

Catch Word #164 – Schmoozing

Transcript

Harp: Hello everyone. This is Harp.

Maura: And it's Maura.

Harp: And we're here at Culips English Learning Podcast, bringing you another great episode.

Maura: That's right. And if you wanna hear a whole bunch of our other episodes, you can listen on iTunes or on Stitcher. Or of course, you can go to our website: Culips.com. That's C-U-L-I-P-S.com. And this is also the place where you can become a member. And when you become a Culips member, what do you get, Harp?

Harp: The learning materials include a complete transcript, detailed explanations, and a quiz for each episode.

Maura: That is right! And, if you're online, you can also check us out on Facebook and on Twitter. We love hearing from you so don't be shy.

Harp: Yeah. Leave us a question and one of us or our editor, Jessie, will respond to you.

Maura: That is right.

Harp: So Maura, how has your day been?

Maura: Oh, good. Earlier today I actually went to one of the really nice parks that we have in Montreal. I love meeting up with some friends and having a picnic. Everyone brings a little bit of food. Sometimes people bring a barbeque. It's so nice! It's such a nice way to spend a summer afternoon.

Harp: I agree!

Maura: Yeah. I know I'm not the only one because the parks are always full.

Harp: Yeah. It's so much fun that they're full of people enjoying summer.

Maura: Yup, definitely. OK, so let's get to today's episode now. Today's episode is a Catch Word episode, and that is where we give you different expressions, we explain how to use them, and we give you examples as well.

Harp: Yes! Today we're going to give you some expressions about meeting and talking to people.

- Maura: Right. Meeting and talking to people, usually at a special kind of event or gathering. And when you're talking to people, you have a kind of goal in mind. There's a reason why you want to talk to a particular person or some people.
- Harp: Yeah. Meeting these people is something that will usually benefit you in some way.
- Maura: Yeah, that's right. So today's expressions are about meeting and talking to people but there's a particular reason why you would like to meet and talk with these people. Let's get to our first expression.
- Harp: Our first expression is **to schmooze**.
- Maura: That is right. This one is a bit funny to pronounce. **To schmooze**.
- Harp: **Schmooze**.
- Maura: I like saying this word, actually. **To schmooze**. So, **to schmooze** is to talk and to chat casually. And that was actually the original meaning of the word, which is from the Yiddish language. But in English, often when we use it, we also mean that you're talking or chatting casually but at the same time you're trying to make a social connection.
- Harp: Yup. The social connection that you're trying to make is your goal. You're trying to make a connection with this person to maybe do business in the future or do something.
- Maura: Right. You want to know this person. You're talking to them, but there's a reason why you're talking to them. You want to get to know them. You want them to know you. You want to make a connection. And often people **schmooze** because of business. So it could be that they're looking towards their career in the future or maybe there's some other kind of business connection that is to be made.
- Harp: Yup. When I think of **schmoozing**, I think of being in a gala or some sort of work event where you're talking to people, maybe to sell them something or to make some sort of connection.
- Maura: Yup. I picture a room full of a lot of different people. Everyone has a drink in their hand and there are lots of different conversations happening. And we could say that these people are **schmoozing** with each other.
- Harp: I think we should spell **schmooze** because it's kind of a different-sounding word.
- Maura: Yeah, sure. So **to schmooze**, it's a funny word to say, is spelled S-C-H-M-O-O-Z-E.

Harp: **To schmooze.**

Maura: OK. We will now, as always, give you a couple of examples with **to schmooze**.

Harp: So, are you excited to go to the gala tomorrow for female entrepreneurs?

Maura: Yeah, of course! I've been looking forward to it for a while now. You know, I really want to open my own shop downtown and, well, this is a great opportunity for me to meet some other women who maybe have some experience, do a little bit of **schmoozing**. You know.

Harp: I definitely know. Maybe you can find someone who would be your **mentor**.

Maura: Yeah. That's a great idea. I should **keep that in mind**.

Maura: In this example, we heard from someone who was going to a gala and who was going to be **schmoozing**. She was going to be meeting and casually talking with other female entrepreneurs about their business experience. And hopefully she would gain some knowledge or maybe make a contact that would help her out **in the long run**. So that, in a way, was kind of her goal.

