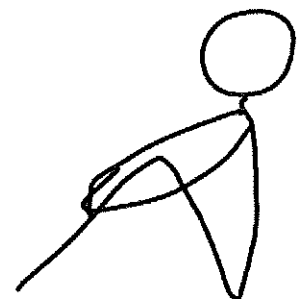


the shy connector:
~~how to talk to strangers~~
how to get strangers to talk to you

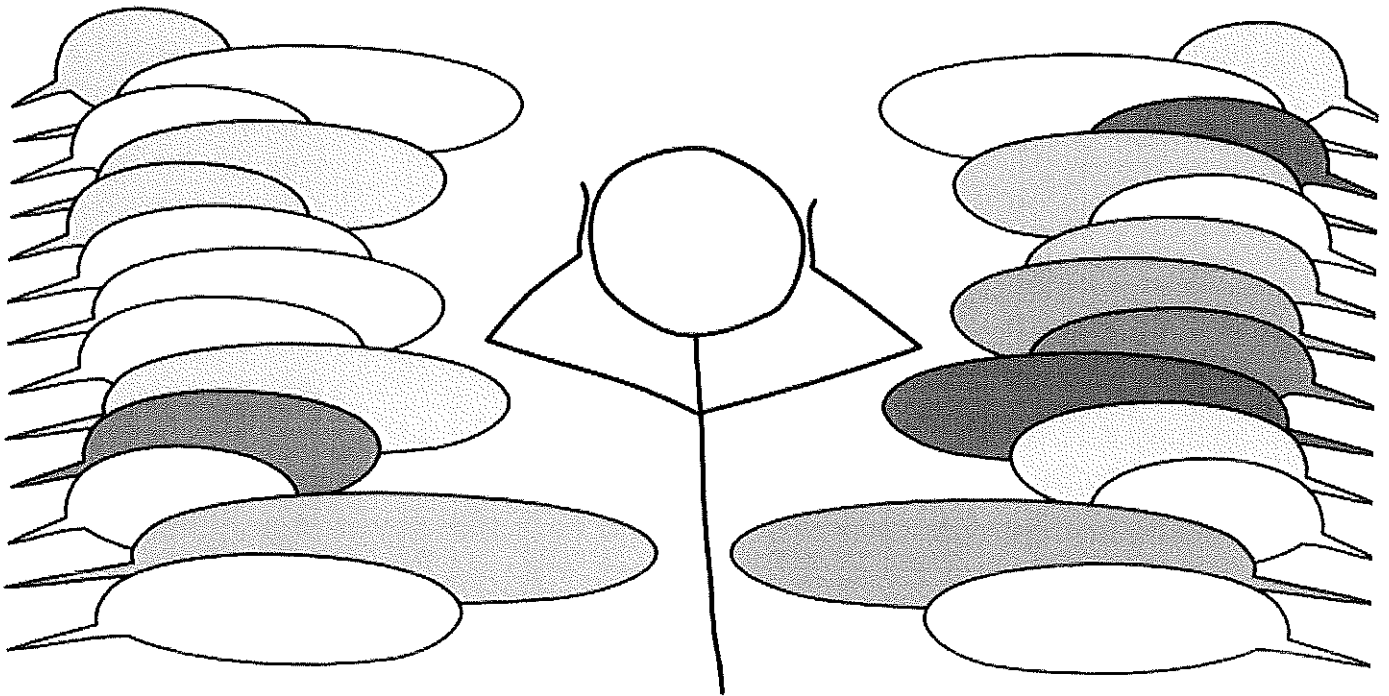
7 tips from
 Sacha Chua
a shy introvert
LivingAnAwesomeLife.com

No one believes me
when I confess
I'm an introvert.



" 2000 Twitter followers.
900 blog subscribers.
800 Facebook friends.
700 LinkedIn contacts.
Countless presentations.
You can't be shy."

I'm an introvert.
I need quiet time to recharge.



