

ASSESSMENT

You're an **introvert**. To get better at moving others, try practicing some of the skills of an extravert. Practice your 'ask' in advance, so you don't flinch from it when the moment arrives. Goofy as it might sound, make a conscious effort to smile and sit up straight. Even if it's uncomfortable, speak up and state your point of view.

For more on introversion, extraversion, and attunement, see Chapter 4 of [*To Sell is Human*](#).