

# Stuff That Works Building Careers

## Chapter 23

### “Be Extroverted”

Take Action

# **Stuff That Works Building Careers**

## Chapter 23 Take Action: Content

- Google characteristics of extroverts. Each week work on manifesting one of those characteristics.
- Meet one person you do not know every week for a year. Keep a card on them and track facts you learn. At the end of the year count how many have become friends
- Go to meetings and business parties and work the room. Read a book and apply the skills. Practice, practice, practice. Crash a wedding its fun and low risk because you will never see those people again.
- Invest time on [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com)

# Stuff That Works Building Careers

Chapter 23 Take Action: Action 1

Google characteristics of extroverts. Each week work on manifesting one of those characteristics.

## ACTION

I am not dealing with the science of change. I am simply stating for most of if we can manifest the characteristics of an extrovert we will have greater career success.

It is something that has worked for me.

I am actually an introvert but early on I read that extroverts made more money and so I began to try and convert myself into an extrovert. People see me as highly extroverted but I assure you I am not.

## EXAMPLES

Characteristics	What to Do
Love to lead	Take charge. Be the first with an action plan. If you don't have a plan be the first to state the issue and facilitate the development of a plan.
Energized by Groups	Make yourself join groups. Toast Masters, Industry Associations, Functional Associations, Church, City Government. Join up and show up. Decide you love involvement.
Make Friends	Assume everyone is your friend and act accordingly. Conquer your fear. Read books on making friends and apply the tactics
Share Thoughts & Feelings	Extroverts are an open book. Be the same. Tell people what you think and how you feel. Do it in meetings and in private. SHARE!
Seek Variety	Don't focus on one thing. Invest time in several things. Multiple hobbies, multiple groups, multiple projects. Force yourself to love and seek variety.
Love to Talk	Speak in every meeting. IF you have nothing to say then be the one who recaps the discussion and next steps when the meeting ends. Your voice should be sore at the end of every day. Talk!!!!

# Stuff That Works Building Careers

Chapter 23 Take Action: Action 2

Meet one person you do not know every week for a year. Keep a card on them and track facts you learn. At the end of the year count how many have become friends

## ACTION.

There are several good contact software packages and apps available for this purpose. Feel free to use one.

I am a bit old school and so still use cards. I find writing them and then reviewing them helps my memory.

It does not matter how you get this done simply that you do it.

Remember you are being an introvert so everyone is actually your friend. You simply have not met them yet so get out there and meet your friends.

## EXAMPLES

Date	Contact	Status
Week 1	Tim	Friend
Week 2	Jen	Co-Worker
Week 3	Kayla	Mentor
Week 4	Jeff	Friend
Week 5	Jason	Acquaintance
Week 6	Tanya	Acquaintance

Name: Tim

Date: 3-15-15

### Family:

Married to Lisa  
Son Mike 3 Years old  
2<sup>nd</sup> child due in May

### Work:

Dir. Finance  
Heal Corp since 2013  
U of M Grad 1990

### Hobbies:

Golf  
Loves the Twins

### Actions:

We met at a financial review  
Scheduled P&L review next week over coffee

# **Stuff That Works Building Careers**

## Chapter 23 Take Action: Action 3

Go to meetings and business parties and work the room. Read a book and apply the skills. Practice, practice, practice. Crash a wedding it is fun and low risk because you will never see those people again.

### **ACTION.**

This action step is all about developing your interpersonal skills. It is about becoming comfortable meeting people you do not know.

I hate it but I have become skilled at it. It is critical in building a career.

Read books, watch videos and practice. You have got to make working a room a natural thing for you. The only way this happens is to do it.

In an earlier action step you joined 5-6 groups. All of these are practice grounds for this skill. They can become throw away groups. Places where you go to mess up and move on.

You have got to learn not to be embarrassed. I achieved this by embarrassing myself in several groups early in my career. I have not seen those people since. So get out there and practice working a room. If you screw up move on.

### **EXAMPLES**

#### **Working the Room**

1. First schedule yourself to attend an event each day next week
2. For each event identify who is in attendance and what they are interested in
3. Do research of their interests so you have something to say
4. Practice a conversation with a stranger in the mirror
5. Attend each meeting. Your goal is to build a contact card on 5 people from each meeting.
6. If you fail do it again next week until you successfully can develop 25 cards in one week.
7. Reach out to 5 people you met at the meetings for a follow-up one on one coffee.
8. Read a book on working the room
9. Repeat this list using tactics from the book
10. Never stop working the room

# Stuff That Works Building Careers

Chapter 23 Take Action: Action 4

Invest time on [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com).

## **ACTION.**

This is an easy one.

I believe that each of us can help someone else.

There is so much to know and to experience. You just can not do it on your own. So the best way forward is to share and learn from each other.

Technology makes this so easy today. That is why I built the web site [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com).

It only reaches its potential if you join in and add the stuff that works that you have found. Please make a contribution today. Help others find the Stuff That Works.

Others have already shared their stuff that works so be sure to check the site often as there is probably something to improve every area of your life.

The community is waiting and growing. I hope you will join in and make a positive difference.

Thank you!

## **EXAMPLES**

### **CONTRIBUTE**

It is easy to share your Stuff That Works.

Simply click on “Contribute” from the main menu.

Then select “Submit an Idea”.

Easy!

### **Learn From Others**

It is easy to Learn Stuff That Works from others.

Simply click on “Contribute” from the main menu.

Then select “Search for Stuff That Works”.