

Networking Conversation Starters

Perfect for new members attending their first networking event. Keep this handy, glance at it before you walk in, and remember — everyone in the room wants to meet you too.

Breaking the Ice

- “ Hi, I don't think we've met yet — I'm [name], I do [what you do]. What about you?
- “ Is this your first SIWP event too, or are you a regular?
- “ What made you decide to come out tonight?
- “ That's a great [outfit / display / card] — did you make it yourself?
- “ Mind if I join you? I'm still finding my people in the room.

Getting to Know Their Business

- “ How long have you been in the wedding industry?
- “ What's your favorite part of working with couples?
- “ What kind of weddings do you usually work — big and traditional, small and intimate, something else?
- “ Do you have a specialty or style you're known for?
- “ What's a recent wedding you worked that you're really proud of?
- “ How did you end up in this industry? What's your story?

Ending Well & Following Up

- “ I'd love to stay in touch — can we swap cards or connect on Instagram?
- “ This has been great — who else here should I make sure to meet tonight?

Finding Common Ground

- “ Have you worked any weddings at [local venue] before? I'd love to hear how that went.
- “ Who else in the room do you usually collaborate with on a wedding day?
- “ Do you find most of your couples locally, or do you travel for weddings too?
- “ What's changed most about weddings around here in the last few years?
- “ Are you planning to vendor at any upcoming bridal shows?

Going Deeper

- “ What's the biggest challenge you're running into in your business right now?
- “ Is there a type of vendor you wish you connected with more often on wedding days?
- “ What's one thing you wish couples understood better about what you do?
- “ What's something you've learned the hard way that you'd tell a newer vendor?

Three Tips for Your First Event

1. **Bring more cards than you think you need.** You'll meet more people than you expect.
2. **Ask before you pitch.** The best connections start with curiosity about the other person, not your elevator speech.
3. **Follow up within 48 hours.** A short message referencing your conversation goes a long way toward turning a handshake into a referral partner.