WHAT: A six / four-week fun, practical and holistic transformational learning journey unlocking the art and science of conversation. Held virtually or in person.

?WHY: Accelerate your relationship building skills – in The World Economic Forum's top 10 skills of the future. Enhance Your life, career and love opportunities. Connect faster, deeper and differently with authenticity, joy and creativity. Learn how to engineer a meaningful conversation that changes the way you see the world.

HOW: Six weekly 2hr 30 mins live zoom sessions with a like-minded community of learners. Plus homework!

WHO: Fellow conversation addicts looking to grow and push themselves to new conversational depths.

WHEN: 26th Sep – 31st Oct (virtually) **or** 6-8th Oct (3 day in person) & 6th -30th (4 weeks online)

WITH: Programme Facilitator Georgie Nightingall

LDR.

Founder of Trigger Conversations | Coach, Facilitator & TEDx Speaker | Lifelong Learner & Explorer





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Georgie… who might just be the happiest, most comfortable-in-herskin woman I've ever met.



The Human Behind Trigger Conversations

Recently featured on the front page of The Times for training London's biggest law school (BPP) in the 'art of conversation'.



This all started because I was bored with every conversation starting with 'What do you do?'.

I felt labelled and stereotyped by my work identity, bored of the repetitive small talk and craving a *real* connection-fuelled adventurous deep meaningful conversation (DMC). You know, the kind that inspires new ideas, reshapes thought and expands the way you see the world. So I went on a mission to discover the formula for engineering a meaningful conversation, anywhere.

That was in 2016.

It turned out that I wasn't alone with this problem. What started a series of spaces for strangers to have DMCs, turned into 120+ events and engineering 6000 meaningful conversations for the public, organisations, communities. Plus workshops and programmes like this one, to teach the tools I've stolen and adapted from multiple disciplines and experimented with friends & family or strangers at events and on the street (yes, really!).

Now I'm on a mission to engineer a more human world.



CONVERSATIONS

Georgie Nightingall

Founder of Trigger Conversations

A woman with many labels... I'm an ICF-Accredited Coach, Facilitator & TEDx Speaker but also a Lifelong Learner, Explorer and Personal Development Junkie! I've trained in Philosophy (MA), Applied Psychology and Linguistics (MSc) and less formally, NVC, Vipassana Meditation, Improvisation & Zouk Partner Dancing.



Why... Develop Your 💸 Conversation **Superpowers?**

- Canapé -

If you had to choose, would you like to spend more or less time alone? Why?





Why join?

The impact you can expect in your life with these superpowers...

Everything Starts With a **Conversation**.

Influencing	Meeting	s Trigger
Feedback	Negotiation	Friendship / Strong Ties
Client or Business Opportunities	Sales	
Job Opportunities		Dating
(70% never advertised!)	Job interviews	Romantic Relationships
*Secret Life Opportunities Through Weak Ties		
Diversity of Thought		
Collaboration		Creative New Ideas
Managing & Leadership		

*They are the bridge to finding and accessing novel concrete information like new flats, jobs, doctors (Granovetter; 1973). Through our connections, we are included in new opportunities (e.g. Burt, 2000); and we have more success in our careers (e.g. Useem & Karabel, 1986).

Being Human to Human : The Skill(s) of the Future.



ECONOMIC Agenda Platforms Reports Events Videos

⊕ English ¥ Sign-in (

Global Agenda Education and Skills Future of Work Workforce and Employment

These are the top 10 job skills of tomorrow – and how long it takes to learn them

Top 10 skills



How important are these skills?

A US survey has found miscommunication costs businesses with up to 100 staff an average of US\$420,000 per year. Even more staggeringly, in another study, 400 businesses with at least 100,000 employees each claimed that inadequate communication cost an average of US\$62.4 million per company per year.

A study of science recruiters found 60% of respondents rated the ability to work collaboratively as most important, followed by adaptability (45%) and interpersonal relationship building (41%). Most respondents felt that applicants were lacking in these skills, particularly in critical thinking.

Notably, this study showed that employers considered soft skills as important as academic ability. Yet both current and potential employees are often reported as being "deficient" in these same skills.

What do employers want?

