



Personally prepared for  
**Kevin Crawford**  
Employee of  
Mr Awesome Company

# Your Personality Imprint™

You are a

 **Competitive**

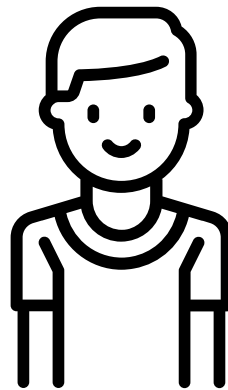
Your Personality

**HOW YOU THINK**

 **Networker**

Your Career Competency

**HOW YOU WORK**



and you have a

 **Visual**

Learning Style

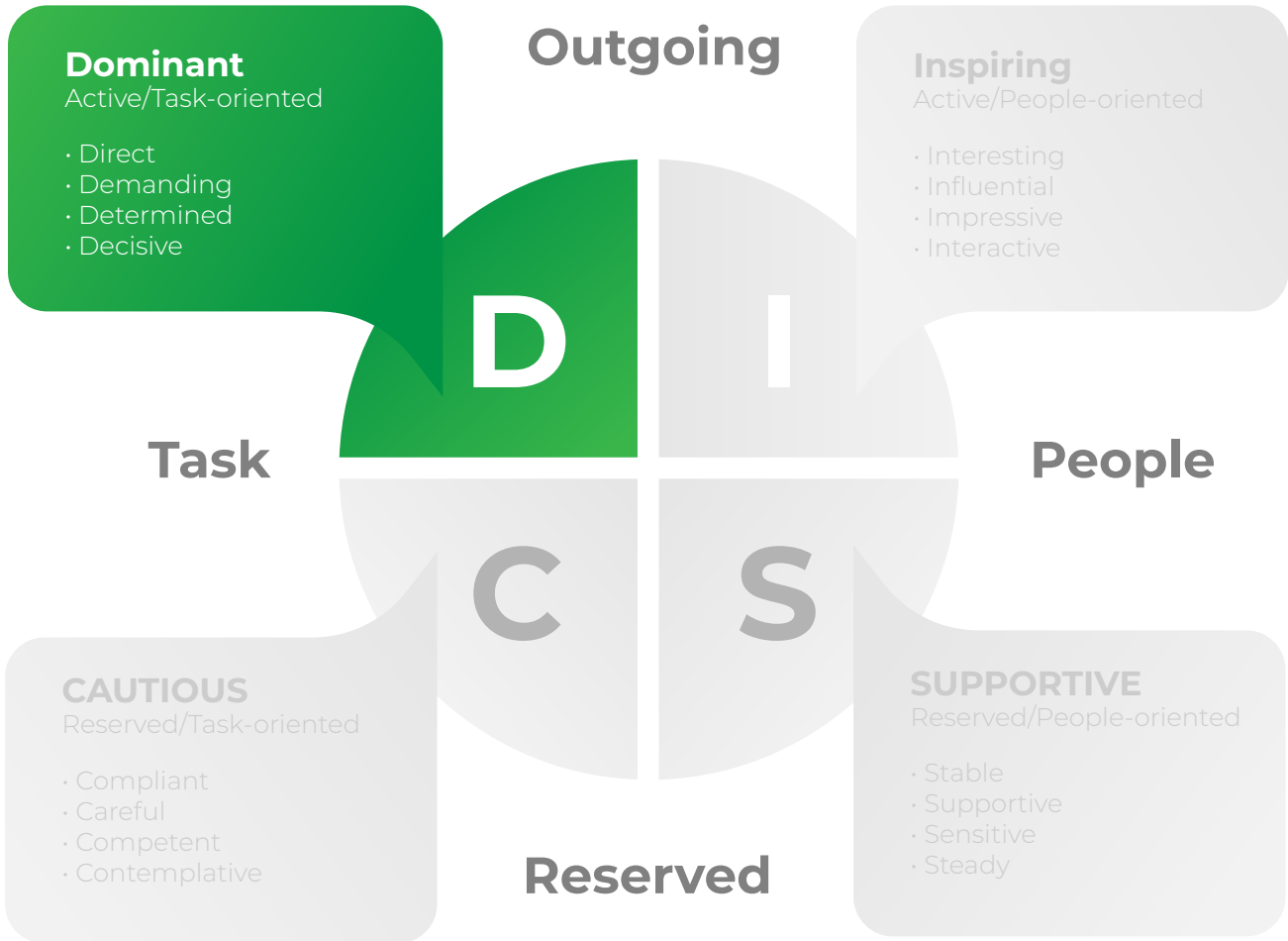
**HOW YOU LEARN**

## Congratulations!

Your Personality Imprint™ Results have been emailed  to you and can also be viewed  below

