

1. What is the importance of the MLI assessment in measuring the 9-factors of Beliefs and Behaviors? How might this help the coaching process in the early stages?

This helps to understand the strengths and weaknesses of the client. It provides a starting point for discussion.

2. What are the

(1) overall score, (2) top three scores (in both Beliefs and Behaviors), and (3) “three areas of improvement” scores (in both Beliefs and Behaviors) for Terry? for Mindy?

Pre- Money Life Indicator Scores Husband			
Overall Score	77	Terry	

Pre- Money Life Indicator Scores Wife			
Overall Score	71	Mindy	

3 Top Strengths			
Beliefs		Behaviors	
1	True Riches	1	Working
2	Working	2	True Riches
3	Saving	3	Giving
	Investing		Saving
			Planning

3 Top Strengths			
Beliefs		Behaviors	
1	Working	1	Working
2	Investing	2	Legacy
3	Giving	3	Saving
	Legacy		Investing
	Managing		

Top 3 Areas to Improve			
Beliefs		Behaviors	
1	Legacy	1	Debt
2	Planning	2	Legacy
3	Managing	3	Investing

Top 3 Areas to Improve			
Beliefs		Behaviors	
1	Debt	1	Debt
2	True Riches	2	Giving
3	Planning	3	Managing

Based on this information, what are some of the strengths you can point out and celebrate? What might be some areas of conflict? How can they use this information as they navigate conversations around their finances?

Terry would have room to improve with Legacy. That is more of a strength for Mindy. This could be a point of conflict

Both of them have good beliefs and behaviors about working and saving.

3. What is the importance of the results of PID® to help people better understand their God-given personality? How might it influence them in making wise decisions?

We can see our strengths and weaknesses and be aware of them in making decisions and relating to others.

What observations can you make specific to Terry and Mindy in this regard, such as strengths and potential areas of conflict?

Based on their Personality ID's it looks like they may have a problem keeping records since neither of them is likely to enjoy that kind of detail work. They both need to work on debt behaviors. It looks like both of them will need to work on some things they don't especially enjoy.

What counsel would you give them in considering their different personalities as they discuss various financial decisions?

It is important to seek God's way together. Often that is better than either one would choose on their own

4. What are the different personality types of a DISC assessment? What are the different characteristics of each?

The 4 main characteristics of the DISC assessment are:

1. Directive (Assertive-Decisive-Controlling) vs Adaptive (Pliable-Conforming-Passive)
2. Interacting (Outgoing-Convincing-Excitable) vs Reserved (Modest-Quiet-Distant)
3. Supportive (Harmonious-Patient-Lenient) vs Objective (Questioning-Impatient-Critical)
4. Conscientious (Detailed-Precise-Perfectionist) vs Unconventional (Instinctive-Improvised-Unorganized)

How do they interact? (Discuss briefly; we do not expect a deep analysis of personality here.)

Each person is a unique combination of the 4 characteristics to yield a number of personality types. Often people seem to get along best with people who have different strengths than their own.