Harp: Yeah, because business connections are often made through small talk and short, casual conversations. So a gala where you're **schmoozing** is perfect.

Maura: Yeah. Sometimes people **schmooze** unintentionally. They actually just meet someone and they're talking just for pleasure, for fun at a party. And by chance, a business connection is made. Sometimes it's not planned.

Harp: Yup, you're right. But you know, I'm really bad at **schmoozing**.

Maura: Yeah, I don't know if I'm good at **schmoozing** either. I'm good at chatting casually, but not when I feel like there's pressure to make some kind of connection.

Harp: I know. And at these **networking** events or these galas, I feel like there's a lot of pressure.

Maura: Yup. It's more and more important, I think, to make these connections. OK, let's look at one more example with **to schmooze**.

Harp: Do you know if Professor Lee is coming today?

Maura: Well, I don't know for sure, but he usually comes to any kind of conference that the English Department **puts on**. So he should be here.

Harp: Good. I really want **to schmooze** with him and I'm hoping to work with him next year when I'm doing my PhD.

Maura: Yeah, well, he's super friendly and super nice, so it should be easy **to strike up a conversation** with him.

Harp: I feel really nervous though. So tell me if you see him and I'm gonna go talk to him.

Maura: OK. I'll **keep an eye out**.

Maura: So here's an example where we had a student who wanted **to schmooze** with a professor, and the reason was that she wanted to work with this professor in the future. So that was her goal and her reason for wanting to chat with him.

Harp: Yeah. She wanted to chat with him casually, to get to know him and to build a connection to eventually, hopefully, work with him.

Maura: You know, a lot of things do work that way. If you have a personal connection, sometimes you can get into a university or you can get a specific job, all because of a connection you made.

Harp: Yup. It's about who you know.

Maura: It really is, more and more. OK, so, **to schmooze** was our first expression and now we're going to look at the second expression.

Harp: Our second expression is **to network**.

Maura: That is right. **To network**.

Harp: Yes. **To network**.

Maura: You know, I feel like I've heard this word used more and more, recently. More than I ever did when I was younger.

Harp: Yup. It seems like it's **a buzzword** that people are talking about. And it's something that you have to do more and more.

Maura: Right. So, **to network** is to interact with people, often through talking and conversations. And the reason that you're interacting with these people is to gain something. It's because you have a goal in mind. Possibly, your connection will be mutually beneficial, which means that you will both gain something from knowing each other.

Harp: Yup. **To network** is to make a connection with another person, usually with the hope of some sort of gain, hopefully for both people.

- Maura: And this expression as well is often related to business. When you **network**, you meet someone, you make a connection with that person, and hopefully in the future, you can both benefit. It could be, like **to schmooze**, for a job or some kind of business development.
- Harp: Usually you **network** in person. But there are more and more social **networks** like Facebook and Linked In. So it's this virtual **network**.
- Maura: Right. So in a way, you're going online, on your computer, and you're meeting people and you're making connections. I also think about Linked in, which is a really popular site, especially for jobs. So people can make connections on this site and in the future it might lead to a better job or some other kind of business.
- Harp: Yup. Linked In is a really good example of a social **network** that is basically almost purely professional. It's for people who are looking for jobs or who are looking for some sort of sales opportunities. It's really good!
- Maura: And you know, I remember when I was hunting for a job, I went to a kind of seminar at a local organization that is there to help youth find work. And they had specific seminars on **networking** because it really is important to make new connections with people who can help you in the future. And, hopefully, maybe you can also help them.
- Harp: Yes. I agree.
- Maura: OK, so, let's give, now, a couple of examples with **to network**.

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| Harp: | How was the art opening at the gallery last night? |
| Maura: | Oh, actually it turned out really well. I ended up meeting the artist and talking to him and I wasn't even planning on networking , but we made a really good connection and I think we might work together in the future. |
| Harp: | Oh, that's great. |
| Maura: | Yeah, yeah. It was so surprising and he ended up being a really nice guy, so I'm looking forward to seeing him again. |
| Harp: | That's great! |

- Harp: So in this example, we had someone who went to an art opening and she **networked** with the artist.
- Maura: That's right. In this case, she wasn't planning on doing that. She wasn't looking to make a connection with someone for possible business in the future, but it just happened.

