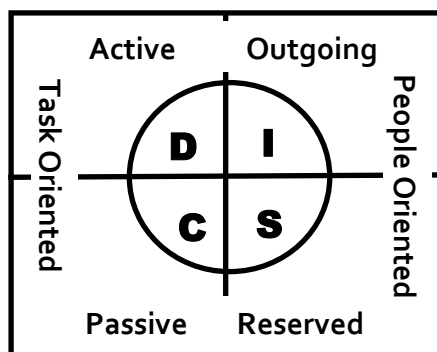


General Descriptions of the four primary personality profiles



<p style="text-align: center;">Primary High D Personality</p> <p><i>Incidence:</i> 5-10% of the population</p> <p><i>Described as:</i> Dominant, decisive, independent</p> <p><i>Thrive on:</i> Challenge and authority</p> <p><i>They are:</i> Confident leaders who demand results</p> <p><i>On a team:</i> Energetic and drive team to completion</p> <p><i>Need others who:</i> help them see the need of others</p> <p><i>Fear:</i> Being out of control</p> <p><i>Weakness is:</i> Desire to win at all costs</p> <p><i>When stressed:</i> Confrontational and act suddenly</p> <p><i>Should be careful of:</i> Impatience with others</p> <p><i>Need to learn:</i> To do things correctly and to be accountable to others</p>	<p style="text-align: center;">Primary High I Personality</p> <p><i>Incidence:</i> 20-25% of the population</p> <p><i>Described as:</i> Inspiring, influential, social</p> <p><i>Thrive on:</i> Recognition and approval</p> <p><i>They are:</i> Affectionate, optimistic, natural presenters</p> <p><i>On a team:</i> Persuasive, enthusiastic, encouragers</p> <p><i>Need others who:</i> help with details and tasks</p> <p><i>Fear:</i> Social rejection</p> <p><i>Weakness is:</i> Speaking without thinking</p> <p><i>When stressed:</i> Talkative and shift blame</p> <p><i>Should be careful of:</i> Forgetting past commitments, giving in to peer pressure</p> <p><i>Need to learn:</i> To listen more and think more logically</p>
<p style="text-align: center;">Primary High C Personality</p> <p><i>Incidence:</i> 20-25% of the population</p> <p><i>Described as:</i> Conscientious, compliant</p> <p><i>Strive for:</i> Excellence and good value</p> <p><i>They are:</i> Creative, competent, and logical</p> <p><i>On a team:</i> Follow procedures carefully</p> <p><i>Need others who:</i> can state unpopular positions</p> <p><i>Fear:</i> The unknown and undefined</p> <p><i>Weakness is:</i> Slow pace and resistance to change</p> <p><i>When stressed:</i> Cautious and indecisive</p> <p><i>Should be careful of:</i> Forgetting big picture</p> <p><i>Need to learn:</i> See the potential, not the problem</p>	<p style="text-align: center;">Primary High S Personality</p> <p><i>Incidence:</i> 40-50% of the population</p> <p><i>Described as:</i> Steady, supporting, submissive</p> <p><i>Strive for:</i> Security and appreciation</p> <p><i>They are:</i> Loyal and friendly</p> <p><i>On a team:</i> Cooperative, consistent, peacemakers</p> <p><i>Need others who:</i> react quickly to the unexpected</p> <p><i>Fear:</i> Disharmony and confrontation</p> <p><i>Weakness is:</i> Resisting change</p> <p><i>When stressed:</i> Strive for peace at any price</p> <p><i>Should be careful of:</i> Being taken advantage of</p> <p><i>Need to learn:</i> To be more assertive, change is good</p>