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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 model of behavior styles, we understand the four quadrant of temperaments, we will use file. To simplify the four types of the DISC model: owing are the four quadrants

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"D" - active / task-oriented

"I" - active / people-oriented

"S" - passive / people-oriented

"C" - passive / task-oriented

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. 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.

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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: Recognition

Desires: Prestige - Friendly recognition
Opportunities to motivate others

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

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

Sample Profile for your review

Opportunities to help others -

social involvement - Provides

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 &

Desires: Clearly defined tasks
- Time to think

Responds Best To Leader
- Provides resources to do tasks

Needs to Learn: Total support
Deadlines must be met - Motivation

Sample Profile for your review

Tasks require precision and planning

Needs detailed operating procedures

Explanation is not everything -
is

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 "S / C" or "C / S" type you think people expect you to be both submissive and competent. You tend to be very passive. You think people expect you to be more withdrawn as opposed to being outgoing. You are shyer than others, but you are not antisocial. You like people on an individual basis and most people tend to regard you as a good friend, but you don't seek to be the center of attention. You don't think people want you to be popular with the crowd, but loyal and close to individuals. You also think people want you to be cautious and calculating concerning tasks. You like to do one thing at a time and do it right the first time. You aren't very assertive unless people try to do things wrong. You tend to be protective of the truth and your close friends. You also don't feel people want you to be a clown or silly. You tend to get nervous up front and avoid the limelight. Ironically, t it you don't try to be popular. You just want to be your humt

S/C - STEADY COMPETITI

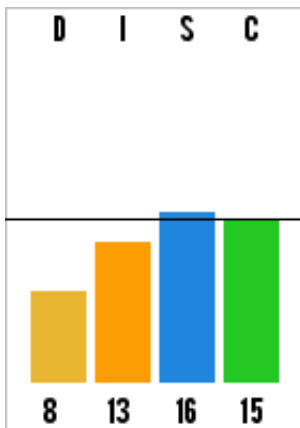
Discovering your behavioral

"S/C"Types are stable and cor like to weigh the evidence and people. They do not like speak 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.

Sample Profile for your review

and discover the facts. They 1. They enjoy small groups of systematic and sensitive to

Controlling your behavioral blends



- Be assertive and stronger.
- Be more enthusiastic.
- Enjoy relationships, rather than endure them.
- Remember that peace and happiness do not come from security and safety.

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" or "I / D" personality, you are both a driving and inspiring type. Your "D" motivation shows that you are more direct and decisive, while the "I" in you tends to be very inspiring and influencing. You aren't real soft or slow in whatever you do. You also tend to not be very cautious or calculating. You are more active than passive. You are both task and people-oriented. You enjoy doing a lot of things at once, as opposed to doing one thing at a time. You are also very impressing and inducing when working with people.

D/I - DRIVING INFLUENCERS

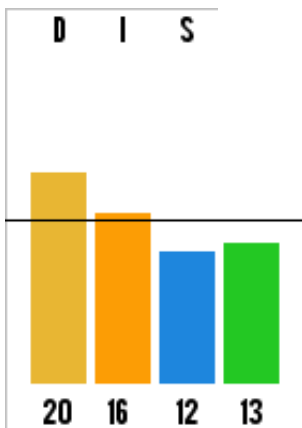
Discovering your behavioral blends

"D/I's" are bottom line people. They are much like Dynamic Influencers. They are a little more determined and they need to be in a lot of projects. They are motivated

doers and able to induce others to follow. They are more steady and stable. They get involved in one thing at a time and slow down. They eat tasks through a lot of people.

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Controlling y



- Choose your words carefully.
 - Control your feelings.
- pass and able, you need to respect others. your strengths; be nice to others. later challenge than winning a fight.

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 take your mask off (usually at home or among those you know best in more familiar environments).

When both graphs are different, you are either struggling with your motivations and feelings or you are aware of your challenges and perhaps handling them well. Having a different configuration in your two graphs is common and a sign that you are mature and capable of controlling your emotions. Or, it can mean that you are not even aware of the struggle.

Understanding and adjusting to these differences can be very productive and wise. Review your profile for differences. Then, learn how to manage them.

Sample Profile for your review

Understanding these insights can be very helpful. Keep in mind the similarities and differences between the two graphs, letting them control you.

