

The Nine Types

Type 1: The Reformer

Ethical, dedicated, reliable, meticulous, and morally heroic

- Motivation: the need to live life the right way
- Decision-making: What's the principled thing to do?

Type 2: The Helper

Warm, caring, and giving

- Motivation: a need to be loved and needed, but avoid acknowledging their own needs
- Decision-making: Will this decision negatively impact other people?

Type 3: The Achiever

Success-oriented, image-conscious, and wired for productivity

- Motivation: a need to succeed, appear successful, and avoid failure at all costs
- Decision-making: What's the most efficient choice?

Type 4: The Individualist

Creative, sensitive, and emotional

- Motivation: a need to be understood and the desire to be special and unique
- Decision-making: Which direction is my intuition telling me to go?

Type 5: The Investigator

Analytical, detached, and very private

- Motivation: a need to gain knowledge, conserve energy, and avoid relying on others
- Decision-making: What do the facts and data say?

Type 6: The Loyalist

Committed, practical, and witty

- Motivation: the fear of worst-case-scenario and the need for security, safety, and support
- Decision-making: Which decision involves the least risk?

Type 7: The Enthusiast

Fun, spontaneous, and adventurous

- Motivation: a need to be happy and to plan stimulating experiences and avoid pain
- Decision-making: Do I have multiple options for all possible decisions?

Type 8: The Challenger

Commanding, intense, and confrontational at times

- Motivation: a need to assert strength and control
- Decision-making: How can I solve this problem quickly and decisively?

Type 9: The Peacemaker

Pleasant, laid back, and accommodating

- Motivation: a need to keep the peace and avoid conflict at all costs
- Decision-making: Based on the feedback I've received, this is the direction we're going to move in.

Your Top Three:

1. _____ 2. _____ 3. _____

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