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Dear,

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In this issue, you'll find:

* The Benefits of Just Being: Networking (Part II of a two part article)

* A Second Chance to Share Your Biggest Challenges in a New Survey

My Best Regards to You,

Joyce

The Benefits of Just Being, Part II: Networking

By Joyce Shelleman, PhD

In the last issue of Insights for Today's Leaders, I shared with you Part I of this article. (If you missed it, please email me and I'll send it to you.) I shared how an old classmate now is undertaking a new career due to a chance encounter with me more than twenty years ago. Lessons learned for introverts included the importance of living according to our values (rather than those of extraverts) and being mindful each day since mindfulness imparts presence to our quiet demeanor. The final lessons from this encounter have to do with making a difference and networking.

0 If we do these first two things (see above) with sincerity, we can make a difference. *I'm not an extravert and yet, I was able to make a contribution to someone else and, indirectly but no less important, to all those who benefit by his ministry. Making a difference is something that I believe that we all want to do. We want our lives to be meaningful. Plus, making a difference for others helps us to build relationships, as in the next point.*

0 Networking comes more easily if we are mindful. Three points here to pay special attention to:

1) Networking happens one-on-one in a relationship between two individuals. And introverts almost always prefer dyads over groups, giving us an advantage.

2) Networking is facilitated by an exchange, by giving something to someone else that they value, even something so seemingly trivial as listening to them.

3) Networking need have no ulterior motive, something I know that some of us shy away from. It happens simply by taking an interest.

By giving something that I had to offer, I gained a relationship too, without that even being my objective.

The initial event was one-on-one, fitting my introvert tendencies to a T. Years later, my friend acknowledged my contribution in front of his entire on-line community, demonstrating how much it had meant to him.

Making a difference is what networking is all about. By mindfully focusing on the moment, we can clearly see another person's needs and assess what we have to offer. By providing even the simplest of things, we begin to build a relationship. (By the way, listening and taking an interest are really the most basic of gifts that we give others.) Thus, we have networked successfully!

So, the next time you're faced with a so-called "networking opportunity", seek out just one individual. Perhaps someone who looks bored or uncomfortable. Go over, introduce yourself, ask a question, and practice mindfulness! See what happens.

[Click here to send me an email if you missed Part I.](#)

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Survey: What are Your Biggest Challenges?

Last month, I presented this survey for the first time. I promised results in this issue but would like to give anyone else a chance to respond before I tabulate. The more people who respond, the more accurate our findings. So if you haven't already, please take a minute to share your personal experience in my new quickie survey of your biggest challenges as an introvert!

If you have already responded, please accept my sincere thank you.
All responses are completely anonymous. Aggregated results from everyone who takes the survey will be reported here in the next issue.

THANK YOU!

[Click Here to Take the Survey](#)

[Click Here to visit my web site, Leveraging the Potential of Introverts in Professional Life](#)

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