- Harp: Yup. And that's how it often happens.
- Maura: It can happen when you least expect it, but you can also go to a specific **networking** event where that is the **sole** reason why everyone goes.
- Harp: Yup. I'm going to more and more of those all the time.
- Maura: Mmhmm. So you're getting some practice in, then.
- Harp: I am.
- Maura: OK, let's give one more example with **to network**.

- | | |
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| Harp: | So, are you gonna buy a ticket to my fundraising event tomorrow night? |
| Maura: | Umm. I'm still thinking about it. |
| Harp: | You really should. It's a great opportunity for you to be able to network with a lot of people. |
| Maura: | How many tickets have you sold so far? |
| Harp: | Three hundred. |
| Maura: | Wow. OK. I'll come and check it out then. |
| Harp: | Perfect. Here's your ticket. |

- Maura: In this example we just heard, one person was convincing someone to attend a fundraising event where she would be able **to network**, which means she would be able to meet people, interact with people, and hopefully she would gain something in the long term.
- Harp: Yeah. Hopefully she would be able to meet someone who maybe she could work on a project with, or do business with, or sell her product to.
- Maura: That's right, whatever her business may be. Now, we are going to look at one more expression today. And this one is **to mingle**.
- Harp: **To mingle.**
- Maura: **To mingle.** And this expression is a little bit different from the first two, because when you're **schmoozing** or **networking**, it's often related to trying to gain something for yourself or looking for a benefit.
- Harp: Yeah. But with **to mingle**, it could be with some sort of goal or it could just be for pleasure.
- Maura: Right. So when you **mingle**, you're also talking to people, meeting new

people. It's at some kind of social gathering. But the reason why you're **mingling** is not clear. It could be for business or it could just be for fun.

Harp: Yeah. You could just be at a party and **mingle** with the new people who are there.

Maura: You know, you could also **mingle** if you're looking to meet that special someone.

Harp: Yup. That's true.

Maura: Yeah. You could be talking to different people at a party and hoping that sooner or later you'll meet someone and you'll have a real romantic connection.

Harp: Yeah. You're right. So you could use it for business or pleasure.

Maura: Yup.

Harp: And since this expression, **to mingle**, can be used for just pleasure, we'll give you a casual example.

Maura: Right. We'll give you an example of **to mingle** being just used for fun and no other reason.

Harp: Do you know many of the people here?

Maura: No, not really. But everyone seems pretty friendly. Everyone's chatting and laughing.

Harp: Well, it is a party. Let's go **mingle**.

Maura: OK. Let's go talk to those three people over there in the corner first. What do you think?

Harp: Great idea. Let's go.

Harp: So in this example, there are two friends who are at a party and they don't know many people but they're going **to mingle**. They're going to move around and talk to different people.

Maura: Yeah. That's right. And often when people **mingle**, they don't just talk to one person. If you're **mingling**, you go over and you speak to one person or a few people for a couple of minutes. But you always move on to other people. So you're really talking to a lot of different people at a place, if you're **mingling**.

Harp: Yeah. You're just having a casual chat, something short usually, and then

you move on to the next person.

Maura: Yup. That's right. But like we said at the beginning, when you're **mingling**, it could be just for fun but you could also **mingle** and have in mind that you want to meet certain people for different business-related reasons.

Harp: Let's give an example with a business reason.

Harp: So you're going to the sales convention this weekend?

Maura: Yes, I am. And I'm really hoping that I'll be able **to mingle** and make some new connections there.

Harp: Yup. Well, you gotta **work the room** to get some good sales.

Maura: Oh, I know. And I'm ready.

Maura: In this example, we heard from someone who was going to a sales convention and she wanted **to mingle**, which means she would move around and she would talk to a lot of different people who were there. But, she did also want to make business connections.

Harp: I think salespeople are generally known to be good at **mingling**, or **networking**. It's just a part of their job.

Maura: It's true. When you **mingle**, you usually have to start the conversation and start talking to someone who you've never spoken to before. I think that's the hardest part with **networking** and **schmoozing**, too.

