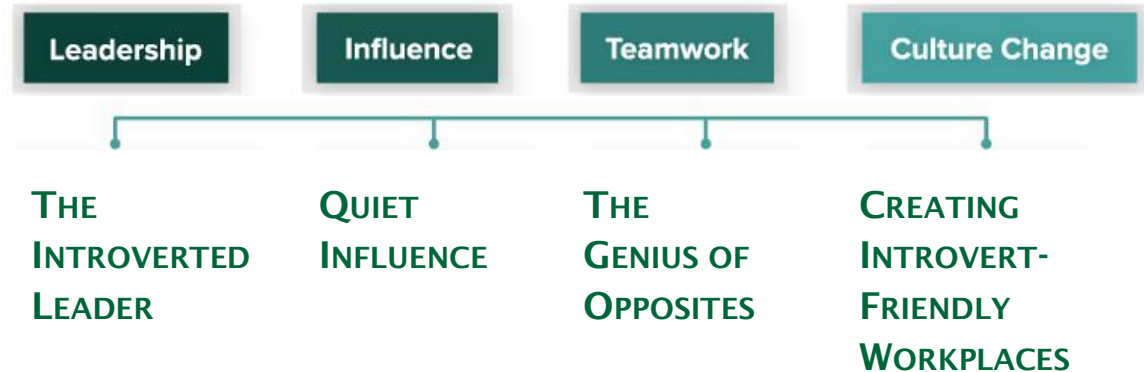


## Overview of Presentations

Keynotes and Master Classes



### THE INTROVERTED LEADER

Introverts **ARE** leaders. Learn how introverts can use their quiet strengths to conquer leadership challenges and how all team members and leaders can get the best out of introverts.

### QUIET INFLUENCE

Learn how to use the Quiet Influence Process and make the most of introverts' six natural strengths. Find ways to protect quiet time, be a more engaged listener, create change, inspire others, and challenge the status quo.

### THE GENIUS OF OPPOSITES

It's true – opposites attract. Successful partnerships focus on results and don't get caught up in their differences. Learn how to make introvert-extrovert teams exponentially better than solo acts.

### CREATING INTROVERT-FRIENDLY WORKPLACES

Learn how to start conversations about introvert awareness and inclusion. Help teams and senior leadership become powerful agents of change. Learn action steps and examples of introvert-friendly pockets of inclusion.

Please *contact us* for more information

## Creating Introvert-Friendly Workplaces

Keynote

### HOW DO YOU UNLEASH EVERYONE'S TALENT AND PERFORMANCE?

As the diversity, equity, and inclusion wave widens and deepens its reach, introversion is becoming a natural part of that movement. Despite the fact that half the population identify as introverts, traditional workplace cultures are still geared toward rewarding extroverts, ultimately limiting their collective potential. Using stories and groundbreaking research, this presentation offers a practical road map for organizations to create inclusive cultures that unlock the power of introverts and their allies. This presentation is for leaders at all levels in any organization seeking to make positive changes toward increased inclusion – and drive results.

This groundbreaking keynote, based on pioneering research, demonstrates how to start conversations about introvert awareness and inclusion. Help teams and senior leadership become powerful agents of change. Learn action steps and examples of introvert-friendly pockets of inclusion.

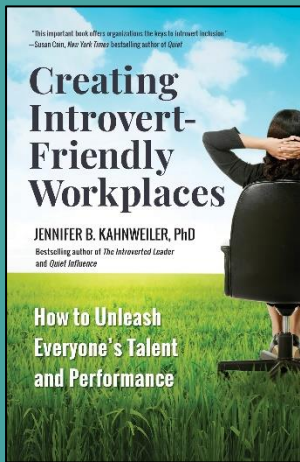
#### You will learn:

- ❖ How to handle introvert bias
- ❖ Benefits of remote work
- ❖ Inclusive hiring practices
- ❖ A five-step process to create change, such as how to involve senior leadership in the conversation

#### Virtual Delivery

The virtual delivery of this program allows us to reach a larger and more global audience throughout your organization. We bring in senior leaders from your organization who can share their views of the culture. The focus is on delivering relevant content with variety and connection. We use the chat function, which allows vibrant conversation and engagement on the topic. Using polls and bringing voices into the virtual room also lead to high engagement and high marks from attendees.

