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**Sample Profile  
for your review  
Discover Wellness**

## Introduction of the 4 DISC Personality Types of Behavior

The terms "personality" and "temperament" are synonymous to most people. When we use these terms, we are referring to the predictable patterns of thoughts, feelings, and behaviors. There are many theories about personality types. The DISC Model is simple to understand, easy to remember, and practical to apply.

Understanding our active or passive roles (extroverts and introverts) helps us identify our specific temperament styles. By combining these two different categories of influences, along with our task and people-orientations, we end up with four specific types.

Everyone has a predictable pattern of behavior because of his or her specific personality. There are four basic personality types. These types, also known as temperaments, blend together to determine your unique personality. To help you understand why you often feel, think, and act the way you do, review this entire report.

Our personalities should never become an excuse for poor behavior. The attitude of many is: "That's just the way I am. Love me or leave me. You knew I was like that when you married me," but we should not blame our often poor reactions on our personalities.

Each temperament style represents a specific behavior pattern. How we use or abuse our personalities determines our effectiveness with others. Once we understand the four quadrant model of behavior styles, we can begin to identify our individual profile. To simplify the four types of temperament styles, we have created our own DISC titles. The following are the four quadrants of the DISC model.

"D"

### Sample Profile

"I" -

### for your review

"S"

"C"

Once you burn these four quadrants in your mind you can begin to easily identify the different personality types. It will also help you become more effective in your work and home. Each personality has its strengths and weaknesses. Conflict or harmony in relationships and job performance are the result of how we use or abuse our personalities in response to life's situations.

Keep in mind that 85% of people tend to be composites of DISC; therefore, most people will be blends and combinations of the evident characteristics in the four personalities. There are numerous variations of this model. Speakers, writers, and trainers have added their own titles to make the model more simpler or personal, but this four vector explanation of basic human

behavior has become very popular. The DISC personality profile (paper instrument) was originally designed by Dr. John Geier and has been validated by the Kaplan Report and Winchester Report. The DISC profile and Model of Human Behavior stands out as one of the most reliable and practical available today.

You have a predictable pattern of behavior because you have a specific personality. There are four basic personality types. These types, also known as temperaments, blend together to determine your unique personality. To help you understand why you often feel, think and act the way you do, review the "Interpretation" page after the Graph 1 and 2 personalized pages in this report. Study the "Pie of DISC Human Behavior" (four quadrant) graphic and page that summarizes the Four Temperament Model of Human Behavior, plus review this entire report for maximum learning.

## Interpretation

You have a predictable pattern of behavior because you have a specific personality. There are four basic personality types. These types, also known as temperaments, blend together to determine your unique personality. They help you understand why you often feel, think, and act the way you do. The following graph summarizes the Four Temperament Model of Human Behavior.

## Sample Profile for your review



### Active/Task-oriented "D"

Dominating, Directing, Demanding, Determined, Decisive, Doing

### Active/People-oriented "I"

Inspiring, Influencing, Inducing, Impressing, Interactive, Interested in people

### Passive/People-oriented "S"

Steady, Stable, Shy, Security-oriented, Servant, Submissive, Specialist

### Passive/Task-oriented "C"

Cautious, Competent, Calculating, Compliant, Careful, Contemplative.

### "D" Type Behavior

**Basic Motivation:** Challenge & Control

**Desires:** Freedom from Control - Authority - Varied Activities - Difficult Assignments - Opportunities for Advancement - Choices rather than ultimatums

Respond Best To Leader Who: Provides direct answers Sticks to task - Gets to the point - Provides pressure - Allows freedom for personal accomplishments

**Needs to Learn:** You need people - Relaxation is not a crime - Some controls are needed - Everyone has a boss - Self-control is most important - To focus on finishing well is important - Sensitivity to people's feelings is wise

### "I" Type Behavior

**Basic Motivation:**

## Sample Profile for your review

**Desires:** Prestige - Opportunities to manage

Details - Opportunities to help others -

Respond Best To Leader Who: Provides recognition of abilities - Offers rewards for performance

Provides social involvement - Provides

**Needs to Learn:** Time must be managed - Deadlines are important - Too much optimism can be dangerous - Being responsible is more important than being popular - Listening better will improve one's influence

### "S" Type Behavior

**Basic Motivation:** Stability & Support

**Desires:** Area of Specialization - Identification with a group Established work patterns - Security of situation - Consistent and familiar environment(s)

**Responds Best To Leader Who:** Is relaxed and friendly - Allows time to adjust to changes - Allows to work at own pace - Gives personal support

**Needs to Learn:** Change provides opportunity - Friendship isn't everything - Discipline is good - Boldness and taking risks is sometimes necessary

## "C" Type Behavior

**Basic Motivation:** Quality & Correctness

**Desires:** Clearly defined tasks - Details - Limited risks - Tasks that require precision and planning - Time to think

**Responds Best To L**  
- Provides resources t

ells out detailed operating procedures  
stions

**Needs to Learn:** Total  
Deadlines must be m

## Sample Profile for your review

rough explanation is not everything -  
success

## Behavioral Blends

These are the Behavioral Blends that are specific to you. Read through the report to see other personalized information to pages with general information.

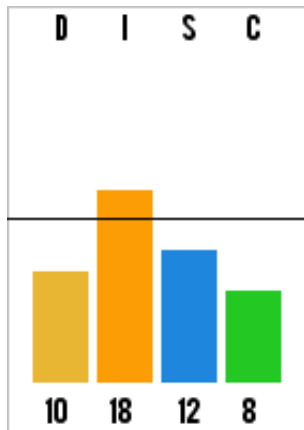
This is expected of me:  
This is me: **INSPIRING** |

## Sample Profile for your review

Preface: This section is designed to help you understand personality types from a public perspective - when individuals are either in public settings away from their homes or in their comfort zones. People tend to behave differently in public - at work or away from where they live than they have in private - at home or in familiar environments.

Review the following insights with a specific person in mind, or find the type that describes your specific Graph 1 personality type.

## Your Personality Type on Graph 1: "This is expected of me!"



### Description

As an "I", you are more influencing, inspiring, interacting, interested in people, inducing, and impressing. You like to stand out and be popular. Your personality is often described as the best type, but can also be the most prideful and egotistical. You love to talk and affect people with your multitude of words and stories.

### How Others See You

People see you as one of the recognize your outstanding pc often be in the middle of a bur known as an influencer and pe

ey like to be around you and you in a crowd. You seem to esting or funny. You are a and charm.

## Sample Profile for your review

### Your Feelings and Think

You wear your feelings on yo People seem to easily read your feelings. You can be very dramatic. You often use your emotions to influence others. Drama and acting come easily. You can be higher than a kite or lower than a skunk. You tend to be more positive than most people. Your optimism often overrides any negative feelings. You are more "happy-go-lucky" than others. Your outgoing personality overshadows your simplistic thinking, but you are sometimes seen as shallow. People like the way you show your feelings and share what you think.

### Vision and Passion

You seek to impress and inspire people. Your ability to make an impact on others makes you stand out in a crowd. Your vision is sometimes blurred by your desire to influence others and be well liked. You desire to move people forward, but you often want to be in front and encouraging them. People see you as a leader, but they may wonder if you are self-centered. You seem to be

very sincere, but people can confuse your motives with your need for recognition. You can be very passionate about whatever you do, but you may be more concerned about what people think about you. Your dreams sometimes seem to overshadow the group's needs as opposed to your personal ego.

## Leadership Style

As an "I" leader, you make great impressions on others. People recognize your natural leadership ability. You have a sweet tongue with words like honey. Your communication skills are better than other personality types. You tend to speak out using more pleasant and complimentary words. You don't tend to be hard and strong with others. You would rather impress others to follow than force them to follow. Be more aware and sensitive to others' feelings, as you know how to work well with people. You are a natural type of leader.

## Follower Style

As an "I" type, you are loved by their teams because of your desire to stand out. You are someone who desires recognition for attention and stand out. You are wanting to stand out about you. You are a great follower as long as you remember that you have a leader who should stand out more than you.

## Sample Profile for your review

Leaders love for you to be on your teams. You sometimes come across as often jealous of you. You compete hard against talking too much or too little. You do not come easy. You are a leader who should stand out more than you.

## Responds Best To

You respond best to those who recognize your talents and abilities. You prefer to work with and relate best to those who feed off of your enthusiasm. You need people who allow you to shine and share how you feel. You don't like to be suppressed or still. Emotionally, you seem to be more transparent than others. You desire those who recognize your talents. You prefer non-structured settings with flexible guidelines. Your creativity and spontaneity cause you to stand out in the crowd.

## Conflict Management

You avoid conflict by talking your way out of bad situations. You are very convincing and persuasive. You have a verbal advantage and the ability to communicate better than most people. Conflict and division are very disappointing to you. Preferring to make peace rather than war, you may compromise a lot. You don't like forcing people to make decisions. You can be wishy-washy and unclear about where you stand. You are a very good negotiator. However, you are prone to making the most popular or easiest choice, rather than the right choice. You need to be firmer when you go against the crowd. Don't worry about your popularity. Trying to make everyone your friend can backfire. Doing the correct thing is more important than trying to please everyone. If anyone can come close to pleasing everybody, your personality type will. Nevertheless, pleasing



all of the people all the time is impossible. When it comes to improving their people skills, other personality types should learn from "I" types. Keep in mind that the middle letter in the word "pride" is "I".

## Strengths and Uniquenesses

Your ability to influence others is your greatest strength and worst weakness. Always remember that the overuse of a good thing can become your worst trait. Your uniqueness can be your weakness when you exaggerate your strengths. Being too funny or talking too much can turn your positive traits into negative ones. Your interest in people and desire to impress them make you more popular than most. Your uniqueness (weakness) is when you go overboard in order to be liked. People can get tired of your enthusiastic and hyper personality as they get closer to you.

## Overuses and Abuses

Having to look good and about your appearance be too dramatic. You tell you. To make your point reacting. You need to get

## Sample Profile for your review

I can spend too much time worrying laugh loud and cry louder. You can arguments with those closest to . You often don't think before

## Guard Against & Warnings

Constantly interrupting others or having a better story to tell can become very annoying to everyone. Your need for popularity is often judged as self-seeking and prideful. Your ability to impress people should be guarded by your awareness of how others will judge your sincerity. Control how much you talk about yourself. Ask people about themselves and how they are doing. Be careful that what others say doesn't trigger your thoughts and cause you to interrupt with another story. Your personality type seems to suffer from "one-upmanship".

## Relating Style

You tend to relate well to most people. On the other hand, "D" types tend to become impatient with your talkativeness. You relate best with "S" types because they listen well and don't compete with your talking time. "C" types get frustrated with your seemingly illogical thoughts and lack of preparation. Your other "I" type friends enjoy your company, but you both sometimes don't hear what the other is saying and just wait for a pause to interrupt and share your thoughts.

## Conclusion

Most everyone likes you, but you will relate and work better with others if you revolve your time with them around their motivations. "D" types want you to get to the point. Learn to summarize your thoughts. Instead of ten reasons why "D" types should do something, give them your best three reasons. "I" types will compete with you for attention and speaking time. Let your "I" type

friends talk more than you. "S" types enjoy your liveliness and friendliness, but may get tired of your constant on-the-go behavior. Compliment them and let them look better than you. "C"s will want to organize your life and make you more systematic. Give your "C" friends logical and clear reasons for your conclusions. When dealing with all personality types, don't rest on your laurels. In other words, don't believe all the great things people say about you. Notice what they DON'T say about you. For example, notice the lack of statements like, "you're so organized", or "you're so humble and quiet", or "you're so serious and focused!" Work on improving the best qualities of the other personality types and don't think too highly of yourself.

DISCLAIMER: These insights are broad descriptions of your specific personality type. They are NOT intended to be 100% accurate. This is simply a brief overview.

Having completed your descriptions from a Graph 2, your understanding of the perspective in mind and

People seem to respond subjectively, based on the guarded, masked, or co-specific personality type descriptions.

## Sample Profile for your review

ire, be sure to view these ctive. If both graphs are the same, dfferent, keep the appropriate

res and drives. This profile is purely ence, and applies to your more Review the insights with your are always characterized by these

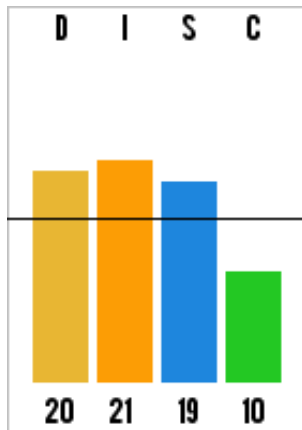
This is simply how you tend to behave when you think others are watching, and you want to make good impressions. Your interpretation of this information should take into account your environment, maturity, spirituality, and experiences.

This is NOT a psychological evaluation and is not intended to be used as a definitive example of your behavior.

Preface: This section is designed to describe specific personality types from a private perspective - when individuals are either in their home environments or in settings among friends and relatives. People tend to have different motivations in public - at home or away from work than they have in public - at work or among casual friends or strangers.

Review the following insights with a specific person in mind, or find the type that describes your specific Graph 2 personality type.

## Your Personality Type on Graph 2: "This is me!"



### Description

As a high "D / I / S", or type, you tend to have traits at the same time. What outgoing, but also have the midst of your driving how to read you because passive in your task orientations. You don't get bogged down with the details. Facts and figures are not as important to you as getting the job done. You are inspiring to others and submitting to those you trust. You tend to be relational with a strong desire to also control and decide what others should do and feel.