Your **LOW "D"** on Graph 1

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 you" behavior (Graph 1) is less controlling and driving, you won't act in public like you tend to be in private. At home, or among friends and relatives, you can be too strong and hard on them. If you have a Low "D" in Graph 1, you feel that people don't want you to

be as forward and confident as you really are.

It can be a good sign that you tend to control yourself more in public, but this may also mean that you need to be more sensitive in private. You could have a lot of pressure at work which causes you to wisely guard your tendency to be too aggressive and potentially explosive. Let whatever is causing you to be less dominant at work or in public control you to be more gentle at home or in familiar environments.

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 at home, or among friends and relatives.

Your **LOW "I"** on Graph 1

You have a Low "I" on Graph 1 which means people expect you to be less influential and less interesting. It may indicate that you are more entertaining and interesting than you explain why you can be more

Sample Profile for your review

Graph 2

Graph 2 means you think people expect you to be less interesting and less entertaining. It may indicate that you are more interesting and act publicly. This could mean you are more outgoing or talkative in public.

The degree to which you are outgoing is shown by how high or low your "I" is on Graphs 1 or 2. In other words, if your "I" is closer to the bottom of your graph, you will be less influential and less interesting than when your "I" is closer to or higher than the midline. If your "I" is just below the midline, you will be a little less interested in people, but not as much as when your "I" is higher than the midline. The lower your "I," the less outgoing and involved you tend to be.

You think people want you to be less active and extroverted in groups, while privately with your closest friends, you may be more people-oriented. You are more expressive among dearest acquaintances than you are among those you don't know as well. This doesn't mean you are not friendly with others. It may indicate that you are more comfortable entertaining or impressing those closest to you than you are with strangers or those you don't know as well.

Your inspiring interest in people causes you to be very motivated to impress smaller and more

intimate groups. At work or among those who are not your dearest friends and relatives, you may not be as expressive or excited. You seem to be quicker to speak in private when it is not expected of you, and slower to communicate when you are among strangers.

You are not as driven to look good in public, but you seem to be more talkative and more excited in private. This sometimes causes others to wonder why you are not so friendly outside your home or familiar environments. They may wonder why you tend to be more shy when in large groups or in public. You often give mixed or confusing messages. People sometimes think you don't like or care about them because you seem interested only in your closest acquaintances.

Be more interested in looking good in a crowd. Be as enthusiastic publicly as you can be privately. Learn to be just as friendly and encouraging among those who are not your close friends or relatives.

In summary, your low "I" in Graph 1 and high "I" in Graph 2 means you are more outgoing and friendly among close friends and relatives than you are at work or in unfamiliar environments.

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

You have a High "S" in Graph 1 and a Low "S" in Graph 2. This usually means you think people expect you to be submissive and sweet, but you really don't tend to be so soft and nice. You feel that people want you to be meek and patient. You can be a great friend outwardly, but under pressure you are not really very patient or reserved.

Your level of passivity is indicated by your "S" score. If your "S" is higher than the mid line, the higher your "S," the less withdrawn you are. If your "S" is lower than the mid line, the lower your "S," the less withdrawn you are.

Sample Profile for your review

Graphs 1 or 2. In other words, you are more outgoing and friendly than if your "S" is closer to the mid line. You will be bolder and less shy. The

You think people want you to be very stable. You don't need a secure environment or anyone to hold your hand when pressure comes into your life. You seem to be more stability-oriented outside your home or away from close friends. However, you are not as meek and mild among those you love the most.

This can be very frustrating to your loved ones when they see you seemingly more kinder to others than you are to them. You often feel people expect you to be more of a servant publicly. However, you don't seem to be as willing to serve at home or among your closest friends.

You are expected to be more caring among those closest to you, but you are not driven to be as loving privately. You tend to be more insecure privately, while you are very secure in yourself away from your familiar environments. You portray a desire to help others, but when under pressure and among close friends or relatives, you seem to be uncaring.

You strongly desire to help others openly, but under stress you can be less responsive to those you love the most. You seem to have a double standard when it comes to serving and helping others. You need to be just as caring at home and among your closest friends as you are among strangers. You also may need to be careful that you don't give false impressions of being more sensitive to those who are not as close to you.