Employers are specifically recruiting for social capital skills – that is, employees who have welldeveloped influencing skills – to assist in building networks and the employer's brand.

Similarly, a report by the Foundation for Young Australians suggests that future jobs will demand transferable enterprise skills such as communication, critical thinking and presentation skills 70% more than jobs of the past.

When the robots & AI take over in our digital economy (!) .. What is left is our human to human skills.

Our impact in the world is limited by and dependent on the quality of our relationships and how we communicate with each other.

We need each other to do things with and for us.

People skills - how to be human to human - can always be learned and expanded. And they also need to be!

Source: https://www.weforum.org/reports/the-future-of-jobs-report-2020/in-full/executive-summary#executive-summary

Conversations Change The Way You See Reality & The World...



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The programme has been a great opportunity to engage my creative mind and imagine how I can live a different experience every day. The content, though themed on conversation, triggered deeper thoughts for me on the nature of the relations with ourselves and others, and how we can improve the quality of our experience in the moment. I have realised just how deep and numerous the opportunities that lie within a conversation, and I will be forever curious about discovering them.

> - Karam, Entrepreneur





And a rare opportunity to learn tools and techniques that will help you create engaging, stimulating conversations and inspire those around you to do the same. It inspired me to take an active approach towards my behaviour in conversation with other humans and has prompted me to spend time improving these conversations so that there is space for both myself and the other to be anything and anyone they, or I, want to be.

Practising these kind of conversions has help me perceive humans no longer as a blank canvas but as a colourful, intricate being that never ceases to fascinate me.

- Isla, Coach



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Conversations Change The Way You Perceive & Understand Other Humans Beings.

And Conversations Are GREAT For Your Health & Wellbeing



The quantity and quality of connections, leads to individuals being **happier and more healthy and living longer.**

Can relationships boost longevity and wellbeing?

Harvard research suggests meaningful relationships are a prescription for better emotional, mental, and physical health.

Social connections appear to be good for health. "People who are more socially connected to family, friends, and community are happier, healthier, and live longer than people who are less well connected," says Dr. Waldinger.

Loneliness appears to be toxic. "People who are more isolated than they want to be are less happy, their health declines earlier in midlife, their brain function declines sooner, and they live shorter lives than people who are not lonely," explains Dr. Waldinger.

Relationship quality matters. "Living in conflict, such as in a high-conflict marriage, is bad for your health. Living in the midst of warm relationships is perhaps protective," says Dr. Waldinger. He points out that people in the study who were most satisfied in their relationships at age 50 were the healthiest at age 80. "And our most happily partnered men and women reported in their 80s that on days when they had more physical pain, their mood stayed just as happy."

Source: https://www.health.harvard.edu/mental-health/can-relationships-boost-longevity-and-well-being

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The programme has helped me break out of a rut - before I was having a lot of rather boring conversations where I struggled to feel connected to the other person. **It's also made me realise the importance of having fun conversations in every-day life**. I never thought I'd be the kind of person who strikes up a random conversation with a barista or someone sitting opposite me on a train. The programme has given me the confidence to do that and that has brought a lot of fun into my life.

- Kate, Entrepreneur



Who are you?

"I left with a greater tool kit on how to move away from small talk, in a way that genuinely feels natural and authentic and invites others to do the same. Highly recommend it!"



– Emma

Is this programme, right for you?



- Transactional networking makes you shiver but **you value building connections** in a network.
- The thought of scripted awkward small talk leaves you tired and frustrated. You're seeking more depth, meaning, authenticity, play or adventure in your conversations and life.
- You want to build trust and connect with new potential clients or investors immediately, and become the one they will never forget.
- You want to expand your career horizons or tap into secret opportunities that only come through humans.
- You want to break out of stuck and limiting patterns in your conversations with loved ones.
- > You want to know how to get into novel, **unusual topics of conversations seamlessly**.
- You want to develop and hone your curiosity muscle.
- > You want the superpower of being able to **talk to anyone, anywhere** (yes, anywhere!).
- You want to know how to be such a good listener that everyone will tell you their deepest, darkest secrets...
- You've read the books, attended the courses and yet you haven't found your edge quite yet. You want to discover deeper levels within yourself? We'll take you there.