Please [contact us](#) for more information



## Creating Introvert-Friendly Workplaces

### Master Class

In this Master Class for leaders, we will be doing a deeper dive on concepts around introversion and extroversion, particularly regarding how to best leverage your strengths. The learning methods will include short presentations, focused discussions in breakout groups, individual exercises, and demonstrations.

#### ❖ Objectives

- Understand how to best leverage introvert and extrovert strengths.
- Learn and apply the key success strategies of the 4 P's Model.
- How to flex your leadership style to introverts and extroverts.
- Learn how to implement a variety of introvert-friendly and inclusive practices in your organization's culture.
- Create an action plan that enhances your leadership development.

#### ❖ Leadership: Strengths of Introverts and Extroverts

We will cover how to apply the 4 P's Leadership model (Prepare, Presence, Push, Practice) taken from research on successful introverted leaders. The lessons learned from unlocking introverted talent in workplaces can be applied to other non-dominant groups as well.

We will discuss how to use the results of the Introverted Leader Quiz. You will learn how you can ramp up your performance (ex. delegation, customer support, presentation skills, networking) by using the 4 P's approach.

#### ❖ Making Your Culture More Introvert-Friendly and Inclusive

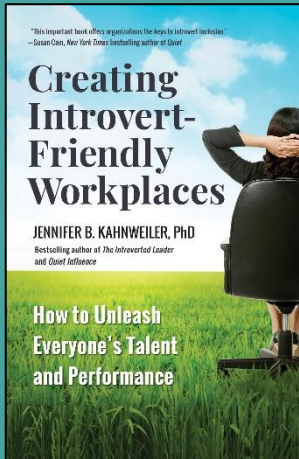
We will explore how to make your culture more introvert-friendly and inclusive and will support each other in creating leadership actions that can build on your other leadership development efforts.

#### ❖ Create an Inclusive Workplace

We will address the 7 areas to focus on when changing your team and workplace culture, including hiring, team meetings, and workplace settings. We will also apply a model of change that assumes everyone can be a change agent in the organization. The roles of allies and advocates will be addressed.

#### ❖ Learning Into Action

An action plan will be created that is customized for your particular challenges.



## The Introverted Leader

Keynote

### HOW DO YOU EMPOWER INTROVERTED LEADERS?

Introverts **ARE** leaders. This inspirational and practical keynote demonstrates how introverts can use their quiet strengths to conquer leadership challenges. All team members and leaders will see how to get the best out of introverts.

Jennifer draws upon her vast experience as a leadership keynote speaker as well as her pioneering research on introverts, stories, and humor to demonstrate how organizations can harness introvert power. She will walk the audience through a well-oiled leadership and career development process called the 4P's. Attendees will learn how Preparing, being Present, Pushing, and Practicing can help us all become the leaders we were meant to be.

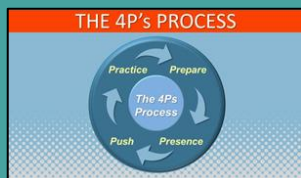
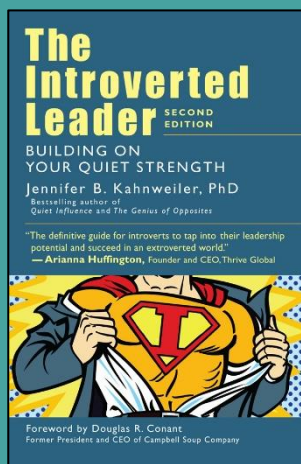
#### You will learn:

- ❖ A better understanding of the differences between introverts and extroverts
- ❖ Challenges for introverts in a Type A workplace and practical tips for how to overcome them
- ❖ The 4 P's Process of leadership success
- ❖ Customized suggestions to help your organization become a more introvert-friendly workplace
- ❖ Action steps that can immediately be applied

#### Virtual Delivery

The virtual delivery of this program allows us to reach a larger and more global audience throughout your organization. We incorporate the learnings of introverted leaders from your organization. The focus is on delivering relevant content with variety and connection. We use the chat function, which allows vibrant conversation and engagement on the topic. Using polls and bringing voices into the virtual room also lead to high engagement and high marks from attendees.