Be as much of a humble servant at home as you are at work. Be as caring publicly as you are privately. Care for your loved ones and close friends as you would total strangers. Balance your love between those closest to you and casual friends.

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

Your HIGH "C" on Graph 1 and LOW "C" on Graph 2

You have a High "C" in Graph 1 and a Low "C" in Graph 2. This usually means you think people expect you to be more cautious and careful than you really tend to be. You feel that people want you to be committed to correctness. You often research more than others to find the answers and details. You want to do things right the first time. You strive to be competent and compliant more so than you really tend to be.

Your level of passivity is indicated if your "C" is closer to the bottom than closer to or higher than the midpoint. The lower your "C," the more picky.

You would rather do one thing than many. You are not as task-oriented as when you are at work. You think people judge your work more at home and in more familiar environments. Under pressure and away from your job, you sometimes decide you don't have to do things perfectly.

You prefer not to be so analytical, but other people depend on you to evaluate and investigate everything to improve the results. You are actually not as contemplative as people may think you are. You work hard to do things well publicly, but privately you are not so conscientious.

People expect you to be more fault finding, but you actually aren't that way. You can be very investigative at work or in unfamiliar environments. But you can let things slide at home or among close friends and relatives. Publicly, you are more cautious and detailed-oriented, but privately you tend to not be so careful.

You feel that people want you to be more compliant and go by the book and rules. Privately,

Sample Profile for your review

Graphs 1 or 2, In other words, you will be a little more conscientious than if your "C" is lower.

expectations of your work. You work hard because of what needs to be done. You are not as precise about the details. You are less calculating at home.

especially under pressure and among relatives, you don't believe you have to be so perfect. You strive to accomplish tasks as precisely as expected. When stress comes into your life and you are in familiar environments, you often don't care how perfect your work is. You may even cut corners and finish jobs sooner just to get them done at home or in familiar environments which you would seldom do at work.

You can be hard on yourself and a little moody when working on a difficult task that people expect to be done well quickly. On the other hand, when pressure rises and you are only working with those who are closest to you, the pressure seems to lower your standards of perfection. The quality of your work is often determined by your private or public involvement with others.

In summary, you tend to be more passive, picky, and task-oriented at work or in public than privately. At home or in more familiar settings, you are not as cautious or careful.

Uniquelyyou Test tends to be more:

Kind / Nice / Caring
 Gentle / Soft / Humble
 Bold / Daring
 Conservative / Inflexible
 Obedient / Submissive
 Promoting / Encouraging
 Forceful / Strong-willed
 Compliant / Goes by the book
 Right / Correct
 Positive / Optimistic
 Winner / Competitive
 Joyful / Jovial
 Steady / Dependable
 Stable / Balanced
 Controlling / Taking charge
 Serious / Unwavering
 Preparing / Researching
 Timid / Soft-spoken
 Inquisitive / Questioning
 Serving / Sacrificing
 Courteous / Polite
 Inducing / Charming
 Exciting / Spirited
 Responsive / Reacting

**Sample Profile
 for your review**

Uniquelyyou Test tends to be less:

Proper / Formal
 Firm / Strong
 Loyal / True Blue
 Peaceful / Calm
 Decisive / Sure / Certain
 Pleasing / Good-natured
 Perfectionist / Precise
 Charismatic / Influencing
 Talker / Articulate
 Independent / Does Right
 Impulsive / Thinker
 Flexible / Adaptable / Agreeable
 Non-verbal / Verbal
 Visionary / Sees clearly
 Reserved / Sensitive
 Tender / Compassionate
 Unconquerable / Unconquerable
 Smiling / Happy
 Driving / Determined
 Original / Creative
 Strict / Unbending
 Hospitable / Enjoys company
 Organized / Orderly
 Faithful / Consistent

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

Forceful, Strong-willed, Positive, Optimistic, Controlling, Taking charge, Serious, Unwavering

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

Promoting, Encouraging, Inducing, Charming, Exciting, Spirited, Responsive, Reacting

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

Kind, Nice, Caring, Gentle, Soft, Humble, Obedient, Submissive, Steady, Dependable, Stable, Balanced, Courteous, Polite