### Sample Profile for your review

or "S / D / I", or "S / I / D" personality dominating, inspiring, and submissive calculating. You are positive and can be a little shy and sensitive in i confuses people. They don't know ns in you. You are more active than

### How Others See You

People see you as dynamic and determined, as well as loving and caring. This blend of behaviors makes you very well liked. You tend to stand out in crowds, and you surprise people because you can be just as comfortable behind the scenes. People don't see you as picky or negative. You tend to be more optimistic than most people, but you have a soft and sensitive side that sometimes makes you withdraw or hold back from being more involved.

### Your Feelings and Thinking

You often feel comfortable leading a group, speaking to a crowd, or working quietly and supporting others behind the scenes. You often don't feel like digging deep into plans and procedures to improve tasks. You would rather tell people what to do, and inspire them with your enthusiasm, and providing support to help them. You get great satisfaction juggling several things at once, and prefer this to focusing on one thing at a time. You especially enjoy the interaction with people.

## Vision and Passion

Your vision is very broad and diversified. You seem to focus on several things at once. You are better able to identify what needs to be accomplished than most, and you have a burning desire to inspire others to be more active. You are also motivated to care for those who are hurting. Your vision doesn't usually include taking a lot of time researching or evaluating details to improve things. You do what you have to do and move on to other projects or opportunities to speak to or work alongside of others. Your passions are many. You lean toward being more active and task-oriented, as well as being both active and passive people-oriented.

## Leadership Style

You are a versatile leader. You can take charge, communicate well, and be comfortable with your leadership. You are preparing. You don't take. You tend to make quick support from others.

# Sample Profile for your review

ties that people like. You can take  
ty and stability. People feel very  
seem to have is planning and  
the ways to improve your results.  
cordiality and compassion to gather

## Follower Style

You make a good follower because you have several impressive traits. You tend to do what you are told, but you don't always wait for people to tell you what to do. You like to inspire others to follow, and you encourage others along the way. You don't particularly like to comply with lots of rules. You prefer being challenged and being allowed to influence others to help. You also like being a support person working behind the scenes.

## Responds Best To

You respond well to those who give you difficult tasks and allow you to influence others, while creating a steady and stable environment. You like multifaceted situations with varying circumstances, including those that require you to demand action, create enthusiasm, and demonstrate sensitivity to everyone's feelings. You don't respond well to demands for research and deep answers. You would rather do just about anything else than dive into boring data or volumes of information.

## Conflict Management

You seem to have several different interests which make you a good peacemaker. You sometimes are too direct and demanding, but you often soften your concerns through your sweet and sensitive demeanor. Your friendliness and popularity often allow you to avoid clashes. People look to you for guidance and influence in problem solving. You tend to avoid conflicts through your active and passive behavior. Furthermore, you are strong and demanding enough to force decisions. People sometimes try to take advantage of you because of your relational openness,

but your demanding attitude and decisiveness may get in the way of their doing so.

## Strengths and Uniquenesses

You are more motivated to impress and please people, but you are also driven to control and dominate others. You have a lot of interest in working with groups and individuals, but prefer to be in charge. You are not afraid to take on responsibilities. You can influence others or be encouraged to complete a difficult task or build harmony in a group. Your uniqueness, or what others may see as your weakness, is your lack of correctness and compliance. You tend to cut corners and aren't as prepared as you should be. You aren't always as precise and accurate with details and facts, but you seem to get away with it because most people like and respect you.

## Overuses and Abuses

You sometimes overuse your people skills and convince people to do things they may not want to do. You have a soft spot that seems to prevent you from being too forceful or influencing. You prefer stability and security, and this prevents you from pushing people too hard. You tend to seek closer relationships with both large and small groups. You can be very loyal, but you can offend others with your directing and influencing and impressing skills make you very popular, but you can be abusive. Don't abuse those who really believe in you by making them feel unprepared while protecting your friendship with others.

## Guard Against &

## Sample Profile for your review

Control your abilities and don't get into doing what you think ought to be done. You should also be prepared to accomplish tasks, even when you don't have enough time or resources. Learn to wait and gather more information. Don't compromise quality and push through difficulties simply for the sake of finishing a project. Be aware of your tendency to expect everyone to forgive when you do things only partially correct. Strive to improve your planning and procedures in order to perfect your tasks.

## Relating Style

You seem to relate well to both groups and individuals. You have great people skills, and you can be both active and passive. You tend to be more involved, especially with larger groups and challenging tasks. People feel comfortable letting you take charge, and they enjoy your inspiration to move forward. You also like to work alongside others and make each individual feel safe and secure. You don't tend to relate well to those who need a lot of facts and figures. It is not as important for you to gather information or to plan ahead as it is for you to make others feel good and move them forward to accomplish tasks. You also relate well to the more insignificant types who need sweet and sensitive environments.

## Conclusion

You have so much going for you. You can be decisive, determined, impressing, inspiring, submissive, and sweet. You can be both hard and soft on people. You are generally strong and gentle while influencing others. You are sometimes difficult to read. Your predictable patterns of behavior are varied. You don't tend to be very conscientious or careful. You don't care as much about the details as you do about completing a task. You are driven to succeed and accomplish tasks, while relating well to crowds and individuals. You need to be more studious and investigative. Don't jump into challenges without contemplating and collecting more information. Focus more on quality rather than quantity, and develop your passive task-orientation. Improve your form and function. Concentrate on your projects, rather than caring about what people think and feel about you.

DISCLAIMER: These insights are broad descriptions of your specific personality type. They are NOT intended to be 100% accurate.

Having completed your descriptions from a Graph 1 and Graph 2, your understanding of them will be different. Keep in mind and interpret the results accordingly.

## Sample Profile for your review

Remember, be sure to view these graphs as the same, your perspective is different. Keep the appropriate perspective in mind.

People seem to respond to you differently. This profile is purely subjective, based on the DISC temperament type perspective, especially among close friends or relatives. Review the insights with your specific personality type in mind, but do not conclude that you are always characterized by these descriptions.

This is simply how you tend to behave when your true feelings are evident or come out under stress. Your interpretation of this information should take into account your environment, maturity, spirituality, and experiences.

This is NOT a psychological evaluation and is not intended to be used as a definitive example of your behavior.

## When Both Graphs 1 & 2 Are Generally Different

Your Uniquely You Personality Profile contains basic insights on how you tend to think, feel, and act from a DISC temperament type perspective. If your graphs are generally different, you are simply revealing something contrasting about your behavior. You may be saying that you think people want you to behave one way in public, but you sometimes feel you should respond in a different way in private. In other words, if you have a specific high type in Graph 1 and the same type low in Graph 2, you believe that people expect you to be one way in public, but not that way in private.

You may also be revealing that you feel that people expect you to behave one way among fellow

employees and associates at work or publicly outside your more personal and familiar environments (Graph 1), than you tend to behave either at home under pressure among your closest friends and relatives or in more familiar environments (Graph 2). Keep in mind that Graph 1 is the behavior "expected of you" when you have your guard up and mask on (usually your place of employment or in casual environments). Graph 2 is "the real you" when you let your hair down, drop your guard, or r among those you know best in more familiar environments:

When both graphs are different, you are aware of your challenges. The difference between your two graphs is common to many people and capable of controlling your emotions. You are not even aware of the struggle.

## Sample Profile for your review

Your motivations and feelings or you are having a different configuration in your life. It may be a sign that you are mature and capable. Or, it can mean that you are

Understanding and adjusting your behavior using these insights can be very productive and wise. Review and study your two graphs, keeping in mind the similarities and differences. Then, learn how to control your motivations rather than letting them control you.

## Your **LOW "D"** on Graph 1 and **HIGH "D"** on Graph 2

You have a Low "D" on Graph 1 and a High "D" on Graph 2. This may mean that you have your dominant and demanding personality under control or you are suppressing it. Either way, it could be to your advantage to be less aggressive and assertive than you seem to really be.

The degree to which you are controlling your personality is shown by how high or low your "D" is on Graphs 1 or 2. In other words, if your "D" is closer to the bottom of your graph, you will be less determined and demanding than if your "D" is closer to or higher than the midline. If your "D" is just below the midline, you will be a little less controlling, but not as much as when your "D" is higher than the midline. The lower your "D," the less intense and driven you tend to be.

When your "expected" of public like you tend to be strong and hard on them, be as forward and confident

It can be a good sign that you need to be more sensitive to wisely guard you causing you to be less confident in familiar environments.

### Sample Profile for your review

Controlling and driving, you won't act in public and relatives, you can be too sensitive. You feel that people don't want you to

be in public, but this may also mean that you feel a lot of pressure at work which causes you to be potentially explosive. Let whatever is causing you to be more gentle at home or in

Also, you may need to be as direct and decisive at work or in public as you can be in private. You have the confidence to be bold and self-disciplined, but for some reason, you back off in public or at work. This can be a good trait privately, but you may be suppressing it.

Don't let your feelings get out of control. Guard your will power. Be more aware of your feelings and actions both in public and privately. Notice your tendency to shy away from taking charge at work or in unfamiliar environments. You can be too cautious or too concerned of what others might think. At work, you often suppress or control your natural drive to make things happen like you do at home. Just guard your emotions and need to achieve so that you don't overdo it where ever you are.

In summary, your low "D" in Graph 1 and high "D" in Graph 2 means you can adapt and tend to be more in control of yourself publicly than privately. Also, you are often more transparent and predictably bossy when you are under pressure in private, especially at home, or among friends and relatives.

## Your **LOW "S"** on Graph 1 and **HIGH "S"** on Graph 2

You have a Low "S" on Graph 1 and a High "S" on Graph 2. This usually means you think people expect you to be more submissive and sweet in private than in public. You feel that people don't want you to be as sensitive outwardly as you really are inwardly. You can be very nice and kind



among close friends and relatives, especially under pressure. You are not as patient or shy among strangers and unfamiliar environments.

Your degree of passivity is shown by how high or low your "S" is on Graphs 1 or 2. In other words, if your "S" is closer to the bottom of your graph, you will be less kind and nice than when your "S" is closer to or higher than the midline. If your "S" is just below the midline, you will be a little bolder and less shy. The lower your "S," the less withdrawn and hesitant you tend to be.

You think people want you to be less reserved. Publicly, you don't tend to need a secure environment. Privately, you seem to be satisfied with the status quo and often don't want a lot of change. When stress comes into your life, you seem to need more stability or someone to stand by your side. You are more security-oriented. However you are not as sweet as you think people expect you to be among your closest acquaintances sometimes take advantage of you, while

This can be very frustrating. People may doubt your sincerity when you are around them. You often find yourself aren't willing to sacrifice and feel that people expect you to

## Sample Profile for your review

People don't always know how to read you. People are more likely to be kinder to those closest to you, than you are to those you don't know well of a servant privately. Nevertheless, you are more reserved in unfamiliar environments. You often

You are expected to be more security and safety-oriented. You sometimes tend to be more insecure privately, while publicly you think people expect you to be more secure in yourself. You genuinely desire to help others, but in a more quiet and invisible way. When under pressure and among close friends or relatives, you seem to be overly sensitive and caring.

You strongly desire to help others behind the scenes, but you can be unresponsive to those you don't know well. You seem to have mixed emotions when it comes to serving and helping others. You need to be just as caring at work and toward those you don't know well as you are privately. You also may need to give more love and care to people who are not as close to you.

Be as much of a humble servant at work as you are at home. Be as caring publicly as you are privately. Care for your casual friends as you would for loved ones and dear friends. Balance your love for others and spread your kindness around to everyone.

In summary, your Low "S" in Graph 1 and High "S" in Graph 2 means you are expected to be more passive and reserved at home or in familiar environments than you tend to be at work or in unfamiliar environments.

## Case Study or Example of an Immature or Out-Of-Control “I” Type

Think of those “I” personalities that are so obviously stuck on themselves that everyone knows it. They probably grew up as the center of attention and generated a lot of excitement early in life. But their good self-images developed into self-centered needs for attention and approval.

Now, as adults they are very sociable, entertaining, and enthusiastic, but too much so. They often interrupt others in conversations. They seem to always have a bigger and better story to tell.

They often seek everyone’s focus. They have lots of friends, but their relationships seem to be more shallow. They are easily distracted. Some people even say they have Adult Attention Deficit Disorder because of their wide range of emotions and lack of concentration.

They can put on a good  
be too dramatic and loud  
be great examples of th

When these types beco  
become “screamers.” TI  
yell louder, then people

### Sample Profile for your review

peak well in public, but they seem to  
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y or make my point, I should just  
or doing.

They often grow up with lots of acquaintances, but few real friends. Most former “genuine” friends get tired of these “I” types who seem to exaggerate and misrepresent the truth.

These personalities wear their feelings on their sleeves and often speak without thinking. They are great communicators and can talk more about nothing for the longest time, but people eventually recognize what they are saying is a bunch of hot air or flowery fluff.

These types often say things before they think about what they are saying. When mad or hurt, their responses and words often hurt others. They can say vicious things without really meaning them.

These “I” types have many great qualities, but they also seem to have some bad traits that rise above all the good things they are capable of doing. For example, they can encourage others with their words and deeds, but if no one is watching or recognizing them, these types don’t continue.

They tend to be short-term encouragers or do-gooders. These types are the best when it comes to impressing and inspiring others, but it is often very self-centered. They struggle with pride and humility. They even tend to be proud of their humility.

These types have what everyone thinks is the “best” personality type, but out of control they can be very selfish and difficult to live or work with. They tend to be immature when it comes to controlling their emotions and communicating.