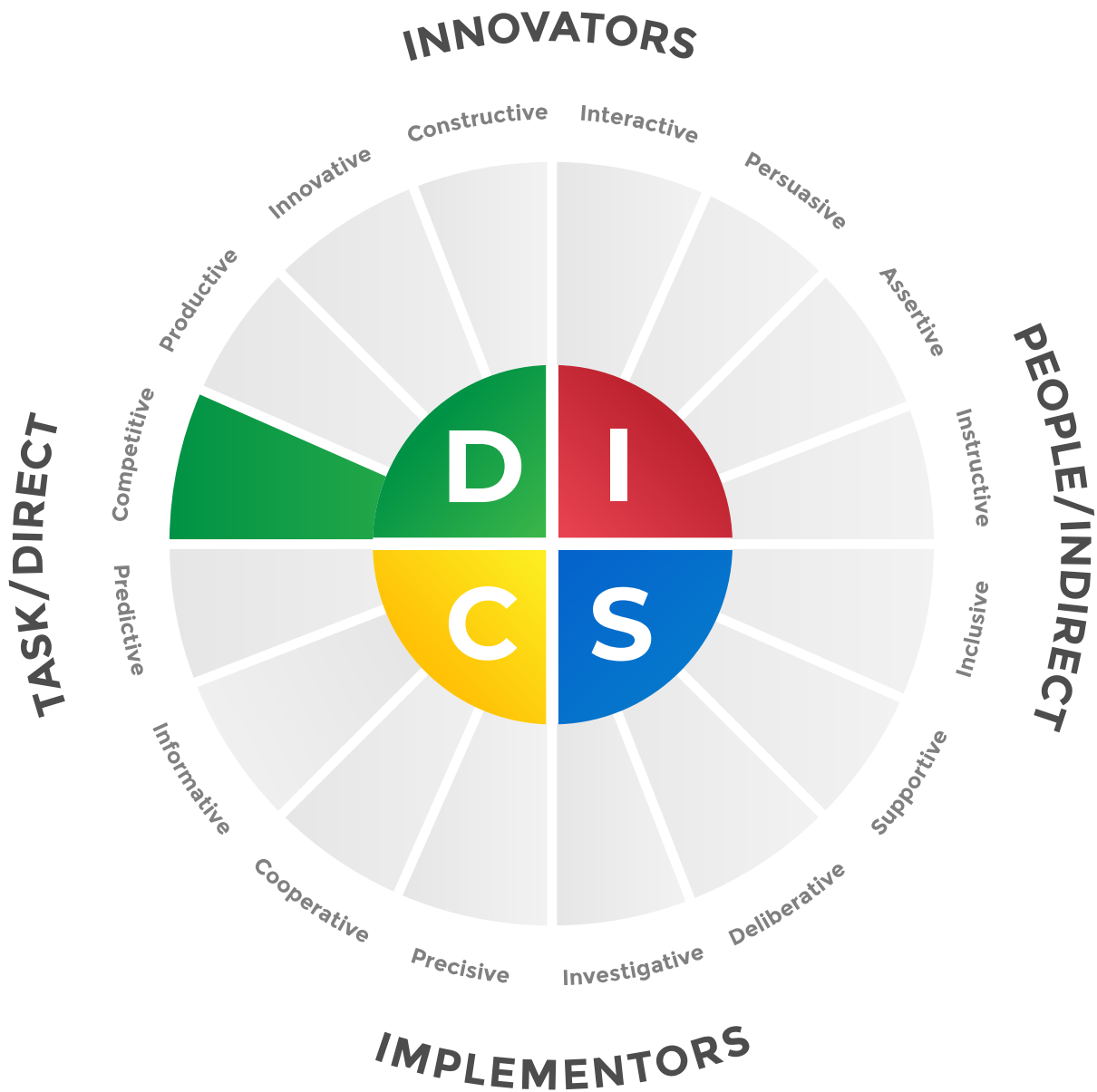
# Discover More About Your Personality Imprint™.

