



From Backstage to Centerstage: Empowering Introverts for Success



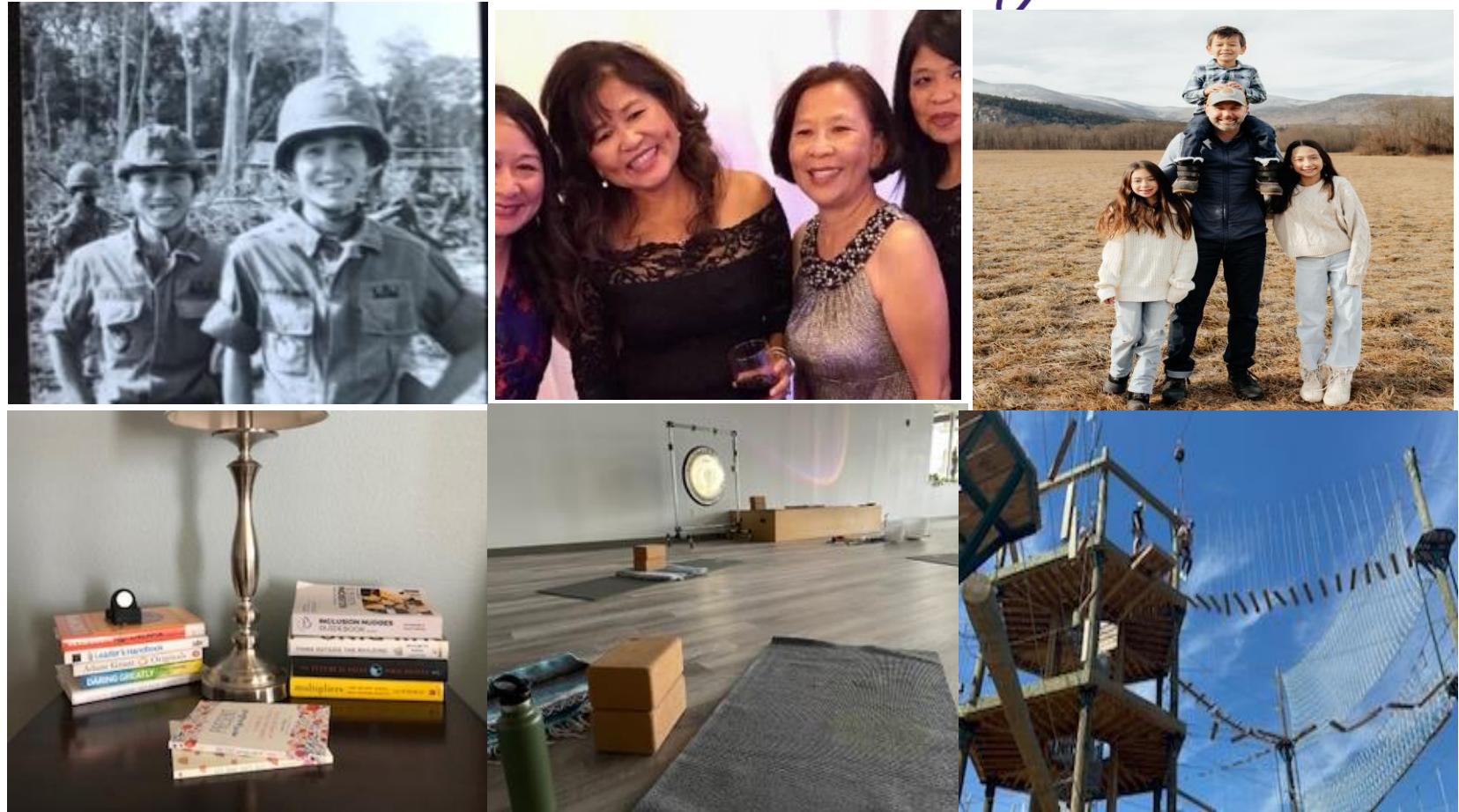
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EMBRACE *Your* STORY

Today's Director: Nina Golder



Introvert. Mom. Engineer.
Executive. Writer. Chauffer.



Today's ACT:

Acknowledge introverted traits and the impact on your career success

Captivate your audiences by enhancing communication and networking skills

Transform and enhance your visibility with your authentic voice

QUICK POLL: ARE YOU AN INTROVERT OR EXTROVERT?

We Need the Quiet Voices to Be Heard

- Roughly 40% of the population are introverts according to Meyers Briggs indicators
- Many famous writers, actors, scientists, and thinkers are introverts
- If 50% of the ideas are dampened by louder voices, the world would have many challenges
- 60% of the population are likely ambiverts (can exhibit both introvert and extrovert traits)



A: Acknowledge Your Introvert Traits and its Impact

- **Common Characteristics of Introverts**
 - Deep Thinking, Reflection, Preparedness
 - Preference for 1x1 vs group settings
 - Preference for written communication
 - Enjoys solitude
 - Engaged Listening
 - Calm Presence
 - **Needs quiet time to recharge**



