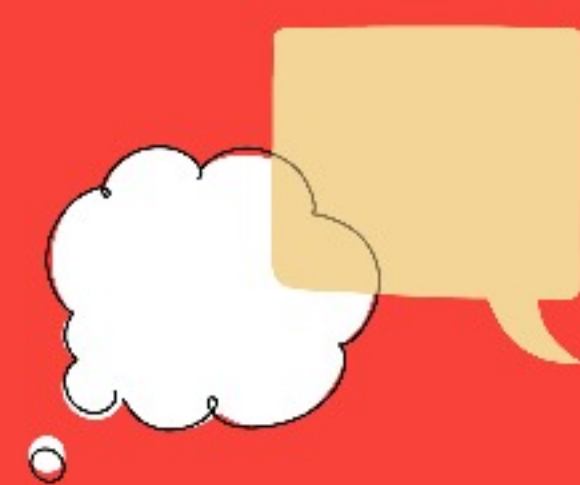




Ep 318: Vanessa Van Edwards

Key Takeaways

Charisma Formula

Charisma comes from communicating both warmth and competence.

Signal Openness

Open-palm gestures can communicate safety, openness, and a willingness to connect.

Beat the Feed

Make conversation more engaging than the digital content competing for someone's attention.

Activity 1

The Charisma Check

Before an important interaction, rate yourself from 1–5 on warmth and competence. Choose one small adjustment for each—for example, smiling and asking questions for warmth, or speaking clearly and confidently for competence. Which quality comes more naturally to you, and which could you strengthen?

Activity 2

Open-Palm Challenge

During your next conversation, consciously use open-palm gestures when greeting someone or emphasizing a point. Notice how this changes your body language and whether it feels more natural over time.

Activity 3

Find Your Hook

Before your next networking event, prepare three surprising questions, observations, or stories you could use to spark a conversation. Choose one that feels genuinely interesting rather than rehearsed. Would you rather keep talking to someone after hearing your opener—or check your phone?

Today's Tip

At networking events, avoid check-in areas and crowded entry points. Look for people who are already settled and ready to connect.