

Corporate Trainings Overview

Sales Skills for Introverts



If part of your job is to sell (and regardless of title, it's everyone's job!) and you'd rather get a root canal without anesthesia, this training is for you! We'll cover more than just basic sales skills and the prospect-to-purchaser process; we'll answer the question "I know what to do, so why don't I do it?!" and cover strategies for painless bottom-line growth. Ideal for the accidental salesperson, as well as those responsible for both service delivery and business development.

Networking Skills for Introverts

What words or feelings come to mind when you hear the word "networking"? Dread? Anxiety? Boredom? Curiosity? For many introverts, traditional networking is excruciating at worst, tolerable at best. This training offers strategies for navigating the networking waters, starting from before you ever set foot inside the event, to following through once you're safely back in your office. Absolutely essential information for any introvert who has to see and be seen on a regular basis for business.



Coaching Skills for Introverts



How often do you experience miscommunications and misunderstandings with your employees? What if you could turn almost any interaction – no matter how intense or emotional – into a safe space of mutual respect and learning? Learn basic coaching skills that will transform your relationships with employees and clients from "us vs. them" into collaborative partnerships (this is a place where introvert strengths shine!). We'll draw on best practices from appreciative inquiry, active listening techniques and co-active coaching. Ideal for managers, team leaders, C-suite executives and human resources professionals (and yes, extroverts would love this one!).

Leadership Skills for Introverts

When it's critical that everyone consider themselves a leader, and everyone contributes to the bottom line, don't you want to be sure that introverts have the same opportunities as extroverts (who often rise to leadership naturally)? This training explores how introverts can tap into their powerful, natural strengths to lead with authenticity, transparency and authority. Practical tools and strategies, combined with the latest research in introvert leadership, make this necessary information for all active and aspiring leaders.



Corporate Trainings Overview (cont.)

Presentation Skills for Introverts



Whether you experience stage fright or fight-or-flight, glossophobics know the drill: sweaty palms, choppy breathing and nausea are just a few of the ways fear of public speaking rears its ugly head. This training covers techniques for preparing a winning presentation, calming the nerves and speaking in front of groups with confidence and authority. Plus, we cover why introverts make natural and powerful public speakers. Perfect for leaders, managers, entrepreneurs and sales professionals who want to place their trust in something stronger than picturing the audience in their underwear.

Interview Skills for Introverts

Learn tips and tricks for acing the interview in this interactive, introvert-friendly training. Participants learn how to: establish rapport; handle tough questions; monitor body language; ask for the job; and promote themselves confidently and authentically. Excellent for job seekers, as well as those looking to advance in their industry.



Improv for Introverts



For many introverts, expressing ideas and thoughts – out loud, on the spot, in the center, with strangers – ranges from slightly uncomfortable to downright frightening. We can do it (and do it well, thank you very much!), yet it doesn't always come naturally. Enter improv, the fun, powerful way to sharpen your communication skills, improve presentation abilities and bring more ease and enjoyment to your interactions with others. This team-led training is fabulous for teams, onboarding, retreats and anyone who wants to stretch their creative-thinking muscles.

Working With & For Introverts: An Extrovert's Survival Guide

If you work alongside introverts every day, you know that there's something different about the way they work. Understanding what that "something" is – and how to make the most of it – is key to successful teamwork and employee retention and satisfaction. This training provides insights and ideas for bridging the communication gap between innies and outties, as well as ways to create a more positive work environment for all types.



Training topics can be customized and adjusted in length from 30 minutes to 2 hours. They are ideal for professional development and skills training, seminars, or combined for half-day or full-day workshops. Clients can also opt for individual coaching agreements apart from or included in the training package. Fees available upon request.

Testimonials

"Beth was a delight to work with. I invited her to Starbucks Headquarters to give her presentation on Innies and Outties as part of our Spring Series called Renew Your Body, Mind and Space. She had a wonderful presentation style and really kept the audience engaged. The participants were very interested in what she had to say and found her presentation very helpful. I would highly recommend Beth as a speaker to anyone. She is very professional and sure to deliver!"

~ Jennifer Thomas, Wellness Coordinator, Starbucks

"Beth was chosen as a speaker for the Boeing Coaches Community of Practice. She provided insights and tools to help us be better coaches and to take care of ourselves as either introvert or extrovert or both. She was one of my favorite speakers this year and I highly recommend her."

~Joanne Mulloy, Engineering Technical Specialist, Boeing

"Thank you for such an insightful and stimulating evening. Your skills as a facilitator are obvious; the materials and preparation that went into your presentation, and the warmth and personal engagement with each of us, made the experience very full."

~Susan Carlson, Women's Business Exchange Seattle

"I worked with Beth and hired her to speak at one of our networking events. She engaged the audience, got them to speak about what would help them and offered on-the-spot solutions to help people network more effectively. We also received really great feedback about the value of her information from attendees."

~ Karin Zabel, VP of Networking, Puget Sound American Marketing Association

"Beth and her colleague Leif Hansen customized and re-tooled their "Improv for Introverts" workshop into an "Improv for Accountants" workshop for staff accountants (at Peterson Sullivan). Beth was a pleasure to work with every step of the way, and she made sure our specific needs were addressed in the workshop. We achieved our objectives, and more importantly, had a ton of FUN doing it! All that and some CPE credit too...hard to beat. The Improv tools they taught are a great way to start building the foundations for Marketing and Business Development success early on in your career."

~ Andrea Ballard, SPHR

"I met Beth at one of my classes and liked her instantly. I attended her Improv for Introverts class and was so impressed. Beth really knows and understands introverts."

~Arden Clise, Clise Etiquette

Contact

For additional information and to hire Beth for your corporate, association or organizational training needs, contact her at Beth@TheIntrovertEntrepreneur.com or 253.617.0779.