They tend to talk too much and need to learn how to listen better. Immature and out-of-control, “I” types are very difficult to deal with because you never know when they are going to get their feelings hurt or what they are going to say next. They can be your best friends or worst nightmare.

## Case Study or Example of an Mature or In-Control “I” Type

I know a high “I” type who has mastered himself. He is a very successful pastor. Early in his adult life he was high strung and hyper, but over the years he has learned to control his emotions, rather than letting his emotions enslave him.

Whenever you’re around him, he makes you feel that you are most important. Most “I” types seem to telegraph their need for your attention. They want to be the center of everyone’s conversation.

This person knows when it is usually something a of raising other people a

I notice when speaking rather than going on and waits and pays more att

### Sample Profile for your review

in waits his turn and when he speaks himself. He recognizes the importance

welcome, he usually asks how I am, something exciting to share, he

This is a good sign of a mature “I” type who has his personality under control. There’s a old Kenny Rogers hit song about playing poker that echoed, “You’ve got to know when to hold them, know when to fold them, know when to walk away, know when to run.” The tune continues with “there’ll be time enough for counting when the dealings done.”

Most “I” types think now is the time to speak. There’s also a Scripture that says, “there’s a time to be silent and a time to speak.” My high “I” friend has control of his personality, which in turn has bridled his tongue.

“I” types seem to also strive to dress neatly and flashy. They want to look good, but this high “I” dresses modestly. He doesn’t let his desire to dress fashionably affect his finances and spending.

He is more frugal than most. He does not waste his money on foolish purchases. I remember him once telling me he was taking jars of peanut butter and jelly with him to Hawaii so he would not have to eat out so much. Most “I”s love to eat out especially where there are crowds of people and lots of excitement.

He is also a coupon user. He once gave my wife and me a discount coupon for eating at a nice restaurant during the early bird hour. Most “I”s are as conscious of their spending, but this person seems to have mastered the art of looking good and saving money.

Some “I”s are motivated by success and driven to influence others, but this person seems to

have a higher calling and is motivated to help others succeed. His enthusiasm and encouragement are evident. I also tend to walk away with a sense of well-being and hope after being with him.

I sometimes honestly wonder how sincere he is, but years of knowing and working with him, have convinced me he is the real deal. Many “I” types are frauds. What you see on the outside is not always what is real on the inside.

This is a high “I” who lives what he believes! His greatest influence is not always what he says, but what he does.

## Case Study or Example of an Immature or Out-Of-Control “D/I/S” Type

There is an immature “I” type who is a unique blend of a “multiple personality type” well.

### Sample Profile for your review

“S / D” or “S / D / I” or “S / I / D” is not what some people would call a blend, but she does not control it

Many people have two or more personality types. Abnormal “multiple personality type” and become totally different persons.

is affecting their overall personality. She is completely in and out of a specific

This lady simply has three of the four motivations affecting her feelings, thoughts, and actions, but has not learned to control them. In other words, she is overusing and abusing parts of her personality.

Her “D” influences are causing her to be dictatorial. Her “I” tendencies make her a screamer and manipulator. Her “S” part of her personality makes her too passive at times. She seems unstable and unpredictable.

One of her greatest challenges is being more “C.” She doesn’t seem to have a lot of “C” behavior. She isn’t very cautious or compliant. She tends to be sloppy and careless. Her immaturity has caused her three predominant traits to be exaggerated under pressure.

She doesn’t control her dominant reactions under pressure and she may yell or cry when confronted. She tends to initially resist, but if that doesn’t work, she will attack verbally or emotionally.

She is a great actress and can “con” others with her dramatic responses. One moment, she can be friendly and cordial, then turn right around and get in people’s faces, challenging them. She can even turn completely around and ask for forgiveness for being so mean.

She has so much going for her, but her immature and irrational behavior makes her very difficult

to deal with. She doesn't reason well, nor does she analyze her options well. She tends to be more spontaneous and active with some slow and steady tendencies.

One moment she can be off and running, then stop right in the middle of something and become very sensitive and slow to continue. She doesn't consider the consequences well and is not much of a thinker.

This causes her a lot of grief and frustration. She could accomplish so much if she learned to control her feelings and thoughts. She should be stronger, controlling herself rather than others. She ought to be enthusiastic and inspiring, but not overly so. She should also let her sweet, soft, and submissive side balance her active and outgoing tendencies.

One of her most important  
will be more respected for  
potential of having a great

and conscientious abilities, so she  
immaturity has robbed her from the

## Case Study or Example

## Sample Profile for your review

## Control "S / I / D" Type

Here's an example of "E"  
types who have mastered  
easier dealing with one  
four DISC types affecting them.  
making and feeling generated influences, there tends to be greater challenges.

"S / D" or "S / D / I" or "S / I / D"  
basic tendencies. Sometimes it's  
behavior. Most people have two of the  
four types involved in decision

These types have so much going for them except for their calculating and contemplative behavior. They tend not to be thinkers or researchers. Those who have grown past immaturity and learned to control their feelings, thoughts, and actions become very effective leaders.

It's really hard to tell what they actually are because they seem to excel in three areas. They are direct and decisive, plus inspiring and influencing. They can even be sweet and sensitive. They seem to roll in several different directions.

This is not bad because it means they are more balanced and mature. They are not governed or controlled by one or two types. They are mainly influenced by three types, but have learned to control their "C" type drives or lacks to be more conscientious as opposed to being irresponsible or disorganized.

These types seem to be perfect at times, but since that is impossible they at least come across that way. Their greatest needs or shortcomings are their analyzing and planning. They have learned and matured to the place where they can control their strengths and avoid their weaknesses.

Their natural drives tend to be three dimensional. Their most neglected interest and motivation is their passive task-oriented behavior. They don't get bogged down in the details, and they tend to

be a little careless and disorganized.

Maturity, experience, and education have taught these types to raise their cautiousness to a higher level of thought and awareness. This has resulted in their being an all around great leader. They tend not to shoot their arrows but rather directing, inspiring, and submitting, but poor at planning.

Once mature and in control powerful and respected per their uniquenesses (weaknesses)

## Sample Profile for your review

, these types develop into use their strengths and neglect personalities.

## Graph 1: "This is expected of me"

"This is expected of me" is your response to how you think people expect you to behave. It's your normal guarded and masked behavior.

Description: As an "I", you are more influencing, inspiring, interacting, interested in people, inducing, and impressing. You like to stand out and be popular. Your personality is often described as the best type, but can also be the most prideful and egotistical. You love to talk and affect people with your multitude of words and stories.

## I - INSPIRATIONAL INFLUENCERS

### Discovering your behavioral blends

"I's" are impressive people. They are extremely active and excited individuals. Approval is important to them. They can have lots of friends if they do not over do their need for attention. They can be sensitive and emotional. They need to be more interested in others and willing to listen. They do not like research unless it makes them look good. They often do things to please the crowd. They are entertainers. They need to control their feelings and think more logically. They often outshine others and are motivated by recognition.

### Conti



yourself.

organized.

on doing what is most important.

ughly.

at you desire.

confident and watch what you promise.

## Graph 2: "This is me"

"This is me" is your response to how you feel and think under pressure - how you really feel and think inside. It's your normal unguarded and unmasked behavior.

Description: As a high "D / I / S", or "D / S / I", or "I / S / D", or "I / D / S", or "S / D / I", or "S / I / D" personality type, you tend to have three strong motivations. You can be dominating, inspiring, and submissive at the same time. What you don't seem to be is cautious and calculating. You are positive and outgoing, but also have a need to loyally support others. You can be a little shy and sensitive in the midst of your driving and influencing demeanor. This often confuses people. They don't know how to read you because you have three of the four motivations in you. You are more active than passive in your task orientations. You don't get bogged down with the details. Facts and figures are not as important as people. You are inspiring to others and have a strong desire to also control and influence others. You are more people-oriented than task-oriented. You are more people-oriented than task-oriented. You are more people-oriented than task-oriented.

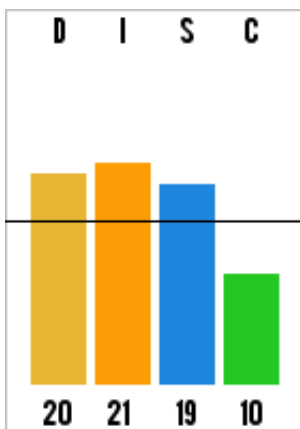
### I/D/S - INSPIRING & DOMINANT

Discovering your behavioral blends

## Sample Profile for your review

"I/D/S's" are inspiring and calculating as those "S/D/I's" are at the same time. They are not as cautious and calculating as those "S/D/I's" are. They are more active than passive. But they also have sensitivity and steadiness. They may seem to be more people-oriented, but can be dominant and decisive in their task-orientation. They need to be more contemplative and conservative. Details don't seem as important as taking charge and working with people.

### Controlling your behavioral blends



- Be more calculating and careful.
- Be more organized.
- Be careful what you promise.
- Give others the glory for all you do.
- Think before you act.
- Be humble and slow to speak.



## Your DISC Insights

### Uniquelyyou Test tends to be more:

Kind / Nice / Caring  
Law-abiding / Conscientious  
Delightful / Pleasant  
Trusting / Gullible / Open  
Friendly / Cordial / Popular  
Pleasing / Good-natured  
Considerate / Thoughtful  
Brave / Adventurous  
Smooth talker / Articulate  
Entertaining / Clowning  
Contemplative / Thinker  
Deep / Intense  
Talkative / Verbal  
Confident / Self-reliant  
Merciful / Sensitive  
Sociable / Interactive  
Powerful / Unconquerable  
Timid / Soft-spoken  
Driving / Determined  
Direct / To the point  
Devoted / Dedicated  
Hospitable / Enjoys company  
Exciting / Spirited  
Faithful / Consistent

### Uniquelyyou Test tends to be less:

Demanding / Asserting  
Playful / Fun-loving  
Calculating / Analytical  
Conservative / Inflexible  
Obedient / Submissive  
Straight / Conforming  
Perfectionist / Precise  
Contented / Satisfied  
Loving / Sincere / Honest  
Optimistic  
Elegant  
Adaptable / Agreeable  
Exact  
Unwavering  
Wondering  
Wavering  
Researching  
Does not follow plan  
Questioning  
Sharp / Appealing  
Strict / Unbending  
Inventive / Imaginative  
Organized / Orderly  
Responsive / Reacting

## Sample Profile for your review

### Uniquelyyou Test's "D" Tendencies seem to be:

Brave, Adventurous, Confident, Self-reliant, Powerful, Unconquerable, Driving, Determined, Direct, To the point

### Uniquelyyou Test's "I" Tendencies seem to be:

Delightful, Pleasant, Friendly, Cordial, Popular, Entertaining, Clowning, Talkative, Verbal, Sociable, Interactive, Exciting, Spirited

### Uniquelyyou Test's "S" Tendencies seem to be:

Kind, Nice, Caring, Considerate, Thoughtful, Merciful, Sensitive, Hospitable, Enjoys company

### Uniquelyyou Test's "C" Tendencies seem to be:

Law-abiding, Conscientious, Contemplative, Thinker

### Uniquelyyou Test's "D" Tendencies are not very:

Demanding, Asserting, Positive, Optimistic, Serious, Unwavering

**Uniquelyyou Test's "I" Tendencies are not very:**  
Playful, Fun-loving, Responsive, Reacting

**Uniquelyyou Test's "S"**  
Contented, Satisfied, L

stable, Agreeable, Stable, Balanced

**Uniquelyyou Test's "C"**  
Calculating, Analytical,  
Systematic, Follows plan

## **Sample Profile for your review**

ndering, Preparing, Researching,  
Imaginative, Organized, Orderly

# Appendix

## Table Of Contents

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This Table of Contents is for the generic pages of your Online report. Be sure to first review your online report to learn all the personal information generated from your questionnaire.

<i>Why Wellness</i> .....	A-1
<i>Interpretation of Four Temperaments</i> .....	A-2
<i>Discovering Behavioral Blends</i> .....	A-3-4
<i>General Practical Application</i> .....	A-5
<i>Stress Management</i> .....	A-5
<i>To Your Health</i> .....	A-6
<i>Wellness Motivators</i> .....	A-7
<i>Balancing Your Health</i> .....	A-8
<i>Controlling Motivations</i> .....	A-9
<i>Self Talk</i> .....	A-10
<i>Are You Meek or Weak</i> .....	A-11
<i>Personality Types</i> .....	A-12
<i>M</i> .....	A-13
<i>P</i> .....	A-14
<i>C</i> .....	A-15
<i>E</i> .....	A-16
<i>Attention Deficit Disorder &amp; Hyperactivity</i> .....	A-16
<i>Mental Clarity</i> .....	-
<i>Irregularity Digestive Discomfort</i> .....	-
<i>Detoxifiers Liver Cell Regenerators</i> .....	A-17
<i>Diabetes -</i> .....	-
<i>Reducing Household Pollution</i> .....	A-18
<i>Research and Development is the Key</i> .....	-
<i>to finding the Finest Products</i> .....	A-19
<i>If You Don't Plan To Succeed,</i> .....	-
<i>You Will Plan to Fail</i> .....	A-20
<i>Notes</i> .....	A-21

### Sample Profile for your review

# Why Wellness?

---

***Wellness is not an option!*** Taking care of ourselves must be a priority, if we want to enjoy life to its fullest. Especially with so many unknowns and pressures today, we must desperately guard our health. Wellness must be an essential part of our everyday way of life.

