|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| 1. Words that  resonate for  people with this  priority or value | Truth  Authenticity  Integrity  Communication  Freedom | Partnership  Quality time  Togetherness  Connecting  Bonding  Relationship  United | Happy  Laughing  Life of the party  Celebrate  Ease  Sensual/Sensuality  Beauty/Beautiful  Luxurious  Grace  Pleasure  Friendly; Welcome  Spiritual; Safe | Planning  Repairing/Fixing  Contributing  Possibilities; Visionary  Leader; Creator; Efficient, Developing,  Effective; Community  Team; Inspiration  Designing; Architect  Birthing; Mid-wifing  Nurturing; Causing  Manifesting; Catalyst; Allowing | Discovery  Evolving  Deep  Seek Understanding  Insightful  Inquisitive  Curiosity  Enlightenment  Transformation  Seeking wisdom  Expansion |
| 2. Possible  Mottos | Live out loud  Speak your truth | As long as we’re together  Everything’s better  together | Live it up; Life is sweet;  You only have one life to  live; Live like there’s no  tomorrow; Live for today/in the moment; Squeeze the juice out of life; Today is the 1st day of the rest of your life. | Miracles Happen Here;  I got it | Inquiring Minds Want to Know  Live & Learn  Grow or die  Expand Your Horizons  Be all that you can be |
| 3. Heroes for  some of us | Mandela  Gandhi  Oprah  Alison  JK Rowling | Couples married a long  Time  Families | Robin Williams  Yakov, Oprah  Ellen DeGeneres  Oprah  George Clooney  Jim Carey  Steve Martin  Martha Stewart  Michael Bernard Beckwith | Einstein  Steve Jobs  Teddy Roosevelt  Henry Ford  Alexander the Great  Alexander Graham Bell  Edison  Mother Theresa  Gandhi | Einstein  Da Vinci  Dalai Lama  Thomas Edison  ML King  Michelangelo  Oprah  Steve Jobs  Carl  Jung |
| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| 4. Things we say  often | Be yourself  Speak your Truth  Spit it out  Yes, but...  Be your best self  Well, I think...  Can I say something about that?  I have something to  say; Let me say more about that | As long as we’re together  Let’s get together  Glad we get to do this  Together  Hanging out together  At least we were  together | Are you / we having fun  yet?  Awesome!  Lighten up,  If it makes you happy;  Life’s too short  Are you comfortable? Can I get you something?  Relax  OMG  Happy sighs | I’m busy!; Next!  Doing a project  Feels so good to get it done  What’s possible here?  I’m sorry; Trust me  Let me take a look  Can I make a difference? Can I help you with that?  I can help do it  I will do it  I have a better idea | At least we learned something;  That’s good to know  Have you considered? How would they do that? Anything is possible  Perpetual students “Google it”  We are Wikipedia  I wonder... |
| 5. What’s great  about us | Truthful  Honor others  Accepting  Pioneers  You know where we stand  Courageous  Honest  Inspiring  Not afraid to speak the truth  Creatively expressive | No matter how ugly things  are we’re gonna stay  together  We bring people together  We create connection  We are The glue that holds things together | We’re Fun  Up-lifters, fun  Make life easier/better/  more enjoyable  Make your life less boring  Create workability  Create beautiful experiences  Romantic  Optimistic  Exciting  Alive  Express joy  We make lemonade | Make things happen  Are innovative  Help get things done  See possibilities  Creative opportunities  Create masterpieces  Masterful  Go-getters  Facilitators  Can be used by the things that want  to be  Are the “vehicle” | Never stop learning  Great at discovering  Never stop uncovering Open-mind  Reflective  Improve world  Figure shit out  Adaptability  Try anything  Out of the box  We are Interesting and interested  Curious |
| 6. Our Favorite  Situations | Hearing people out  Teaching  Leading  Listening  Bring out best in people Talking about things that “really matter”  Being inclusive where ideas are valued | Small groups  Trips together  Being together  Dinner parties  Group projects  Hanging out  Intimate settings  Sex | Being around fun people  Parties  Entertaining  Vacation/spas  Dancing  Games  Sensuality  Spirituality  Great restaurants/ art/ music/ gardens/ luxury  Celebrating life  Sex | Being needed  Free reign to  Create  Completing  something/moving forward  Being productive  Having problems to solve  We love challenges but love easy solutions Bringing order to chaos Creating things  Being useful | Workshops  Classrooms (student or teacher)  Problem solving  New things/ideas  Discussion groups  Brainstorming  Reading/Library  People-observing/watching  Being asked for information |
| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| 7. What we need  most... | People to Listen!  Understood;  Honesty from others;  Validation of our truth;  Knowing we’re ok;  Appreciation;  Acceptance;  Visibility  \*An Audience | People  A Partner  Connection  Time together  Feeling close | Playmates  People who will laugh/relax/have a  good time  People who will appreciate us  Tanks filled  Being liked/ loved/ touched/ safe  Someone to party with  Gratitude | Resources  Tools  Space & time  Energy  Partnership  Support  Opportunities  Clarity  Open minded people  For people who are  “in the way” to get “out of the way.”  Specifics & clarity about what you need without  you telling us how to do it  Remove obstacles to  progress | Problems to solve  Challenges to understand  Intellectual stimulation Access to information  Space  Variety  Good conversation  Insatiable need to understand  Cogitative time  Debate |
| 8. What’s easy  for us... | Empathy  Public speaking (for some)  Putting it out there  Interest in others  Connecting  Being different  Talking  Our opinions  “It was going to kill her not to speak up” | Working things out  Sharing  Making new friends  Being together  Stick-to-you-ness  Connection time  Meeting new people | Playing  Laughing  Social  Beauty  Looking on the bright side  Being positive  Celebrating  Being easy going  Receiving (holding) space  Throwing parties  Listening  Being present in the moment  Appreciating life  Seeing good in everything  Saying “Yes” to life  Being spontaneous | Project management  Problem solving  Seeing opportunities  Implementation  Organization  Vision (project  pulls it out of us)  Leadership (for some;  compelled to provide  because creation demands it)  Identifying what’s missing  Vision motivated  “Front engine” pulled not pushed | Research;  See Possibilities; Reading/  Writing; Participate;  Being inspired;  Connecting problems to  solutions;  Exploring (mentally); Healing  hurts that distract you from  experiencing meaningful life;  Whole spiritual dimension of meaning of life;  Being resource;  Capacity to research/ find it or out about it |
| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| 9. What’s  difficult? | Rules; Lies;  Prejudice; Inauthenticity;  Unacceptance;  Constraints; Shaming;  Rigidity;  Staying silent; Intolerance;  Keeping mouth shut | Long distance  relationships;  Extended time alone;  Feeling abandoned;  Feeling alone;  Not knowing when you’ll  be together again. | Conflict; Negativity; People who say “no” to life; Being yelled at; Doing things we don’t enjoy; Getting in trouble for being too loud/inappropriate  Discipline; Hard to work  when there’s no fun;  gray/dull/boring/ repetitive  situations | Inaction;  Letting Go;  Relaxing;  Chaos;  Taking a break from  project;  Tearing ourselves away from project;  Disconnecting from project. | Peace of mind; Turning off  monkey mind; Peace;  Status Quo; Stagnation; “Small” talk; Put in box;  Trouble completing things; “The only reason to complete anything  is to release yourself from the obligation of exploring it”;  Hate the unsolvable /  unknowable; Hopelessness;  Monotony. |
| 10. What we  avoid... | Silent meditation;  The Rules;  Plastic People;  Compulsions;  Poor communicators;  Being put into a box;  Forced/  Becoming rigid; Constraint | Long distance  relationships; mates with  different interests;  extended silence; things  mates don’t like. | Conflict; Boring,  negative, mean or unhappy people;  Things that are hard;  Whiners; people who  won’t change; Stress; Nightly news; Repetitive jobs; Party-poopers. | Hypotheticals; Is it possible?  Negativity;  Resistance to Change;  Situations with no  opportunity; Ambiguity;  Disorganization;  Stagnancy; Scarcity  Ugliness (stifles creativity) | Close-minded people;  Dead-ends;  No room for growth;  Avoid Superficiality/Cocktail  parties; Victim mentality; Policies & Procedures |
