



# From Backstage to Centerstage: Empowering Introverts for Success



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## Today's Director: Nina Golder



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





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## Today's ACT:

**A**cknowledge introverted traits and the impact on your career success

**C**aptivate your audiences by enhancing communication and networking skills

**T**ransform and enhance your visibility with your authentic voice



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**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

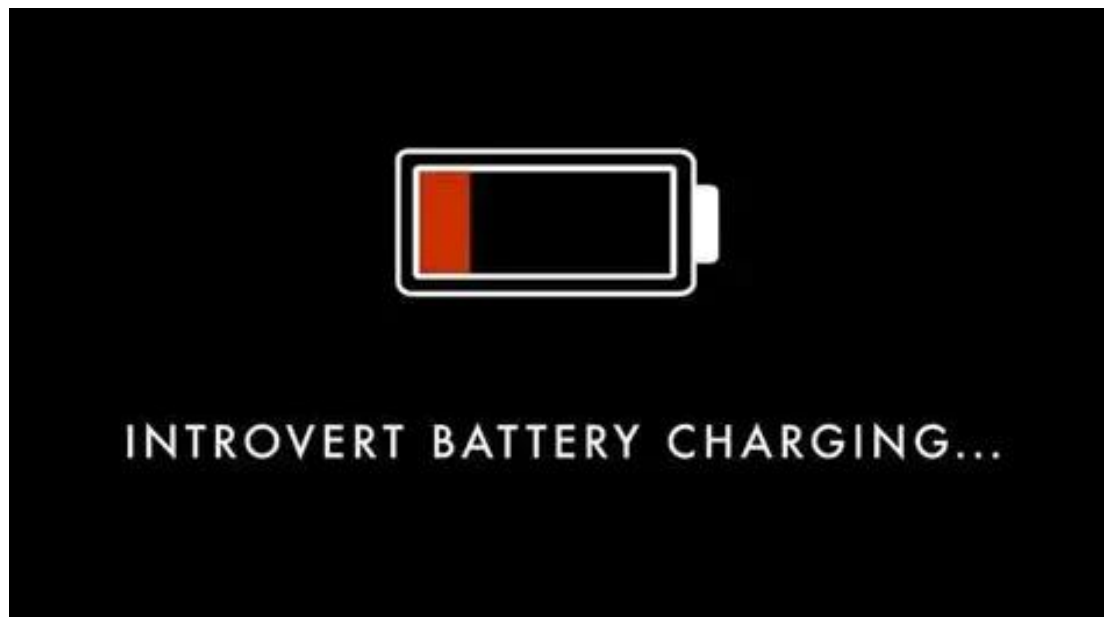
- Introverts draw energy from within, offering deep focus and reflection.
- Introvert thoughtfulness leads to intentional and thorough decisions and long-term vision
- In the "backstage" of any success story, introverts are often the architects
- Introversion is not a weakness but often misinterpreted 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!

Sorry I had to cancel last minute but it took me forever to think of an excuse I hadn't used before.



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## 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!



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**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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