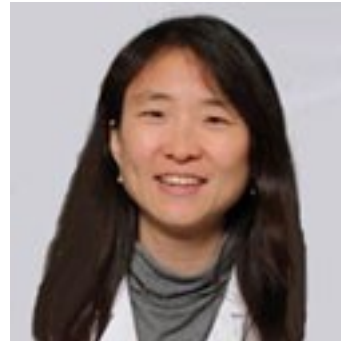


# Networking Advice for the Introvert in All of Us

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MSSNY WPLA

Saturday, March 15, 2025



# Disclosures & Disclaimers

- Elisa Choi, MD, FACP, FIDSA, FAMWA—No disclosures
- My comments represent my own individual opinions and input, and do not necessarily reflect the positions or policies of any organizations with which I am affiliated, except as explicitly noted as such.

# Objectives

- Discuss why networking is important for women physician leaders
- Review tools for networking for introverts and all of us
- Discuss the benefits of continuous networking as a foundation for professional development

# Definition

## networking

- noun
- - : the exchange of information or services among individuals, groups, or institutions
- *specifically* : the cultivation of productive relationships for employment or business
- <https://www.merriam-webster.com/dictionary/networking>



ALL BUSINESS BUILDERS

Networking is not a dirty word.  
It's not something to feel  
ashamed about. It's an essential  
part of our lives.