Uniquelyyou Test's "C"Ten

Conservative, Inflexible, Righ

quisitive, Questioning

Uniquelyyou Test's "D"Ten

Decisive, Sure, Certain, Powe

**Sample Profile
for your review**

ined

Uniquelyyou Test's "I"Tend

Enthusiastic, Influencing, Sm

al, Smiling, Happy

Uniquelyyou Test's "S"Tendencies are not very:

Loyal, True Blue, Peaceful, Calm, Pleasing, Good-natured, Flexible, Adaptable, Agreeable, Merciful, Sensitive, Sweet, Tender, Compassionate, Hospitable, Enjoys company

Uniquelyyou Test's "C"Tendencies are not very:

Proper, Formal, Perfectionist, Precise, Competent, Does Right, Perceptive, Sees clearly, Original, Creative, Organized, Orderly, Faithful, Consistent

Appendix

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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.

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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 staying unhealthy. Taking care of yourself is one of the wisest investments of your life.

The problem with getting and staying healthy is that it takes personal motivation. Why we do what we do is one of the determining factors to our success. Our motivation affects our eating habits, exercising, and investing in nutritional supplements.

Motivation affects everything we

Motivation is a mystery to most also a myth and misunderstanding. The myth of motivation is thinking not already motivated. The truth is motivated.

Some people are motivated to do while others are motivated to do. 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!

We must have a plan to stay fit. If not, the eventual is inevitable! Lack of wellness runs toward ruin. Lack of productive motivation ends in a wasted life.

By recognizing your motivations from a personality perspective, you can guard your strengths and avoid your weaknesses. Once you identify your specific personality profile, you can then learn how to improve your motivations.

3 *Uniquely You Questionnaire*
1 can't fail. There are no wrong
are only honest and dishonest
test with your responses. Simply
ctions at the top of the page.
nplete your *Uniquely You*
study the *Interpretation* page to
it means. Then study the rest of
the most out of it.

nd 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!

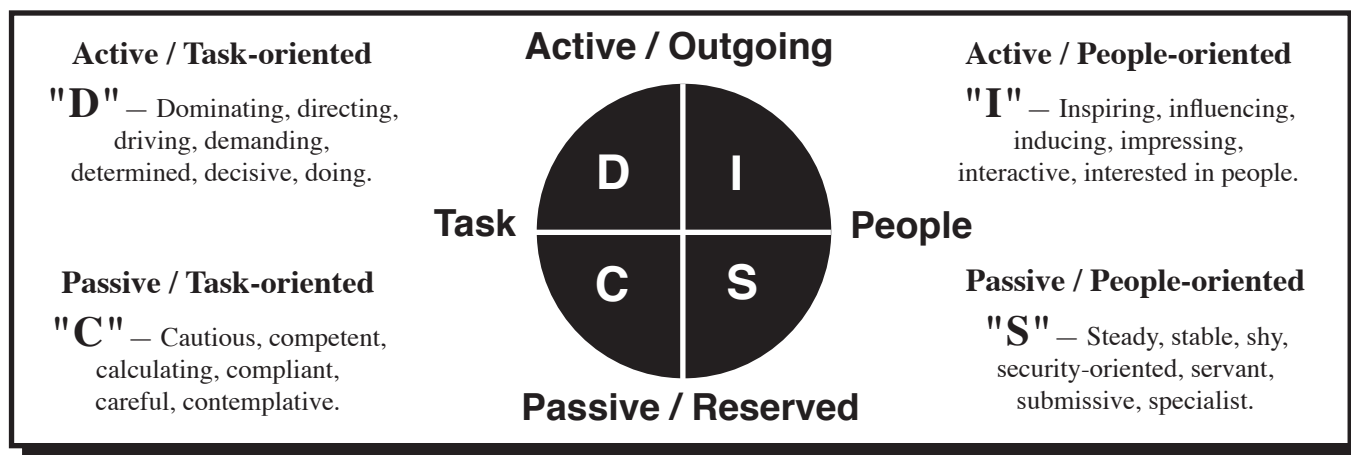
Sample Profile for your review

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 • Provides pressure • Allows freedom for personal accomplishment

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

"C" BEHAVIOR *(Passive)* Also known as "Melancho"

Descriptions: *Competent, Compliant*

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 also a friend • Provides social involvement • Provides recognition
 • Rewards for risk-taking

Needs To Learn: • Time must be managed • Deadlines are much optimism can be dangerous • Being responsible is more important than being popular • Listening better will influence.

