

Determining Your Personality Type

1. Give this chart to five people you interact with in different areas of your life, Suggested people to give it to: Spouse/Significant other; Parent; Adult Child; Co-Worker; Broker; Manager; Close friend or other Professional Contact.
2. Ask them to select which box most closely represents your personality. You cannot assist them in any way in their selection of which type best describes you and they can only select one.
3. Once they return to you, you fax or email with this complete assessment and we immediately connect you with a coach that matches your personality.

ANALYTICAL

STRENGTHS:

Polite but reserved, logical, fact & task Oriented, focus on precision & perfection, persistent, diligent, cautious, take a systematic approach to everything, the analytical needs to be right and won't openly discuss ideas until confident in a decision

WEAKNESSES:

They can be withdrawn, boring, quiet, reclusive and even sullen at times. If they seem indecisive it is because of a need to access all data. They are definitely not a risk taker. They are likely to greet you with some skepticism and probably won't openly share much with you, especially something personal.

The analytical takes pleasure in accuracy and find it painful to be wrong or criticized.

DRIVER

STRENGTHS:

High Achiever, mover & shaker who is definitely not adverse to risk, extrovert, strong willed, direct, practical, organized, forceful & decisive. Persuasive & tell it the way it is (to them). Will wear you down & run you over if you can't keep up. A driver is task oriented rather than relationship oriented and wants immediate results. They are not concerned with how something is done, but what is being done, and what results can be expected. "What!" is their battle cry, "What's going on?", "What's being done about it?", A driver is one who does not waste time and expects you to get straight to the point.

WEAKNESSES:

Can be stubborn, domineering, impatient, insensitive, and short tempered with little time for formalities and niceties. He/She can be demanding, opinionated, controlling and uncompromising; even overbearing, cold & harsh. They take pleasure in power, control & respect. Their pain is loss of respect, lack of results and the feeling that he/she is being taken advantage of.

AMIALE

STRENGTHS:

Devoted, consistent, dependable, loyal. They are a hard worker and will persevere long after others have given up. Team player, cooperative and easy to get along with, trustful, sensitive and a good listener. When working in a group the amiable will avoid confrontation. They enjoy company & perform best in a stable environment. They can have a stabilizing affect on others. They like company, newsletters, picnics, gatherings & retirement parties.

WEAKNESSES:

Indecision and an inability to take risks. They are often too focused on others, conforming, quiet and passive. They often won't speak up for themselves, are too compliant and nice and often painstakingly slow to make decisions. They find pleasure in stability and cooperation and pain in change and chaos.

EXPRESSIVE

STRENGTHS:

Personable, engaging, accommodating, supportive of others, persuasive, socially adept and relationship oriented rather than task oriented. They love to be one of the gang and are always ready to participate. They are enthusiastic, diplomatic and have a great ability to inspire others. An expressive readily exchanges information and life experiences. Their main need is to be appreciated and accepted. They are an excitable dreamer with lots of ideas and projects but without the time to follow them up.

WEAKNESSES:

Impatience, a tendency to generalize, verbal assaults and sometimes irrational behavior. They can be egotistical, manipulative, undisciplined, reactive, unorganized and abrasive. Their pleasure is recognition and approval, their pain is isolation and lack of attention.