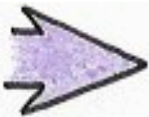


DIRECTIVE



"Tell me about yourself."
→ answers with: Their **ACHIEVEMENTS, AWARDS & ACTIVITIES.**



gift of direction

- LARGE Body Language
- Finishes Sentences
- style: power suit #1: achievements
- **NEEDS**: To be in leadership Support for goals

influencing



"Tell me about yourself."
→ answers with: lots of **STORIES & BACK STORIES.**

- NEEDS:**
- Recognition
 - Support for ideas

gift of entertainment



- OPEN Body Language
- Lots of Stories
- style: dress to impress
- #1: activities & fun

CONSCIENTIOUS

"Tell me about yourself."
→ answers with: the question "WHAT/WHY DO YOU WANT TO KNOW?"

- [CLOSED] Body Language
- Cautious when speaking

style: classic/matching clothes

- NEEDS:**
- Facts
 - support for thoughts
 - #1: organization & education



gift of Order

STEADY

"Tell me about yourself"
→ answers with: **RELATIONSHIPS, KIDS, FAMILY, PETS, FRIENDS**

- RELAXED Body Language
- Observes before speaking
- style: relaxed

- NEEDS:** Relationship Support for feelings
- #1: RELATIONSHIP



gift of Emory