

I	Introduce yourself— tell him your name, shake his hand, look him in the eye
N	Name— learn his name, and use it during the rest of the conversation
V	Values—what he looks up to, what he prizes, what he likes
I	Interests— his hobbies, his passions, what he does
T	Tribes— the groups he identifies with
E	End— bring the conversation to a close, often with an invitation based on the conversation, or the hope to see him again

I	Introduce yourself— tell him your name, shake his hand, look him in the eye
N	Name— learn his name, and use it during the rest of the conversation
V	Values—what he looks up to, what he prizes, what he likes
I	Interests— his hobbies, his passions, what he does
T	Tribes— the groups he identifies with
E	End— bring the conversation to a close, often with an invitation based on the conversation, or the hope to see him again