We cannot afford to think that physical and financial security are luxuries. They are investments. Staying healthy is less expensive than becoming unhealthy. Taking care of your health is an investment of your life.

The problem with getting healthy is that it takes personal motivation. What we do is one of the determinants of success. Our motivation affects our ability to exercise, and investing in

## Sample Profile for your review

### ***Motivation affects everything we do!***

Motivation is a mystery to most people. There is also a myth and misunderstanding about motivation. The myth of motivation is thinking that people are not already motivated. The truth is, everybody is motivated.

Some people are motivated to do one thing, while others are motivated to do the exact opposite. But everyone is motivated. The question is, *what motivates us?*

Some people are motivated to be healthy, because it's a serious thing to do. They want to be in control of themselves. Others are motivated to be healthy, because they want to look great and make good impressions.

Others are motivated to be healthy, because it's more safe and secure. They don't like trouble or change. They like steady environments. Others are motivated because it's logical and wise to take care of themselves. They look at wellness as the right thing to do.

Our motivations obviously affect our wellness. It's natural to be healthy and it's unnatural to be

unhealthy. Nature responds to our motivations. Everything in life runs down, unless we take care of it. The Law of Entropy warns us about decay and disease — Energy, in any given system, always runs toward randomness and chaos when left alone.

### ***Wellness doesn't just happen. It takes effort!***

You must have a plan to stay fit. If not, the result is inevitable! Lack of wellness runs rampant. Lack of productive motivation ends your life.

By recognizing your motivations from a different perspective, you can guard your health and avoid your weaknesses. Once you know your specific personality profile, you can learn how to improve your motivations.

Following *Uniquely You Questionnaire*

is not a test. You can't fail. There are no wrong answers. There are only honest and dishonest answers. Be honest with your responses. Simply follow the instructions at the top of the page.

Once you complete your *Uniquely You Questionnaire*, study the *Interpretation* page to understand what it means. Then study the rest of this report to get the most out of it.

Your health and future are important. Take the time to understand why you do what you do. Learn how to improve the quality of your life. Do it for yourself and loved ones. There is nothing wrong with taking care of yourself.

It is essential that you take the time to understand your motivations and improve your health. It can be the beginning of a whole new way of thinking, feeling, and acting. It can add years to your life, and life to your years!

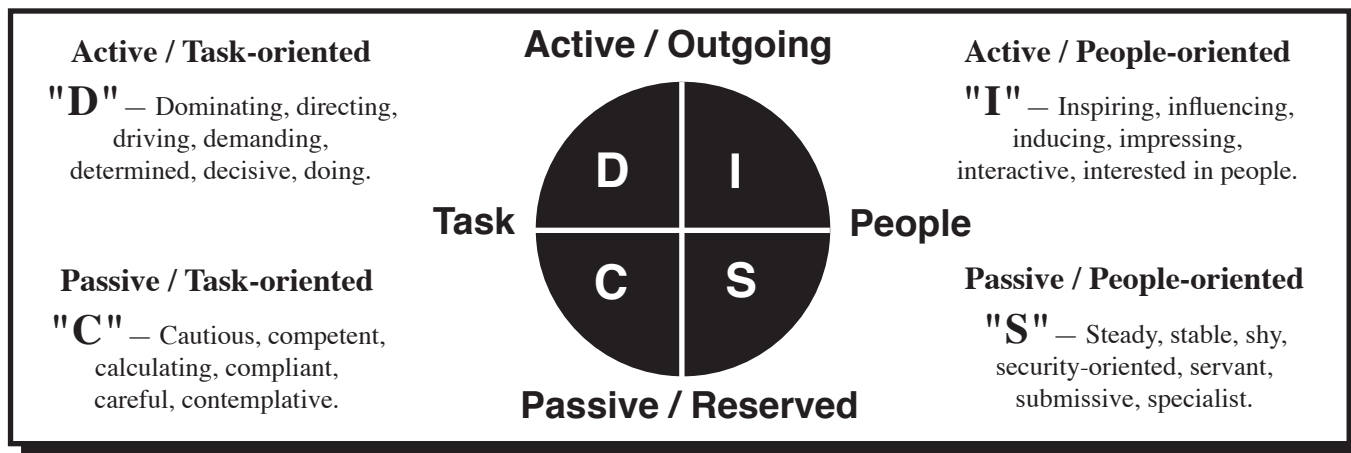
***Wellness is more than just good health, It can also be your way to happiness!***

# Interpretation . . .

Be sure to first complete the **Uniquely You Questionnaire**. Follow the instructions at the top of the page. Once you profile your two graphs, then study this page to learn more.

You have a predictable pattern of behavior because you have a specific personality. There are four basic personality types. These types, also known as temperaments, blend together to determine your

unique personality. To help you understand why you often feel, think and act the way you do, the following graphic summarizes the Four Temperament Model of Human Behavior.



## "D" BEHAVIOR *(Active / Task-oriented)* Also known as "Choleric" and "Lions"

**Descriptions:** *Dominant, Direct, Demanding, Decisive*

**Basic Motivation:** Challenge and Control

**Desires:** • Freedom from control • Authority • Varied Activities  
 • Difficult Assignments • Opportunities for Advancement  
 • Choices, rather than ultimatums

**Responds Best To Leader or Follower Who:** • Provides direct answers • Sticks to task • Gets to the point  
 • Allows freedom for personal accomplishments

**Needs To Learn:** • You need people • R  
 • Some controls are needed • Everyone has most important • To focus on finishing well  
 • Sensitivity to people's feelings is wise.

## "C" BEHAVIOR *(Passive / Task-oriented)* Also known as "Melancholy"

**Descriptions:** *Competent, Compliant, Cautious*

**Basic Motivation:** Quality and Correctness

**Desires:** • Clearly defined tasks • Details • Limited risks  
 • Assignments that require precision and planning • Time to think

**Responds Best To Leader or Follower Who:** • Provides reassurance • Spells out detailed operating procedures • Provides resources to do task correctly • Listens to suggestions

**Needs To Learn:** • Total support is not always possible  
 • Thorough explanation is not everything • Deadlines must be met  
 • More optimism will lead to greater success.

## "I" BEHAVIOR *(Active / People-oriented)* Also known as "Sanguine" and "Otters"

**Descriptions:** *Inspiring, Influencing, Impressing, Inducing*

**Basic Motivation:** Recognition and Approval

**Desires:** • Prestige • Friendly relationships • Freedom from details  
 • Opportunities to help others • Opportunities to motivate others • Chance to verbalize ideas

**Responds Best To or Follower Leader Who:** • Is fair and honest  
 • Provides social involvement • Provides recognition and rewards for risk-taking

• Time must be managed • Deadlines are important  
 • Being responsible than being popular • Listening better will win.

## "S" BEHAVIOR *(Passive / People-oriented)* Also known as "Phlegmatic" and "Golden Retrievers"

**Descriptions:** *Steady, Stable, Security-oriented*

**Basic Motivation:** Stability and Support

**Desires:** • An area of specialization • Identification with a group  
 • Established work patterns • Security of situation • Consistent familiar environment

**Responds Best To or Follower Leader Who:** • Is relaxed and friendly  
 • Allows time to adjust to changes • Allows to work at own pace • Gives personal support

**Needs To Learn:** • Change provides opportunity • Friendship isn't everything • Discipline is good • Boldness and taking risks are sometimes necessary.

## Sample Profile for your review

# DISCOVERING YOUR BEHAVIORAL BLEND

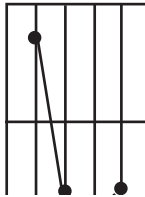
There are four basic personality types known as **D, I, S,** and **C** behavior. Everyone is a blend or combination of these four temperaments. No type is better than the other. No one has a bad personality. The most important factor is what you do with your personality. Don't let your personality control you; instead learn how to control your personality.

To help you discover more about your specific behavioral style, there are 21 **Behavioral Blends**. One or two **Behavioral Blends** will best describe you. Few people are pure **D, I, S,** or **C** types. Most everyone is a combination of the four types. Remember, it doesn't matter what personality you have, as much as what you do with it. (Continue instructions next page.)

## D: DETERMINED DOERS

"D"s are dominant and demanding. They win at all costs. They do not care as much about what people think as they care about getting the job done. Their insensitivity to feelings makes them too strong. They are great at developing things, but they need to improve their ability to do things correctly. Their strong will should be disciplined to prepare and think more accurately about what they are doing. They are motivated by ser-

**D I S C**

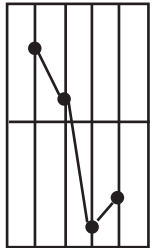


to accomplish tasks.

## D/I: DRIVING INFLUENCERS

"D/I"s are bottom line people. They are much like Dynamic Influencers. They are a little more determined and less inspirational, but they are strong doers and able to induce others to follow. They need to be more cautious and careful, as well as more steady and stable. They get involved in a lot of projects at the same time. They need to focus on one thing at a time and slow down. They

**D I S C**



## I: INSPIRATIONAL INFLUENCERS

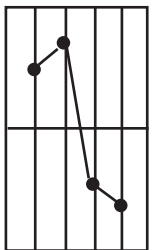
"I"s are impressive people. They are creative and excited individuals. Approve to them. They can have lots of friends and often overdo their need for attention. They are sensitive and emotional. They need to be more organized and willing to listen. They do not like to be the center of attention unless it makes them look good. They need to please the crowd. They are enterprising and need to control their feelings and think carefully. They often outshine others and are motivated by recognition.

## Sample Profile for your review

## RATIONAL DOERS

er salespeople. They love large groups. They are sensitive and can easily influence people. They need a lot of recognition. They often talk too much. They jump into things without thinking them through. They need to be more organized and still. They should also be more cautious. They are motivated by exciting opportunities to do difficult things. If not careful, they can be over-enthusiastic to please the crowd and get themselves involved in the process. They make inspiring lead-named individuals.

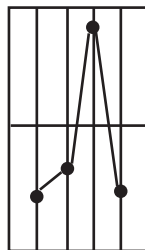
**D I S C**



## S: STEADY SPECIALISTS

"S"s are stable and shy types. They do not like changes. They enjoy pleasing people and can consistently do the same job. Secure, non-threatening surroundings are important to them. They make the best friends because they are so forgiving. Other people sometimes take advantage of them. They need to be stronger and learn how to say, "No" to a friend who wants them to do wrong. Talking in front of large crowds is difficult for them. They are motivated by sweet and sincere opportunities to help others.

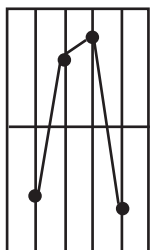
**D I S C**



## S/I: STEADY INFLUENCERS

"S/I"s are sensitive and inspirational. They accept and represent others well. They have lots of friends because they are tolerant and forgiving. They do not hurt people's feelings and can be very influential. They need to be more task-oriented. They must learn to finish their work and do it well. They like to talk, but should pay more attention to instructions. They would be more influential if they were more aggressive and careful. They are kind and considerate. Motivated by opportunities to share and shine, they induce others to follow.

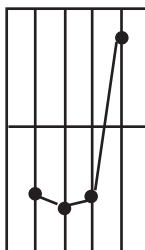
**D I S C**



## C: CAUTIOUS COMPETENT TYPES

"C"s are logical and analytical. Their predominant drive is careful, calculating, compliant and correct behavior. When frustrated, they can overdo it or be the exact opposite. They need answers and opportunities to reach their potential. They tend not to care about the feelings of others. They can be critical and picky. They prefer quality and reject phoniness in others. They are motivated by explanations and projects that stimulate their thinking.

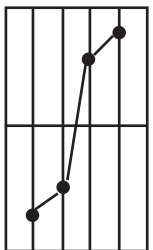
**D I S C**



## C/S: COMPETENT SPECIALISTS

"C/S"s tend to always be right. They like to do one thing at a time and do it right the first time. Their steady and stable approach to things makes them sensitive. They tend to be reserved and cautious. They are consistent and careful, but seldom take risks or try new things. They do not like speaking to large crowds, but will work hard behind the scenes to help groups stay on track. They are motivated by opportunities to serve others and to do things correctly.

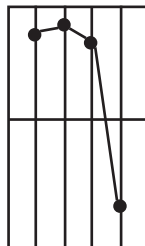
**D I S C**



## I/D/S: INSPIRING DRIVING SUBMISSIVE

"I/D/S"s are impressive, demanding and stabilizing at the same time. They are not as cautious and calculating as those with more "C" tendencies. They are more active than passive. But they also have sensitivity and steadiness. They may seem to be more people-oriented, but can be dominant and decisive in their task-orientation. They need to be more contemplative and conservative. Details don't seem as important as taking charge and working with people.

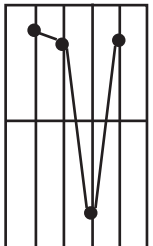
**D I S C**



## D/I/C: DOMINANT INSPIRING CAUTIOUS

"D/I/C"s are demanding, impressive and competent. They tend to be more task-oriented, but can be people-oriented before crowds. They need to increase their sensitivity and softness. They don't mind change. Active and outgoing, they are also compliant and cautious. They like to do things correctly, while driving and influencing others to follow. Their verbal skills combine with their determination and competence to achieve. Security is not as important as accomplishment and looking good.

**D I S C**



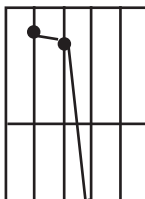
Observe the 21 **Behavioral Blends** on these two pages. Choose the one or two profiles that are most like your graphs. Read the brief paragraph descriptions of the ones that are most like you. You will probably be a combination of two specific profiles. You can also have some characteristics of other types, but will normally fit into one or two **Behavioral Blends**.

