



Bulldozer



Detective

Which One Are You?

Build Credibility and Boost Sales by Learning to Style-Shift! Knowing how to quickly guess your prospect's style is one secret to sales success.

Border Collie



Ringmaster



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A Brief Snapshot of the 4 Core Temperaments & What They Need from You!

The Bulldozer



Traits

- Self-assured
- Driven
- Leaders
- Impatient
- Fearless
- Extroverted
- Decisive
- Problem-solver
- Direct
- Assertive
- Demanding
- Risk-taker
- Forceful
- Competitive
- Independent
- Determined
- Results-oriented
- Manipulative
- Coercive
- Dominating
- Insensitive
- Productive
- Inventive
- Lonely

Wants others to:

1. Give them summarized facts.
2. Respect their judgment.
3. Support them to reach their goals.
4. Cope with unwanted details.
5. Cooperate with them.

Gets upset when others:

1. Are too slow.
2. Get in their way.
3. Talk too much.
4. Try to be in control.
5. Waste time.

The Detective



Traits

- Analytical
- Diplomatic
- Orderly
- In control
- Precise
- Disciplined
- Deliberate
- Cautious
- Accurate
- Conscientious
- Fact finder
- Systematic
- Logical
- Conventional
- Introverted
- Serious
- Persistent
- Organized
- Critical
- Picky
- Moralistic
- Stuffy
- Stubborn
- Decisive

Wants others to:

1. Give them detailed information.
2. Ask for their opinions.
3. Not interrupt their work.
4. Treat them with respect.
5. Do quality work the first time.

Gets upset when others:

1. Move ahead too quickly.
2. Don't give them enough time.
3. Are vague in their communications.
4. Don't appreciate their efforts.
5. Are too personal or emotional.

A Brief Snapshot of the 4 Core Temperaments & What They Need from You!

The Border Collie



Traits

- Patient
- Loyal
- Sympathetic
- Team player
- Relaxed/Laid Back
- Mature
- Supportive/Warm
- Stable
- Considerate
- Empathetic
- Tenacious
- Trusting
- Congenial
- Respectful
- Introverted
- Persistent
- Agreeable
- Dependable
- Concerned
- Hesitant/Unsure
- Reliable
- Consistent
- Dependent
- Conformist

Wants others to:

1. Make them feel like they belong.
2. Appreciate them for their efforts.
3. Be kind, considerate, and thoughtful.
4. Trust them with important tasks.
5. Value them.

Gets upset when others:

1. Get angry, blow up or are mean.
2. Demand they be too mobile.
3. Take advantage of their goodness.
4. Are manipulative or unfair.
5. Are judgmental.

The Ringmaster



Traits

- Intuitive
- Creative
- Verbal
- Inspiring
- Enthusiastic
- Gregarious
- Convincing
- Impulsive
- Generous
- Influential
- Charming
- Confident
- Dramatic
- Optimistic
- Animated
- Ambitious
- Energetic
- Friendly
- Talkative
- Excitable
- Undisciplined
- Flaky
- Egotistical
- Extroverted

Wants others to:

1. Give them the opportunity to speak.
2. Admire their achievements.
3. Be influenced by them in some way.
4. Handle the details for them.
5. Value their opinions.

Gets upset when others:

1. Are too task oriented.
2. Confine them to one place.
3. Are not interested in them.
4. Compete for and win attention.
5. Are judgmental of them.