

SUPPORTER

Sensitive

Lack Structure

Save the relationship

Loves to help others

Persuade - Guarantees & Assurances

Specify - Supportive Role

Downfall - A friend in need

Back up style - Fit in

Sensitivity - Don't box them in

Space - Comfortable Approach

Tone - Relationship Build

Feelings - Be Helpful

Ask for support - Don't rush

Show trust - Respect loved ones

Show sincerity and talk

& show feelings

Don't ask them to take Risks

Move them Slowly to Acceptance

Show you care for Humanity

Console & Listen



EXPANDING YOUR HORIZON

ANALYTICAL

Provides details

Facts & Data

Save face

Lack spontaneity

Persuade - Support principles & thinking

Specialty - Making a decision can take forever

Back up style - Avoid

Cover the fine points - be accurate

be specific - details - deliver quality

Do your research - talk savings/security

Respect their schedule

Ask for their input

Don't push them - be friendly

Don't be flashy - don't touch

Don't embarrass them - don't interrupt

Don't change directions once agreed

Utilize data/facts/graphs/charts

Acknowledge & work with their principles



EXPANDING YOUR HORIZON

DRIVER

Loves results

Decision Maker

Save time

Like to be in charge

Persuade - Options & Probabilities

Support their conclusions
& actions

Specialty - Action now

Downfall - Need to be right

Back up style - My way or the highway

Talk results - stick to business

Talk profits - don't control

Be concise - use logic

Be clear - summarize

Don't waste their time - hit the high lights

Get to the point - Don't argue

Talk bottom line - strong direct posture

Give options - don't be too chatty

Outline the probabilities - don't get too personal



EXPANDING YOUR HORIZON

EXPRESSIVE

Applause

Exclude energy & fun - visually show your response

give compliments - be personal

Best starters

approach control is key - talk to them - not down

Save effort

Be witty - have time for them

Dreams & Intuitions

Show flexibility - keep them away from details

Persuade - testimony & incentives

Don't criticize - they'll attack

Show them the positive impact they have on you

Specialty - Expressive

Show them how to save effort & look good

Downfall - lack of focus, think aloud

Be willing to listen to them & expand on concepts

Keep them on focus

Back up style - attack



EXPANDING YOUR HORIZON