Every personality has strengths and weaknesses (uniquenesses). One person's weakness may be another person's strength. That's why "uniqueness" may be a better word than "weakness." In order to be more successful and improve your relationships, you must learn how to control your strengths and avoid your "uniquenesses." Always remember that under pressure you lean toward your strengths. The over-use of a strength becomes an abuse, and the best thing about you becomes the worst. The characteristic that people once liked most about you can become what they later despise.

**D/I: DYNAMIC INFLUENCERS**

"D/I"s are impressive, demanding types. They get excited about accomplishing tasks and looking good. Determined and driven, they influence large crowds best. They can be too strong and concerned about what others think. They have good communication skills and are interested in people. They need to be more sensitive and patient with the feelings of others. Learning to slow down and think through projects are crucial for them. They are motivated by opportunities to control and impress.

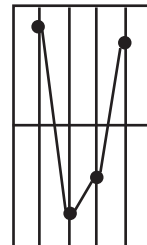
**D I S C**



**D/C: DRIVING COMPETENT TYPES**

"D/C" Types are determined students or defiant critics. They want to be in charge, while collecting information to accomplish tasks. They care more about getting a job done and doing it right than what others think or feel. They drive themselves and others. They are dominant and caustic. Improving their people skills is important. They need to be more sensitive and understanding. They are motivated by choices and challenges to do well.

**D I S C**



**I/S: INSPIRATIONAL SPEC**

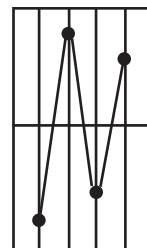
"I/S"s are influential and stable. The people love them. They like to please. They do not like time controls or diff want to look good and encourage othe organizational skills. They follow direc they are told. They should be more what to do, than with whom to do it. T by interactive and sincere opportuniti Regardless of being up front or behin influence and support others. They m colleagues, and obedient workers.

**Sample Profile  
for your review**

**PIRATIONAL COMPETENT**

re inspiring, yet cautious. They size up situ- omply with the rules in order to look good. od at figuring out ways to do things better t of people. They can be too persuasive and d about winning. They are often impatient They need to be more sensitive to individual ey are often more concerned about what oth- they do not like breaking the rules; neither y taking risks. They need to try new things aes go against the crowd. They are careful ors who think things through.

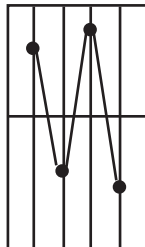
**D I S C**



**S/D: STEADY DOERS**

S/D"s get the job done. They prefer stable surroundings and are determined to accomplish tasks. As quiet leaders, they relate best to small groups. They do not like to talk in front of large crowds, but want to control them. They enjoy secure relationships, but often dominate them. They can be soft and hard at the same time. They are motivated by sincere challenges that allow them to systematically do great things. They prefer sure things, rather than shallow recognition. They make good colleagues, while driving to succeed.

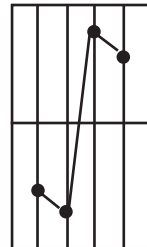
**D I S C**



**S/C: STEADY COMPETENT TYPES**

"S/C" Types are stable and contemplative types. They like to search and discover the facts. They like to weigh the evidence and proceed slowly to a logical conclusion. They enjoy small groups of people. They do not like speaking in front of large crowds. They are systematic and sensitive to the needs of others, but can be critical and caustic. They are loyal friends, but can be too fault-finding. They need to improve their enthusiasm and optimism. They are motivated by kind and conscientious opportunities to slowly and correctly do things.

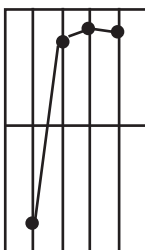
**D I S C**



**C/I/S: COMPETENT INFLUENCING SPECIALISTS**

"C/I/S"s like to do things right, impress others and stabilize situations. They are not aggressive or pushy people. They enjoy large and small crowds. They are good with people and prefer quality. They are sensitive to what others think about them and their work. They need to be more determined and dominant. They can do things well, but are poor at quick decision-making. They are capable of doing great things through people, but need to be more self-motivated and assertive. They are stimulated by sincere, enthusiastic approval and logical explanations.

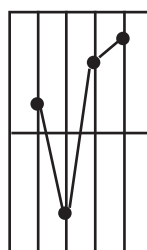
**D I S C**



**C/S/D: COMPETENT STEADY DOERS**

"C/S/D"s are a combination of cautious, stable and determined types. They are more task-oriented, but care about people on an individual basis. They don't like to speak in front of crowds. They prefer to get the job done and do it right through small groups, as opposed to large groups. They tend to be more serious. Often misunderstood by others as being insensitive, "C/S/D" types really care for people. They just don't show it openly. They need to be more positive and enthusiastic. Natural achievers, they need to be more friendly and less critical.

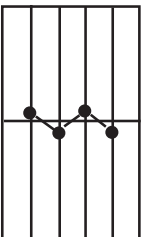
**D I S C**



**STRAIGHT MID-LINE**

A Straight Mid-Line Blend occurs when all four plotting points are close together in the middle of the graph. This may indicate that the person is trying to please everyone. Striving to be "all things to all men" may indicate mature response to pressure. Or it may confirm frustration over the intensity differences under pressure. The person may be saying, "I really don't know what my D, I, S, or C behavior should be or really is." The person may want to do another profile after a while to see if there is any change.

**D I S C**



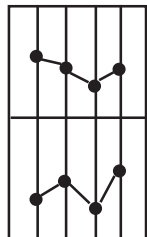
**ABOVE MID-LINE • BELOW MID-LINE**

Some patterns indicate unique struggles an individual may be having.

An Above Mid-Line Blend occurs when all four plotting points are above the mid-line. This may indicate a strong desire to overachieve.

A Below Mid-Line Blend occurs when all four plotting points are below the mid-line. This may indicate that the person is not really sure how to respond to challenges.

**D I S C**



# Practical Application

## High “D”’s

- They need challenges and choices.
- They don’t like to be told what to do. They want to be their own bosses.
- Controlling themselves is most important. Desiring to control others, “D”’s need to guard their feelings.
- Since “D”’s test and challenge authority, they need to learn that everyone has a boss. If not, they will push others to the limit.

*Instead of telling “D”’s to complete a task immediately, give them the choice between completing the task now or by a certain time. They will usually choose the latter, but they at least have the choice.*

## High “I”’s

- They need lots of recognition, approval and stroking.
- They like to talk and get attention. Being quiet is difficult for them.
- Give them opportunities to express themselves.
- Don’t put them down for their desire to entertain.
- Encourage them to control their excitement and share the limelight with others.

*“I”’s need to learn they will have more friends when they make others look good. Praise them when they do well. Emphasize how their poor behavior makes them look bad, when they under-achieve. They especially need to guard against pleasing everyone.*

## High “C”’s

- They like to do things right. Finishing a project half way or half right is unacceptable to them.
- Give them time and resources to do their best.
- Don’t push them to always do better. They may get frustrated and give up.
- Encourage them to improve themselves to learn to be more sociable.
- Answer their questions and explain things to them.

*Provide these types with happy, uplifting music around the home and encouraging. Avoid being constantly negative, especially with these personality*

## High “S”’s

- They desire steady and stable environments. Change is difficult. Give them time to adjust.
- Don’t expect them to accept risks or try new things. They prefer traditional roles.
- Difficult assignments and enthusiastic challenges are not effective. Friendly and sweet appeals are best.
- Encourage them to be more outgoing and assertive, so they can’t be taken advantage of.

*Encourage them to be more outgoing and assertive, so they can’t be taken advantage of. Encourage them to learn how to control their emotions and be more assertive. Saying “no” can be frightening. Taking chances and risks to take on new things is very rewarding.*

## Sample Profile for your review

## Personality

### “D” Behavior —

#### Under Pressure:

*Becomes dictatorial, domineering, demanding, angry, intense, forceful, direct, bossy.*

#### Sources of Irritation:

*Weakness, indecisiveness, laziness, Lack of — discipline, plan, purpose, direction, authority, control, challenge.*

#### Needs To:

*Back-off, seek peace, relax, think before reacting, control self, be — patient, loving, friendly, loyal, kind, sensitive.*

### “C” Behavior —

#### Under Pressure:

*Becomes moody, critical, contemplative, negative, worrisome.*

#### Sources of Irritation:

*Incompetence, disorganization, foolishness, dishonesty, inaccuracy, wastefulness, inconsistency, blind faith.*

#### Needs To:

*Loosen-up, communicate, be — joyful, positive, tolerant, compromising, open, trusting, enthusiastic.*

### “I” Behavior —

#### Under Pressure:

*Becomes hyper, overly optimistic, immature, emotional, irrational, silly, wordy, selfish.*

#### Sources of Irritation:

*Disinterest, slowness, pessimism, details, time restraints, antagonism, doubt, structure, lack of — enthusiasm.*

#### Needs To:

*Listen, count the cost, control emotions, be — humble, strong, disciplined, punctual, careful with words*

### “S” Behavior —

#### Under Pressure:

*Becomes subservient, insecure, fearful, weak-willed, withdrawn, sympathizes, sucker.*

#### Sources of Irritation:

*Pushiness, instability, inflexibility, anger, disloyalty, insensitivity, pride, discrimination, unfairness.*

#### Needs To:

*Be — strong, courageous, challenging, aggressive, assertive, confrontational, enthusiastic, outgoing.*



# To Your Health

There are four vital factors to the success or failure of your health — attitude, diet, exercise, and nutritional supplements. Together, they make the difference in the quality of your life.

Some people are fortunate — being overweight is never a problem, but everyone needs to watch what they eat. Just because you don't gain weight, you should still be careful what you put into your body. Food is energy. You should supply your body with the best energy sources available.

Proper exercise is also essential. Regular exercise strengthens and tones your muscles to receive the full nutrients in the foods you eat. Eating right without exercise is like fueling a magnificent engine without enjoy

Eating right and exercising require optimal health. In this world of perfect substitutes, we must add the speci

It is not enough to guard against eating the wrong foods, we must also supplement our diets with the minerals and vitamins that are lost in the process of our "instant everything" world.

We often respond to these four factors (attitude, diet, exercise, and nutritional supplements) according to our personalities. Understanding our predictable patterns of behavior can help us guard our strengths and avoid our weaknesses. Study the insights below to improve your motivations.

Always remember, you are the only one who can motivate yourself to do right. Don't expect or depend on anyone else to give you the determination to respond appropriately. Learn to control your personality, rather than let your personality control command of your feelings and thinking to control and lack of discipline.

## "D" Behavior —

**Attitude:** *Guard your strong opinion*

**Dieting:** *Often too busy to take time by "more important" things. Once disciplined. Starts strong, but lacks ability and regimentation. Does best when challenged.*

**Exercising:** *Wants independence and power to work alone. Motivated by challenge and need to be strong. Serious and determined, but often falls short of potential. Does best as a leader or example.*

**Nutritional Supplements:** *Often underestimates need. Thinks he or she is strong enough. Doesn't want to think about it. Doesn't like the routine. Once convinced, is driven and direct. Does best when reminded of the "bottom line."*

## Sample Profile for your review

## Behavior —

*Great attitude, but be more realistic and cautious.*

*Very self-consciously aware of how he or she looks. Wants to be fit but compensates for overeating by being the life of the party. Dieting and socializing are important; should be done in moderation. Needs to discipline lack of control and desire to feel good by overeating.*

**Exercising:** *Initially enthusiastic, but lacks follow-through. Loves to exercise with a group. The more the merrier. At best when able to influence others. Needs to stick with it, even when it's not fun any more.*

**Nutritional Supplements:** *Using supplements can be difficult, because it is so routine and mundane. Must control forgetfulness with set patterns and conscious efforts, because of the ultimate results — better health and happiness.*

## "C" Behavior —

**Attitude:** *Most serious type and can be too "picky."*

**Dieting:** *Very conscious of weight. Often worries about being overweight, but is more likely to act on it. Can get easily discouraged and give up too soon. Needs to be more optimistic about possibilities and begin dieting immediately. Shouldn't spend too much time researching every diet plan.*

**Exercising:** *Very calculating and studious. Wants the best plan. Can be too serious and regimented. Needs to relax and have more fun. Can be too hard on him or herself. Is often best at knowing what to do, but has poor attitude about doing it.*

**Nutritional Supplements:** *A stickler for details. Needs to know scientific facts first. Often skeptical, but once convinced is consistent. Often procrastinates, because of need for more data. Struggles with "just doing it," but when committed does it well.*

## "S" Behavior —

**Attitude:** *Very easygoing, but needs to be more confident.*

**Dieting:** *Can be most consistent and yet, least motivated. Is often insecure with dieting and slow getting started. Can be influenced by a close friend, but needs to be more self-motivated. Does best once routine is established and sure of method of dieting.*

**Exercising:** *Doesn't need a lot of hype. Content to work alone, but does best with a friend. Doesn't push the limits as much as should, but is better at the long haul. Is steady and regimented, but needs to control interruptions.*

**Nutritional Supplements:** *The best at taking food supplements once convinced with the need and a schedule is established. Needs to guard against always taking same or cheap food supplements without researching to find the best ones.*

# Wellness Motivators

**You** are what you eat! It's an old saying and is more important today than ever. Exercise and nutritional supplements also affect your health. Everywhere you look there is growing concern over how to improve your fitness. Understanding your personality is important to

how you take care of yourself.

