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| **Focus:** | **Expressing** | **Sharing/Together** | **Enjoying** | **Building** | **Growing/Knowing** |
| 1. Words that resonate for people with this priority or value | TruthAuthenticityIntegrityCommunicationFreedom | PartnershipQuality timeTogethernessConnectingBondingRelationshipUnited | Happy Laughing Life of the partyCelebrateEase Sensual/SensualityBeauty/BeautifulLuxuriousGracePleasureFriendly; WelcomeSpiritual; Safe | PlanningRepairing/FixingContributingPossibilities; VisionaryLeader; Creator; Efficient, Developing, Effective; CommunityTeam; InspirationDesigning; ArchitectBirthing; Mid-wifingNurturing; CausingManifesting; Catalyst; Allowing | DiscoveryEvolvingDeepSeek UnderstandingInsightfulInquisitiveCuriosityEnlightenmentTransformationSeeking wisdomExpansion |
| 2. Possible Mottos | Live out loudSpeak your truth | As long as we’re togetherEverything’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 | MandelaGandhiOprahAlisonJK Rowling | Couples married a long TimeFamilies | Robin WilliamsYakov, OprahEllen DeGeneresOprahGeorge ClooneyJim CareySteve MartinMartha StewartMichael Bernard Beckwith | EinsteinSteve JobsTeddy RooseveltHenry FordAlexander the GreatAlexander Graham BellEdisonMother TheresaGandhi | EinsteinDa VinciDalai LamaThomas EdisonML KingMichelangeloOprahSteve JobsCarl Jung |
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| 4. Things we say often | Be yourselfSpeak your TruthSpit it outYes, but...Be your best selfWell, I think... Can I say something about that? I have something to say; Let me say more about that | As long as we’re togetherLet’s get togetherGlad we get to do this TogetherHanging out togetherAt least we were together | Are you / we having fun yet?Awesome! Lighten up,If it makes you happy; Life’s too shortAre you comfortable? Can I get you something?RelaxOMGHappy sighs | I’m busy!; Next!Doing a projectFeels so good to get it doneWhat’s possible here? I’m sorry; Trust meLet me take a lookCan I make a difference? Can I help you with that?I can help do itI will do itI have a better idea | At least we learned something; That’s good to knowHave you considered? How would they do that? Anything is possiblePerpetual students “Google it” We are WikipediaI wonder... |
| 5. What’s great about us | TruthfulHonor othersAcceptingPioneersYou know where we standCourageousHonestInspiringNot afraid to speak the truthCreatively expressive | No matter how ugly things are we’re gonna stay togetherWe bring people togetherWe create connection We are The glue that holds things together | We’re FunUp-lifters, funMake life easier/better/ more enjoyableMake your life less boringCreate workabilityCreate beautiful experiencesRomanticOptimisticExcitingAliveExpress joyWe make lemonade | Make things happenAre innovativeHelp get things doneSee possibilitiesCreative opportunitiesCreate masterpieces MasterfulGo-gettersFacilitatorsCan be used by the things that wantto beAre the “vehicle” | Never stop learningGreat at discovering Never stop uncovering Open-mindReflectiveImprove worldFigure shit outAdaptabilityTry anythingOut of the boxWe are Interesting and interestedCurious |
| 6. Our Favorite Situations | Hearing people outTeachingLeadingListeningBring out best in people Talking about things that “really matter”Being inclusive where ideas are valued | Small groupsTrips togetherBeing togetherDinner partiesGroup projectsHanging outIntimate settingsSex | Being around fun people PartiesEntertainingVacation/spasDancing GamesSensuality SpiritualityGreat restaurants/ art/ music/ gardens/ luxury Celebrating lifeSex | Being neededFree reign to CreateCompleting something/moving forwardBeing productiveHaving problems to solveWe love challenges but love easy solutions Bringing order to chaos Creating things Being useful | WorkshopsClassrooms (student or teacher)Problem solvingNew things/ideasDiscussion groupsBrainstormingReading/LibraryPeople-observing/watchingBeing asked for information |
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| 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 | PeopleA PartnerConnectionTime togetherFeeling close | PlaymatesPeople who will laugh/relax/have a good timePeople who will appreciate usTanks filledBeing liked/ loved/ touched/ safeSomeone to party withGratitude | ResourcesToolsSpace & timeEnergyPartnershipSupportOpportunitiesClarityOpen 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 itRemove obstacles to progress | Problems to solveChallenges to understandIntellectual stimulation Access to informationSpaceVarietyGood conversationInsatiable need to understandCogitative timeDebate |
| 8. What’s easy for us... | EmpathyPublic speaking (for some)Putting it out thereInterest in othersConnectingBeing differentTalkingOur opinions“It was going to kill her not to speak up”  | Working things outSharingMaking new friendsBeing togetherStick-to-you-nessConnection timeMeeting new people | PlayingLaughingSocialBeautyLooking on the bright sideBeing positiveCelebratingBeing easy goingReceiving (holding) spaceThrowing partiesListeningBeing present in the momentAppreciating lifeSeeing good in everythingSaying “Yes” to lifeBeing spontaneous | Project managementProblem solvingSeeing opportunitiesImplementationOrganizationVision (project pulls it out of us)Leadership (for some; compelled to provide because creation demands it)Identifying what’s missingVision 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 |
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| 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; ScarcityUgliness (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. |
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| 12. Problems others have with us... | TimelinesTalk too muchToo blunt/showyTMIWe don’t follow rulesSelf-importanceBossyIntenseToo direct & opinionated Too muchSelfishToo revealingSelf centered | Too ClingyToo needy Too “dependent”How can you stand to betogether so much? | We’re too loudFlashyHappyWant us to hurry up or get realBeing shooshed”Don’t get taken seriouslyDreamerToo spaceyFrivolousImmatureMischief They wish we’d quiet down | They think we are not funWe’re over assertive;We’re too busyWe over-thinkUnapproachableWe don’t listenToo efficientBossyDon’t tolerate fools well If you’re not rowing in the same direction, get off the boat | Not “using” our knowledge to build somethingNot completingToo curious/criticalOver-analyticalPerfection“Know it all”Ask too many questionsNosyPryingTMIOver thinkingNot finishing thingsPreciseNo short answersTakes too longGet a real job!What are you doing with that degree? |
| 13. We wish: | A world that works for everyonePeople express themselvesPeople would follow their dreams & not worry about what they “should” doNo one is left out. | Everyone get along; Share moreCouples get alongStay together Partnership working together wellHold own space/ tension inherentBe with tensionConsensusOvercome conflictDiplomacy/ commitment to union/ unityEveryone joined together Teamwork | Just be happy and have FunLighten UpEnjoy life/the momentBe presentHappy on purposeMake 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-builtthings 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 |
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| SURPRISESREVEALEDABOUT 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 creatingEverything’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. |