

Understanding Personality Quadrants - Part 2

How we work with People

November 9, 2020

- Weekly Product and Business Meeting – 1st Saturday is live at 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com: the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL, November 10th at 7:30 Pm CT www.allaboutmannatech.com
- Single Day Special – good through November 12th – see allaboutmannatech.com
- Free Shipping on all orders including one-time orders of \$100 or more through December 31st
- Wednesday Product Focus with Dr. Nugent – 12 PM CT – 6 Pm CT - Uth® Skincare System
- Special FREE Event with Patrick Dean – Managing Change: Make 2021 Your Best Year Yet! Tuesday, November 10th at 7 PM CT – Register at <https://www.gmma360.com/patrickdean>

1. Last Week

Controller

Promoter

Supporter

Analyst

What did you learn?

2. How do we Recognize the Quadrant another person falls into knowing that MOST have percentages of other quadrants as well?

a. Controller

b. Promoter

c. Supporter

d. Analyst

3. How do we best share Mannatech with them?

a. Controller

b. Promoter

c. Supporter

d. Analyst

Four Styles of Behavior

Controller 13%

DOMINANCE: How you respond to **problems** and **challenges**

- Direct, Demanding, Alpha, Bottom line focused

Promoter 32%

INFLUENCE: How you influence **people** and **contacts** to your point of view

- Spontaneous, Enthusiastic, Conversational, Fun, Highly creative

Supporter 36%

STEADINESS: How you respond to change in terms of **pace** and **consistency**

- Modest, Attentive, Calm, Status Quo, Relational

Analyst 19%

COMPLIANCE: How you respond to **procedures** and **constraints**

- Careful, Precise, Analytical, Needs to make sense