Sample Profile for your review

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

Submissive, 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.

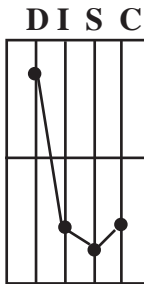
DISCOVERING YOUR BEHAVIORAL BLEND

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.)

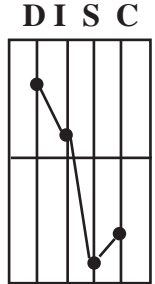
D: DETERMINED DOERS

"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 serious challenges to accomplish tasks.



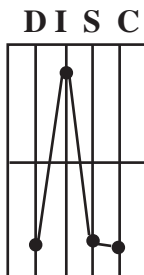
D/I: DRIVING INFLUENCERS

"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 are motivated by opportunities to accomplish great tasks through a lot of people.



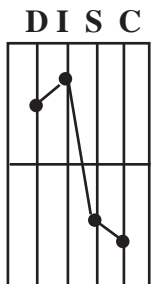
I: INSPIRATIONAL INFLUENCERS

"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 overdo 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.



I/D: INSPIRATIONAL DOERS

"I/D"s are super salespeople. They love large groups. They are impressive and can easily influence people to do things. They need a lot of recognition. They exaggerate and often talk too much. They jump into things without thinking them through. They need to be more studious and still. They should also be more careful and cautious. They are motivated by exciting opportunities to do difficult things. If not careful, they will do things to please the crowd and get themselves into trouble in the process. They make inspiring lead-



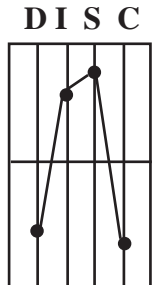
S: STEADY SPECIALISTS

"S"s are stable and shy types. They do not change. They enjoy pleasing people and consistently do the same job. Secure, non-threatening surroundings are important to them. They make 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. Tall in front of large crowds is difficult for them. They are motivated by sweet and sincere opportunities to help others.

Sample Profile for your review

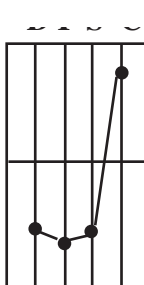
I/D/S: INSPIRATIONAL DOERS

"I/D/S" are super salespeople. They love large groups. They are impressive and can easily influence people to do things. They need a lot of recognition. They exaggerate and often talk too much. They jump into things without thinking them through. They need to be more studious and still. They should also be more careful and cautious. They are motivated by exciting opportunities to do difficult things. If not careful, they will do things to please the crowd and get themselves into trouble in the process. They make inspiring lead-



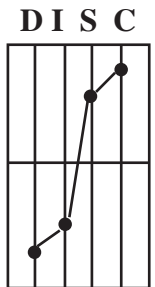
C: CAUTIOUS COMPETENT TYPE

"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.



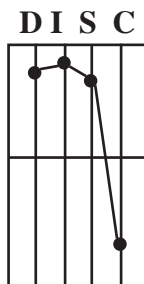
I/D/S: INSPIRATIONAL DOERS

"I/D/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.



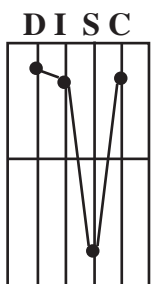
I/D/S: INSPIRING DRIVING SUBMISSIVE

"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/C: DOMINANT INSPIRING CAUTIOUS

"D/I/C" 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.



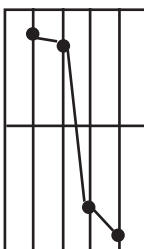
Observe the 21 **Behavioral Blends** on these two pages. Choose the one or two profiles that are most like your graphs. Read the brief paragraph descriptions of the ones that are most like you. You will probably be a combination of two specific profiles. You can also have some characteristics of other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

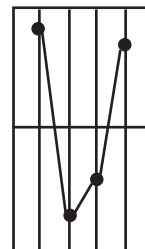
D I S C



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.