Harp: Yup. You don't know how to start the conversation, what to say first.

Maura: Oh, yeah. That is definitely my problem. I can have a conversation, but to start it, I feel so awkward.

Harp: Yup. Me too.

Maura: All right. So let's go over the three expressions we looked at today.

Harp: We started with **to schmooze**.

Maura: And then we looked at **to network**.

Harp: And we finished with **to mingle**.

- Maura: That is it for today, but we'll be back next week, as always, with another episode for you. And if you get bored in the meantime, listen to one of our past episodes on iTunes, on Stitcher, or on our website, Culips.com. That's C-U-L-I-P-S.com.
- Harp: And while you're on the website, you should sign up and become a member because then you have access to all the learning materials, which include a complete transcript, detailed explanations, and even a quiz.
- Maura: That's right. And when you're a member, you will just learn that much more from our episodes. So check it out!
- Harp: Definitely. We'll talk to you again soon!
- Maura: We will be back before you know it. Bye!
- Harp: Bye.

Detailed Explanation

To schmooze

When you **schmooze** with someone, you talk to them in a casual and informal way at a party or social event. Usually, when you **schmooze** you have a goal in mind; either to make a new professional connection or to try to persuade someone to do something you want.

This word originally entered the English lexicon from Yiddish, a language that is spoken by Jewish people in Europe.

Here's one more example with **to schmooze**:

Dave: I love the annual fundraising party. It's such a great social event.

Karine: Yeah. It's fantastic, right? It seems like the whole town is here!

Dave: You're right. I even saw the mayor earlier.

Karine: Oh, really?

Dave: Yeah. And I have to say I'm a little bit concerned.

Karine: Really? Why is that?

Dave: I saw him **schmoozing** with one of the senior reporters from the newspaper.

Karine: That is a bit disturbing. Usually politicians and the press are enemies, not friends.

Dave: Yeah. I just hope the mayor wasn't trying to influence what the journalist reports on.

Karine: Yeah, absolutely. Me too.

A mentor

In one of the examples in this episode, a woman is going to a gala for female entrepreneurs, where she hopes to schmooze and possibly to meet **a mentor**. **A mentor** is an older and more experienced person who helps and advises a younger and less-experienced person. **Mentoring** relationships typically only occur in the business world or at schools.

A person who advises you, coaches you, or trains you on how to conduct business or succeed in your job is called **a mentor**. On the other hand, the inexperienced person who receives the help and advice of **a mentor** is called a mentee.

Many businesses encourage experienced employees to coach, tutor, and help new employees. These **mentoring** relationships are beneficial for both the **mentor** and the mentee. The **mentor** gains a sense of satisfaction from helping the mentee and the mentee learns how to succeed at their job.

The verb form of this word, **to mentor**, means to give advice to a less-experienced person.

Here are a couple more examples with **a mentor**:

Claire: How's your new job?

Evan: Amazing. I love it!

Claire: That's so good to hear.

Evan: Yeah. One of the senior partners has agreed to be my **mentor**. I'm so happy to be able to learn from him. I think he's really going to help me climb the corporate ladder.

Claire: Fantastic!

Ron: How long have you been an engineer?

Diana: Almost 20 years now.

Ron: Wow! And why did you decide to become an engineer?

Diana: When I was in high school, I went to a career fair and was introduced to a fantastic woman who encouraged me to think about becoming an engineer. I showed interest and she agreed to be my **mentor** while I went through university. Her help and encouragement helped me make the decision to get into the field of engineering.

To keep something in mind

When you **keep something in mind**, you consider or think about something, like a suggestion or a piece of advice.

In one of the dialogue examples in this episode, two friends talk about a gala for female entrepreneurs. One friend suggests that the gala is a good opportunity to network and meet a mentor. The friend going to the gala responds by saying that she will **keep this in mind**. In other words, she will consider this advice and think about it while she's at the gala.

When you remember or consider a piece of information, you are **keeping it in mind**.

We can also use this expression as a warning. When you tell someone **to keep something in mind**, you notify them about something important that they should recall in the future.

Here are a couple more examples with the expression **to keep something in mind**:

Isabelle: I'm planning a beach trip for my family. We're going to go to the coast for a weekend.