Anonymous





# CHARACTERISTICS OF INTROVERTS & EXTROVERTS

## INTROVERTS

**Recharge by spending time alone.**

**Reflect before making decisions**

**Listen more.**

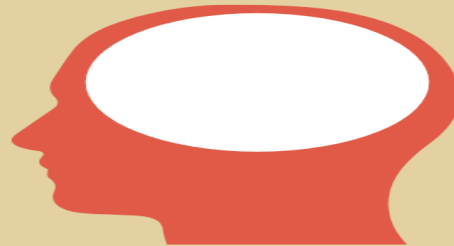
**Enjoy one on one conversations.**



**Introspective.**

**Self-aware.**

**Think before acting.**



**Learn through observation.**

**More sociable with people they know.**

## EXTROVERTS

**Recharge by socializing.**

**Make decisions quickly**

**Speak more.**



**Outgoing.**

**Easily distracted.**

**Action-oriented.**



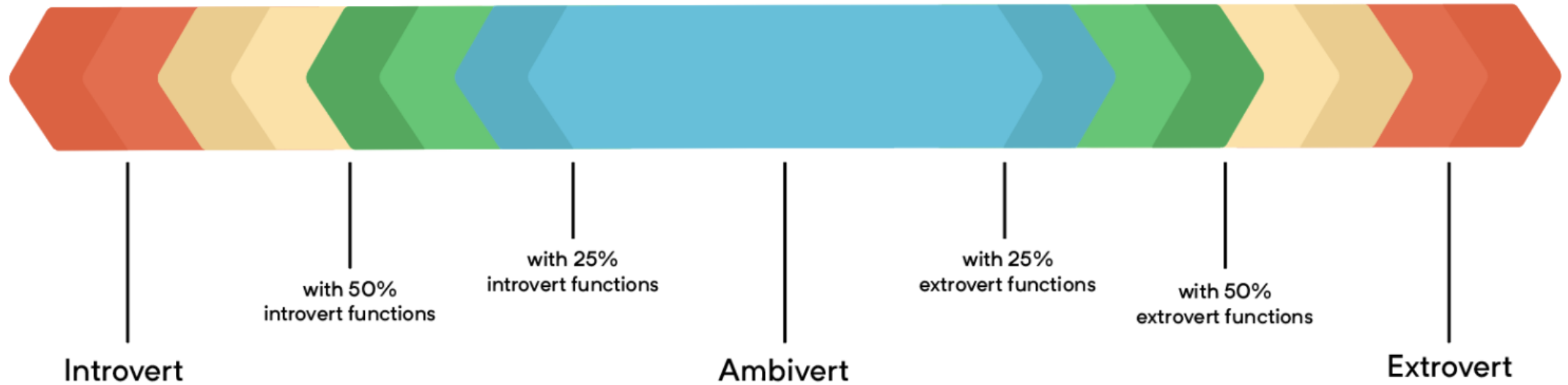
**Gregarious & expressive.**

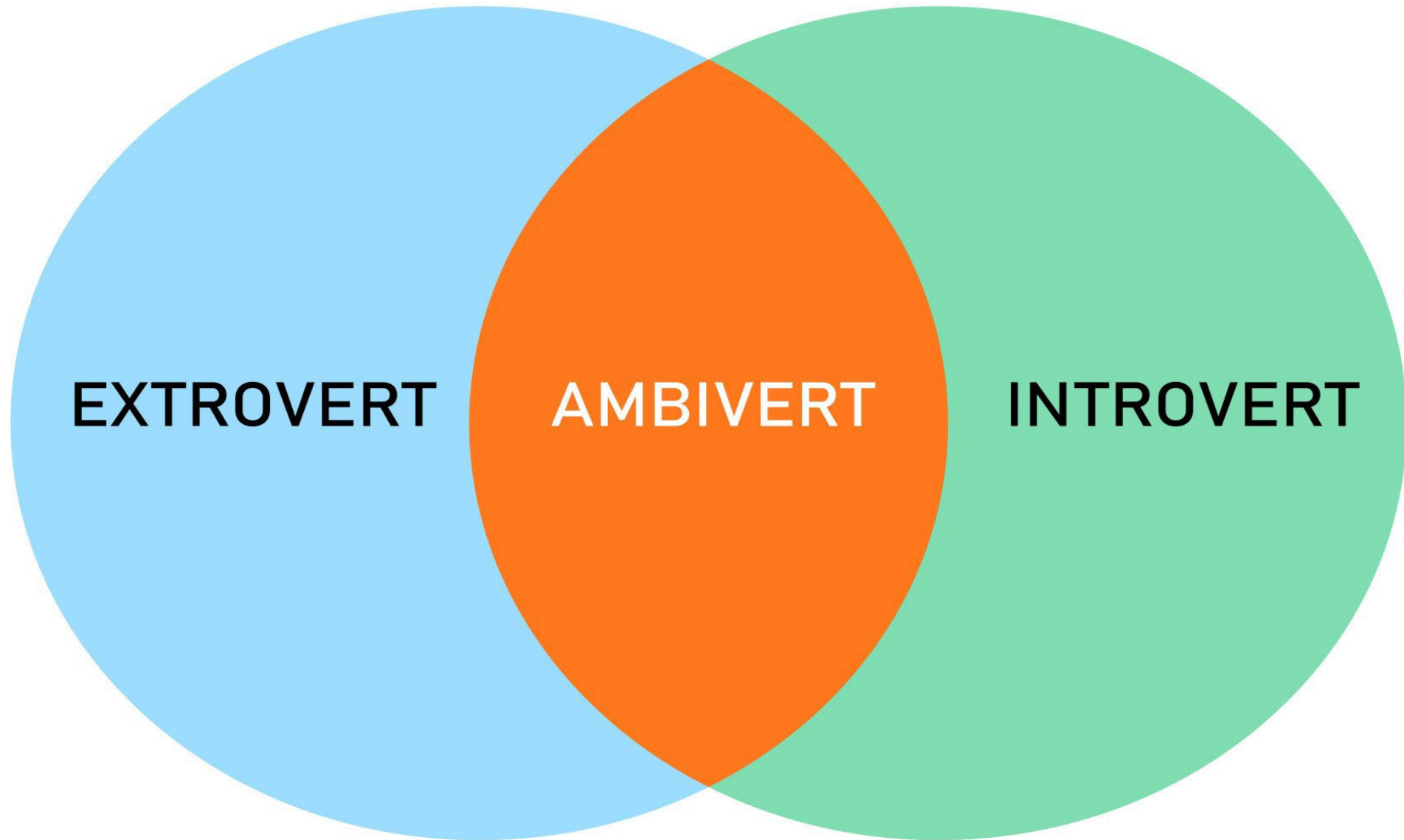
**Excellent communicators.**

**Enjoys being the center of attention.**



## Personality Continuum Scale





# Reframing “Networking”

- Transactional → Relational
- Taking → Giving
- Reactive → Proactive
- Unidirectional → Bidirectional

# 5 Networking Tips for Introverts (and Anyone Else)



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Professional Networks

## 5 Networking Tips for Introverts (and Anyone Else)

by Willy Das and Samantha Dewalt

April 17, 2024

# 6 ESSENTIAL NETWORKING SKILLS

That Will Help You Win Your Next Job



## DETERMINE YOUR CONTACTS

The best place to start networking is to figure out the people you already know. Make a long list; you can always whittle it down into a more practical list later.



## BUILD RELATIONSHIPS

Make people remember you in a way that is both friendly and professional. Listen to your contacts and ask questions. Be courteous. Participate in conversations.



## RETURN THE FAVOR

Some of your contacts will be hoping to land their next big job too. When you can, return the favor. What goes around can also come around.



## CREATE NEW NETWORK CONTACTS

You will have a greater chance of networking your way to a new job by creating new contacts and expanding your network too.



## KNOW WHEN TO FOLD 'EM

People can detect the difference between being friendly and wanting something. It's not all about you. Sometimes it is just about being a friend.



## SAY THANKS!

People appreciate courtesy – especially since it doesn't seem to occur as often as it used to. Take time to genuinely thank people who help you in any way.

# Networking



**“The opposite of  
networking is  
NOT working”**

**– Someone smart**





| TOPIC                                               |
|-----------------------------------------------------|
| 1. Tasteful self-promotion and                      |
| 2. Fertility planning                               |
| 3. Physician entrepreneurship<br>financial planning |
| 4. Work-life harmony                                |
| 5. Contract negotiation                             |
| 6. Social media branding                            |
| 7. Career transitions and advan                     |
| 8. Effective mentoring/sponsor                      |
| 9. Leadership advancement wit                       |
| 10. Speaking C-suite for effecti                    |



# Thank you

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