I'm an introvert.
I like being at home.

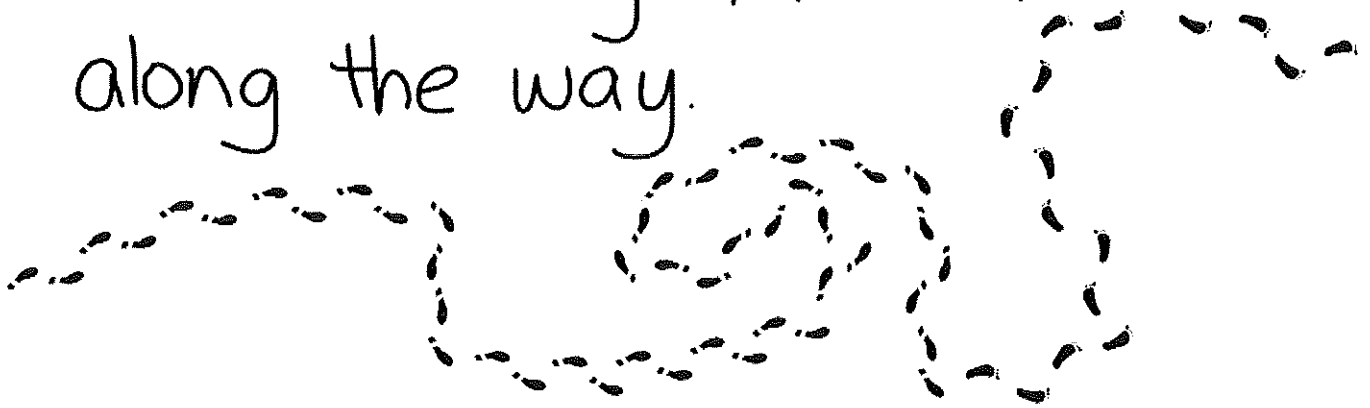


I'm shy. I don't like small talk,
and I find it hard to talk to strangers.



I mean, c'mon, really...

It took me a while to figure that out.
Here are 7 things I learned
along the way.

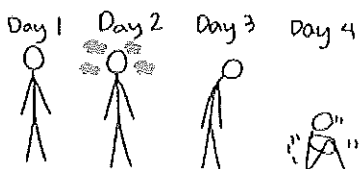


Maybe I can help you
or someone you know.

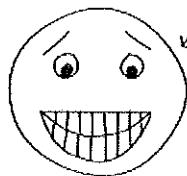
#1) It's okay to be an introvert.

Most networking books tell you to act like an extrovert:

"Go to lots of events."

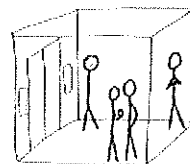


"Smile."



← Worried
about being
"that weirdo."

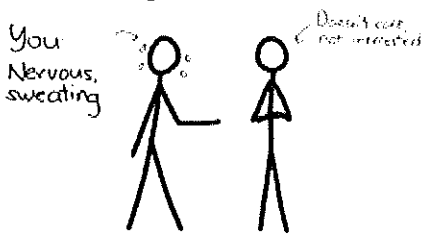
"Talk to people
in the elevator."



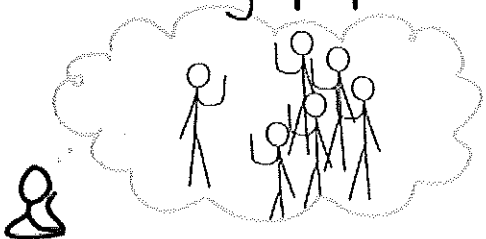
You're okay.
You don't have to fake it.
You can be a shy connector.

How?

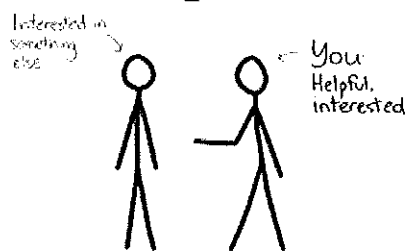
#2) Change your perspective.
It's not about selling yourself.



