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Learning to Communicate, Sell or Manage the Personality Types

Training is from



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What we are going to learn?

Characteristics of the 4 dominant Personalities

Appearance Clues

Strength and Weaknesses

How to Communicate, Manage and Motivate

Examples of the 5 minute system

Debbie Porsz - my marriage was saved



Rachel Jones not qualified to top teacher



Carmen O'Quinn



Her 1st 4 days after Dynasty she increased her income 42,000 after her 2nd Dynasty she increased it 98,000

In 18 months she took her business revenue from \$750,000 to 3.8 million.

The Gems



XciteFun.Net

The 4 GEMS

Basic Motivations

- Rubies- Challenges. They have to be first.
- Pearls - Helping others or causes.
- Sapphires - Fun – Socializing
- Emeralds – Facts and Figures.

Sapphires

Motivated by fun

Social the Life of the Party

Likes to work in Groups or teams

They like change, spontaneous, love to move

Appearance they are usually louder in appearance

WBOC Sapphires



Linda Erb ?

Motivating and Communicating to Sapphires

Motivated by Recognition & Encouragement
not Money

Always Positive & Energy

Keep it Simple don't be technical

Create variety in their work

Help them with follow through and details

They make great team leaders and can
motivate the group

Pearls

Motivated by Helping Others

Love to serve

They find needs and fill them

Motivated by a cause usually have strong convictions

Professions: Nursing, Teachers, Non-Profits, Volunteers, Healing Professions

Pearls Appearance

Soft Appearance



Natural, Natural Clothing, Not a lot of Makeup
Not a lot of damaged crazy hair

Motivating and Communicating with Pearls

Pearls do not like confrontation, they can be intimidated easily (make appts where they are comfortable)

They do great 1 on 1

Sometimes end up doing things they don't want to. So always give them support and options

Motivated by helping

Listen but control conversation

They are more touchy feely and Huggers

Emeralds

Are motivated by order, facts and figures

They are on time.

Can be super organized, precise

They may be mis-judged of being insensitive

They take their time with decisions(self motivated)

The have a tendency to be a perfectionist

Emerald Appearance



Make up very little or perfect

Hair Styles

Collared shirts

Clothing practical

IT, Accountants,
Engineers

Motivating and Communicating with an Emerald

Black and White Facts and Figures

Specifics Details Step 1 – 2 -3

Emeralds ask Why? (other personalities can easily get offended because they think logical you think they are being negative.)

Emeralds are researchers. Let them do it themselves.

Discerning and Accountable

Analytical (correcting every mistake in this powerpoint)

Stuart Lynn broke Engineer to owner of 3 Engineer Firms



Rubies

Like to win Like the Challenge

Confident, “Bold”, Fast Paced, Leaders

Share their achievements

Very Productive

Money Driven

Goal Oriented

Appearance of Rubies



Well Dressed if not best
dressed

Black

Name brand

Communication, Motivation, Management

Don't waste their time. Be direct.
Show them how to achieve the result.
Challenge them. Make it “about them”

Make sure it is something they can win or achieve
or they will not play

Be sure to “dangle” their goals in front of them

Your 5 minute system

FORM

Looking for their Strengths, Interests, Goals and
Needs

Assessing what GEM they might be

Communicate in that language

Your FUN work

FORM 12 friends, colleagues, family members in
the next 48 hrs.

What did you learn about them?

What might their personality be?

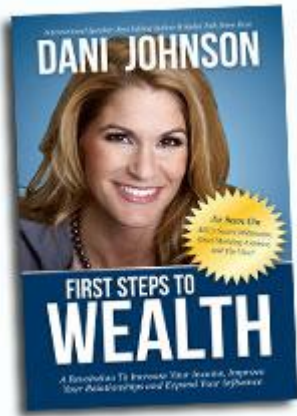
How might you change the way you communicate
with them?

If you like the presentation today
and would like to share it with your
colleagues, team members,
consultants, or employees

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Resources



First Steps to Wealth

Grooming the next Generation for Success



First Steps to Success

<http://www.danijohnson.com/events/first-steps-to-success/>