

## PRE-DATE PHONE CALLS.

What's most important about this pre-date screening call is this: You are in the driver's seat and you get to choose if you want to meet in-person on a coffee date or video chat. (Remember, all first dates are coffee dates. If it's a good match, you can always meet again).

### Structure for a first phone call:

1. "Hi Joe, so nice to connect with you." If you remember something about the person's profile, bring that up (i.e., "Oh you're also from Denver, cool! Do you still live there?" If not, "Oh, when did you leave?") This is designed to just get related to world view about where they're from and why they left, etc.
2. The format for all of dating conversations is "share and ask" so it's never like an interview or an interrogation!
3. The call should last not more than 15 or 20 minutes. You want to see if it flows and if some key things line up to know if you want to meet in person on a coffee date.
4. Share what you do for a living and then ask "Joe, what do you do for a living again?" (so it's a reminder) and then ask "Do you like being an accountant?" or "Do you like working in a startup?" (Fill in with what they say they do). Then ask "If you weren't doing that, what would you be doing?" This will give you a great feel for "who they are" and what they are about. And of course, be prepared to answer the question that you are asking of the person you're speaking with.
5. In your mind have a few key values questions you'd want to know that need to align if you're going to meet (Vision: Is the person marriage-minded? Values: Does he/she want children? Or if the person is also done with having children).
6. After 15 or 20 minutes, see how it felt. Did it flow? Do you want to meet in person? If yes, get off the phone by saying "It was so delightful speaking and I'm excited to learn more but I do have to go since I have an early meeting, I have a call with my aunt or I have to finish something for work (or whatever you want to express) and then continue. ... so I'd love to meet for coffee and learn more. How is Wed evening or Sunday morning?" or "The best days this week for me are Thursday or Friday evening. What about you?"
7. It's best to be direct. If you don't want to meet the person, you'll just tell them "It was great chatting but it sounds like we're probably not a love connection and I wish you all the best in finding your right person." If they want to know why you can share that you're not on the same page about something and just leave it at that.

