

# Present Communication Identification Cards

**How to interpret the significance of the order of card choice:** The cards the person places first and second indicate the person's main **PRESENT** way of communicating.

**FOR EFFECTIVE COMMUNICATION WITH ANYONE, YOU MUST "PLUG IN" TO THEIR WAY OF COMMUNICATING.** For successful business and relationships, there must be "different strokes for different folks" depending **ALWAYS** on the **RELATIONSHIP** or **SITUATION**.

Sometimes your observation skills of both your own way of communication and the ways other communicate may need improvement. This is crucial for Success in Business and Personal Interactions. This present, powerful, behavioral identification process helps you communicate more successfully with business associates, clients, customers, friends, peers, superiors, family members and even with complete strangers. There are **various memory hooks** that will help you remember the best communication approach to take **with anyone**.

When a person places one of cards at the 12 o'clock position and the next at the 3 o'clock position (A person's backup), you will immediately know their central present thinking and emotional patterns.

## Planner Card (Ideas will predominate)

### Thinking/Creative Part of Self:

**The Color Green** represents the mysterious depths of the oceans.

**Animal:** As clever as a Fox

The illustrations act as magnets for persons with Planner strengths.

**The words attract people with strong Planner behaviors.**

## Builder Card (Decisiveness will predominate)

### Leadership Part of Self:

**The Color Brown** represents the solid foundation of the earth.

**Animals:** Bull and Bear the symbols of control, strength and power

The illustrations act as magnets for persons with **Builder** strengths.

**The words attract people with strong Builder behaviors.**

## Relater Card (Relationships with others will predominate)

### Team Building Part of Self:

**The Color Blue** represents the openness of the sky.

**Animal:** Dolphins the symbols of working together and supporting each other

The illustrations act as magnets for persons with **Relater** strengths.

**The words attract people with strong Relater behaviors.**

## Adventurer Card (Action will predominate)

### Action Part of Self:

**The Color Red** represents the power of fire

**Animal:** "Hold that Tiger"; "Walk the walk rather than just talking the talk."

The illustrations act as magnets for persons with **Adventurer** strengths.

**The words attract people with strong Adventurer behaviors.**



## If a person chooses the Planner card first, the following is usually true.

**Comfort zone:** Open to new and creative ideas - abstract thinking - the latest and most innovative procedures and products - prefers creative subject input that challenges the mind – needs quiet time - abhors triviality - not too concerned about dress, hair style or exterior details - future oriented (visionary) - interested in science fiction and exploration of space - revolutionary – empathetic.

**Demands on people:** Creative thinking - work alone - develop the mind and reasoning process - be logical - long and detailed explanations, reports and meetings.

### Silent Communicator Identifiers.

#### 1) Spoken – Word, Tonality and Expression:

If the Planner part of self dominates the person is very quiet and unassuming but the mind is constantly working reflecting on various strategies and actions (some that seldom come to fruition. When speaking, the voice is usually the softness of all behavioral clusters.

#### 2) Body Language:

Usually more withdrawn than other clusters. People at times do not even know he/she is there. The whole aura shouts: “Leave me alone, don’t bother me and let me think!”

### Your secret vocabulary for developing Planner behaviors and getting along with persons with strong Planner behaviors:

\* think \* understand \* discover \* perfect \* correct \* listen \* plan \* new ways \*  
\* predict \* inner life \* change \* mystery \* cause \* invent \* exactness \* improve \*

### How to build powerful teams, self-esteem, success, maximize productivity in others and reinforce leadership.

#### When Planner Behaviors Govern Your Communication Behaviors: **HOT** BUTTONS

When the **Planner or Fox (green)** part of you is very strong, consider what motivates you and apply it. Having Planner strengths, you know that you:

- take a serious approach to a person's communications ...
- take a thoughtful, calm, cool and collected interest. Don't dominate with your ideas ...
- practice patience, allow and encourage personal creativity ...
- design work that allows three times longer to complete than the Builder would ...
- note that time constraints limit the creativity of the Planner ...
- give ample warning before calling on a Planner to speak in public ...
- do not call on Planners first, when asking for comments at meetings. They need more time to consider their response ...
- give warm understanding and not harsh bottom-line treatment. Negative remarks cause withdrawal or feelings of inadequacy and mediocre ...



## If a person chooses the Builder card first, the following is usually true.

**Comfort zone:** Orderly, structured procedures at work, home, school, social, recreation - pride in organization, school, family - preference for input and procedures that have a solid, traditional, stable foundation - importance of discipline, routine - desk in position of authority - conservative dress and hairstyles - everything must indicate status, e. g., home, family, clubs.

**Demands on people:** Duty conscious - obedient, respectful, success oriented, hard working, reliable, prepared, responsible - able to finish projects and assignments within time limits - reports must be neat, concise and on time.

### Silent Communicator Identifiers.

- 1) Spoken – Word, Tonality and Expression:** If the Builder part of self dominates, the person's voice is very dominating and commanding. It lets you know who the boss is.
- 2) Body Language:** Usually very forceful with a powerful hand shake. The walk is vigorous and deliberate. The whole aura shouts, "Follow my directions and leadership or suffer the consequences!"

