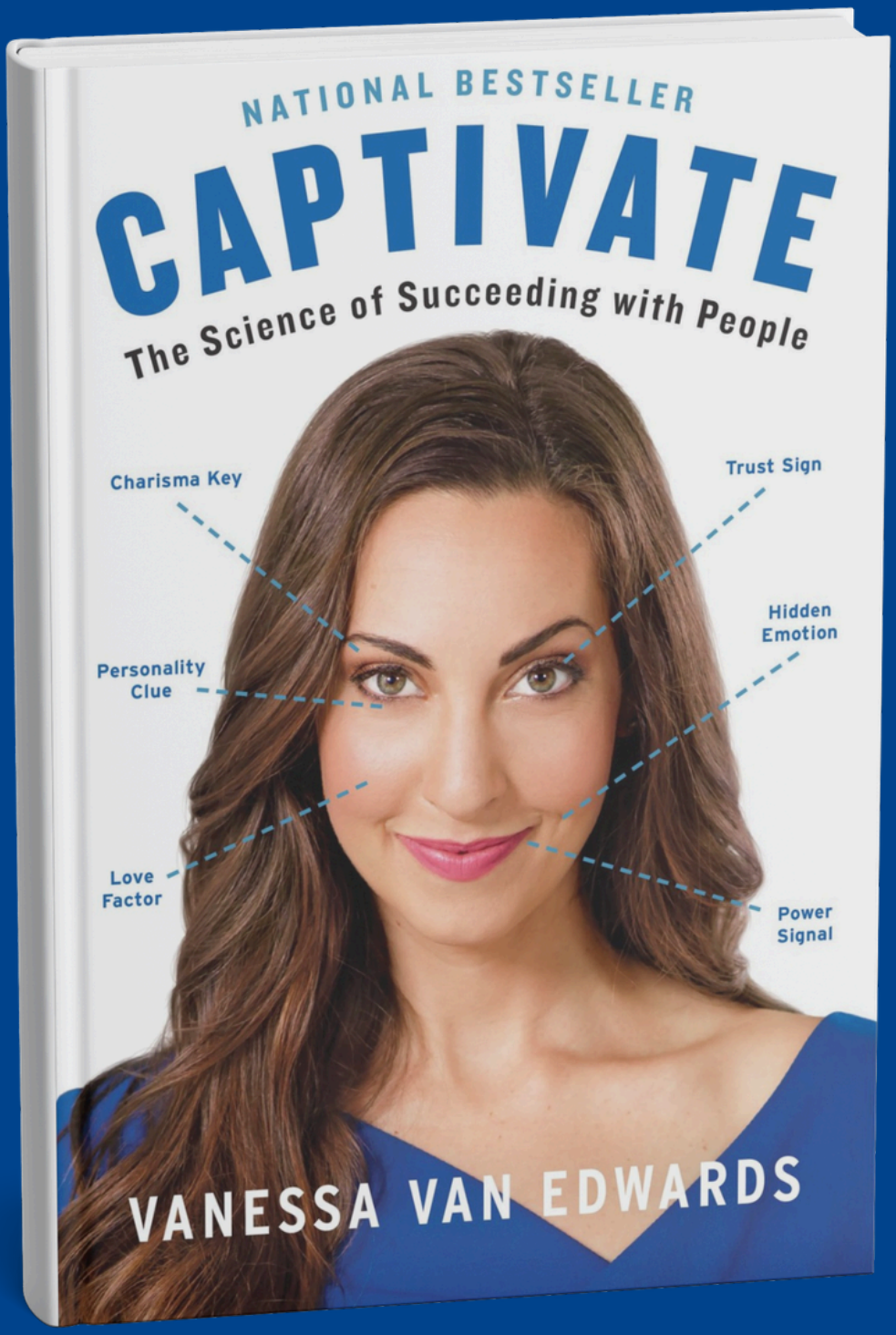
Reading Group Guide



PART I: The First Five Minutes

Chapters 1–5 explore how to make powerful first impressions — from controlling your environment to sparking unforgettable conversations.

Chapter 1: Control

1. Who is that one person who makes you feel most comfortable and confident in social situations?
2. When you enter a room full of strangers, where do you go first — and why?
3. Have you ever felt like you had to fake it until you make it socially? How did that affect your energy levels?
4. Think of a recent social situation where you felt completely out of your element. What one small change would have made it easier?

Chapter 2: Capture

1. Of the Triple Threat — smile, eye contact, posture — which is your strongest and which needs work?
2. When you meet someone new, what is the first physical feature you usually notice?
3. Think of someone you disliked instantly upon meeting, only to become friends later. What specific nonverbal cue do you think originally triggered your foe response?
4. What's the difference between confidence and arrogance in someone's body language? Think of a specific person for each.