Who are you?

This programme is NOT for you if....

- > You don't have a good level of English.
- You're not committed to doing any experimental homework outside the calls that will transform your conversations.
- You're looking for therapy (although it is great you're on this journey). We'll be touching on some deeper work around beliefs from a coaching and not a therapy perspective.



What? The Programme

Get paid to war

CONVERSATIONS

The Curriculum. What you will learn, and when. 🕻





Week 1: Navigating Small Talk 😂

- Introduction to the group & each other
- Reframing small talk & 3 tools to navigate it: curiosity mindset, breaking scripts & statements

Week 2: Cold to Warm 🤚

- Accelerated rapport building (verbally & non-verbally)
- Where is your awareness?
 Dealing with the voice inside your head
- The power of framing

Week 3: Empathy & Presence

- The empathy staircase
- Labelling & mirroring
- Holding space and building presence

Week 4: Deep Listening 😉

- The 3 levels of listening
- What categories to listen for
- Asking better questions
- The curiosity mindset

Week 5: Mindset & Identity 🤒

- Who are you? Playing with labels and authenticity
- Negative automatic thoughts, limiting beliefs and creating positive empowering beliefs

Week 6: Play 😔

- Evoking emotion and making conversations fun, energizing and enjoyable using improvisation, storytelling, risk taking and charisma techniques
- Life after the programme





Autumn 2023 26th Sep- 31st Oct*

2hrs 30 mins weekly on Zoom Tuesdays 7-9.30pm GMT/ BST (London)

> Week 1: Navigating Small Talk Week 2: Cold to Warm Week 3: Empathy & Presence Week 4: Deep Listening Week 5: Mindset & Identity Week 6: Play



*virtual programme

Our Approach.



21st century learning methodologies



We Make it Fun

Otherwise, it's an exhausting chore! We invite you to bring your whole self, laugh out loud and wish all learning could bring this much joy.

We Create Discovery & Curiosity

+ ?

We won't just give you the answers. The deepest learning comes through a journey of asking curious questions, exploring and discovery.



We Learn by Doing

There is no progress without action. This is a highly interactive learning experience, with reflection exercises and homework to experiment with and integrate learning each week.



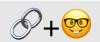
We Believe in Community-Learning

Connection isn't a solo venture. Be inspired by a global community of like-minded others. And an opportunity to steal what they do best....



We Go Deep

You can learn the tools in a book. We go deeper, unlocking and expanding your assumptions, beliefs and feelings about yourself, others and the word.



We Teach Across-Disciplines

Different contexts require different approaches. This unique programme combines elements of coaching, nonviolent-communication, meditation, improvisation, psychology and sociolinguistics.

What Others Say About Us.

100% Would Recommend to a Friend

100% Achieved Their Transformational Goals

Testimonials.

Aka... Kínd words from the #TríggerTríbe 🙋

I joined the programme because I was looking for help my conversational abilities, particularly around new clients/group settings. The strength by a mile is Georgie, and her incredible passion and knowledge for the subject. She is also a

fantastic teacher. Her methodical approach really helped me understand the successful components of a conversation. She gave me all the tools to understand the basics of a successful conversation, and I was able to practise these to radically improve my convo skills. This was incredibly powerful and definitely something that I would recommend to others looking to develop the foundations of a successful **J** conversation. Thanks so much Georgie.

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This is a unique course that not only provides tools to develop conversational skills but also insights on how you relate to yourself and others. **Highly interactive and engaging, the facilitators do a great job and are committed to supporting you in implementing your learning after the course.**



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I had high hopes for the programme, realising the many ways that changing my conversations could enhance my life personally and professionally. I'm emerging at the other end with not only a greater confidence that those changes are possible but with a real practical sense of **how to get there**. I've gained a set of tools to use in conversation to get to know people in my life more deeply and had ample opportunity to test them out in a safe and supportive environment. It was also an opportunity to examine our own habits and unconscious assumptions surrounding the way we interact with the people around us, the chance to try out other ways of being and gently expand my own sense of self and what I'm capable of. As those assumptions dissolve I'm feeling more free to be vulnerable and authentic and courageous in my interactions from day to day.