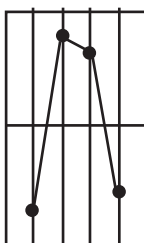
D I S C



I/S: INSPIRATIONAL SPECIALISTS

"I/S" are influential and stable. They love people and people love them. They like to please and serve others. They do not like time controls or difficult tasks. They want to look good and encourage others, but often lack organizational skills. They follow directions and do what they are told. They should be more concerned about what to do, than with whom to do it. They are motivated by interactive and sincere opportunities to help others. Regardless of being up front or behind the scenes, they influence and support others. They make great friends, colleagues, and obedient workers.

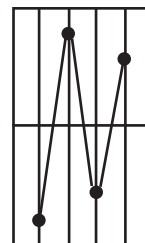
D I S C



I/C: INSPIRATIONAL COMPETENT

"I/C" Types are inspiring, yet cautious. They size up situations and comply with the rules in order to look good. They are good at figuring out ways to do things better through a lot of people. They can be too persuasive and too concerned about winning. They are often impatient and critical. They need to be more sensitive to individual feelings. They are often more concerned about what others think. They do not like breaking the rules; neither do they enjoy taking risks. They need to try new things and sometimes go against the crowd. They are careful think things through.

D I S C



S/D: STEADY DOERS

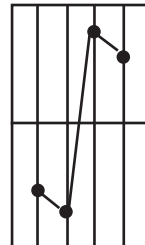
"S/D" get the job done. They prefer stable surroundings and are determined to accomplish tasks. As quiet they relate best to small groups. They do not like in front of large crowds, but want to control the enjoy secure relationships, but often dominate the can be soft and hard at the same time. They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

Sample Profile for your review

COMPETENT TYPES

...e and contemplative types. They ...over the facts. They like to weigh ...eed slowly to a logical conclusion. ...ups of people. They do not like ...rge crowds. They are systematic ...eeds of others, but can be critical ...loyal friends, but can be too fault- ...o improve their enthusiasm and ...otivated by kind and conscientious ...y and correctly do things.

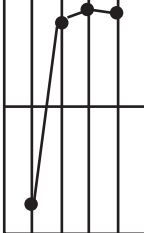
D I S C



C/I/S: COMPETENT INFLUENCING SPECIALISTS

"C/I/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.

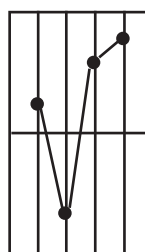
D I S C



COMPETENT STEADY DOERS

"C/S/D" 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.

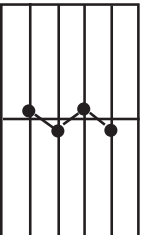
D I S C



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



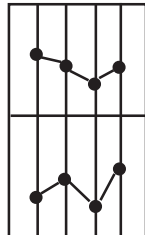
ABOVE MID-LINE • BELOW MID-LINE

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 their people skills. They need to learn to be more sociable.
- Answer their questions and explain the “why” of life.

Provide these types with happy and uplifting music around the home or office. They tend to be naturally pessimistic and discouraging. Avoid being constantly encouraging. Avoid being constantly pessimistic, especially with these personality type.

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 “S”’s to be more outgoing and assertive, so that they won’t be taken advantage.

Encourage “S”’s to be more outgoing and assertive. Saying “no” can be frightening. Taking chances and risks to take advantage.

Sample Profile for your review

“D” Behavior —

Under Pressure:

Becomes dictatorial, domineering, 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.

Highly 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 enjoying its power.

Eating right and exercising regularly are not enough to attain optimal health. In this world of processed foods and chemical substitutes, we must add the specific nutrients our bodies need.

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 you. Take command of your feelings and thinking to control your cravings and lack of discipline.

“D” Behavior —

Attitude: *Guard your strong optimism and count the cost more.*

Dieting: *Often too busy to take the time. Easily sidetracked by “more important” things. Once committed, is determined and disciplined. Starts strong, but lacks follow-through. Needs accountability and regimentation. Does best when*

Exercising: *Wants independence and motivated by challenge and need to be strong. Is but often falls short of potential. Does best*

Nutritional Supplements: *Often under the he or she is strong enough. Doesn't want to like the routine. Once convinced, is driven when reminded of the “bottom line.”*

“I” Behavior —

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

Dieting: *Extremely conscious of how he or she looks. Wants to impress others, but compensates for overeating by being the life of the party. Socializing are important; should be done to discipline lack of control and desire to*

ly enthusiastic, but lacks follow-through. a group. The more the merrier. At best others. Needs to stick with it, even when

