



**Name:** Vinay Kumar

**Email:**

vkumar@marketinggeneral.com

**Website:**

vinaykumarcoach.blogspot.com

**Expertise:**

Vinay Kumar's expertise and experience include sales, marketing, communications, customer service, developing systems and business strategies for growth, transitioning from specialist to generalist, facilitating meetings, and strengthening team dynamics.

*"Solitude is the nurse of enthusiasm, and enthusiasm is the true parent of genius. In all ages solitude has been called for--has been flown to."*

-Isaac D'Israeli

**Winning Ways** is your source for personal and professional development. We help entrepreneurs, organizations, and individuals develop clear and concise goals and plans plus the strategies to implement them.

## Selling for Introverts

*Helping Introverted Professionals Succeed  
in an Extroverted World*

- ✓ Do you hate cold calling and actually having to sell altogether?
- ✓ Are you a professional who must first sell his/her services so you can do the work you enjoy doing?
- ✓ Does the thought of having to work a room make you want to avoid the event all together?
- ✓ Do you tend to avoid invitations to speak publicly?
- ✓ Have you been referred to as distant, serious, unemotional, cold, detached, aloof, inflexible, picky, pessimistic, hesitant, inflexible, dull, boring, arrogant, snobbish, stuffy, lacking "the fire in the belly"?
- ✓ Do you live more in your head, playing with ideas and concepts?
- ✓ Are you generally on the quiet side?
- ✓ Do you think first, and then think some more and then only talk?
- ✓ Do you enjoy, actually even prefer, being alone?
- ✓ Do you prefer to read or work on your laptop, as opposed to attending a networking event or social gathering?

*Join us as we discuss the practical strategies to meet & beat the challenges of being an introvert in today's 100-mph extroverted culture. Cutting through the clutter of "How To's" for the general business world, Vinay focuses on harnessing the unique and powerful characteristics of introverts to drive success.*

*Whether you are an introvert, have introverts on your team, or your customers are from the more introvert-dominated professions, you will find both immediate and long-term solutions to success.*

*To learn more about our seminars, keynotes, training and business coaching, contact us @ (703) 851-9466—or since we introverts often prefer written communication, email Vinay at vkumar@marketinggeneral.com.*