



people they meet, I find it draining. I generally avoid unfamiliar social gatherings except under very specific conditions. This, combined with a reluctance to speak-up, had been a professional disadvantage. However, I have worked hard to become the kind of person that stands up and is heard. I have learned not to be shy. While I will always be an introvert, there is nothing wrong with that, and I can manage my personality and my environment and be most effective by knowing who I am and what I need.

There are obviously varying degrees of introversion, and all introverts react more or less introverted in different situations. However, there are several personality traits that tend to be most associated with introverts, such as the need to be alone sometimes and a more quiet, thoughtful approach to difficult situations. There is also a brief breakdown of some introvert vs. extrovert qualities at the end of this section. I hope to assist you in determining your style, acknowledging your strengths, and building your future through networking, business sense, and community involvement. Shyness can be overcome and grown out of. Introversion is something that is always a part of someone's personality. However, being an introvert can be managed by the same thoughtfulness and self-awareness that makes someone an introvert in the first place. With careful self-examination, introversion can be managed and leveraged for significant personal and professional gains. I have found that being an introvert (even a shy introvert with stage fright and a bit of social anxiety) is truly a gift. While I may know many people in my community and beyond, I still shy away from group situations when given the opportunity...which is okay. True liberation came for me when I realized that there isn't anything wrong with this behavior, or with me. What this means is that the people that I do bring into my life are VERY special, thoughtful, friendly, interesting, giving, intelligent, patient, and profoundly wonderful. I bring them into my inner circle because they are good people who support my business and support me. They will be honest with me, and they wish to see me succeed. They each bring me something unique, and I am able to give them something unique in return.

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