

Personality Quadrants

Monday, October 8, 2007 Call

New Welcome Back

Period 11, new products, no points

Mannafest

Sam on the road...update from Minnesota

1. Why is it important to understand personality quadrants?
 - To understand yourself
 - To understand you in relationship with others
 - For Mannatech:
 - Increasing your ability to sign people up
 - Increasing your ability to motivate and empower others
 - Total effectiveness with others

2. Analyzing where you are:
 - Draw the square
 - Answer two questions:
 - Are you formal or informal?
 - Are you flow with or in control?

3. Look at four quadrants (likes, dislikes, attributes weaknesses):
 - a) Controller
 - b) Supporter
 - c) Analyst
 - d) Promoter

4. How do I recognize them?
 - a) Controller
 - structured, dominant, well dressed (never a wrinkle), bottom line, best posture
 - b) Supporter
 - gentle, kind, likeable, soft, hates conflict
 - c) Analyst
 - organized, detail oriented, pocket protector,
 - d) Promoter
 - dreamer, flamboyant, dynamic, creative, outspoken, ‘look at me’

5. How do I work with them?

a) Controller

Be precise, recognize their ideas, be on time, well organized
Keep professional

b) Supporter

Build a relationship/friendship, do not open to risk, talk family
and be interested in their person

c) Analyst

Be organized, exacting, correct to a T, conservative, no hype,
Provide only factual data, be patient on decision making

d) Promoter

Give them center stage, name drop, be entertaining and fast
pace, discuss dreams

6. In my downline, how do I use this information?

Placement of people:

Every promoter needs good supporters in their downline.

Every analyst needs promoters in their downline

Every supporter needs promoters

Every controller needs promoters