

WHY INTROVERTS MAKE GREAT SALESPEOPLE

They Build Relationships

Introverts are far more likely to build long-term streams of revenue by working with the same customers again and again.

They are Passionate

Many introverts are passionate about the work and projects they are assigned to. This type of "love" of work goes far beyond just a pay check and completing tasks.

They are Observant

Introverts also have a keen ability to observe and draw conclusions from watching other people and how they behave.

An **INTROVERT** by definition is a person who prefers solitary activities such as reading and writing, and they enjoy time spent alone.

They are Composed

Often mistaken for being too reserved or shy, many introverts instead sit back to give themselves a better vantage point.

They are Great Listeners

Introverts have a keen, well-trained ability to listen to people.

They are Persistent

Persistence is a common trait introverts can draw upon from themselves. It involves sticking with a project or task often when it may be difficult or require additional resources to make happen.