Richard: Sounds fun! When are you planning to go?

Isabelle: Either this weekend or next weekend.

Richard: Well, **keep in mind** that it is supposed to rain this weekend. Maybe it would be better to wait until next weekend.

Isabelle: Oh, really? That's good to know. Maybe we'll wait then.

Tyler: I think it's time I upgrade my phone. I've been using this thing for years!

Betty: ABC Mart has a special sale on right now. If you sign up for a 2-year contract with their phone service, you get the phone for free!

Tyler: Wow. That sounds pretty good. I'll **keep that in mind** when I go phone shopping. Thanks for the tip.

Betty: No problem.

In the long run

When you talk about something that will happen **in the long run**, it means that thing will happen in the distant future. In one of the dialogue examples in this episode, about the female entrepreneur's gala, the woman going to the gala hopes that the schmoozing and networking she does there will help her out **in the long run**. In other words, she hopes that sometime in the future she will be able to use the contacts she meets at the gala to further her career and build her business.

The expression **in the long run** is used to talk about the long-term future. Although there is no specific time associated with this expression, it would be weird to use it with something that will occur only a few months from the present. This expression is better used with events that will happen at least a year away from the present time.

In the long run is often used when we talk about something gradually happening over a long period of time. For example, if we say that buying a house is cheaper than renting an apartment **in the long run**, we mean that although a house requires a big initial investment, eventually it will be cheaper than renting an apartment. The monthly rent payments on an apartment will eventually cost more than a house.

Here are a couple more examples with ***in the long run***:

Walter: That's a really nice coat!

Stevie: Thanks man. I just bought it.

Walter: I don't mean to be rude, but isn't that brand of coat super expensive?

Stevie: Yeah. It was pricy. But it's expensive for a reason. It's a very high-quality coat. I thought it would be better ***in the long run*** to buy an expensive coat that will last for a long time than to always buy cheaper coats that I have to replace every year or two.

Jose: Did you go to university immediately after you graduated from high school?

Laura: No. I actually took a 5-year break between high school and university.

Jose: Wow. What did you do?

Laura: I took the time to work, save some money, and travel.

Jose: Did you ever regret the decision to do that?

Laura: No never! In fact, ***in the long run***, I think it really helped me out. I was able to spend some time getting to know myself and determine what I really wanted to do in life.

Jose: That's great!

To put on an event

The phrasal verb ***to put on an event*** can be used when you organize an event like a party, conference, or performance. When you ***put on an event***, you organize and plan it. In one of the dialogue examples in this episode, a student is curious about whether a certain professor will attend a conference being ***put on*** by the English Department. In other words, the conference is being organized and planned by the English Department.

To put on can have different meanings depending on the context. For example, to put on clothes means to get dressed. To put on weight means to get fatter. And to put dinner on means to start to cook dinner. However, when this verb is used to talk about an event, it means to organize and plan that event.

Here are a couple more examples with ***to put on an event***:

Ahmad: What's your plan for this weekend?

Katie: I'm going to a film festival ***put on*** by the Arts Council on Saturday.

Ahmad: Oh cool. That sounds interesting.

Katie: Yeah. They'll be showing films from all around the world. I think it'll be great. You wanna come along too?

Ahmad: Yeah. That sounds fun!

Melani: You've thrown some parties before, right?

George: Yeah. I was a party planner for several years. I've ***put on*** all sorts of events.

Melani: I'm organizing a party for my parents' 50th wedding anniversary. I want to make it really special. Do you think you could help me out?

George: Yeah. No problem. I'd be happy to help.

To strike up a conversation

When you **strike up a conversation** with someone, you start a conversation with that person. Usually, a person you **strike up a conversation** with is a stranger or a person you don't know very well. The conversation is casual, informal, and spontaneous.

In one of the dialogue examples in this episode, a student is looking for Professor Lee. The student learns that the professor will be at the upcoming English conference. She hopes she can **strike up a conversation** with the professor at the conference and chat with him about her future academic career. In other words, the student wants to start a conversation with the professor.

Here are a couple more examples with this expression:

Sly: How did you meet your wife?