Just as there are different personalities, there are different wellness motivators. The following is a basic look at the four temperaments and how to improve your health and fitness.

## "D" Types

*Your active / task-oriented life style makes you a determined, doer, and driver type. You tend to eat to live, not live to eat. You are often "too busy" to take better care of yourself.*

**Think it over:** *Control your motivation to be constantly busy • Determine to take care of yourself • Discipline your time and eat well • Guard against procrastination • Schedule time to "stop and rest" • Your need to stay busy keeps you from taking care of yourself*

## "I" Types

*Your active / people-oriented life style causes you to constantly be on the go. You're prone to eat on the run. You enjoy meal time best when it becomes a social event.*

**Think it over:** *Let your motivation to impress and inspire influence how you eat • Discipline cravings by yourself how poor overeating will make you feel • Eat nutritional low-fat energy snacks available to you • Resist fast foods • Avoid snacking when you're hungry*

## "C" Types

*Your passive / task-oriented life style makes you a calculating and competent person. You eat what you eat, but can become defeated by discouragement and give in to your cravings.*

**Think it over:** *Control your emotions and don't let difficulties cause you to give up on eating well • Let your analytical thinking decide what is best to eat and how to exercise • Get excited about looking good and feeling better • Don't accept the status quo, if change is necessary • Challenge yourself through wise reason to take better care of your body • Don't think that preserving your mind is more important than taking care of your body.*

## Sample Profile for your review

## "S" Types

*Your passive / people-oriented life style makes you a sensitive, and soft type person. You tend to be more consistent with your diet, whether it be a good or bad diet. You don't like change.*

**Think it over:** *Be careful you don't get into the rut of eating the same unhealthy foods all the time • Avoid your reluctance to change • Don't let other people decide what you should eat • Be different when others want greasy fast foods • Be assertive and order or cook healthy foods • Develop a healthy diet and exercise program that you will stick to no matter what your friends do.*

**What did you learn about your motivations?**  
(how does your personality control your motivations, drives, and habits?)

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**Now What?** (How can you control your motivations to do what you need to do, not what you feel like doing?)

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# Balancing Your Health

**You** are what you eat! It's an old saying and is more important today than ever. Exercise and nutritional supplements also affect your health. Every where you look there is growing concern over how to improve your fitness. Understanding your

personality is important to how you take care of yourself.

Just as there are different personalities, there are different wellness motivators. The following is a basic look at the four temperaments and how to improve your health and fitness.

## “D” Types

Your active / task-oriented life style makes you a determined, doer, and driver type. You tend to eat to live, not live to eat. You are often “too busy” to take better care of yourself.

**Think it over:** Control your motivation to be constantly busy

• Determine to take care of your health  
time and energy so that you exercise  
being constantly on the go • Schedule  
“roses” • Don't let your need to succeed

## “I” Types

Your active / people-oriented life style causes you to constantly be on the go. You're prone to eat on the run. You enjoy meal time best when it becomes a social event.

**Think it over:** Let your motivation to impress and inspire others  
you eat • Discipline cravings by reminding yourself  
eating will make you look • Keep nutritional low-fat  
available for when you become hungry • Resist fast  
grocery shopping when you're hungry.

## “C” Types

Your passive / task-oriented life style and competent. You can be “picked  
become defeated by discouragement

**Think it over:** Control your emotions

you to give-up on eating well • Let your emotions  
what best to eat and how to exercise • Get excited about looking  
good and feeling better • Don't accept the status quo, if change is  
necessary • Challenge yourself through wise reason to take better  
care of your body • Don't think that preserving your mind is more  
important than taking care of your body.

## Sample Profile for your review

## “S” Types

Your people-oriented life style makes you a submissive,  
soft type person. You tend to be more consistent with  
other it be a good or bad diet. You don't like change.

• Be careful you don't get into the rut of eating the  
same foods all the time • Avoid your reluctance to change  
• Don't let other people decide what you should eat • Be different  
when others want greasy fast foods • Be assertive and order or  
cook healthy foods • Develop a healthy diet and exercise program  
that you will stick to no matter what your friends do.

## Mental Attitude For All Types

Think more positively; Look at problems as potential blessings;  
Think on things that are pure, good, and virtuous; Accept failure as  
an opportunity for change; Laugh more; Don't Worry — Be Happy;  
Be more optimistic and trusting; Be careful, but enthusiastic.

## Exercise For All Types

Everyone needs twenty-five to sixty minutes of rhythmic exercise,  
three to six times a week, to keep your body chemistry balanced.  
Aerobic (cardiovascular conditioning), strength training, and flex-  
ibility exercises are vital to maintaining good health.

## Foods For All Types

Fruits, vegetables, whole grain cereals, rice, pasta, white and pink  
fish, white poultry (skinless), high fiber (beans & whole wheat bread),  
lean protein (eggs), nonfat or low-fat dairy, and nuts.

## Supplements For All Types

Soy Protein; Multivitamins with the right amounts of vitamins A,  
B<sub>6</sub>, B<sub>12</sub>, C, E, D, K, Thiamin, Riboflavin, Niacin, Folic Acid, Biotin,  
Pantothenic Acid, Iron, Calcium, Phosphorus, Magnesium, Zinc,  
Selenium, Copper, Manganese, Chromium, Molybdenum, Nickel,  
Tin, Vanadium, Boron, Silicon, plus other minerals; EPA, Alfalfa,  
Glucosamine, GLA, St. John's Wort, Echinacea, Ginkgo, Peppermint  
Ginger, and Garlic.

You deserve better than brand X. With so many supplements  
flooding the market, there is a serious need to be more cautious. The  
FDA (Federal Drug Administration) doesn't guarantee any vitamin.  
It usually doesn't get involved until something goes wrong. Many  
vitamins don't dissolve in our system in time to do us any good. Vital  
nutrients may never make it into our blood stream. We literally flush  
money down the toilet!

It is our responsibility to tell the truth about supplements. We must  
warn you about the misrepresentation and abuse of vitamins. The old  
covered-wagon “snake oil salesman” is alive and well today. Health and  
cure claims are running wild. People are desperate to believe anything.  
Because of our commitment to truth and quality, we only recommend  
all natural supplements. Also the claim that synthetic vitamins are just  
as good as true natural vitamins is a scientific deception.

We only recommend you use products that are in harmony with nature  
and good health — products that are the result of scientific review and  
assessment of third-party research and independent clinical studies.  
Each product must perform to a standard of excellence. Each product  
must deliver the correct dosage of key ingredients, based on clinical  
research. Don't always choose the cheapest product. You often get  
what you pay for. Become an educated consumer!

# Controlling Motivations

Since motivation affects every thing we do, we must identify and control our drives. What makes us tick is often what causes us to do what we do. There is a fine line between thinking we should do something and then doing it. That fine line is our decision making.

We often make our final choices based on the way we are wired. Some people are more strong-willed than others, while some people are more analytical. Others are driven to look good, while

some lack the drive to improve themselves. But everyone is motivated!

Identifying our motivations from a personality perspective can be very enlightening. We should recognize how influential our personalities affect our motivations. Each temperament type is like a trigger that causes us to respond initially to how we handle our decision making.

We must learn to control our motivations!

## ***How Your "D" Behavior Is Motivated:***

"D" Types are motivated to be in charge. They want to control. They are also motivated by control. They like being the "boss." They control them what to do. They tend to be self-motivated depending on their mood and observations. They are headed.

## ***How To Create An Atmosphere Where Your "D" Behavior Is Self-Motivated:***

"D" Types tend to rise to the top of challenges. They like difficult tasks. "D"s respond best to opportunities that show people how strong and capable they are. They like atmospheres that give them opportunities to conquer and achieve. Create a winning-way for them to show their determination and will-power.

## ***How Your "I" Behavior Is Motivated:***

"I" Types are motivated to look good and impress others. They like to talk and show-off. They tend to shine in a crowd. They are motivated to influence others. They love recognition and approval. They are motivated to stand out above all the rest. Imagine how influential they would be by being healthy.

## ***To Create An Atmosphere Where Your "I" Behavior Is Self-Motivated:***

"I" Types love lots of "air-time." They like to talk. They are motivated by interaction with individuals and groups stimulates them. The bigger the crowd, the better "I"s shine. They are self-motivated when they realize it is time for them to act. They love the spotlight. They are more self-motivated once they recognize what an influence they will have on others. Encourage them to take care of their health for others.

## **Sample Profile for your review**

## ***How Your "C" Behavior Is Motivated:***

"C" Types are motivated to do things correctly and precisely. They tend to be more analytical and thinker types. They are motivated to improve and figure things out. They tend to be problem-solvers. "C"s like to do one thing at a time, rather than many things. They like to follow instructions and figure things out.

## ***How To Create An Atmosphere Where Your "C" Behavior Is Self-Motivated:***

"C" Types tend to be more passive and reserved. They are more productive when left alone and trusted to do their jobs correctly. They are self-motivated when trusted and relied upon to do things decently and in order. They like following instructions and prefer working alone. "C"s are more compliant and orderly. They tend to be more cautious and calculating.

Duplication Without Permission Prohibited!

## ***How Your "S" Behavior Is Motivated:***

"S" Types are motivated to be sweet, soft, and sensitive. They don't like trouble or conflicts. "S"s are loyal and faithful friends. They like peaceful environments. They want to please others. They like to work behind the scenes. "S"s like people, but in small groups or individually. They are motivated to please and support others.

## ***How To Create An Atmosphere Where Your "S" Behavior Is Self-Motivated:***

"S" Types tend to not like having to be up-front. They prefer working behind-the-scenes, as support people. They can be leaders, but are more quiet and reserved. "S"s may not be as outgoing or enthusiastic as others, but respond best to slow and safe appeals. They are motivated best by knowing they are helping others. Be calm and soft-spoken, appealing to their sensitive side.

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# Self-Talk

*We are our own worst enemy or friend. We talk to ourselves all day long. We either encourage our behavior or we rebuke it. We can talk ourselves into doing things we should do, or we can talk ourselves out of doing things we should do.*

*Self-Talk is very powerful and practical. We must learn how our self-talk helps or hurts us. We first have to be conscious of how we talk to ourselves. It's in those quiet and still*

*moments when we agree with a specific feeling or we consciously reject a thought and turn it aside.*

*Our specific personality type is a friend or foe of our self-talk. Our natural motivations drive us in specific directions. Our personalities are often influenced by our self-talk.*

*It's like the good angel and bad angel sitting on our shoulder and whispering in our ear to do one thing or the exact opposite.*

## **Typical "D" Type**

"D" Types tell themselves they set their minds to do. They are confident and self-assured. They tend to be optimistic but often fall short of reality themselves. They tell themselves things are not best, rather than doing the best they can.

## **Sample Profile for your review**

### **Good Self-Talk for "D" Types:**

"I can do whatever I want, so I will want to be healthier. I will exercise regularly, eat better food, and supplement my nutrition with the best vitamins. I will not let urgency prevent me from doing what I should about my health. I will establish good habits and practice them on a regular basis. I will not let other things get in the way of what I know is best for me."

## **Typical "C" Type Self-Talk:**

"C" Types tend to over analyze everything. They often tell themselves they need more information and research before doing things. They tend to talk themselves out of doing the right thing, because they don't understand something and have to think about it. They like to wait and think, before committing.

### **Good Self-Talk for "C" Types:**

"I like to do things right, therefore I WILL take better care of myself. I know it is best and wise, therefore I will discipline my often negativity or thinking there are more important things to do and I will exercise, eat right, and take my nutritional supplements. I know this is the right thing to do, so I will NOT let anything distract or talk me out of doing it."

## **Typical "I" Type Self-Talk:**

"I" Types like to have fun and enjoy the moment. They often want to be the center of attention. They will neglect their fitness and eating habits when there are people to see or they often tell themselves they will make up for it later.

### **Good Self-Talk for "I" Types:**

"I like to look good and make great impressions; therefore I will discipline myself to do those things that maybe no one knows about me, like exercising, eating healthy, and taking nutritional supplements. I will not just seek to be around people who may stroke me and make me feel good, but instead commit myself to health habits that are more beneficial."

## **Typical "S" Type Self-Talk:**

"S" Types often tell themselves to not be aggressive or loud. They communicate to themselves to be slow and still. It is safer and stable to be sure and quiet. "S"s often whisper to themselves to not say or do anything that may not be steady or sweet. They tell themselves it is better to not respond and wait.

### **Good Self-Talk for "S" Types:**

"I prefer safe and steady environments so I will do the things that will guard me and prepare me for uncertain times. I will not let my need for security stop me from doing the things I should, like improving my physical and nutritional self. I will control my desires to not exert myself and will exercise, plus guard my eating and supplementing habits."

# Are You MEEK or Weak?

Meekness is not weakness. It is power under control. Some people think of themselves as meek, because they are soft-spoken and quiet types. They may be just weak, not meek. Unfortunately they may be their own worst enemy.

Relating this to health and wellness is simply identifying and understanding our motivations as under control or not. We tend to be either meek or weak when we make our decisions to do or not do the things that affect our wellness.

There is a big difference between meekness and weakness when it comes to behavior. Every time you

be meek or weak. We can also flipflop from being meek one moment to being weak the next moment.

People are meek when they control their natural tendencies and not do something they shouldn't. They are weak when they give in to poor behavior. You will determine whether you are meek or weak by the decisions you make.

Deciding to do the right thing, rather than what seems like doing the convenient or less demanding thing, is always best. You should constantly control your feelings and personality in order to do what you should do when it comes to health and wellness.