Supplements: *Using supplements can be difficult, and mundane. Must control forgetfulness and conscious efforts, because of the ultimate and happiness.*

Sample Profile for your review

“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 your health and fitness • Discipline your time and energy and eat well • Guard against being • Schedule time to "stop and smell t your need to stay busy keep you fr*

"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 influence how you eat • Discipline cravings by if how poor overeating will make you ional low-fat energy snacks available me hungry • Resist fast foods • Avoid when you're hungry.*

"C" Types

Your passive / task-oriented life st calculating and competent. You c what you eat, but can become defe ment 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 pre-serving your mind is more important than taking care of your body.*

Sample Profile for your review

ople-oriented life style makes you a ive, and soft type person. You tend to t 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?)

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

Balancing Your Health

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“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 and fitness • Discipline your time and energy so that you exercise and eat well • Guard against being constantly on the go • Schedule time to “stop and smell the roses” • Don't let your need to stay busy keep you from rest.

“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 influence how you eat • Discipline cravings by reminding yourself how poor overeating will make you look • Keep nutritional low-fat energy snacks available for when you become hungry • Resist fast foods • Avoid grocery shopping when you're hungry.

“C” Types

Your passive / task-oriented life style makes you more calculating and competent. You can be “picky” about 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 them control you to give-up on eating well • Let your anorexia be your friend • Be good and feeling better • Don't accept the necessary • Challenge yourself through with care of your body • Don't think that presence is more important than taking care of your body.

“S” Types

Your passive / people-oriented life style makes you a submissive, 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 all the time • Avoid your reluctance to change • Be different • Don't eat fast foods • Be assertive and order or develop a healthy diet and exercise program no matter what your friends do.

Sample Profile for your review

Mental Attitude For All Types

Think more positively; Look at problems as an opportunity for change; Laugh more; Don't be afraid to try new things; 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 flexibility 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, B₆, B₁₂, C, E, D, 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, Alfalfa, Glucosamine, GLA, St. John's Wort, Echinacea, Ginkgo, Peppermint, Ginger, and Garlic.

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more than brand X. With so many supplements available, 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 power and authority. They like being the "boss." They don't like people telling them what to do. They tend to be self-starters or resisters depending on their mood and observations of where things are headed.

How To Create An Atmosphere Where Your "D" Behavior Is

"D" Types tend to rise to the top w challenges. They like difficult tasks. The "D"s respond best to opportunities the strong and capable they are. They like give them opportunities to conquer and a winning-way for them to show their 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 and stand out in a crowd. They are motivated to influence and inspire others. They love recognition and approval. They are motivated to stand out above all the rest. Imagine how much more influential they would be by being healthy.

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

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

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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.

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"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 Self-Talk:

"D" Types tell themselves they can do whatever they set their minds to do. They are very confident and self-assured. They tend to believe in themselves, but often fall short of reality and what is really best for themselves. They tell themselves to do things that are not best, rather than doing things that really are best.

Good Self-Talk for "D" Types:

"I can do whatever I want, so I will want to be healthier. I will exercise regularly supplement my nutrition with them not let urgency prevent me from about my health. I will establish practice them on a regular basis. things get in the way of what I k

Typical "I" Type Self-Talk:

"I" Types convince themselves to have fun and enjoy life in the moment. They often want to be around lots of people. They will neglect their fitness and good eating habits when there are people to see or talk to. They often tell themselves they will make up for the bad habits later.

Good Self-Talk for "I" Types:

"I like to look good and make great impressions; discipline myself to do those things ne knows about me, like exercising, nd taking nutritional supplements. I c to be around people who may stroke e feel good, but instead commit myself that are more beneficial."

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Typical "C" Type

"C" Types tend to over analyze; often tell themselves they need r 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 "S" Type Self-Talk:

en tell themselves to not be ad. 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 type can

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 Be Weak When:

They are controlled by their drives and not wisdom. "D"s tend to be too self-confident and pushy or bossy. They don't like people telling them what to do. They like to take control their schedules and often don't take time to exercise. They become unhealthy when they succumb to their own poor decisions.