Chapter 3: Spark

1. What is the one small talk question you are most tired of answering?
2. Think of a conversation that completely hooked you. What made it different from typical small talk?
3. Do you have a go-to question that always seems to get people talking about something they are passionate about?
4. Try one of the conversation sparkers from this chapter on someone in the group right now. What happened?

Chapter 4: Highlight

1. Who is the most memorable person you know? What specifically makes them stand out in your memory?
2. How has someone else's high expectation of you changed the way you actually performed or behaved?
3. What's the best compliment you've ever received? What made it land?
4. If you were introducing your best friend to your boss, what hidden strength of theirs would you highlight to make them unforgettable?

Chapter 5: Intrigue

1. What is your reaction when you find out a stranger loves the same obscure book, movie, or hobby that you do?
2. How often do you ask people why they do what they do, rather than just what they do?
3. Think of someone you clicked with instantly. What thread connected you — and did you discover it or create it?
4. When you meet someone with zero overlap with your life, what's your move?

PART II: The First Five Hours

Chapters 6–9 go deeper — decoding hidden emotions, solving personality puzzles, and understanding what people truly value.

Chapter 6: Decode

1. Have you ever had a gut feeling that someone was lying or upset even though their words were positive?
2. Which emotion do you read best on other people's faces? Which one fools you?
3. When someone is clearly upset but says they are fine, do you press them for the truth or give them space?
4. Which microexpression do you think you leak most often when you are trying to hide your true feelings?

Chapter 7: Solve

1. Share a time when your personality trait — outgoing, cautious, creative — confused someone else.
2. What's your default social style? When has it clashed with someone else's?
3. What is the first clue you look for in someone's environment — their office, their car, their clothes — to figure out who they really are?
4. Which of your personality traits do you feel you inherited directly from your parents, and which did you fight to develop on your own?
5. Think of someone whose personality style is opposite yours. How could you adjust your approach to connect better with them?

Chapter 8: Appreciate

1. Think of a time you felt underappreciated. Which of the five appreciation languages was missing?
2. Describe a time you tried to show someone you cared, but it was completely misunderstood. Looking back, what was the mismatch?
3. What are your top two appreciation languages? Where does mismatch show up most in your relationships?
4. Have you ever received a gift that you hated, even though the person had good intentions?

Chapter 9: Value

1. Think of a fight that boiled down to clashing needs — one person chasing Status or recognition, the other Security or Money. What was yours?
2. Have you ever felt drained after an interaction? Which of your primary values — Love, Service, Status, Money, Goods, Information — felt neglected?
3. When you are proud of an accomplishment, who is the first person you tell, and what kind of reaction are you looking for?
4. In conversations, do you tend to seek Status, Information, or Love first? How does that create friction?

PART III: The First Five Days

Chapters 10–14 focus on lasting connection — storytelling, empowerment, vulnerability, self-protection, and genuine engagement.

Chapter 10: Connect

1. Do you have a signature story that you find yourself telling often at parties or meetings?
2. When you tell a story, do you start with the most exciting part (the hook) or do you provide a long backstory first?
3. What's a story you bombed telling? Where did it miss the hook, struggle, or expressive words?
4. If you had to summarize the most pivotal moment of your life in one sentence to grab someone's attention, what would it be?

Chapter 11: Empower

1. What's a request you need to make this week? Reframe it using "because" and a clear mission. Share it with the group.
2. Think of a project where you knew the mission versus one where you were just told what to do. How did your effort differ?
3. Have you ever felt more invested in a project because you were allowed to customize the process?
4. What is your mission in your current job or life stage — what is the big "why" that keeps you going?

Chapter 12: Reveal

1. When has showing vulnerability unexpectedly strengthened a relationship?
2. Have you ever felt unattractive because of a mistake you made, only to find that people liked you more for it?
3. Do you think you notice other people's social blunders as much as you worry they notice yours?
4. Who is one person you wish you could be more real with? What's stopping you?

Chapter 13: Protect

1. When you get emotionally hijacked, what mode do you default to — bossy, defensive, or shutdown? What fear is driving it?
2. When someone is screaming or being irrational, is your first instinct to stay calm or to get emotional back?
3. What is your social gremlin — that one fear (like being judged or left out) that makes you act like your worst self?
4. Is it hard for you to say no to people, even when you know an event will drain you?

Chapter 14: Engage

1. Name someone you genuinely like. How can real curiosity about their world light them up this week?
2. When was the last time you were truly curious about a stranger's life?
3. What is one social experiment you could try this week to improve your people skills?
4. What's the single biggest shift in how you think about people skills after reading this book?