Charles: It's a funny story. We met on an airplane. We were both flying to Paris and we were seated beside each other. I got bored about half way through the flight so I **struck up a conversation** with her. We talked a bit about our travel plans and during that conversation something just seemed to click. I asked her to join me for dinner and she agreed. The rest is history!

Sly: Wow. That's an awesome story!

Betty: The weirdest thing happened yesterday.

Lisa: Oh yeah? What happened?

Betty: Well, I was taking the bus home from work and this woman just randomly came up to me and started talking to me.

Lisa: She just **struck up a conversation** with you?

Betty: Yeah, exactly. Well, it turns out that we're both from Vancouver and we both went to the same high school. Isn't that weird? She's 2 years older than me so we didn't attend the school at the time. Small world, right?

Lisa: Totally! What a weird and random story!

To keep an eye out for someone/something

In the dialogue example about the English conference in this episode, one friend tells another that she will **keep an eye out for** Professor Lee at the conference. When you **keep an eye out for someone or something**, you casually watch for that person or thing to appear while you do other things. You look for that person or thing but it is not your main focus.

This expression is often used when trying to help someone locate a person or thing, just like in the dialogue example where the friend says she will **keep an eye out for** Professor Lee. In other words, if she happens to see Professor Lee at the conference she will tell her friend when she sees him. However, her main goal at the conference is not to find the professor.

Here are a couple more examples with this expression:

Steven: Hey. Have you seen my phone around? I can't seem to find it.

Michael: Why don't I just call it for you and you can hear its ring?

Steven: No. That won't work. The battery is dead.

Michael: Oh, OK. Well, I hope you find it. I'll **keep an eye out for** it.

Steven: OK. Thanks a bunch.

Laurie: Your briefcase is starting to look pretty worn out!

Tim: I know. I've had it for almost 20 years now. It was a graduation present from my parents when I finished university.

Laurie: It looks like it's on its last legs.

Tim: Yeah, definitely. I want to get a new one but the model I want is expensive. I'm **keeping my eye out for** a sale and when the price is right, I'll pick up a replacement.

Laurie: Good idea!

To network

The second featured expression in this episode is **to network**. When you **network**, you make business or social contacts by socializing at events and gatherings. Usually you **network** in order to form relationships with people who can help you out in the future. For example, you might **network** with a person who is interested in buying one of your products so that you can make a sale in the future. Or you might **network** with someone who works in an industry you are interested in working in too, so that one day you could ask this person for help when looking for a job in that industry.

Networking is all about developing and building professional or social connections that can help you out sometime in the future. Usually, **networking** is done at professional events, conferences, and trade shows.



Here's one more example with this expression:

Anna: Looking back on my career, I realize just how important it was to build professional relationships with other people in my industry.

Gregory: Absolutely. It's so important.

Anna: I was able **to network** my way into a management position. If I hadn't taken the time to expand my business contacts, I'd probably still be working in an entry level position.

Gregory: Often, it's more about who you know than your qualifications when it comes to climbing the corporate ladder.

Anna: I couldn't agree more.

A buzzword

In this episode, Harp says that **networking** is a **buzzword**. A **buzzword** is a term or expression that is fashionable and trendy. It is popular to say and is used often by the media in newspapers and magazines.

Here are a few examples of **buzzwords** from the last few years:

- Big data is an expression is used to talk about the growth and availability of digital data on the Internet.
- Millennials are members of the generation born between the '80s and the early 2000s.
- A thought leader is a knowledgeable person who is an expert in his or her field.
- A selfie is a photograph of yourself, taken by you.

Buzzwords are popular and trendy for a short period of time and then usually become unpopular and obscure.

Here's one more example with **a buzzword**:

Kim: We had a motivational speaker come and give a talk at my office today.

Richard: Oh cool. What did he talk about?

Kim: He talked about staying focused and achieving your goals.

Richard: Sounds interesting. Did you learn anything?

Kim: You know what? Not really. His speech contained a lot of **buzzwords** and sounded good, but it was empty and didn't actually have much content.

Richard: So he said a lot without saying anything at all?

Kim: Yes. Exactly.