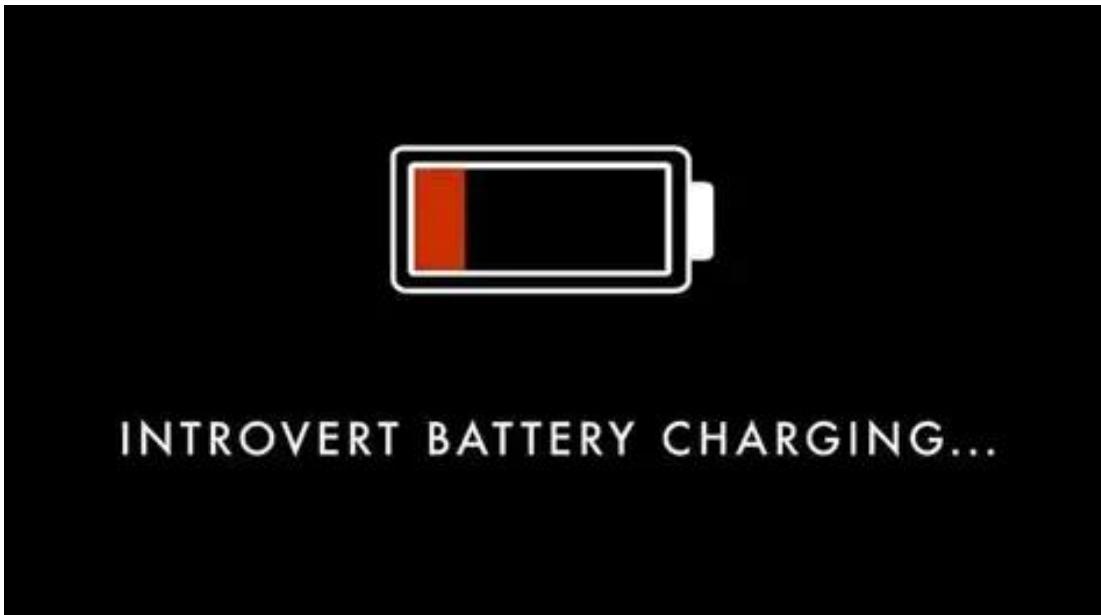
Acknowledge your Backstage Powers

- Introverts draw energy from within, offering deep focus and reflection.
- Introvert thoughtfulness leads to intentional and thorough decisions and long-term vision
- In the "backstage" of any success story, introverts are often the architects
- Introversion is not a weakness but often misinterpreted in an extroverted world
- Introverts have a natural depth that fuels authenticity



Acknowledge your Limits

An introvert social battery is your limited reserve of energy for social interactions - and once it's depleted, you need serious alone time to recharge



Self Care is Fundamental to Being Your Best Self

- Know when you need to leave and do it gracefully and professionally (boundaries)
 - "It's been nice catching up.."
- Can you find ways to take breaks?
- Recharging can look different for each individual- explore what works best for you
 - reading, gardening, yoga, laundry

C: Captivate your Audience through Communication & Networking

Stage Cues for Communicating

..... with Introverts

- Slow down to give time to process and respond.
- Give space and downtime to think
- **Invite a response**
- Give time to recharge



..... with Extroverts

- Get to the point quickly
- Meet face to face
- **Recognize they speak and process out loud while thinking**
- Give them space to move around

C: Captivate your Audience through Communication & Networking



Networking Tips and Tricks

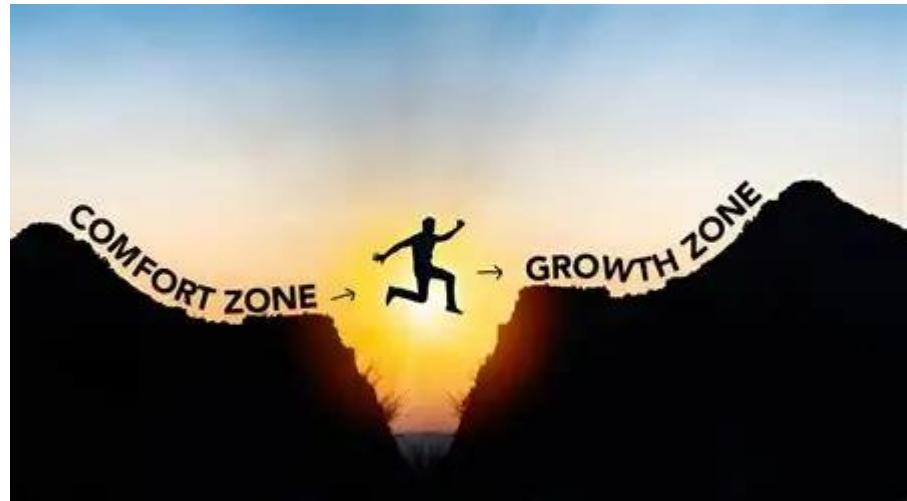
- Stop trying to talk yourself out of going
- Establish a small goal- talk to 5 people you don't know, get 3 new Linked in connections
- Quality over Quantity: one meaningful connection
- Approach someone standing alone or in a group of 3
- Come prepared
- Be yourself- listen and ask thoughtful, curious questions
- Don't feel guilty about leaving early!

T: Transform and Enhance your Visibility

- Understand the power of the meeting recap/ note taker- ask clarifying questions and craft the message
- Speak up early in meetings & don't wait until your ideas are fully formulated
- Ask for agenda ahead of time so you can prepare to ensure you can make a compelling point
- Leverage asynchronous communication- follow ups that showcase your results and impact
- Write posts, blogs, use social media, and participate in speaking events
- Share your accomplishments!



What is one thing you will try coming out of this session?



Recommended Resources:

- Quiet: The Power of Introverts in a World that Can't Stop Talking – Susan Cain
- Introvert Power: Why Your Inner Life Is Your Hidden Strength – Laurie Helgoe
- Quiet Influence: The Introvert's Guide to Making A Difference - Jennifer Kahnweiler

IN SUMMARY....

- Acknowledge Your Introvert Strengths
- Captivate Your Audience
- Transform and Enhance Your Visibility

All of this is a nudge for you to take a step out of your comfort zone and go beyond the backstage so the world can hear your voice.

Your power lies in your authentic and deep presence – embrace your story!



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Open for Q&A



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