Your primary **PERSONALITY** trait is

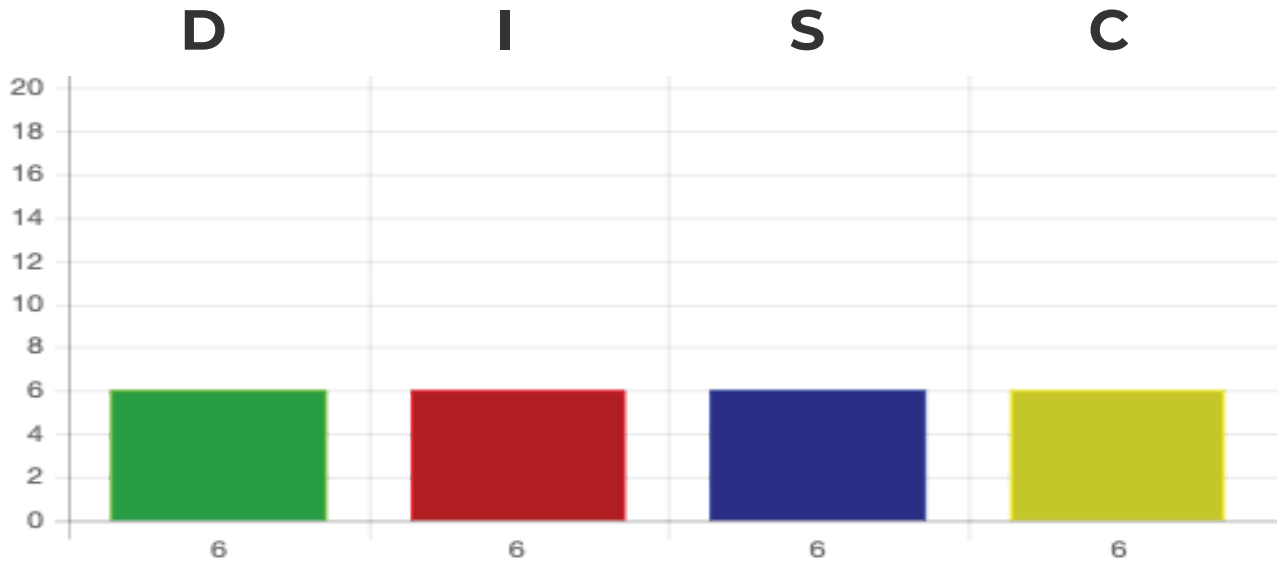


Your **PERSONALITY** is **HOW YOU THINK!**

Your specific **PERSONALITY** trait is



## Understanding more about your **PERSONALITY**



## COMPETITIVE PERSONALITY

- ✓ Driven, Competent
- ✓ Likes immediate results
- ✓ Motivated by challenges
- ✓ Fears not achieving goals
- ✓ An in-charge person
- ✓ Makes sound decisions
- ✓ Can be blunt and critical
- ✓ Great planners

## Discover More About Your CAREER COMPETENCY

You are most **COMPETENT** as a



Networker

Your Career COMPETENCY is **HOW YOU WORK!**

## You are most competent as a

### ▼ Networker

A person with the behavior trait of a Networker has characteristics that draw people toward them when in the room. They are articulate and engaging in conversation but without the feeling of being condescending. A networker clearly and quickly sees potential connections between people. They tend to naturally turn conversations toward topics that bring people toward common interests. A networker gains the greatest satisfaction from helping others connect, even if he doesn't benefit directly.

- **Culture where you thrive:** Relational
- **Under pressure you tend to be:** Too Anxious
- **You should strive to:** Be a team player

## ▼ Examiner

A person with the behavior trait of an Examiner is usually more focused and serious about systems and financial matters. They are perceptive and effective working with budgets, and how money is spent and saved. Examiners are not just concerned about their personal finances and savings, they feel the same way about the organizations where they work or serve. Because people trust them to do what is right, the examiner is usually given responsibility and trust. The examiner motivates others to give more of themselves. Because of their financial insight and practices, they serve well on boards and leadership teams. Often they are conservative and conscientious about most matters.