## **"D" Types Tend To**

They are controlled by the crowd. "D"s tend to be too soft or bossy. They don't like to take control. They like to take control but don't take time to exercise. when they succumb to their

## **Sample Profile for your review**

## **"D" Types Tend To**

They recognize they are headed for a disaster by responding poorly. "D"s need to stop and think, rather than react and attack. They become the perfect picture of power under control when they are more patient. Rather than neglecting good health habits, they become great examples of discipline and successful followers of MEEKness toward better wellness.

## **"C" Types Tend To Be Weak When:**

They allow their need for correctness to hinder their actions. "C"s tend to freeze and not do things because of uncertainty. They become weak and reluctant decision-makers when they don't have enough information or they lack knowledge about a subject. They tend to hurt their health because of their lack of action.

## **"C" Types Tend To Be MEEK When:**

They do what is right even when they need more information. There are times when "C"s would prefer to research or wait before doing something challenging, but they demonstrate their MEEKness when they consider consequences. Their need to hold back and research can be overcome by their wisdom to do the healthy thing, rather than their need to wait and see.

## **Types Tend To Be Weak When:**

They are easily influenced by the crowd and seek to be popular, rather than being healthier. They tend to be easily enticed by others away from their need for discipline. They should seek to exercise in public or private and not spend so much time out or socializing around food.

## **Types Tend To Be MEEK When:**

They say "no" to the fun times of life and suffer the pain and agony of exercising and eating correctly even if no one else wants to. They show real control of themselves by setting aside time for working out even when it is by themselves. "I"s make the best impressions and show their meekness when they are fit and trim, as opposed to overweight and out of shape.

## **"S" Types Tend To Be Weak When:**

They let people control them and make them do things that are not best for them. "S"s tend to be weak when it comes to deciding for themselves whether to exercise or not. They can be very disciplined and committed, but they can be easily distracted by friends who want them to do unhealthy things.

## **"S" Types Tend To Be MEEK When:**

They control their own motivations to be soft and sweet, but decide to be strong and courageous. It is harder to be MEEK, than be weak. It takes determination and willpower to stick to your exercise routine and healthy eating habits. Supplementing your meals with vitamins has to become a life or death commitment. MEEKness doesn't let anything get in the way.

# Personality Types and Decision Making

*If you or someone you love needs to improve their health and wellness, encourage them to first identify their natural motivations, then to control them, rather than letting their feelings control them.*

*Feelings are neither good and bad. It's what we do with our feelings that are good or bad. We must guard them subject to our wisdom, not becoming slaves to our feelings.*

*Living long and healthy lives are everyone's wishes, but experiencing what we want and what we become are often two different things. We must prioritize our "wish lists" and focus on what is most important, rather than what is easiest or most convenient.*

*Everyone desires long healthier lives, but we must really plan and prepare for it. We must control our decisions and become determined to do what is best for us!*

*How Does Your "D" Behavior*

## Sample Profile for your review

*How Does Your "I" Behavior Affect Your Decisions?*

*How Are You Going To Control Your "D" Behavior?*

*How Are You Going To Control Your "I" Behavior?*

*How Does Your "S" Behavior Affect Your Decisions?*

*How Does Your "C" Behavior Affect Your Decisions?*

*How Are You Going To Control Your "S" Behavior?*

*How Are You Going To Control Your "C" Behavior?*

# ***My Greatest Health Problems and How I Plan To Solve Those Challenges!***

What health problems have members of your family had (go as far back in your family history as you know)?

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What are your greatest health

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What have you learned about your health and personality type?

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How do you think your personality has helped or hurt you?

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I will use my "D" behavior to improve my health by:

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ny "I" behavior to improve my health by:

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I will use my "S" behavior to improve my health by:

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I will use my "C" behavior to improve my health by:

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## **Sample Profile for your review**

***Determine to take better care of your body, mind, and heart!***



## Positive Mental Outlook

If you suffer from irritability, moodiness, mild or moderate depression, worry, anxiety, or stress, you may find help the natural way. For over 2000 years herbs have been used for relief. The most popular, also known as “Germany’s answer to Prozac,” St. John’s Wort is fast becoming a best seller in the United States.

*Clinical research shows that St. John’s Wort provides dietary support for a positive mental outlook after four to six weeks of use. Inositol complements the activity of St. John’s Wort by playing a role in the proper transmission of nerve signals. The Journal of Geriatric Psychiatry and Neurology reported Dr. K. Hansgen’s finding that 81% of those on St. John’s Wort found relief over those who used placebo.*

St. John’s wort is widely recommended by health care practitioners. Clinical studies show that St. John’s wort provided support for uplifted spirits and a sense of well-being.

The plant’s natural compounds appear to have a positive effect on a number of mood-enhancing neurotransmitters. Use a supplement that also contains inositol, a critical nutrient found to be at a lower level in people with the blues.

Look for a product that also contains extracts of:

**Siberian ginseng** — aids the body in responding to environmental stress.

**Green oats** — traditionally used to provide nutritional support for a sense of well-being.

Look for a product with 1,000 mg of Inositol. Four capsules should provide 900 mg of St. John’s wort extract standardized to deliver 2.7 mg of total hypericin.

**Warning:** Those taking prescription anti-depressants should consult a physician before taking St. John’s wort. It is not intended for severe depression.

To ease the transition to menopause, Black Cohosh, nutritional support for hormonal balance during menopause.



## Feel Great Naturally

When you feel like you need a “pick-upper” and life seems to be dragging, you may need to give your body what it needs for vitality and stamina.

Foods, rich in protein, often provide the energy you need. Protein is essential to every living cell. It has been called the building block of life. The amino acids it provides are used to build and repair a wide variety of important components in our bodies; from tissue like muscle, bone, skin, and hair, to the antibodies that are part of our immune system and the enzymes that help release energy from the foods we eat.

## Sample Profile for your review

Foods that disturb this balance — like a breakfast of a donut and coffee — send your body’s metabolism on a roller coaster ride, and you feel that shaky mid-morning “crash” as a result.

*Use a soy protein product that is clinically proven to keep what you need in your bloodstream to feel energetic hour after hour.*

*Research also suggests that daily intake of soy protein as part of a low-fat, low-cholesterol diet may help to lower cholesterol levels.*

Also according to the *EnviroHealth Newsletter*, Soy has been linked to the prevention of such hormone-related cancers that occur in the breast, cervix, ovaries and prostate gland. Soy has also been shown to lower symptoms of menopause.

Use an instant protein drink mix that is high in soy protein, low in fat and contains no cholesterol.

Each drink should give you all the amino acids, including the nine essential ones your body needs but cannot manufacture itself.

## Support Your Immune System

Do you catch every little cold or infection that makes the rounds? Does it take forever to recover when you do catch something? Perhaps your immune system needs a tune up!

Everything about our modern world challenges your immune system — from a poor diet, unhealthy habits, polluted air and water, chemicals in ordinary substances we come in contact with, and growth hormones in pesticides on produce, and everyday stress.



Vitamins C and E and beta carotene are known as the antioxidant nutrients. Each contributes in its own way to neutralize free radicals, working within cell membranes, inside the cell, or in plasma. In addition, vitamin E plays a synergistic role with selenium, also known for its antioxidant effects in the body, which means they work better together than either does alone. Vitamins C and E appear to have a synergistic relationship as well.

### Antioxidant Research Among Decade’s Top Science Achievements

*Studies published over the past ten years have brought antioxidant vitamins to the forefront of scientific research. Growing evidence suggests that antioxidants’ ability to maintain cell integrity is the key to their role in cardiovascular function, circulation to the brain, and support for the body’s normal cellular defenses against free radical attack. The research is among the top ten scientific developments of the 90s.*

Vitamins E and A, plus zinc, garlic, and echinacea have also long been used to help prevent infections.

Look for the best supplement with extra antioxidants and is dietary support for a healthy immune system.

Use a product with a unique, synergistic blend of antioxidants and rosemary extract to ensure full nutrient potency. There is a product with a patent for this exclusive antioxidant system.

## Cancer

Many experts believe the best protection against cancer is what goes into your body. The right foods and nutrients are your best defense. Your body's greatest enemies are oxidants; such as, smoky, dirty air, and inadequate diets. Oxidants can damage healthy cells and make you vulnerable to cancer.

Oxidation occurs at a molecular level, so the damage it causes usually goes unnoticed. Ultimately, it can be devastating to your health.

*That's why your body needs antioxidants; such as,*

- *vitamin C,*
- *vitamin E, and*
- *beta carotene.*

*They are your first line of defense against cancer. Selenium and zinc are also important to prevent malignancies.*

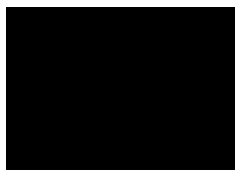
Decades of scientific studies, indicate that these nutrients, when taken on a regular basis, may help protect healthy cells from the damaging effects of oxidative stress and prevent the formation of ultimate weak body cells.

**How Antioxidants Work:** Through the normal metabolic process of oxidation—in which the food we eat is broken down into energy—or through exposure to pollutants including cigarette smoke, radiation, and certain medications, oxygen molecules can lose an electron and become unstable particles known as free radicals.

Another defense against cancer is dietary fiber. In particular, a high fiber intake seems to help prevent colorectal cancer. In fact, in one of the largest studies to date, it has been shown that men with a low fiber intake have four times the incidence of colon cancer compared to those with the highest fiber intake.

Find a supplement with extra antioxidants in your dietary support for a healthy immune system. Also use a product that is high in fiber.

Quitting smoking, regular exercise, and reducing the amount of high fat intake also have a great significance against the prevention of cancer.



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## Your Heart



Heart disease will claim the lives of almost one million Americans this year alone. It's our nation's number one killer. Yet heart disease is largely preventable if you take just a few sensible steps to

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## Sample Profile for your review

7. **Get Enough B Vitamins**
8. **Eat Fish**
9. **Get Your Flavonoids**
10. **Cut Back on Bad Fat**

To have a healthier heart, everyone should have their very own "Healthy Heart" Kit. For good cardiovascular nutrition, keep these nutritional supplements on your table to add to your daily diet:

- An Advanced Multi-Vitamin
- Vitamin E with Selenium
- Vitamin C
- Soy Protein Drink Mix
- Alfalfa
- B-Complex
- Calcium Complex or Calcium Magnesium
- EPA
- Fiber
- Garlic
- Lecithin

Following these suggestions may help keep your cardiovascular system healthy and strong for your entire, long life!

## Weight Management

There are hundreds of diet books and diet products on the market at any one time. Obviously, they can't all work. Yet how are you to know what the best diet program is for you?

Let's look at some of the fad diets that are currently popular and see why you should avoid them.

- **Single Food Diets** — can lead to serious nutritional deficiencies.
- **Low Carbohydrate Diets** — rarely result in permanent weight loss.
- **Very Low Calorie (VLC) Diets** — have caused coronary heart disease and deaths in otherwise healthy patients.
- "Miracle" substances to curb appetite or "melt pounds away" — sound good, but unfortunately, they do not work (no scientific basis for these "miracles.")

Good nutrition, regular exercise and a diet rich in foods from plants not only make you feel good, they're also major factors in proper weight management.

The problem is finding the time and opportunity to incorporate them into your daily routine. And that's where a good slim plan and meal shakes give you the advantage of a lifetime.

These tasty, easy-to-mix drinks take the edge off your hunger while providing an exceptional source of nutrition. Used strategically, they can help you achieve a lifetime of weight-management success.

For example, if you need to jump-start your weight-management program, treat yourself to a meal shake substitute once or twice a day for a week or so, making your other meals well balanced and low in fat.

And rather than reaching for a high-fat, low-nutrient snack, enjoy high quality nutritional drinks instead. You'll feel better for it.

So if you're concerned about managing your weight, just remember: when you eat right, the rest comes naturally. And that's what meal shakes and nutritional substitutes are all about.

**Choose Products With Unconditional Guarantees**

If for any reason a product is not satisfactory, return it to where you purchased it and see if you can exchange it or receive a full refund.

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## ADD & ADHD – Attention Deficit Disorder & Hyperactivity

Children and adults can both suffer from ADD and hyperactivity. These behavioral disturbances are often related to diet, personalities, and environmental causes. The main characteristic is a very short attention span and frustration. Those with ADD and ADHD also tend to be easily distracted, restless, emotional, expressive, and aggressive.

ADD and hyperactive children should be on a blood sugar balancing diet and no meal skipping. Healthy snacks between meals should be substituted for the quick sugar fixes. Beverages should be purified water, warm or iced herbal tea, minimal fruit juices and soft drinks.

Foods containing natural salicylates are also harmful. They are: almonds, apricots, blackberries, cherries, clove, cucumbers, currants, strawberries, black tea, tomatoes, and oil of wintergreen.

Supplementation may make a tremendous difference. Recommended are

- Multi-Vitamin,
- B Complex,
- Chewable Calcium,
- Sustained or Chewable C,
- Chewable E,
- Alfalfa,
- Valerian,
- Lecithin
- Fiber, and
- Protein Meal Shakes

The home environment should also be free of chemical toxins; such as found in most laundry detergents, bug sprays, and various household products.

The best solution is to prevent the causes, rather than treat the disorder. Many children have been prescribed Ritalin to help with their ADD or ADHD. The problem is Ritalin treats the symptoms, but not the cause. There may also be side effects and worse future problems.

The most important thing parents can do for their children is to focus on avoiding the causes — protecting the home from toxins — preparing a good diet, — and providing the best available supplements!



