

## 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 him/her



Make your Friend File bigger  
Ask follow-up questions  
Using Friend File information show interest in the other person



You are building a FRIENDSHIP!