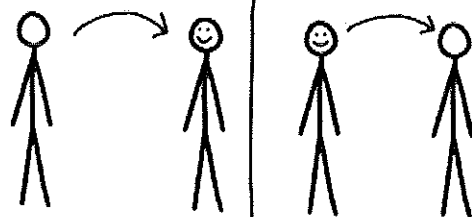
It's not about becoming popular.



It's about helping others.

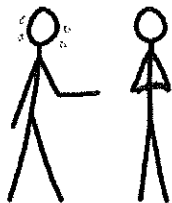


It's about learning and sharing.



#3) Give people reasons.

If it's hard to talk to strangers...



Blog about your interests
Use a recognizable photo of you
You'll meet lots of people with similar interests

Make it easy for strangers to talk to you.

Actual starters by strangers that turned into good conversations



Be quirky.
That gives other people (who might be shy too!) something to talk about

It can be easier to talk to 100 people than to one.
You can prepare for presentations. You can practice.
You'll learn a lot along the way. Other people will talk to you because you know something they want to learn.

You don't have to be an expert to share.

#4) Look for ways to help.

What can you bring to a conversation?

You might not be the life of a party, but ...

You can ask good questions



that draw people out and make them think.

You can recommend books and websites that help people learn.



I knew all that surfing would pay off!

You can remember what people need.



As you learn more and as you meet more people...



you'll be able to put the pieces together.

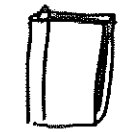


This is why you should →

#5) Give yourself homework.

① Promise to follow up with that link/resource/etc. from tip #4 (Help).

Write it down.



Small notebook



PDA/phone

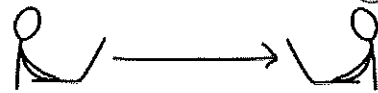


back of business card

Write down as much as you can remember.

② Follow up.

You're not selling yourself, you're helping people and learning along the way.



③ Use the network effect.



The more you add, the more connections you can make.

people, ideas, tools, books, links, blogs, interests, groups, patterns, notes, ...

#6) Make it easy to get to know you.

When you help others, they'll want to know and help you too. Make it easy to find and know you.


Name is hard to spell?

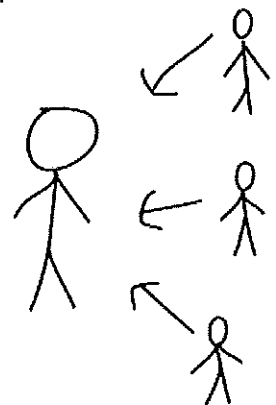
Business card

Catchy URL

Don't like talking about yourself?