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## Maximize Your Workout

Whether you're a world-class athlete or a weekend gardener, use nutritional products that help bring out your best. Use supplements with formulas that deliver the quick energy and stamina you need to keep going and to finish strong.

Quality workout supplements are designed to help maximize the results of your hard work every time you train or compete. Whether you're a strength athlete involved in weight training, body building, or football — or an endurance athlete competing in running races, triathlons, or cycling — use a great-tasting drink that gives your

## Sample Profile for your review

repair and building of new muscle that results from strength training. For endurance athletes, insulin drives glucose into muscle cells where it gets stored as muscle-fueling glycogen.

Premium Asian Ginseng may also be an excellent source to revitalize your energy needs.

Other products; such as, performance maximizing sports drinks should give you the carbohydrate energy your body needs for endurance, as well as fluids and unique balance of electrolytes to help prevent dehydration.

For a snack with the energy to keep you going, carbo-crunch type energizing snack bars are for athletes and active adults, kids and teenagers, or anyone watching their weight.

There is also after-exercise energizers, for when your muscles are tired and its hard to stick with your exercise routine. They will help, because they are designed to refuel tired muscles quickly after exercising.

## Freedom of Movement

If life's aches and pain due to arthritis affect you, try time-honored herbs — alfalfa and licorice root (as found in Asian ginseng), plus Glucosamine.



In *The Scientific Validation of Herbal Medicine*, we learn that, "Alfalfa's anti-rheumatic effect is probably due to its extremely high nutritive value."

GLA has also demonstrated strong anti-arthritic properties as well in patients with rheumatoid arthritis.

Glucosamine is the newest addition to improve freedom of motion.

*Scientific studies show that Glucosamine, has been shown to support the body's natural ability to build and maintain the cartilage which provides cushioning for joints and helps maintain range of motion.*

100's of joints in our bodies permit the bones to move without touching each other. This is made possible by the presence of articular cartilage, which is a firm, slippery gel that covers the surfaces of bones at the joints.

Look for a supplement with a unique combination of biochemical, herbal, and mineral ingredients which help the body build and maintain healthy cartilage which supports joint function.

Healthy cartilage and joints are the key to comfortable movement. Glucosamine, Alfalfa, GLA, and Asian Ginseng may be your best bet against pain in your joints and cartilages.

## Mental Clarity

Can we slow aging of the brain? There is truth in the saying, "You are only as old as your brain." When you were born, you began to age. Arteries can start narrowing as early as age 12. As narrowing progresses, blood supply to the brain is diminished. Slowly you begin to accumulate the following symptoms:

- Anxiety
- Decreased physical performance
- Dizziness
- Headache
- Lack of energy
- Depressive mood
- Difficulty of concentration
- Ringing in the ears
- Confusion
- Tiredness

Unique to a few products, the combination of Ginkgo, B Vitamins, Hawthorn & a special blend, provides time-tested nutritional support for mental clarity and circulation. It is also valuable for the strength of blood vessel walls, as well as Folate, vitamin B12 and vitamin B6 can have the benefit of lowering homocysteine levels.

The brain requires proper blood flow and circulation to get the oxygen and other nutrients it needs. Look for a product that teams Ginkgo biloba with complementary herbs and essential nutrients in a unique combination that provides dietary support for proper blood flow to the brain.

Research shows that Ginkgo biloba has many impressive benefits, one of which is to help maintain normal metabolic activity in the brain.

Find a formula that has been positively associated with cognitive functions.

According to an article in *The Health Cell News*, 1997, Medical scientist have successfully used ginkgo biloba to treat "diseases of the eye, ear and heart, asthma, graft rejection, and other immune disorders like toxic shock syndrome. Extensive testing of ginkgo extracts has confirmed ginkgo's ability to increase blood flow to the limbs and brain, including areas of microcirculation in small capillaries."

## Irregularity Digestive Discomfort

Is your stomach acting up again? Do you often suffer from bloating, heartburn and gas after you eat — even when your diet is good? Are you plagued by constipation or diarrhea? If you are a pregnant woman, is morning sickness getting you down?

Don't suffer any more! Find a product with premium peppermint-ginger, plus one that can help alleviate most minor digestive disorders forever!

Peppermint, long used as a digestive aid works by soothing the nerves while it relieves indigestion. Peppermint increases

## Sample Profile for your review

Ginger also increases the growth of beneficial intestinal flora — friendly bacteria which supply several B vitamins, folic acid and vitamin K while inhibiting harmful bacteria such as E. coli and candida. One Norwegian study found that ginger greatly enhanced the digestive process!

*Use an herb laxative that will help with occasional irregularity. A quality herb laxative encourages a mild cleansing action to aid the body's natural processes. Look for one that contains senna leaf, a traditional herb used for more than 3,500 years as a natural laxative.*

Also a diet rich in fiber can help regularity. Indigestion, gastritis, colitis, diverticulosis, constipation, hemorrhoids, chronic diarrhea, and other serious digestive disorders may be directly attributed to diets lacking adequate fiber.

## Detoxifiers & Liver Cell Regenerators

Your liver is a unique internal organ that plays many crucial roles in normal metabolism, including detoxification. Despite the remarkable ability of a healthy liver to cleanse and detoxify, prolonged and frequent exposure to a wide range of toxic substances may influence the level of stress on the liver.

Look for an herbal formula that contains Milk thistle extract to support the body's normal ability to make proteins that help regenerate liver cells. Also find one that contains Schizandra and Reishi mushroom extracts known to have antioxidant properties that help protect liver cells from free radical damage. Find a product that contains Artichoke, Dandelion and Turmeric — three ingredients that enhance normal bile flow.

Regardless of the care you take to lead a healthy life-style, there are no guarantees against exposure to the environmental pollutants and harmful chemicals that can damage a healthy liver. Taking certain over-the-counter or prescription medications regularly can also be harmful. And some people make life-style choices that, over time, can compromise the functioning of a healthy liver.

How do you know if you have a healthy liver? If your liver is toxic, you're probably experiencing one or more of these symptoms:

- a sluggish system
- general depression and melancholy
- unexplained weight gain along with extreme fatigue
- poor digestion
- food and chemical sensitivities
- PMS
- constipation and congestion
- nausea and shakes
- dizziness
- dry tongue and mouth
- jaundiced (yellowish) skin and/or liver spots
- itching skin

For maximum effectiveness, use a liver detoxifier product as part of a cleansing system. Also include a fiber plan product, a water purifier, and herbal laxative. These products in combination may provide dietary support for the health and improved function of your liver.

## **Diabetes**

Type II or non-insulin-dependent diabetes affects over 16 million adults. In the U.S. it is a leading cause of heart disease, stroke, kidney failure, and blindness. According to a large Harvard study, women who increase their fiber may be able to avoid the most common form of diabetes.

Vitamin E has also been reported to prevent the devastating complications of blindness, heart disease, and kidney failure due to diabetes. Some researchers believe that these complications are due to “oxidative stress” — damage caused by free radicals — and that they are best avoided by taking a protective amount (1200 IU) of vitamin E each day. The role of other antioxidants in the prevention of diabetes complications are being studied as well. Angelo Azzi, Ph.D., a professor at the Institute of Biochemistry and Molecular Biology in Bern, Switzerland states, “The important thing (about vitamin E) is to take it.”

Also high fiber diets and nutritional supplements such as, Soy Protein may help with diabetes. Nutritional expert Dr. Bruce Miller teaches, “How are Americans doing fiber-wise? Not too good. The average daily fiber intake is 9 - 12 grams. Most health agencies recommend at least 30 grams a day. Given the average person’s dietary choices, it would require a massive and drastic change in dietary habits to come anywhere near 30 grams. People strongly resist sudden and drastic changes in their diets. Very, very few will take the vital step of changing their diet to attain 30 grams of fiber.”

Dr. Miller recommends, “There is a fiber supplement for everyone, no matter your tastes. Since fiber can help prevent diabetes which is the root cause of a number of diseases, I feel it urgent to add a supplement. Sure, I encourage you to change your diet toward high fiber as much as you

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## **Reducing Ho**

Wellness, or the lack of it, can to good health. But chemical to products are one of the major fac cal laboratory 100 years ago.

Detergents are now responsible conditions and skin irritations. For those special cleaning jobs, use the best product that offers effective solutions.

Look for a formula that is actually a superior fabric cleaner because it removes the residues left from other products used in the past. Find a concentrated form for economy. Just 1/4 cup will do an entire load of clothes.

Look for a household cleaner that is one of the safest, gentlest cleaners you can buy. Also use a product that is in harmony with nature — concentrated household cleaners that are for a wide variety of tasks, while safe for the environment.

Look for a concentrated germicide, when used as directed, is effective against more than 40 bacteria, fungi, and viruses, including: various Salmonella, Staph, and Strep pathogens, Herpes simplex types I and II, HIV-1 (AIDS virus), Influenza-A/Hong Kong, Feline leukemia, Canine distemper, and Rabies. It should also be great for disinfecting kitchens and bathrooms.

Look for an industrial strength cleaner that is perfect for use on garage and workshop floors, driveways, barbecue grills — all heavy-duty home, industrial, and commercial jobs.

Look for a heavy-duty scouring cleanser that is a natural abrasives with a special grease-cutting formula.

Look for an automatic dishwashing concentrate that cuts through the toughest grease and baked-on food without chlorine.

Help the environment and your family every time you clean with biodegradable, nontoxic, concentrated household products.

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## **Sample Profile for your review**

nk that diet and exercise are the only influences eading Clinical Ecologist has stated, “Cleaning nicals in the average home than were in a chemi-

bstance. They can cause flu-like asthmatic con-

# Research and Development is the Key to finding the Finest Products

## Cholesterol

Studies show that daily intake of soy protein works best to lower cholesterol. Fiber also aids digestion, promotes regularity, and contributes to your overall health.

Daily intake of Garlic as part of a low-fat, low cholesterol diet, may also help to lower blood cholesterol levels and maintain a healthy cardiovascular system.

EPA, also helps regulate a wide range of body functions; such as, the control of blood pressure, blood clotting, and inflammation.

## Men Over 40 Beware

After age 40, men often experience a natural, gradual decrease in the force of their urinary flow. Saw Palmetto Plus is a unique herbal formula containing traditional herbs that may help men maintain proper

## Blood Pressure

Our bodies use GLA (gamma linolenic acid) to form hormonelike substances which help the body to regulate many normal processes; such as the control of blood pressure, blood clotting, and

Nutritionists recommend that we eat fish as often as two or three times a week to help lower blood pressure. But the average American diet includes only 13 pounds of fish a year — compared to 176 pounds of meat!

## Sample Profile for your review

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Use an EPA supplement that is formulated with the oil from omega-3 fatty acid-rich fish. In clinical testing, Find an EPA product that has been shown to be a safe fish oil supplement that increased test participants' blood levels of EPA and DHA.



## Unsafe Water

A national review of many scientific studies found that there may be as many as 7 million cases of drinking water-related illnesses each year in the US, with about 1,200 deaths.

In '93-'94 alone, one in five Americans drew their drinking water from systems that violated EPA regulations.

Use the best water system you can find. Also don't equate price with quality. Research before you buy.

## Allergies

So many over-the-counter remedies for common respiratory problems contain antihistamines or the synthetic version of pseudoephedrine. There are available competitively priced substitutes on a per dose basis with most of the popular synthetic products.

You may avoid the problems of hay fever and allergies, by adding Alfalfa and Vitamin C to your daily diet.

## Restful Sleep or Insomnia

Valerian has been reported to be much more effective for inducing sleep than the prescription drug valium, which may make you feel groggy in the morning.

Valerian has been used for over a thousand years as a natural means of promoting restful sleep. It may also be a natural pain reliever, fever reducer, sedative, and antispasmodic.

## Air Purification

Improving the quality of air you breathe is now absolutely necessary.

According to MSNBC, "Some 141 million Americans — more than half the nation — live in areas that received an 'F' in a report on air quality released (April, 2001) by the American Lung Association. The number is nine million more than last year."

# If You Don't Plan To Succeed, You Will Plan To Fail!

## Exercise For All Types

Everyone needs twenty-five to sixty minutes of rhythmic exercise, three to six times a week, to keep their body chemistry balanced. Aerobic (cardiovascular conditioning), strength training, and flexibility exercises are vital to maintaining good health.

### My Action Plan:

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## Foods For All Types

Fruits, vegetables, whole white and pink fish, white potatoes (beans & whole wheat bread) or low-fat dairy, and nuts.

## Sample Profile for your review

### My Action Plan:

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## Supplements For All Types

Multivitamins with the right amounts of vitamins A, B<sub>6</sub>, B<sub>12</sub>, C, E, D<sub>3</sub>, K, Thiamin, Riboflavin, Niacin, Folic Acid, Biotin, Panthothenic Acid, Iron, Calcium, Phosphorus, Magnesium, Zinc, Selenium, Copper, Manganese, Chromium, Molybdenum, Nickel, Tin, Vanadium, Boron, Silicon, plus other minerals, EPA, Fish Oil, Alfalfa, Glucosamine, GLA, St. John's Wort, Echinacea, Ginkgo, Peppermint Ginger, and Garlic, Soy Protein.  
(Consult with your physician for what is best for you)

### My Action Plan:

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## Mental Attitude For All Types

Think more positively; Look at problems as potential blessings; Think on things that are pure, good, and virtuous; Accept failure as an opportunity for change; Laugh more; Don't Worry — Be Happy; Be more optimistic and trusting; Be careful, but enthusiastic. Reduce stress!

### My Action Plan:

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# *Notes*