| 11. Problems we  have with  others... | Blind followers;  Bigots; Prejudice;  Hiding/Secretive;  Hidden agendas &  Manipulation;  Apathy;  Hypocrisy | Don’t share enough, Don’t  spend enough time with  us; Too much alone time;  Do things separately | Whining; Complaining;  People who need to be  right all the time; We wish people could laugh at themselves; Victim mode; Bumps on the log; They’re too serious; Aren’t present or paying attn to us; Too frugal; Don’t see the beauty  of life controllers; People  who stay in things when  they aren’t having fun;  People who feel entitled. | Incompetence;  Low Standards;  Flakiness;  Low motivation;  Inadequate support;  Lack of receptivity to our  ideas; Mischief/not being  serious about getting things done/finished. | Incompetence;  Ignorance; Shallow/Narrow;  Concealment; Uncurious people;  Fanatics; Closed minds; Its  always been done that way; True  Believers. |
| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| 12. Problems  others have with  us... | Timelines  Talk too much  Too blunt/showy  TMI  We  don’t follow rules  Self-importance  Bossy  Intense  Too direct & opinionated  Too much  Selfish  Too revealing  Self centered | Too Clingy  Too needy  Too “dependent”  How can you stand to be  together so much? | We’re too loud  Flashy  Happy  Want us to hurry up  or get real  Being shooshed”  Don’t get taken seriously  Dreamer  Too spacey  Frivolous  Immature  Mischief  They wish we’d quiet down | They think we are not fun  We’re over assertive;  We’re too busy  We over-think  Unapproachable  We don’t listen  Too efficient  Bossy  Don’t tolerate fools well  If you’re not rowing in the  same direction, get off the boat | Not “using” our knowledge to build something  Not completing  Too curious/critical  Over-analytical  Perfection  “Know it all”  Ask too many questions  Nosy  Prying  TMI  Over thinking  Not finishing things  Precise  No short answers  Takes too long  Get a real job!  What are you doing with that degree? |
| 13. We wish: | A world that works for everyone  People express  themselves  People would follow their  dreams & not worry about what they “should” do  No one is left out. | Everyone get along;  Share more  Couples get along  Stay together  Partnership working  together well  Hold own space/ tension inherent  Be with tension  Consensus  Overcome conflict  Diplomacy/ commitment to union/ unity  Everyone joined together Teamwork | Just be happy and have  Fun  Lighten Up  Enjoy life/the moment  Be present  Happy on purpose  Make lemonade!  Others would be more  present, fun-loving, easy-going, enjoy life,  experience things with  ease and grace;  Appreciate beauty/diversity. | More collaboration; World would be united and get along to get more done;  Appropriate recognition,  appreciation & compensation for efforts  because well-built  things are often transparent and don’t  inspire appreciation;  Others would take life  seriously to do important  stuff;  Listen to us & trust us; “I got it”;  Oodles & oodles of  collaboration. | People would ask and listen and not be too rigid;  People more open & more than one way to learn to do things;  People would think for  themselves |
| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| SURPRISES  REVEALED  ABOUT  THIS MODE | Not necessarily  “extroverted.”  Many not always comfortable speaking out/up/publicly but are compelled to represent  the truth so many have  grown comfortable.  Expressing takes many  forms: Verbal, visual,  kinesthetic | Only mode that can’t go it  alone; for masculine this  mode seems to carry  negative judgment--  appears weak, clingy,  needy; discouraged;  Has trouble with the  “Human Animal” trait of  competition which is anti-  partnership  For some, having a  witness to their life is  important, where  something isn’t “real” until  it’s witnessed,  seen/shared by another; | En-Joy literally means to  bring joy/be in joy  regardless of the  circumstances. Requires  strength and creative will. “It’s all good” is a stand & spiritual practice; fierce determination; YES to life, inclusion & acceptance are  conscious; passion is  purposeful; “today’s  breakdown is tomorrow’s  great cocktail party story!” | Pronounced difference  between masculine and  feminine versions of building and creating  Everything’s value is tied up in WHAT ARE YOU GOING TO DO WITH THAT?  Utility is THE POINT.  Procreation/intense primal creative energy in masculine can over-run; “that obstacle must die” | Growers can seem endlessly on  the path with no destination but  who they are becoming is a resource for others.  Knowers can occur as arrogant and disempowering but they are resources, like banks or libraries, of information for others. |