

# WHO IS THIS?

|                                                                                          |                                                                 |                                                              |                                                                              |                                                                           |
|------------------------------------------------------------------------------------------|-----------------------------------------------------------------|--------------------------------------------------------------|------------------------------------------------------------------------------|---------------------------------------------------------------------------|
| There's a right way to do things let me show you                                         | Express my caring through acts of service                       | I like to do things correctly with high standards            | MDRT & IDA are important to me because it symbolises success & achievements  | I usually present information to my clients via excel sheets.             |
| I am creative and more future oriented                                                   | Team player who fosters and thrives in a team environment       | Living my best life & YOLO are what drives me as a person    | Feels appreciated when my positive intention is being acknowledged           | Sees potential in people and wants to help them succeed.                  |
| There's no need to rock the boat. I'll keep the peace.                                   | Feels mutual respect when you stand your ground and are direct. | I speak fast and enjoy places with high energy               | I tend to anticipate potential outcomes and think of the "what if" scenarios | Puts a positive spin on negative information or avoids negative subjects. |
| I tend to be quite passive when it comes to asking for a sale                            | Loves to set goals and go all out to achieve them               | I make my decisions largely based on data and research       | I'm often decisive and self-confident                                        | I am attracted to things that are unique and special                      |
| My energy can become overpowering and intimidating to others even when I don't intend to | I embrace change a lot and am willing to try new things.        | What can go wrong in my approach and who can I really trust? | I enjoy seeing point of views from all sides                                 | I often compare my achievements to others                                 |

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