

## DIRECT



**DOMINANT**

**DEMANDING**

**DECISIVE**

**DETERMINED**

**DOER**



Blind Spot **DEFIANT**

I like to **WIN**

I like new **GOALS** and getting **RESULTS**

I like to move **FAST**

I like a **CHALLENGE**

### D Secret Tip:

Learn to FOLLOW before you LEAD

### C Secret Tip:

LEARN to SHARE how much you CARE

People don't want to know how much you know until they know how much you care



## CAUTIOUS



Blind Spot **PERCIEVED AS COLD**

I like to be **RIGHT**

I like an established **PLAN / PATTERN**

I like clear **INSTRUCTIONS**

I like **ORGANIZING** things

**CONSCIENTIOUS**

**CONCISE**

**COMPETENT**

**CONTEMPLATIVE**

**CALCULATING**

**INSPIRING**

**IMPRESSIVE**

**IMPRESSIONABLE**

**INTERACTIVE**

**INVOLVED**

Blind Spot **ILLOGICAL**

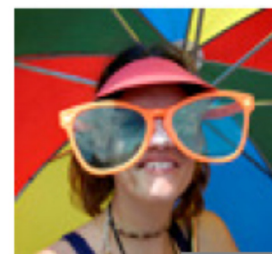
I like to be **LIKED**

I like to express my **IDEAS** and **FEELINGS**

I like lots of fun **ACTIVITIES**

I like **RECOGNITION**

## INFLUENCER



### I Secret Tip:

Learn to FOCUS your ENERGY

### S Secret Tip:

Learn to say NO



## SUPPORTIVE

**STEADY**

**STABLE**

**SWEET / NICE**

**STATUS-QUO**

**SHY**

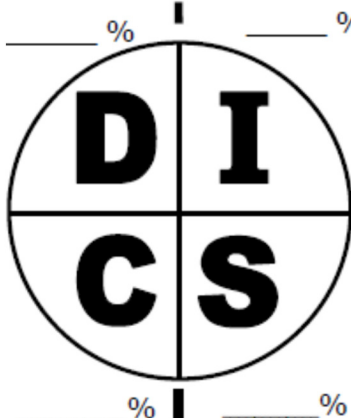
Blind Spot **DIFFICULTY SAYING "NO"**

I like to be **LIKED**

I like **TEAMWORK** and **COOPERATION**

I like sticking with what **WORKS**

I like **A ROUTINE** and **HARMONY**



TASK

PERSONALITY

NOTES:

# BASIC NEED



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**D:** CHOICES, CHALLENGE, CONTROL, TO BE IN CHARGE

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**I:** RECOGNITION, TO BE LIKED, FUN, APPROVAL

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**S:** SECURITY, HARMONY, TO BE NEEDED, APPRECIATION

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**C:** QUALITY INFO, QUALITY ANSWERS, VALUE, EXCELLENCE

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*2 things you KNOW when you have someone's Profile:*

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*Their **BASIC NEEDS** & What they **VALUE**... You have ALL the answers to help them  
Knowing the **BASIC NEEDS**, leads to creating ideal environments*

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***2 KINDS OF PEOPLE:** OUTGOING (extrovert) or RESERVED (introvert)*

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***2 PRIORITIES** (TASK or PEOPLE) made up of the 5 ELEMENTS OF HUMAN BEHAVIOR:*

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*Physical (goals, money, possessions, activities, accomplishments) = **TASK***

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*Mental, Emotional, Spiritual, and Relational = **PEOPLE***

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