



1. Proximity ↗ Repeat interaction ↗ density
 ↳ repeat, serendipitous interactions
 • TOOLS ↗ persistent identity, events
 • MAX (social goals) in design!



2. Similarity
 • people MAKE FRIENDS with people like them
 ↳ create positive shared identities ⇒ DON'T reference the REAL WORLD

3. Reciprocity ↗ predictable behavior
 • tit for tat ↗
 • build TRUST ↗ AKA Shared social norms
 • naive tools → high engagement but LOW intention ↓
 ↳ better: automate initial intro/ice breaker eg: Discord

4. Disclosure
 • for DEEP friendship, you need risky disclosure
 ↳ but it's the ONLY WAY ↗ Try: Cone of Silence!