



# Personality I.D.<sup>®</sup>

## Personality ID

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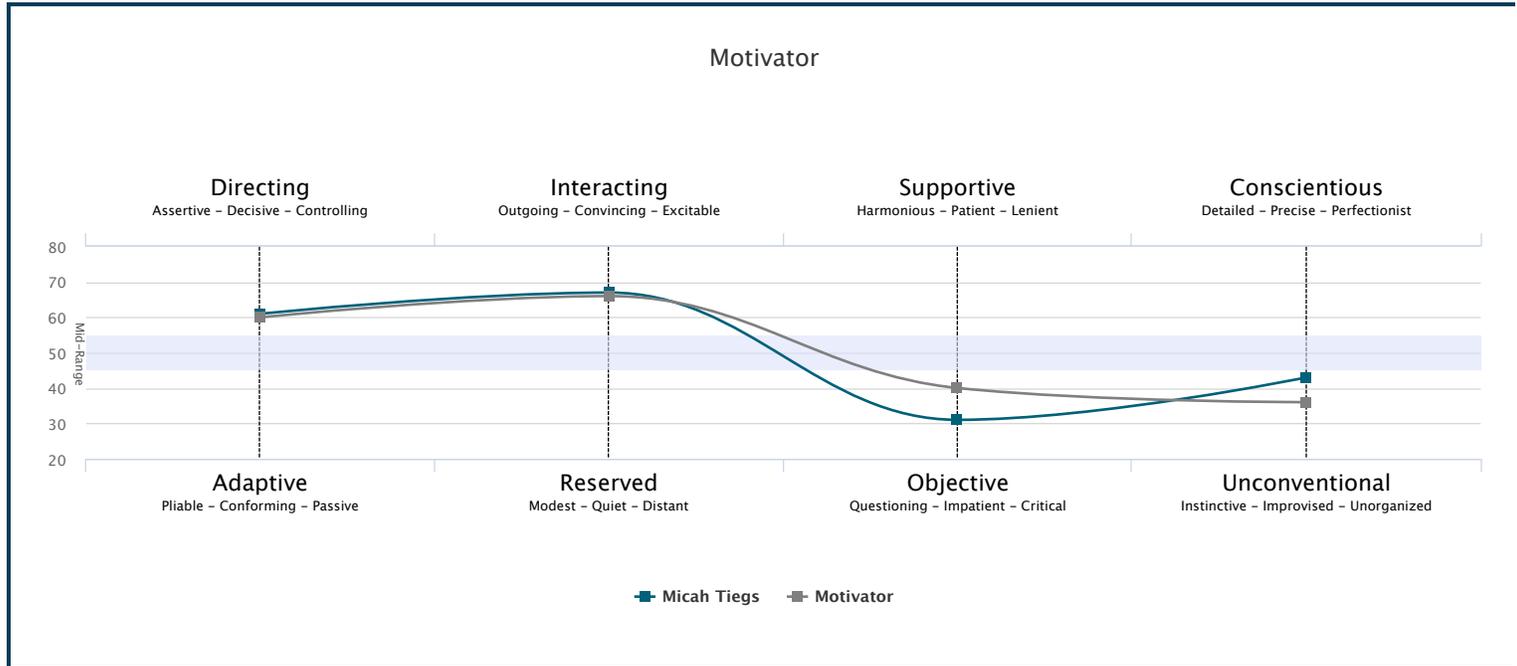
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# Motivator

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 Motivator 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.



Motivators excel in blending high energy and enthusiasm with the desire to achieve goals and results. Superior communication skills enable those with this profile to effectively motivate others and mobilize them to action.

## Ideal Environment

Motivators realize their highest potential with opportunities to: Network - Persuade - Create - Relate - Initiate solutions - Communicate - Be in control - Entertain - Gain recognition - Be active.

## Typical Areas of Strength

Motivators are passionate, highly interactive people who love to achieve, influence, and relate with others, especially large groups. They thrive on variety, changes, new challenges, and opportunities to convince others of their viewpoints. They point to the future with great optimism.

## Typical Areas of Struggle

Motivators may sometimes push their strengths to the extreme and exhibit weaknesses such as exaggeration, hyperbole, becoming too emotional, or overlooking key details. At that point the approach may become controlling, impatient or impulsive.

## Preferred Activities

Because people with this style demonstrate a desire to achieve and be recognized, they function best when they have frequent people interaction and opportunities to set ambitious goals.

## Communication Style

Motivators communicate through their superior verbal abilities, combining their zeal and passion to motivate others to action. They sometimes need to wait for others to catch up with their ambitious goals.

## Financial Management

Detailed activities like keeping accounting books and following budgets are especially stressful to Motivators and are best delegated or assigned to another team member. However, since Motivators enjoy controlling the finances, they should always remain closely connected to this process and maintain decision-making input.

## Budget and Financial Issues

Although they tend to reluctantly agree to budget planning, Motivators feel especially successful when they have control of the finances and when others recognize and appreciate their accomplishments.

## Purchasing Tendencies

People with this style typically shop for name brand products and the latest innovations in order to gain attention and favor and leave a positive impression. They know what they want and frequently spare no expense to get what they desire.