

Lab 1 – Client PID and MLI

Terry Smith is 35 years old and his wife, Mindy, is 33. They recently celebrated their 10-year wedding anniversary. They have three children, ages 3, 5, and 8. Terry is a CPA; Mindy has never worked outside of the home, although she completed one year of college.

Terry and Mindy have been attending a large church since they were married. Terry sings in the choir; Mindy is active in children's Sunday school. On the surface it appears that this is a happy, well-adjusted family. They have a comfortable house, new cars, and enjoy good health.

PID results of Terry



1. IDEAL ENVIRONMENT:

Drivers realize their highest potential with opportunities to:
Build - Direct - Develop - Create - Lead - Conceptualize - Decide - Be in control - Initiate solutions.

2. TYPICAL AREAS OF STRENGTH:

Drivers are bold, direct, confident, competitive, often pioneering, assertive, frank, independent, and responsive to new challenges. They excel by having the freedom to define a direction focused on results.

3. TYPICAL AREAS OF STRUGGLE:

People with the Driver profile may tend to be impatient, insensitive to the feelings of others, frustrated with details and routines, a poor listener, impulsive, too blunt, or overbearing.

4. PREFERRED ACTIVITIES:

To maximize a Driver's talents, assign them to situations in which they can have a high level of independence, with obstacles to overcome, challenges to meet and solve, without many details to handle.

5. COMMUNICATION STYLE:

This person communicates directly and forcefully, getting to the bottom line quickly. As a result, others may see this person as demanding, impersonal, and dominating.

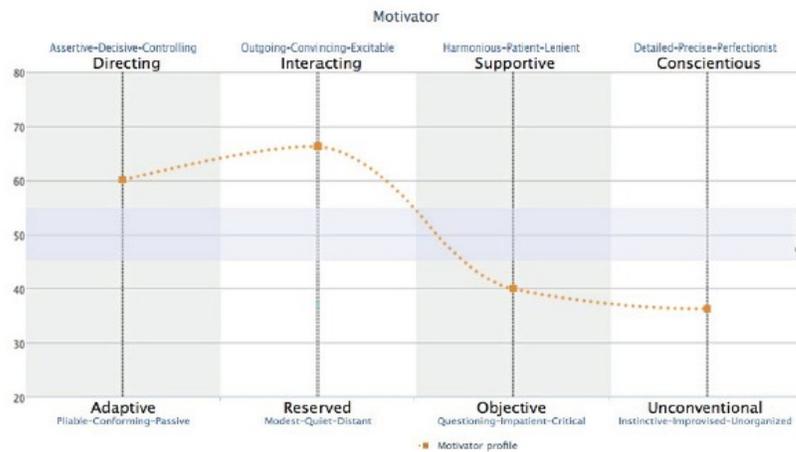
Underlying Concerns: Strong de-motivators for Drivers can be fearing the loss of control, being stripped of authority, being confined, or being taken advantage of.

Financial Management: Persons with this profile typically delegate the day-to-day tracking of expenses. They agree with the logic and organization of accounting and budgeting, but are distracted by repeated detail work.

Budget and Financial Issues: Persons with this style tend to make impulsive financial decisions based on immediacy, without anticipating the consequences of their actions. They are less concerned with making the right decision, because they believe they can rectify the consequences.

Purchasing Tendencies: Drivers are goal-oriented shoppers, buying what they came for with little deliberation or input from salespersons. They are likely to purchase big-ticket items and may use a loan or a credit card to make the purchase.

PID results of Mindy



1. 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.

2. 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.

3. TYPICAL AREAS OF STRUGGLE:

This person may sometimes may push his or her strengths to the extremes;and may exhibit weaknesses, such as exaggeration, hyperbole, becoming too emotional, or overlooking key details. At that point the approach may become controlling, impatient, or impulsive.

4. 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 have opportunities

5. COMMUNICATION STYLE:

This person and others in this profile 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 to their ambitious goals.

Underlying Concerns: Strong de-motivators for people fitting this profile are having no voice in determining goals, being closed off from others, failing to achieve, losing respect, or being embarrassed.

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.

MoneyLife Indicator (Pre-Assessment)

Review the importance of the MLI assessment in measuring the 9-factors of *Beliefs and Behaviors*. Discuss the following: (1) overall score, (2) *Top 3-Scores* in both *Beliefs and Behaviors*, and (3) the *Top 3-Areas of Improvement* scores in both *Beliefs and Behaviors*.

Pre -MoneyLife Indicator Scores Husband	
Overall Score	77
Terry	

Pre -MoneyLife Indicator Scores Wife	
Overall Score	71
Mindy	

Top 3 Areas to Improve (lowest scores)			
Beliefs		Behaviors	
1	Legacy	1	Debt
2	Debt	2	Legacy
3	Planning	3	Investing

Top 3 Areas to Improve (lowest scores)			
Beliefs		Behaviors	
1	Debt	1	Debt
2	True Riches	2	Giving
3	Planning	3	Managing

Scores by Section		
Sections	Beliefs	Behavior
Understanding True Riches	95	80
Giving	90	75
Working	95	90
Saving	90	75
Investing	90	60
Planning	80	75
Debt	75	50
Legacy	60	55
Managing	80	70

Scores by Section		
Sections	Beliefs	Behavior
Understanding True Riches	65	65
Giving	80	50
Working	90	90
Saving	75	70
Investing	90	70
Planning	70	65
Debt	50	45
Legacy	80	75
Managing	80	60