### Your secret vocabulary for developing Builder behaviors and getting along with persons with strong BUILDER behaviors:

\* organized \* law and order \* power \* saving \* results \* honor \*  
\* track record \* duty \* responsibility \* accountability \* bottom-line \*  
\* prepared \* building \* clear-cut \* authority \* leading \* status \*

### How to build powerful teams, self-esteem, success, maximize productivity in others and reinforce leadership

#### When Builder Behaviors Govern One's Communication Behaviors: **HOT BUTTONS**

When the **Builder or Bull and Bear (brown)** part of you is very strong, consider what motivates you and apply it. Having Builder strengths you know that you:

- take a bottom-line approach to other Builders' communication ...
- is duty conscious and comfortable with rules and directions ...
- assign accountable and responsible positions according to talents ...
- explain directions in a step-by-step, concise fashion ...
- give others status or control over people or things according to their people skills ...
- have an understandable reward system ...
- establish a stable, structured, home/social/work situation ...
- let them know what is expected of them and have a definite reward system ...
- never embarrass or cause Builder oriented people to lose face in front of their peers ...

## If a person chooses the Relater card first, the following is usually true.



**Comfort zone:** Supportive, friendly atmosphere - emotions are crucial - people focused - slogans and posters - harmonious home and teamwork - vocal exchanges, such as discussion groups - want people to like him or her - prefer procedures that are people centered and humanistic - importance of friendliness, sharing - make themselves accessible for personal as well as work needs of people – bright, well colored, coordinated dress.

**Demands on people:** Strong team affiliation - share ideas and feelings, enthusiasm, harmony - speak out in meetings and at home - emotional appreciation - emphasis on exterior detail, such as how the report looks, how people are dressed - democratic.

## Silent Communicator Identifiers.

### 1) Spoken – Word, Tonality and Expression:

If the Relater part of self dominates the person voice is rather shy but friendly. It lets you know, “I care.”

2) **Body Language:** Usually very friendly with a smile and sometimes gentle hand shake. The walk is sometimes bouncy. The whole aura shouts, “I care and feel deeply!”

### Your secret vocabulary for developing Relater behaviors for getting along with persons with strong RELATER behaviors:

\* friendly \* harmony \* people-centered \* exterior detail \* togetherness \* group \*  
\* love \* being accepted \* giving \* honest feelings \* teamwork \* romantic \*

## How to build powerful teams, self-esteem, success, maximize productivity in others and reinforce leadership.

### When Relater Behaviors Govern One’s Communication Behaviors: **HOT BUTTONS**

**When the Relater or Dolphin (blue) part of you is very strong, consider what motivates you and apply it. Having Relater strengths you know that you:**

- take a friendly approach to other Relaters' communication ...
- never embarrass or cause Builder oriented people to lose face in front of their peers ...
- provide a social atmosphere and occasions for them to interact ...
- respect other Relaters' feelings by not imposing your feelings on them ...
- give genuine concern, a smile, and a kind word and do not dominate the conversation ...
- allow Relaters time to talk with their friends such as discussion groups ...
- give occasions for emotional outlets and freedom of their personal expression ...
- smile when passing and congratulate them on various occasions especially when they least expect it ...



## If a person chooses the Adventurer card first, the following is usually true.

**Comfort zone:** Action, unstructured work situations - movers - prefers procedures that are useful, dynamic, practical and hands-on - importance of spontaneity - here and now are important - on stage – learning style is touch.

**Demands on others:** Action oriented - spontaneous responses - respond quickly to changes - competitive - on stage at a moments notice - pick up the pieces - fun and light-hearted attitude - take a joke.

## Silent Communicator Identifiers.

### 1) Spoken – Word, Tonality and Expression:

If the Adventurer part of self dominates, the person voice is very quick in response, joking and sometimes boisterous. It lets you know where the action is.

### 2) Body Language:

Usually very forceful and lacking sensitivity. The walk is quick and action oriented. The whole aura shouts, “Have fun now and don’t worry about tomorrow!”

### Your secret vocabulary for developing Adventurer behaviors and getting along with persons with strong Adventurer behaviors:

\* fun \* excitement \* spend \* adventure \* spontaneous \* action \* machines \*  
\* gamble \* fun \* chance \* games \* fast \* change \* act out \* joke \* entrepreneur \*

### How to build powerful teams, self-esteem, success, maximize productivity in others and reinforce leadership.

### When Adventurer Behaviors Govern One’s Communication Behaviors: HOT BUTTONS

When the **Adventurer or Tiger (red)** part of you is very strong, consider what motivates you and apply it. Having Adventurer Strengths you know that you:

- take a light-hearted, fun or action approach to Adventurers’ communications ...
- speak to the here and now ...
- be as flexible as they are to changing action; be careful of the action's direction ... be as flexible as they are to changing action; be careful of the action's direction ...
- direct spontaneous action towards positive goals; celebrate your wins and let them be one of the major sources for discouraging turnover, delinquency or criminal actions ...
- involve them in any positive action situation. Be careful not to get caught in the thrill...
- create result-oriented action situations according to the family, club’s, company’s or organization’s goals ...
- allow them to play a "starring" role on any occasion possible ..
- check and make sure they are in positive action situations, provide exercise areas at home, work, recreational or social occasions to let off steam. Act quickly with younger tigers. Control is needed.