

# SIX WAYS EXTROVERTS (AND ANYONE) SPEAK WITH INFLUENCE

## MULTIPLE TOPICS AT ONCE

---

Extroverts are more likely to have wandering conversation that covers a broad range of ideas. This is a double-edged sword! In formal settings, use an outline to stay on topic and in social conversation, be an active listener to not overwhelm the group.

## EXCELLENT BRAINSTORMERS

---

It's easier to share ideas and emotions verbally for extroverts. Processing information in this way means they are natural list generators and enjoy exploring possibilities. As a result, they may be less inclined to make decisions introspectively.

## OPEN FOR TEAMWORK

---

Recognize if you are prone to blushing, using filler words, or other distractions as signs of normal emotional stress. Learn to recognize your distracting habit by recording yourself or by working with a friend.

## NATURAL MOTIVATORS

---

There is an undeniable energy that escapes extroverts - whether they mean to or not! In the workplace this means others naturally gravitate toward them. For introverts this may cause stress for expectation and it can be more important to recognize your nature than to force a behavior.

## WANT MORE FACE TIME

---

While extroverts can be natural communicators, direct verbal conversation is preferred to email, text, or phone calls. This can drive more authentic connections between employees and their clients.

## STRONG PERSPECTIVE

---

Because extroverts process ideas verbally, they can make strong positions only to change their mind completely following discussion somewhere else. To keep on track, try not to overanalyze responses, contribute freely, and take record of ideas during meetings.