- **Culture where you thrive:** Accountable
- **Under pressure you tend to be:** Be too Controlling
- **You should strive to:** Learn when to say “no” and when to say “go”

## ▼ Motivator

The Motivator is energized when setting an example to lead others to new levels. Unlike the Marketer, the motivator’s fulfillment comes in leading more than doing. Just like a shepherd of sheep, the motivator carries the influence to bring people together for a common cause. A motivator has the ability to help a group of people gain a sense of community and purpose. They see their influence as one of maturing others and building healthy community or teams.

- **Culture where you thrive:** Collaborative
- **Under pressure you tend to be:** Takes advantage
- **You should strive to:** Lead by example

## ▼ Administrator

The behavior trait of an Administrator is to naturally step to the front of a team to organize and implement a plan. They are good at delegation. Since they are wired to get things done, they like to find things for people to do. While the Organizer tends to motivate individual people, the Administrator motivates and leads groups, teams, and organizations. Not only do they see the “big picture”, they work well in leading a team to complete a task. An administrator has keen evaluation, delegation, accountability, and implementation skills. They are not just “starters” they are “finishers”.

- **Culture where you thrive:** Aggressive
- **Under pressure you tend to be:** Be dictatorial
- **You should strive to:** Lead by example

## ▼ Organizer

Organizers work well behind the scenes. While others are conducting meetings and developing strategies, the organizer has already begun the project. They have a heart of one who serves. Their drive and motivation come from a sense that “something needs to be done, and I can do it, now.” Because of their care and concern in getting things done, they often find themselves doing what no one else likes to do. When the team leader asks for volunteers, the organizer is the first to jump into action. They are flexible, and adapt to challenges with ease. They enjoy helping others, meeting needs, and being involved.

- **Culture where you thrive:** Productive
- **Under pressure you tend to be:** Be a workaholic
- **You should strive to:** Maintain a balance between doing and delegating

## ▼ Trainer

A person with the behavior trait of a Trainer is focused on not only personal learning, but also the transfer of that truth to others. They have influence on those around them. As other people are equipped, trainers are energized by seeing their mental skills and performance rise to new levels. Research and learning are key components of their makeup. Because of their passion for depth of study, sometimes they are prone to miss the obvious. When giving a presentation, they will have more information than needed. A trainer will always hold education and information at a high standard.

- **Culture where you thrive:** Informational, Content-driven
- **Under pressure you tend to be:** Be Isolated
- **You should strive to:** more practical in what you say

## ▼ Supporter

A person with the behavior trait of a Supporter, thoroughly enjoys helping people and teams solve problems. They are more concerned with the person than the reason for the problem. When seeing a problem they first begin to look at the people affected and how they can support them. They seem to be the person behind the scenes that people go to when a need arises. Sympathy and empathy are character traits that come by reflex. They are drawn toward the person struggling the most and gain energy by watching them succeed.

- **Culture where you thrive:** Supportive
- **Under pressure you tend to be:** Be over-sensitive
- **You should strive to:** See the big picture



## ▼ Marketer

Marketers are natural encouragers. They are great at connecting with people when they hear a need. Because they find needs and meet them, people are drawn to them. Often, they are compelled to give advice and usually it involves a step-by-step process. While Directors declare the truth and Teachers clarify truth, Marketers like to tell you what to do with the truth. Because marketers meet needs, potential clients and colleagues often see them as problem-solvers and counselors at times. Marketers are seen as being friendly, understanding and practical.

- **Culture where you thrive:** Creative
- **Under pressure you tend to be:** Be long-winded
- **You should strive to:** Give information without expectations

## ▼ Director

Those with the behavior trait of a Director approach things in a straight-forward manner. They like to drill down to find the truth in its entirety. They are tenacious to “go after” things when they feel it is important. They speak their mind, not allowing public opinion to sway them. They have no problems in confronting a person when they feel it is justified. They believe speaking the truth to someone is necessary seeing it as an opportunity to convince the other person to stand up for something significant.

