

## CHARACTERISTICS OF THE PROMOTER PERSONALITY STYLE

### GIFTS: What you are good at

- Quick to act, think, process
- Multitasking
- Flexibility
- Optimistic
- Leadership & motivating others
- Resourceful
- Troubleshooting & problem solving
- Taking risks
- Independent

### NEEDS: What you need to be content

- Freedom
- Choice & options
- Involvement
- Recognition & attention
- To talk & express themselves
- Seize opportunities
- Immediate feedback
- Hands-on activities
- Adrenalin rush

### JOYS: What makes you happy

- Using tools
- Fun
- Adventure & activities
- Excitement
- Performing
- Being generous
- Movement
- Competition
- Attention & recognition

### STRESSORS: What frustrates or stresses you

- Being on time
- Not being allowed to talk
- Lack of money
- Slow people
- Rigidity, routine, regulations & rules
- Repetition
- Inactivity & waiting
- Details & paperwork
- Criticism & negativity

### VALUES: What is important to you

- Freedom & mobility
- Adventure
- Laughter & play
- Spontaneity
- Variety & change
- Action & productivity
- Challenge
- Physical activities

### CORE VALUE: Freedom