



## Personality ID

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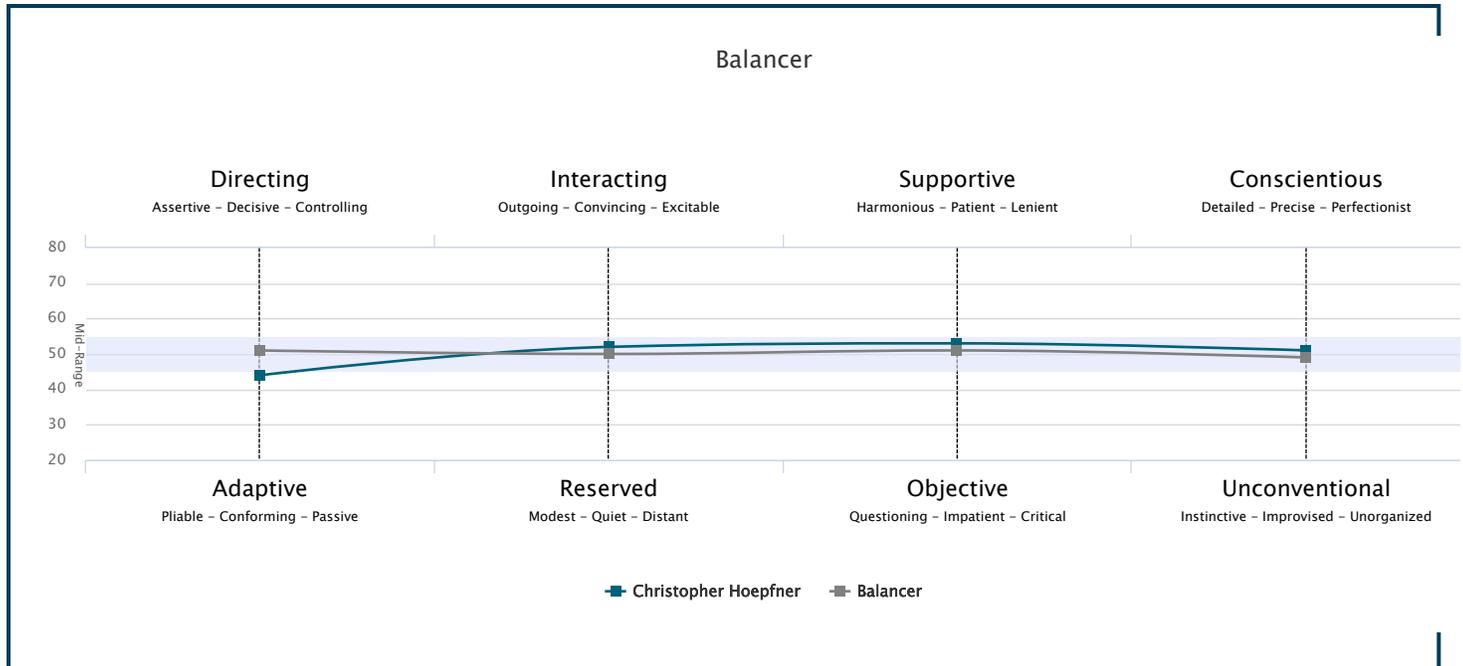
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## Balancer

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 Balancer 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.



The Balancer excels at being flexible and blending into any situation or team as needed. This person has some characteristics of all the profiles and promotes cooperation within a group, helping and supporting others in carrying out tasks and building the team.

### Ideal Environment

Balancers realize their highest potential with opportunities to: Get results - Meet standards - Oversee - Achieve - Initiate solutions - Handle conflict - Listen - Be steady - Be thorough - Be the example - Be relational - Be engaged - Resolve problems - Influence - Communicate - Conceptualize.

### Typical Areas of Strength

Balancers have a desire for detail and accuracy but are not perfectionists. They tend to be versatile and like to initiate solutions and get results for the team. They are relational and steady.

### Typical Areas of Struggle

Balancers are comfortable with some change but would not want to be involved in constant change or frequent conflict. They may show variability in accuracy and may be inconsistent at times. They enjoy positions of influence, but not total responsibility.

### Preferred Activities

Balancers are excellent team members. They conceptualize well and can communicate effectively. They enjoy overseeing projects and getting results, but are just as effective in participating in a project and achieving a group goal.

### Communication Style

People similar to this profile typically build good relationships. Depending on the specific profile scores, they may communicate by delegating responsibilities, identifying and composing assignments and overseeing results, or they may willingly assume responsibilities and complete assignments themselves. Balancers may also communicate with a combination of delegating and assuming responsibilities.

## Financial Management

People similar to this profile like to be in control of the finances. They are capable of both the focus required and the maintenance of established routines that are helpful to good record keeping, but need concentrated time to keep up to date.

## Budget and Financial Issues

Balancers tend to use money as a resource to patiently accomplish their goals, but they do not always stick to their financial plan if it appears the goal may be in jeopardy. Balancers also may agree to unwise financial transactions without appropriate questioning in order to avoid conflict.

## Purchasing Tendencies

Balancers are loyal to the same brands of products and services. They know what they want, and have no difficulty telling a salesperson "No" if the product is not satisfactory. Balancers may also wait to the last minute to shop.