- Shaun, Entrepreneur

- Nita, L&D

- Lizzy, Teacher

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Testimonials.

Just a few more... 🙋

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The programme has helped me break out of a rut - before I was having a lot of rather boring conversations where I struggled to feel connected to the other person. It's also made me realise the importance of having fun conversations in every-day life. I never thought I'd be the kind of person who strikes up a random conversation with a barista or someone sitting opposite me on a train. The programme has given me the confidence to do that and that has brought a lot of fun into my life. It challenged a lot of the assumptions I'd made about myself and other people. I also learnt a lot about the type of conversations I want to be having more of. Before the course, I knew there were some people in my life I enjoyed talking to and found really interesting, but I couldn't put my finger on what it was about our conversation that I liked so much.

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My experience was very positive: Georgie clearly put a lot of thought, research and rich personal experience into crafting the content - which was excellent. The blend of practical tools, reflection on mindset, coaching, homework, etc. all worked very well together – felt like a 'complete' way of building conversational skills. The way she facilitated the group was also great – she created a really open, accepting space for us to learn, share, laugh and play together. **One thing I'm** stepping away with is a sense of courage and confidence knowing that striking up a conversation with a stranger or going deep in conversation isn't difficult – don't need to be clever to be a good conversationalist – you just need to be curious and open. I was also surprised by how a small question can open the door to a whole range of conversational possibilities – all it takes is some careful listening, echoing / reflecting, gentle questioning and reciprocal sharing. The sort of connections I'd like to be experiencing on a daily basis now feel more within reach thanks to the programme.



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I am glad I invested the time in this holistic programme. The thought that went into the structure of the programme is incredible and really takes one on a transformation journey. It gave me frameworks, tools and support to transform my conversational skills. I learnt a lot about myself and how my own limitations and beliefs were pulling me back in my day-to-day conversations. now feel more confident that I am capable of holding the space for more interesting conversations where I am learning new things and which I feel are engaging to others.

- Kate, Entrepreneur

- Laura, Managing Director

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- Lais, Project Manager

- Canapé -

If you had to choose, would you like to spend more or less time alone? Why?

Next Steps.

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Apply: The Virtual Packages.





DATES: 26th Sep – 31st Oct

Tuesdays 7-9.30pm BST/GMT (London | 8pm CEST (Paris) | 2pm EST (NYC) | 11am PST (LA) | 12pm MT | 1pm CT | 5/6am Sydney)

* Please ensure you check your local timings based off the UK time zone as we move from BST to GMT.

6 Week Transformational Conversations Programme

- Six weekly live learning calls on Zoom (2hrs 30 mins)
- Weekly reflection questions & homework
- Community connection, inspiration and support via private WhatsApp group

£750*

*EARLYBIRD: £675 before 16th August.

The Accelerated Learning Package

The full Transformational Conversations
 Programme

+

• 45 mins 1-1 coaching call with Georgie to accelerate, deepen and support your transformational journey. Held mid-way or towards the end of the 6 weeks.

£875*

*EARLYBIRD: £845 before 16th August.

The Deep Learning VIP Package

- The full Transformational Conversations
 Programme
 - +
 - Weekly 1-1 accountability & Q&A calls (30 mins)
- x2 1-1 deep dive coaching sessions with Georgie to remove blocks (1hr)
 - 1-1 access to Georgie via email / WhatsApp
- x1 personalised conversation recording analysis (up to 15 mins recording).

£1750

Instalment and low-income options available. Contact georgie@triggerconversations.co.uk

Apply: The In Person 3-Day & 4 Week Course.

3 Day Course: Fri 6th - 8th October 9.30am-5pm GMT - Held in Central London

4 Week Course: 6th Oct- 30th Oct

3 day course + weekly virtual 1hr group coaching calls (calls are held on Tuesdays at 1730 BST/GMT)

3 Day Live Transformational Conversations Programme

- The full programme (all 6 modules) spread over three days' face to face learning.
- Access to programme slides and flipchart notes
 - Max cohort size 20.

