

How to Be A Trained Extrovert or Networking Without Tears

by Leanne Shawler

Quiz: How extroverted are you?

Answer the following questions to find out.

1. Where do you sit upon entering a class or workshop? Do you:
 - a) sit in the front
 - b) sit in the middle
 - c) sit up the back
 - d) sit next to the closest available exit

2. What kind of writer are you?
 - a) You share the latest writing development with everyone
 - b) You share with your critique group
 - c) You share with your online writing buddies
 - d) Share? Me?

3. For you, editors and agents are:
 - a) Really neat people
 - b) Professionals, you speak to them as you would to the CEO of a company
 - c) A little bit scary
 - d) Really scary demigods

Mostly A's: You are either a natural extrovert or have already accomplished your training.

Mostly B's: Playing it safe, you are sociable, but putting yourself out puts the fear of God into you.

Mostly C's: You're networking, but you network close to home, where you have become comfortable with friends built over a long time

Mostly D's: You're the pure introvert. Start out slow and you'll do just fine.

Survival Tips for Wannabe Trained Extroverts

#1: Find out what networking techniques are comfortable for you.

#2: Plan time to recharge. Extroverts find talking to people exhilarating, introverts find it draining. So take that “me” time.

#3: Take a small step out of your comfort zone.

#4: Be an active listener: reflect what the other person’s saying to show understanding

Resources

- Any “how to network” or “win friends and influence people” book
- How NOT to be a trained extrovert. Funny spoof of an advertisement on YouTube: http://www.youtube.com/watch?v=_XKgWxAC__8
- Shrinking Violet Promotions: Promotion stuff for introverted writers <http://shrinkingvioletpromotions.blogspot.com/>

About the Speaker

Leanne Shawler wrote two Zebra Regency romances for Kensington in 2005. <http://www.leanneshawler.com/> She now writes Regency-set erotic historical romances for Kensington Aphrodisia under the name Celia May Hart <http://www.celiamayhart.com/>