(Phlegmatic)

## Yellow 35%



- Motto: Let's be FRIENDS!
- Occupation: Teacher, Nurse, Counselor, Therapist
- Voice: Soft and Gentle
- Dress: Casual and Comfortable
- Strengths: Dependable, Team Player, Patient, Supportive and Nurturing
- Weakness: Over-Sensitive, Follower, Not Goal Oriented
- Key Words: Team, Together, Relationship, Family
- Dislikes: Pushy People, Bullies, Conflict

## **Open**

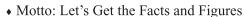


(Sanguine)

PLUE 15%

- Motto: FUN, FUN, FUN!
- Occupation: Sales, Entertainment, Public Speaking
- Voice: Loud and Fast
- Dress: Stylish, Flamboyant, Colorful
- Strengths: Promoter, Convincing, Enthusiastic, Creative, High Energy
- Weakness: Talk Too Much, Poor Saver, Poor Follow-Up, Unorganized, Exaggerates
- Key Words: FUN, Excitement
- Dislikes: Not Having Fun, Facts and Figures, Being Alone, Not Having FUN!

## **Indirect**



• Occupation: Accountant, Engineer, Research

- Voice: Soft and Polite
- Dress: Formal and Conservative
- Strengths: Organized, Planner, Accurate, Persistent, Follow Through
  - Weakness: Over-Analytical, Hard to Please, Depressed, Lonely
    - Key Words: WHY, Graphs, Charts, Research, Exactly, Possibly
    - Dislikes: Pushy People, No Facts, Being Late



Direct

- Motto: Get Out of My Way!
- Occupation: CEO, Attorney, Pilot, Military Colonel
- Voice: Forceful with Volume
- Dress: Dress for Success
- Strengths: Focused, Goal Oriented
- Weakness: Ego, Short-Tempered, Impatient, Un-teachable
- Key Words: MONEY, Power, Get To the Point, Bottom Line
- Dislikes: Indecision, Chit-Chat, Losing Control





**Self-Contained** 



(Melancholy)

(Choleric)