WORKING WITH DIFFERENT PERSONALITIES

| "D" | " " | "S" | "C" |
|--|--|---|--|
| · Dominant | · Inspirational | Supportive | · Cautious |
| · Driven | · Influencing | Submissive | Competent |
| · Demanding | Inducing | · Stable | Calculating |
| · Determined | Impressive | Steady | · Concerned |
| · Decisive doer | Interactive | · Sentimental | · Careful |
| · Delegator | Interested in people | · Shy | · Contemplative |
| | | | |
| Characteristics | Characteristics | Characteristics | Characteristics |
| Result oriented | People Oriented | Family Oriented | Detail Oriented |
| Quick decisions | Loves to talk | Loyal | Perfectionist |
| Control People | Motivational | Slow to change | Critical |
| Power/Authority | Enthusiastic | Security minded | Analytical |
| Makes own rules | Recognition oriented | Goes by rules | Takes time to change |
| Communication | Communication | Communication | Communication |
| Let them talk | Focus on relationship building | You talk most | Don't get too personal |
| They will tell you what they want | Let them talk | May not ask questions | Answer questions thoroughly |
| They may not listen to you | Take an interest in them | Focus on flexibility | Build credibility |
| Benefits focus | Benefits focus | Benefits focus | Benefits focus |
| State of the art product | Prettier more beautiful you | Guarantee | Guarantee |
| Easy and quick to use | Easy to apply | Better, nicer skin | Scientific formulations |
| Big international company | Friends will notice | Taking care of you is | Facts in print |
| Directorship | Recognition oriented | good for family | Show weekly summaries |
| Management | Impact on people | Flexibility | Give hand outs to take home |
| High Income potential | Seminar Prizes | Training & Support | Share web page |
| Independent | Friends in company | Uncertain economy | Answer all questions |
| Biggest root fear | Biggest root fear | Biggest root fear | Biggest root fear |
| Being taken | What others will think | Changing & loss of security | Criticism of work |
| Class the cale Or | Class the cale Or | Class the cale Or | Class the cale Or |
| Close the sale Q: Wouldn't it be great to take | Close the sale Q: Would it be fun to take it | Close the sale Q: Isn't it time for a change? | Close the sale Q: Would you like to take it |
| | | | |
| | | 0 | |
| it with you and not have to | home tonight? That way | Now is the right time to start. | home and follow the step |
| it with you and not have to wait? I can get it for you | home tonight? That way you can impress all your | Now is the right time to start. You can always return it | home and follow the step by step plan to see the |
| it with you and not have to | home tonight? That way | Now is the right time to start. | home and follow the step |
| it with you and not have to wait? I can get it for you right now. | home tonight? That way you can impress all your friends tomorrow. | Now is the right time to start. You can always return it if you change your mind. | home and follow the step by step plan to see the results? You can always return it if it doesn't work. |
| it with you and not have to wait? I can get it for you right now. Closing interview Q: | home tonight? That way you can impress all your friends tomorrow. Closing interview Q: | Now is the right time to start. You can always return it if you change your mind. Closing interview Q: | home and follow the step by step plan to see the results? You can always return it if it doesn't work. <u>Closing interview Q:</u> |
| it with you and not have to wait? I can get it for you right now. <u>Closing interview Q:</u> You are so sharp, you owe | home tonight? That way you can impress all your friends tomorrow. <u>Closing interview O:</u> You have to do this. You | Now is the right time to start. You can always return it if you change your mind. <u>Closing interview O:</u> It sounds to me like you | home and follow the step by step plan to see the results? You can always return it if it doesn't work. <u>Closing interview Q:</u> Your next step would be to |
| it with you and not have to wait? I can get it for you right now. Closing interview Q: You are so sharp, you owe it to yourself to give this | home tonight? That way you can impress all your friends tomorrow. Closing interview Q: You have to do this. You will have so much fun and | Now is the right time to start. You can always return it if you change your mind. <u>Closing interview Q:</u> It sounds to me like you really want to do this. | home and follow the step by step plan to see the results? You can always return it if it doesn't work. Closing interview Q: Your next step would be to fill out your agreement |
| it with you and not have to wait? I can get it for you right now. Closing interview Q: You are so sharp, you owe it to yourself to give this a try. This company was | home tonight? That way you can impress all your friends tomorrow. Closing interview Q: You have to do this. You will have so much fun and you're the perfect personality | Now is the right time to start. You can always return it if you change your mind. Closing interview Q: It sounds to me like you really want to do this. Why don't we fill out your | home and follow the step by step plan to see the results? You can always return it if it doesn't work. Closing interview Q: Your next step would be to fill out your agreement and then we'll set up New |
| it with you and not have to wait? I can get it for you right now. <u>Closing interview Q:</u> You are so sharp, you owe it to yourself to give this a try. This company was designed for women with | home tonight? That way you can impress all your friends tomorrow. Closing interview Q: You have to do this. You will have so much fun and | Now is the right time to start. You can always return it if you change your mind. <u>Closing interview Q:</u> It sounds to me like you really want to do this. Why don't we fill out your agreement and order your | home and follow the step by step plan to see the results? You can always return it if it doesn't work. Closing interview Q: Your next step would be to fill out your agreement and then we'll set up New Consultant Training. You'll |
| it with you and not have to wait? I can get it for you right now. Closing interview Q: You are so sharp, you owe it to yourself to give this a try. This company was | home tonight? That way you can impress all your friends tomorrow. Closing interview Q: You have to do this. You will have so much fun and you're the perfect personality | Now is the right time to start. You can always return it if you change your mind. Closing interview Q: It sounds to me like you really want to do this. Why don't we fill out your | home and follow the step by step plan to see the results? You can always return it if it doesn't work. Closing interview Q: Your next step would be to fill out your agreement and then we'll set up New |