Please *contact us* for more information



## The Introverted Leader

### Master Class

This high impact workshop blends presentation, high engagement, and follow up telephone group coaching to provide a comprehensive learning experience.

#### ❖ **How Introverted Leaders Use Their Strengths to Succeed**

Through examples and interaction, you will deepen your understanding of introverted leaders. Who are well known examples? What do the statistics reveal about introverted leaders? What are their key characteristics and strengths? What are the challenges they face in today's organizations?

#### ❖ **The 4Ps**

This well-tested, progressive four-step strategy is used by successful introverted leaders to build on their quiet strength and make it a source of great power.

- ❖ **Preparation:** devise a game plan for any potentially anxiety-provoking situation.
- ❖ **Presence:** be completely focused on the present moment.
- ❖ **Push:** go beyond your comfort zone.
- ❖ **Practice:** including networking, making presentations, and handling meetings.

An Introverted Leadership Skills Quiz helps pinpoint where to amplify your quiet strengths and when to consider flexing your style.

#### ❖ **A Deeper Dive: Applying the 4Ps**

We will review responses from the quiz and help you focus on areas of strength and improvement needs. Then we'll apply the 4Ps process to challenging leadership scenarios like networking, making presentations, and handling meetings.

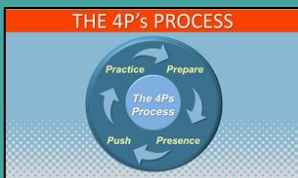
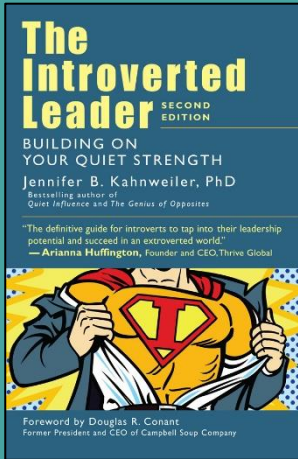
#### ❖ **Action Planning: Setting Yourself Up For Success**

We will review which tips and tools can make an immediate difference and focus on putting those into action.

#### ❖ **Follow Up Coaching**

Telephone group coaching sessions take place 10-14 days after the class. We will focus on the specific progress made on action plans. Gaps and improvement needs will be addressed through coaching.

Please ***contact us*** for more information



## The Genius of Opposites

Keynote

### HOW DO YOU BUILD HIGH PERFORMING INTROVERT-EXTROVERT “GENIUS” TEAMS?

Do you characterize yourself as an introvert, extrovert, or ambivert? Whatever your style, you have to work with people across the spectrum. It's true—opposites attract. Successful partnerships focus on results and don't get caught up in their differences. Without careful maintenance and balance, they quickly go off the rails. In this presentation, you will learn how to make introvert-extrovert teams exponentially better than solo acts.

Based on her pioneering research on introverts and experience as a leadership keynote speaker, Jennifer will walk you through a framework called The Genius of Opposites Process—the five essential elements necessary for success—Accept the Alien, Bring on the Battles, Cast the Character, Destroy the Dislike, and Each Can't Offer Everything.

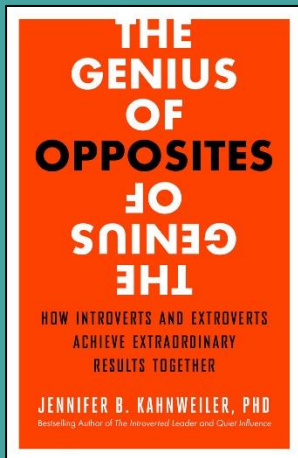
#### You will learn:

- ❖ The strengths of introverts and extroverts
- ❖ Special challenges for introvert-extrovert teams
- ❖ The 5 key steps necessary for opposites to succeed
- ❖ How you can apply these tools to your own career, workplace, and life

#### Virtual Delivery

The virtual delivery of this program allows us to reach a larger and more global audience throughout your organization. We incorporate the learnings of genius opposite teams from your organization. The focus is on delivering relevant content with variety and connection. We use the chat function, which allows vibrant conversation and engagement on the topic. Using polls and bringing voices into the virtual room also lead to high engagement and high marks from attendees.