| Business card with keywords

 Blog about your interests

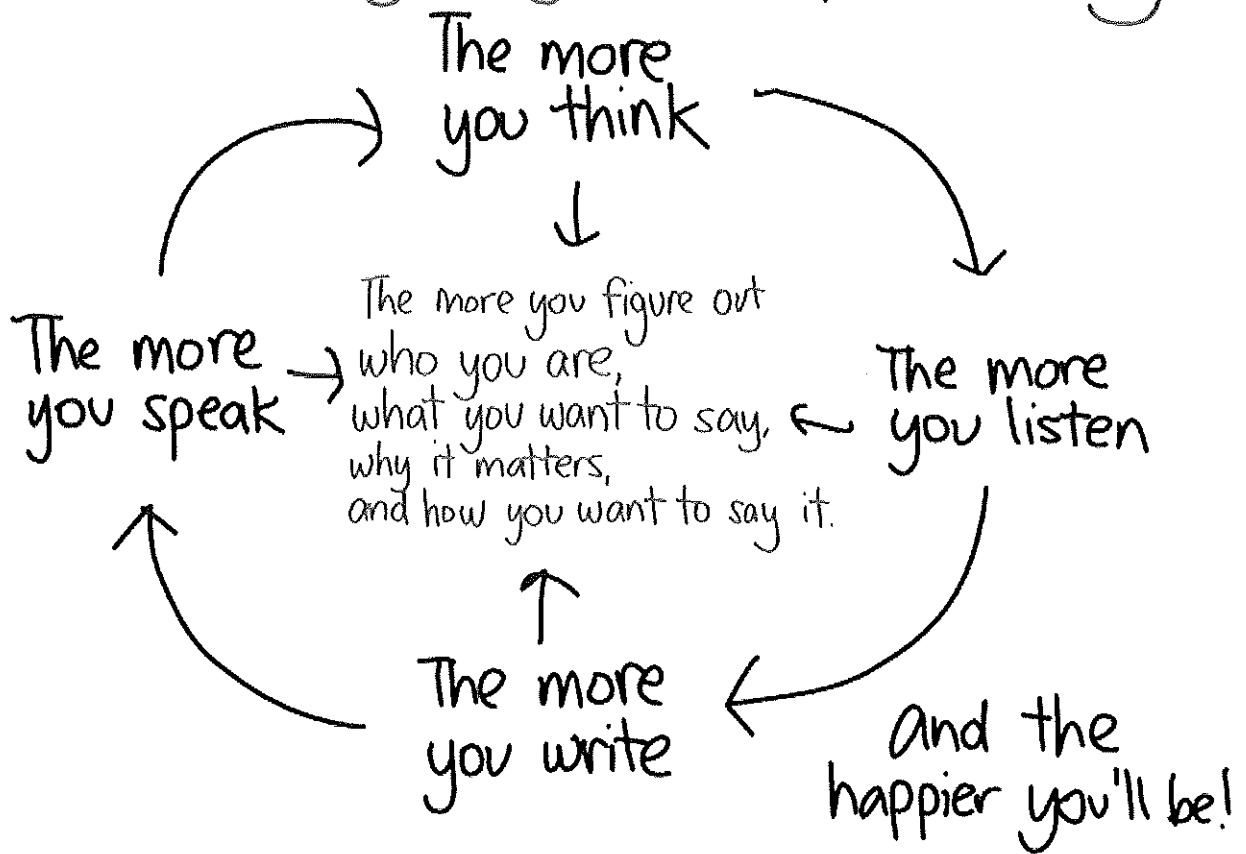


Too shy to regularly keep in touch through phone or email?

Facebook LinkedIn Blog feed Email newsletter

Let others choose. You'll be surprised by who gets to know you.

#7) Keep going. Keep practicing.

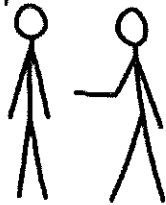


You can do it. You can be a shy connector too.

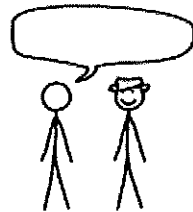
It's okay to be an introvert.



Change your perspective.



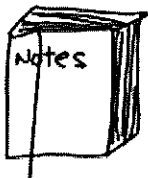
Give people reasons.



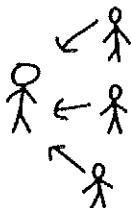
Look for ways to help.



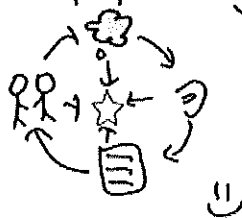
Give yourself homework.



Make it easy to get to know you.




Keep going. Keep practicing.



Share your tips and read more!

<http://bit.ly/shyconnector>

Liked this presentation?

 Share it with your friends:

<http://bit.ly/shyconnector>
(check out people's great comments!)

Check out some of my other presentations:

 <http://slideshare.net/sachac>

or my blog: LivingAnAwesomeLife.com

(and vote for this if you're viewing on Slideshare!)

Good luck & have fun!

Sacha