Sole

In this episode, Maura says that the **sole** reason that someone goes to a networking event is to make new business connections. The word **sole** means **only**. So in other words, the only reason people go to networking events is to make new business connections.

Sole is an adjective that modifies nouns, so it must always be placed before a noun in a sentence.

Here are a couple more examples with **sole**:

Harriett: What did you do last night?

Maria: I finished the book I was reading.

Harriett: What was the book about?

Maria: It was a fictional story about the **sole** survivor of a plane crash. It was all about how she adjusted to life after experiencing a very traumatic event.

Harriett: Sounds serious. Did you enjoy it?

Maria: Yeah. Actually, it was really great. I'll lend it to you sometime.

Remi: Did you hear that the billionaire Fred Jones passed away last night?

Gina: That's sad news. I wonder what will happen to his fortune.

Remi: I don't know! He was the **sole** owner of a huge company and he had no family.

Gina: Wasn't he really involved in charity work?

Remi: Oh, that's right! I bet a lot of his wealth will be given to charities.

Gina: I hope so!

To mingle

The third key expression in this episode is **to mingle**. When you **minge**, you casually socialize with many different people at a party or social event with many attendees.

While **mingling**, you walk through a party and stop to chat with one person and then after a few minutes you end the conversation. Then you continue to work your way through the party until you strike up a conversation with someone else.

Here's one more example with this expression:

Vanessa: We're still going to the film tonight, right?

Brad: Yes, for sure. I'm so excited.

Vanessa: What do you want to do after?

Brad: I heard there's going to be a little cocktail reception after the film. I wouldn't mind staying **to mingle** a bit. Who knows? Maybe we'll even get to meet the director or some of the actors.

Vanessa: That sounds fun!

To work the room

In one of the dialogue examples in this episode, a woman says that she is going **to work the room** at a business function in order to try to make some sales.

When you are at a social function and you **work the room**, you enthusiastically talk to people in order to create interest in something you sell or support. For example, a politician might **work the room** so that he can raise donations. Or a salesperson might **work the room** to try to sell a product.

Here are a couple more examples with **to work the room**:

Jenny: When I was in college, I went to a fundraiser for the Democratic Party. It was super cool. I got to meet President Obama!

Chad: Wow. That's really cool. What was he like?

Jenny: Very charismatic. He really knows how **to work the room**. He was smiling all the time and made sure to shake everyone's hand and ask them for their vote.

Chad: Lucky! I hope I get to meet him some day too.

Alice: Tomorrow's the big sales conference. Are you ready to give it your best and make some sales?

Jack: You bet!

Alice: OK, let's give it 100%. Remember to be super friendly and really **work the room**. Make sure to talk to as many people as possible.

Jack: No problem. I'm excited for the conference. I think tomorrow's going to be a great day for our business.

Alice: Awesome. I like your attitude!

Quiz

- 1. Which of the following is a buzzword?**
 - a) jargon
 - b) slang
 - c) a selfie
 - d) to mingle

- 2. Which phrasal verb do we use to talk about organizing an event?**
 - a) to put with an event
 - b) to put for an event
 - c) to put off an event
 - d) to put on an event

- 3. What does to keep an eye out for something mean?**
 - a) to seriously search for something
 - b) to causally look for something
 - c) to intensely hunt for something
 - d) to watch someone else look for something

- 4. Which verb can we use when someone starts a random conversation?**
 - a) to strike up a conversation
 - b) to strike off a conversation
 - c) to strike for a conversation
 - d) to strike out a conversation

- 5. When someone considers a piece of advice, what are they doing?**
 - a) keeping it in mind
 - b) keeping it out of mind
 - c) keeping it close
 - d) keeping it thoughtful

- 6. From which language is the word *schmooze* borrowed?**
 - a) Arabic
 - b) Romanian
 - c) Yiddish
 - d) Danish

7. What does a mentor do?

- a) manage a store
- b) run a business
- c) tutor a group of people
- d) advise a less-experienced person

8. If something happens in the long run, when does it happen?

- a) at some time in the near future
- b) at some time in the distant future
- c) in the immediate future
- d) in 100 years

Answers:

1.c 2.d 3.b 4.a 5.a 6.c 7.d 8.b