- **Culture where you thrive:** Fearless/Start Up
- **Under pressure you tend to be:** Antagonistic
- **You should strive to:** Lead without dominating

## Your **PERSONALITY IMPRINT™** NAME is



Competitive



Networker

This is what we know about people with a combination of your **PERSONALITY** and **CAREER COMPETENCY**.



### Personality Combined with a **NETWORKER**

They are highly driven leaders who expect the same from their team. Often they come across as only caring for the bottom line. They feel that everyone should work with the same passion and drive as they do. When selling a product or an idea, they often come across as too pushy and only interested in “closing the deal” or “making a decision.”

## LET'S TAKE A DEEPER LOOK!

### WHO are you?

- ✓ Extroverts
- ✓ Driven
- ✓ Leaders
- ✓ Forceful
- ✓ Optimistic
- ✓ Action-oriented
- ✓ Bold
- ✓ Innovative
- ✓ Strong-willed
- ✓ Blunt
- ✓ Fast-paced
- ✓ Self-confident
- ✓ Aggressive
- ✓ Self-Starter
- ✓ Problem-solver

### WHAT do you do under pressure?

- ✓ Make irrational decisions
- ✓ Take things personal
- ✓ Become rude and verbally abusive
- ✓ Run over people
- ✓ Unbending
- ✓ Become very impatient
- ✓ Become extremely demanding
- ✓ Erupts in anger

## WHEN are you at a your best?

- ✓ Accepting challenges
- ✓ Being innovative problem-solvers
- ✓ When in control
- ✓ Under pressure and deadlines
- ✓ Opportunities to advance their career or agenda
- ✓ Working independently
- ✓ Making decisions
- ✓ Leading change

## WHERE are your blind spots?

- ✓ Control freaks
- ✓ Lack of concern for others
- ✓ Details
- ✓ Fear of being taken advantage of by others
- ✓ Seen as condescending
- ✓ Lack of accountability
- ✓ Building deep relationships
- ✓ Becoming highly skeptical
- ✓ Easily overloaded
- ✓ Can't say no

## HOW do you work with me?

- ✓ Give the bottom line
- ✓ Focus on the "what" instead of the "how"
- ✓ Avoid small details and negative points
- ✓ Get to the point
- ✓ Don't box them in with too many guidelines
- ✓ Do not micro-manage
- ✓ Be direct
- ✓ Avoid rambling
- ✓ Confront them with respect

Look at your **DISC Personality Graph** above.  
If you scored **VERY high** on one of your personality traits, the following may also be true about you.

# THIS IS A



They like to ask **WHY & WHEN?**

## Characteristics

- ✓ Can be domineering
- ✓ A high need to achieve
- ✓ Always working on the next project
- ✓ Need choices
- ✓ Can be very controlling and persuasive
- ✓ Energized by challenging situations
- ✓ Like to be the boss
- ✓ Can be dynamic leaders
- ✓ Laser-focused on tasks, not people

- ✓ Can be very suspicious of the intentions of others
- ✓ May treat people as a means to an end
- ✓ Often perceives others as being too slow
- ✓ Focus a lot on self-worth and success

## Motivations

- ✓ Facing challenges
- ✓ Solving problems by themselves
- ✓ Being in control
- ✓ Feeling respected and liked
- ✓ Competitive environment
- ✓ Goal-oriented opportunities

## Traits

- ✓ Enthusiasm
- ✓ Independence
- ✓ Self-confidence
- ✓ Self-motivation
- ✓ Forceful

# Discover More About Your LEARNING STYLE™

Your **LEARNING STYLE** is





## Visual

Visual learners have a preference for seeing visual aids that represent ideas that use methods such as graphs, charts, diagrams, symbols, etc.



## Read/Write

Read/Write learners prefer to read the material and write a summary of the important ideas they have just learned.



## Auditory

Auditory learners learn best by listening to lectures, discussions, podcasts, recordings, music, etc.



## Kinesthetic

Kinesthetic learners prefer to learn by moving, touching, and doing. See demonstrations and repeat the process.

Your 2nd preferred learning style is **Auditory**

Your 3rd preferred learning style is **Read / Write**

Your least preferred style is **Kinesthetic**