"D" Types Tend To Be MEEK When:

They recognize they are headed in the wrong direction and respond poorly. "D"s need to step back rather than react and attack. They become meek when they are in control of power under control when they are in control. Rather than neglecting good health, they become great examples of disciplined followers of MEEKness toward better health.

"I" Types Tend To Be Weak When:

They are influenced by the crowd and seek to be more popular, than being healthier. They tend to be weak when others entice them away from their need to be self-disciplined. They should seek to exercise whether in public or private and not spend so much time eating out or socializing around food.

"I" Types Tend To Be MEEK When:

They resist the temptation to give in to the fun times of life and suffer the consequences of not exercising and eating correctly even though they know better. They show real control of themselves by taking time for working out even when it's inconvenient. "I"s make the best impression of their meekness when they are fit and not overweight and out of shape.

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"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.

"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 and make them subject to our wisdom, rather than us 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 few people really plan and prepare for it. We **MUST** control our decisions and become self-motivated to do what is best for us!*

How Does Your "D" Behavior Affect Your Decisions?

How Does Your "I" Behavior Affect Your Decisions?

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

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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)?

What are your greatest health problems?

What have you learned about your personality type?

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

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

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

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behavior to improve my health by:

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

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 findings that 81% of those on St. John’s Wort found relief over those who used a placebo.

St. John’s wort is widely recommended by health care practitioners. Clinical tests show that St. John’s wort provided dietary 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.

Our bodies require a continuous supply of protein. Your protein drinks should provide the highest quality, biologically complete protein from soy — and a sustained boost of energy that won’t let you down.

You’ll feel energized, hour after hour. A boost of energy that lasts — that’s the key to the great feeling you should get from soy and protein drinks. They ought to sustain energy and ward off hunger because they nourish you without disturbing your

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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 c 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 help prevent malignancies.

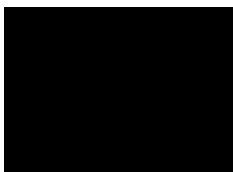
Decades of scientific studies, indicate that these nutrients, when taken on a regular basis, may help protect healthy cells from the damaging effects of oxidation and ultimate weak body cells.

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 improve your cardiovascular health.

According to many experts, this ten-point program, based on the examination of the latest medical studies, can substantially lower your risk of developing heart disease:

1. **Eat More Fiber**
2. **Take Vitamin C**
3. **Take Vitamin E**
4. **Take beta carotene**
5. **Eat Beans**

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- 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 typical quick sugar fixes. Beverages should be purified water, warm or iced herbal teas — minimal fruit juices and soft drinks.

Foods containing natural salicylates might also be harmful. They are: almonds, apricots, blackberries, cherries, cloves, 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!



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

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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 which 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

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superb digestive aid.

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 that is available which is the root cause of a number of diseases. Since fiber can help prevent diabetes, I encourage you to change your diet toward high fiber as much as you can, but for

Reducing Household

Sample Profile for your review

Wellness, or the lack of it, can be due to many factors. But chemical toxins from our household cleaning products are one of the major factors in chronic illness. A chemical laboratory 100 years ago.

Detergents are now responsible for more household poisonings than any other substance. They can cause flu-like asthmatic 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.

and exercise are the only influences on health. A Chemical Ecologist has stated, “Cleaning an average home than were in a chemical

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 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 urinary flow after a minimum of 4-8 weeks of daily use.

Find products that use only the finest standardized Saw Palmetto berry extract which contains 85% to 95% fatty acids and sterols.

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 inflammation.

Use a product that has been clinically tested for bioavailability, plus contains GLA with precious oil from the seeds of Borage plants, the most concentrated natural source of GLA available — twice as concen-

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!

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.

Sample Profile for your review

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.

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.

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:

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.

My Action Plan:

Supplements For All Types

Multivitamins with the right amount of B₆, B₁₂, C, E, D₃, K, Thiamin, Riboflavin, Biotin, Panthothenic Acid, Iron, Calcium, Magnesium, Zinc, Selenium, Chromium, Molybdenum, Nickel, Titanium, Silicon, plus other minerals, EPA, Glucosamine, GLA, St. John's Wort, Echinacea, Ginkgo, Peppermint, Ginger, and Garlic, Soy Protein.
(Consult with your physician for what is best for you)

Sample Profile for your review

My Action Plan:

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:

Notes