



Personality ID

Heath Benfield

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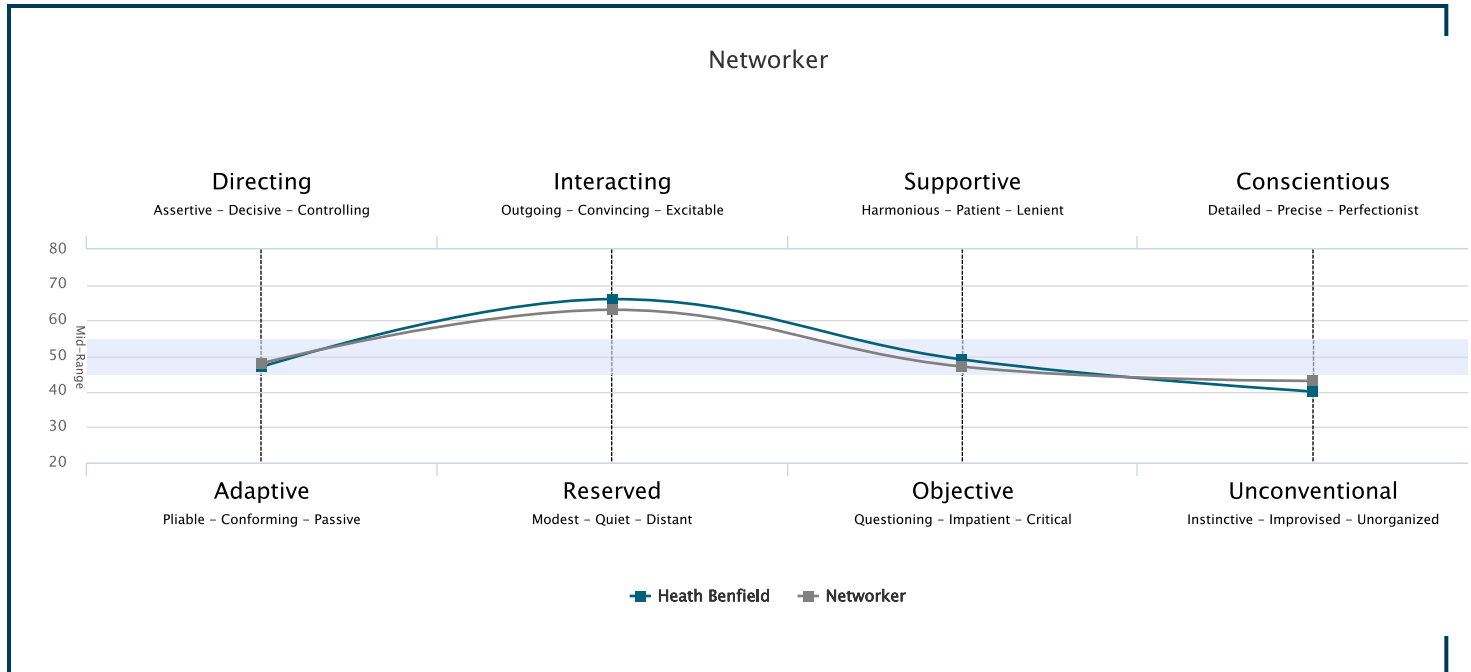
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Networker

The natural personality profile for you is indicated by the solid line on the graph below. Note also the dotted line; it represents the Blended Profile that most nearly matches your graph. Seventeen Blended Profiles are used as the baseline for interpreting the combinations of four basic dimensions of personality. The information in this section is derived from the Networker Blended Profile. Typically, the more closely the solid line graph matches this Blended Profile, the more accurately the information will describe your natural behavior style.



As a Networker, this person enjoys new people, new situations and new environments. Networkers build relationships and interact with an ever-widening circle of contacts. They tend to enjoy using their verbal skills and wit to be engaging and persuasive.

Ideal Environment

Networkers realize their highest potential with opportunities to: Network - Influence - Gain recognition - Relate - Communicate - Perform - Entertain - Be active - Interact with strangers.

Typical Areas of Strength

Networkers are normally strong communicators. They are outgoing, engaging, lively, optimistic, gregarious, persuasive, fun-loving, enthusiastic and inspiring.

Typical Areas of Struggle

People with this profile may sometimes be prone to talking too much or being disorganized, impulsive, too emotional, too optimistic or exaggerating. Sometimes they tend to overcommit and overlook key details.

Preferred Activities

Because Networkers function best when given the opportunity to influence, meet or entertain others, it is important to have variety and opportunities to present new creative ideas along with a minimum of detail work.

Communication Style

Persons that fit this profile thrive when given the opportunity to communicate new ideas, concepts or the latest information to a group.

Financial Management

Networkers typically struggle with details, organization and focus. Keeping track of business budgets, deadlines, meetings and appointments is a constant challenge. Frequent over-extension of limits on business accounts indicates the need for assistance to keep expenses under control.

Budget and Financial Issues

Money management is probably not a natural strength for people in this profile. They are usually not receptive to budget restraints or strategic financial planning. They must learn to respect and rely on others who have strengths in this area.

Purchasing Tendencies

People with this style view shopping as a social event and an opportunity to meet and interact as well as shop. They tend to choose name-brand products to gain attention and favor, and leave a favorable impression. They are prone to impulsive spending and are vulnerable to new products, services and fads.