Please contact us for more information



## The Genius of Opposites

### Master Class

This high impact workshop blends presentation and high engagement to provide a comprehensive learning experience.

#### ❖ Who are the Genius Opposites?

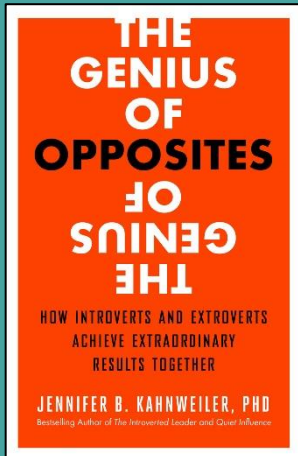
You will learn about the characteristics of Genius Opposites and the common characteristics of “Genius” partnerships. Hear about examples and cases of successful opposites and learn how things can go off the rails.

#### ❖ How Genius Opposites Succeed

We will do a deep dive through the Genius of Opposites process. Learn to apply the five essential steps necessary for success in an easy to remember ABCDE model: Accept the Alien, Bring on the Battles, Cast the Character, Destroy the Dislike, and Each Can't Offer Everything. Case studies, demos, videos and role plays will be conducted to give you a chance to try these tools.

#### ❖ Learning Into Action

You will apply the Genius of Opposites process to a current partnership situation with an opposite. You will create an action plan in the class to enhance your results. (Note: Partners do not have to be present.)



Please *contact us* for more information

## Quiet Influence

Keynote

### HOW DO YOU LEVERAGE THE QUIET INFLUENCERS IN YOUR ORGANIZATION?

Did you know that introverts have the most influence when they stop acting like extroverts and rely on their natural strengths?

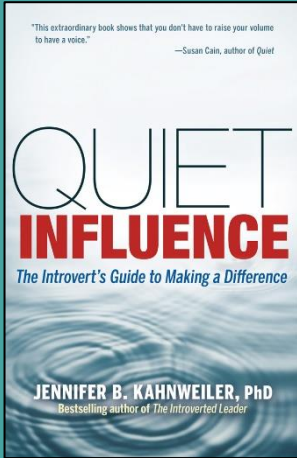
As a leadership keynote speaker, Jennifer will show you how to implement the Quiet Influence Process and make the most of introverts' six natural strengths. Find ways to protect quiet time, be a more engaged listener, create change, inspire others, and challenge the status quo.

#### You will learn:

- ❖ Why now is the time for introverts
- ❖ How to influence and lead as an introvert
- ❖ What results you can achieve
- ❖ What practical actions you can apply today

#### Virtual Delivery

The virtual delivery of this program allows us to reach a larger and more global audience throughout your organization. We incorporate the learnings of quiet influencers from your organization. The focus is on delivering relevant content with variety and connection. We use the chat function, which allows vibrant conversation and engagement on the topic. Using polls and bringing voices into the virtual room also lead to high engagement and high marks from attendees.



Please contact us for more information



## Quiet Influence

### Master Class

This high impact workshop blends presentation and high engagement to provide a comprehensive learning experience.

#### ❖ **The Rise of Introverts**

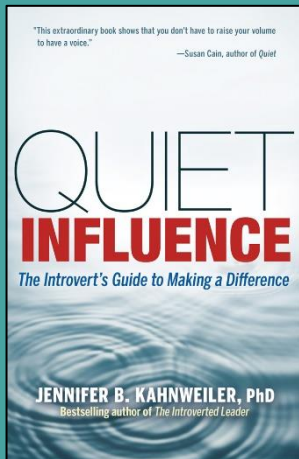
Through examples and interaction, you will deepen your understanding of quiet influence. Learn why now is called the “Rise of the Introverts.” What are the challenges that quiet influencers face in getting their ideas heard and challenging the status quo?

#### ❖ **How Quiet Influence Works**

Learn how to implement the six steps of the Quiet Influence Process. Assess your own Quiet Influence Quotient. Learn how to make the most of six natural introvert strengths. Gain tangible tools to help you take quiet time and be a more engaged listener.

#### ❖ **Learning Into Action**

You will create a workable action plan that addresses a current influencing challenge at work. A post-seminar group coaching session 2 weeks later will cement your learning.



Please *contact us* for more information