

How do I relate to my clients better?

PERSONALITIES



**Identify Understand & Nurture
Career Relationship Types**

Personalities capture the essence of understanding personalities in the workplace and how it can lead to more productive collaborations. Start with the key question, "Want to stop working with the wrong people and collaborate with awesomeness?"

Join me as I set the stage for a journey of discovery in this interactive program. The tools and exercises that follow delve into the intricacies of the 16 personality types, emphasizing the benefits of this knowledge.

They include:

- Tips on identifying personality traits in your business associates
- Guidelines for effective communication with each personality type
- A case study showcasing the success of doing business with an INTJ-A Architect

Profitable Personality Patterns offers insights for crafting:

- Excellent business conversations
- Accommodating various preferences in contracts
- Selecting thoughtful business gifts
- Mastering the art of thank-you and apology notes.

Ultimately, **Personalities** underlines how recognizing colleagues' unique personalities can yield remarkable results, making it a must-read/ implement for anyone seeking success through improved interpersonal dynamics in the workplace.

Creating **Personalities** has been a profoundly rewarding journey for me. Drawing upon my extensive background in oriental medicine, where I've witnessed the interconnectedness of emotions, mind and body, and my love for storytelling. I embarked on a mission to bridge the gap between personal development and business.

This endeavor became a labor of passion and purpose starting in the mid 1990s. With each section and exercise, I aimed to empower individuals and professionals to unlock the potential of understanding diverse personality types in the workplace.

(In my practice, I work with the Five Element acupuncture personalities of Metal (Lung/ Large Intestine), Water (Bladder/ Kidney), Wood (Liver/ Gallbladder), Fire (Heart/ Small Intestine) and Earth (Stomach/ Spleen). Just by observing these strengths and imbalances in my clients in the way they speak, move, interact and even smell, I can recognize if there is too much activity or not enough in the corresponding areas.

I decided to give you a taste of identifying patterns that are helpful in business communication without getting overwhelmed with the health and maladies of your colleagues. You don't have to memorize these patterns. Some helpful guides have been made.

(Speaking from experience, sometimes the less you know and say the better.) So I thought it would be fun to explore ways to identify helpful patterns in your business relationships using 16 personality types. This is not the only model for assessing personalities, but I've come to enjoy playing with it with myself and clients.

I'm a big fan of recognizing patterns in other people I just met. For example, it helped me recognize the guy I started dating would be my husband within two weeks of meeting each other. (He knew the first day!) Also traveling to 24 countries and having to quickly pick up on new cultural patterns has enriched my perspective, fueled my creative spirit, and has given me insight on how to quickly recognize patterns in the people I just met.

I've seen firsthand the transformative impact of recognizing and valuing colleagues' unique personalities, and I'm thrilled to share these insights with you. Personalities represents, not only my professional expertise but also my deep commitment to helping others thrive in both personal and business lives.

CURRICULUM

[Famous Quotes On The Topic Of Winning Career Relationships](#)

[Quickly Identifying Winning And Losing Business Relationships](#)

[Identifying Winning Business Relationships Checklist](#)

[Check In With Yourself](#)

[16 Personality Types](#)

[What's Cool About Knowing The Personalities Of Your Colleagues?](#)

[Case Study: Doing Business with an INTJ-A Architect](#)

[Here's How To Identify The Personality Traits In Your Business Associate](#)

[How and What to talk about in business with each of these personalities](#)

[Excellent Business Conversations To Have With Each Personality](#)

[Business Contracts That Accommodates Preferences Of Many Personality Types](#)

[Thoughtful Business Gifts For Each Personality Type](#)

[Thank You Note Ideas For Different Personality Types](#)

[Apology Note Ideas For Different Personalities](#)

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Additional Tips Opportunity:

Remember that **Profitable Personality Patterns** is a way to identify powerful patterns with your business associates to foster trust, communication, profitability, mutual respect and understanding so you can Know Right Away If It's Win/Win Or Lose/Lose Working With Someone!

Final words: Now it's time to put these insights and tips into action! Pick one or two tools to focus on to start recognizing patterns that help you increase your business connections.

Products