

PERSONALITY PROFILE

Place a check beside the word which best describes you in each group below.

NAME: _____ YOUR CONSULTANT IS _____

- A. Immediate results
 Provide Emotional Support
 Satisfied
 Controls Emotions

- J. Self Reliant
 Open Minded
 Consistent
 Respect Rules & Standards

- B. Direct
 Confident
 Conservative
 Well Disciplined

- K. Leadership Abilities
 Friendship is important
 Teamwork is important
 Want job security

- C. Mistrusting
 Optimistic
 Restrained
 Dislike Criticism

- L. Independent/Own Boss
 Impulsive
 Loyal
 Skeptical

- D. Determined
 Like Recognition
 Need Reassurances
 Perfectionist

- M. Result Oriented
 Trusting
 Competent Associates
 No Quick Decisions

- E. Bottom Line Answers
 Shows Emotions Easily
 Security Seeking
 Precise

- N. Want High Income Potential
 Public Recognition
 Slow to Change
 Analytical

- F. Stubborn
 Talkative
 Likes Guarantees
 Systematic

- O. Brave/Risk Taker
 Polished
 Like Traditional Procedures
 Diplomatic

- G. Impatient
 Easily Embarrassed
 Like Low Risk Situations
 Comply with Authority

- P. Restless/Easily Bored
 Sincere
 Even Tempered
 Fussy

- H. Dislike Details
 People Oriented
 Patient
 Need Proof/Credibility

PROFILE NUMBER

D _____

I _____

S _____

C _____

- I. Like Power/Control
 Enthusiastic
 Good Listener
 Detail Oriented

RESULTS: _____