£995

*EARLYBIRD: £895 before 21st August

The Accelerated Learning 4-Week Package

- The full 3-day programme
- Weekly homework & reflection questions
 - Virtual 1hr group coaching calls with Georgie for the 4 weeks afterwards. A powerful way to solidify learnings and integrate the tools as habits.

£1350 * Early bird: £1295 before 21st August



The Deep Learning VIP Package*

- 3-day in person programme
- Weekly 1-1 accountability & Q&A calls (30 mins)
- x2 1-1 deep dive coaching sessions with Georgie to remove blocks (1hr)
 - 1-1 access to Georgie via email / WhatsApp
- x1 personalised conversation recording analysis (up to 15 mins recording).

£2450

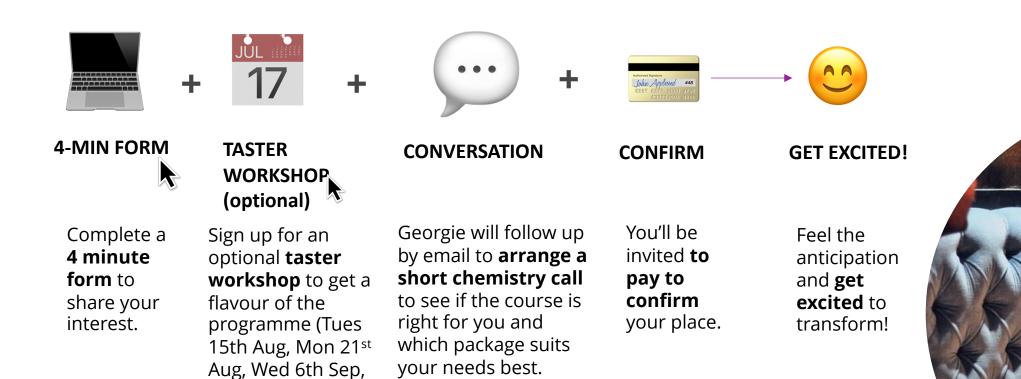
*Limited availability

Apply: Next Steps. For conversation superpowers. You know you want to V

Mon 11th Sep)









We do love a questioner

Q: What kinds of people will be on the programme?

A: Generally, this programme attracts curious, nerdy and connection-fuelled humans in their 20slate 40s, looking to build and strengthen their network to increase their business and career opportunities. E.g. entrepreneurial-types, business owners, freelancers, coaches. However, we have also had teachers, mentors, product and projects managers on the course! Most people who join are confident having conversations with people they know but want to learn how to adapt their style to different contexts.

Q: How many people will be on the programme?

A: Up to 20 fellow learners on the call.

Q: How do I experience a flavour of Georgie and her training style?

A: Beyond reading the testimonials, you can attend a <u>Taster Workshop</u> on Tues 15th Aug, Mon 21st Aug, Wed 6th Sep, Mon 11th Sep. You can also <u>complete</u> <u>the application form</u> and Georgie will follow-up to schedule a discovery call.

Q: Do I need to attend every workshop? Will there be recordings?



A: Ideally, yes, but you could get away with missing one. The sessions will provide opportunities to experiment with and really understand new tools, plus they will build on each other. If you do have to miss one there will be a recording and notes available so

you can catch-up.



Q: What is the balance between practice and theory? How much homework is there? Is it obligatory?

A: Each session is highly interactive - more of a cocreated conversation or enquiry than a talk. We'll have cameras and mute off and frequently use breakout rooms to practice techniques together. As for homework outside the calls, each week you will be given a self-reflection task (15- 30mins) and 3 action tasks to practice with other humans before the next week. The action tasks are split into categories depending on keen you are (light, thirsty and hearty!) and take only a few minutes each. The more you experiment with outside the calls the more you'll be able to transform your conversations, so doing the homework is a big part of the programme.

Q: I can't make the dates, when can I sign up for the next programme?

A:. We are aiming for an Spring intake in 2024. Share your interest so we can keep you updated.

Q: Got a question that isn't here? A: Contact us! hello@triggerconversations.

<u>co.uk</u>



Let's Continue The Conversation....



Complete a 4-minute form

Attend a Taster Event



Georgie Nightingall www.TriggerConversations.co.uk

Georgie@Triggerconversations.co.uk