

TABLE OF CONTENTS

| | |
|---|----|
| How This Ebook is Organized | 5 |
| Dedication—To the Rest of Us! | 7 |
| Table of Contents | 10 |
| Chapter 1 | |
| Get Paid What You're Worth | 14 |
| Why do so many talented introverts and shy people struggle to be paid what they're worth? Boost your self-awareness, discover your true value, and develop negotiation and persuasion skills that result in win-win solutions. | |
| Chapter 2 | |
| Worksheet: How Much Success Can You Stand? | 20 |
| Introverts tend to hold a world view. Many are deeply in touch with their mission to make a positive difference. Think of success as enjoying accomplishing work that's aligned with your life purpose and being well-compensated for using your special skills and talents to make a positive contribution. Discover what's holding you back from being even more successful so you can do your destiny. | |
| Chapter 3 | |
| Meet Your Needs | 22 |
| Many introverts and shy people are uncomfortable meeting their needs at work. Discover how to communicate your unmet needs so you can elevate your happiness at work. | |
| Chapter 4 | |
| Communicate to Connect and Gain the Resources You Need | 25 |
| Achieve joy on the job by capturing the attention and resources you need. Discover a communication style that will boost your happiness at work by snaring new opportunities, allies, and prospects. | |
| Chapter 5 | |
| 11 Habits of Highly Confident Entrepreneurs Introverts and Previously Shy People | 28 |
| Learn how to set up a work environment that will create more meaning, fulfillment, and greater success. Diverse tips range from nurturing your innate temperament and being your Authentic Self to knowing how to avoid performance anxiety and how to price your services. | |

| | |
|---|----|
| Chapter 6 | |
| Meet Your Innate Confident Self . . . Connect With Your Authentic Self | 32 |
| Why does self-doubt arise, even though you know introverts and shy people have unique talents and advantages? Enjoy using an exercise that helps you quickly disconnect from Your False Self and connect with Your Authentic Self so you can quickly boost your confidence in all areas of your life. | |
| Chapter 7 | |
| The Introvert and Shy Person's Approach to Marketing and Sales | 35 |
| Chapter 8 | |
| Worksheet: Discover How Simple Sharing Conversations Create Sales for Introverts and Shy People | 39 |
| Chapter 9 | |
| Use Brain Science to Own Your Personal Power and Boost Your Confidence | 41 |
| Take advantage of brain science so you can level the playing field between extroverts, introverts, and shy people. Befriend your "Guardian," the part of all of us that holds us back until we know how to work with it. | |
| Chapter 10 | |
| Worksheet: Use Self-Awareness to Own Your Personal Power and Boost Your Confidence | 44 |
| Chapter 11 | |
| A Communication-Connection Tool for Introverts and Shy People | 46 |
| Use neurolinguistic programming (NLP) to establish win-win relationships with extroverts of all types and prevent and resolve conflicts, including with "difficult people." | |
| Chapter 12 | |
| Worksheet: Use NLP tools to quickly and easily communicate and connect with extroverts of all types | 53 |
| Chapter 13 | |
| Worksheet: Model Your Very Own Successful Self | 56 |
| Have you ever wanted to model your success after someone else's accomplishments you admire but you just couldn't pull it off? Perhaps they were an extrovert and you're shy or an introvert. Identify Your Very Own Successful Self -- <i>your unique</i> style. Discover how to nurture your nature and enjoy the success you deserve. | |

| | |
|---|----|
| Chapter 14 | |
| Make Easy, Rapid Progress With Key Questions | 59 |
| Discover the unseen forces that are negatively affecting your life. Break free of the prison of blindspots caused by misperceptions and judgments. Discover a magical formula for joy on the job and become a living example of who you've always wanted to be. | |
| Chapter 15 | |
| Worksheet: Change Your Perceptions, Change Your Life | 63 |
| Chapter 16 | |
| Banish Bullies at Work | 65 |
| Is there a jerk where you work? Have you ever worked with an honors graduate from Bully Bootcamp who intimidated, threatened, humiliated, or dominated other people? You deserve a work environment that supports your peak performance. Discover the easiest and fastest ways to banish bully behavior. | |
| Chapter 17 | |
| Presentation Pointers for Introverts and Shy People | 69 |
| Formal presentations (and also marketing) are sometimes difficult for shy people or introverts. Some dread public speaking. Others know their products or services are stellar, but they dislike the idea of "selling." Most introverts dislike the limelight and prefer to talk one-on-one instead of to a group. | |
| Chapter 19 | |
| Fast, Fantastic Stress Reduction Tips | 77 |
| You don't have to wait for a weekend, vacation, or massage to dump the effects of a toxic workload. Use the proven stress reduction methods I'm about to share with you to quickly turn anxiety and anger into peace and calm. You'll feel so much better when you take action to meet your needs. You'll also be happier on the job. | |
| Chapter 20 | |
| Recession Protection for Introverts and Shy People | 80 |
| Introverts and shy people often worry they will be one of the first to lose their position in a recession because they don't party with the boss. Forget about surviving! Use these strategies to THRIVE during an economic downturn. | |
| Chapter 21 | |
| Want More Respect and Appreciation? | 87 |
| Discover a simple technique for gaining more respect so you can get your needs met and enjoy your life much more. Turn anger, fear, and other negative emotions into peace and confidence. You deserve happiness. Read tips that will help you gain positive recognition, resolve conflicts more easily, and divorce yourself from the "difficult people syndrome." | |

| | |
|--|-----|
| Chapter 22 | |
| Stop People Pleasing and Be the Star You Are | 90 |
| Have you ever said “Yes” when you wanted to say “No?” Have you ever been angry because your needs were ignored? Your self-esteem will soar when you stop being who you think you should be and shine as the star you are. Begin now because the world is starved for your unique talents. | |
| Chapter 22 | |
| The Gift of Difficult People | 92 |
| “Difficult people” are . . . well, they’re difficult. They can also be an unexpected blessing. Discover an easy way to turn a difficult person into a gift. | |
| Chapter 23 | |
| Say “Yes” to Work-Life Balance | 94 |
| Work-life balance is a necessity, not a luxury. When you don’t meet your needs, your work quality, your relationships and your health deteriorate. Everyone loses when you give away your innate power to set healthy boundaries and practice the art of compassionate assertiveness so you can enjoy the work-life balance you deserve. Discover how to say “No thank you” to what you don’t want. Each time you do this, you send a clear signal to the universe saying, “YES!” to what you do want. | |
| Chapter 24 | |
| A Secret Weapon to Banish Competition | 96 |
| Don't cheat the world out of the special gift you are genetically programmed to provide. | |
| Chapter 25 | |
| The Authentic Road to Happiness | 98 |
| Share your authentic self with others. The world will feel much more supportive because you’ll attract people who are genuinely interested and appreciative. | |
| More Resources Just for You | 100 |
| Sign Up for Classes and Coaching | 102 |
| Enjoy More Books Guaranteed to Empower You | 103 |
| About the Author | 109 |