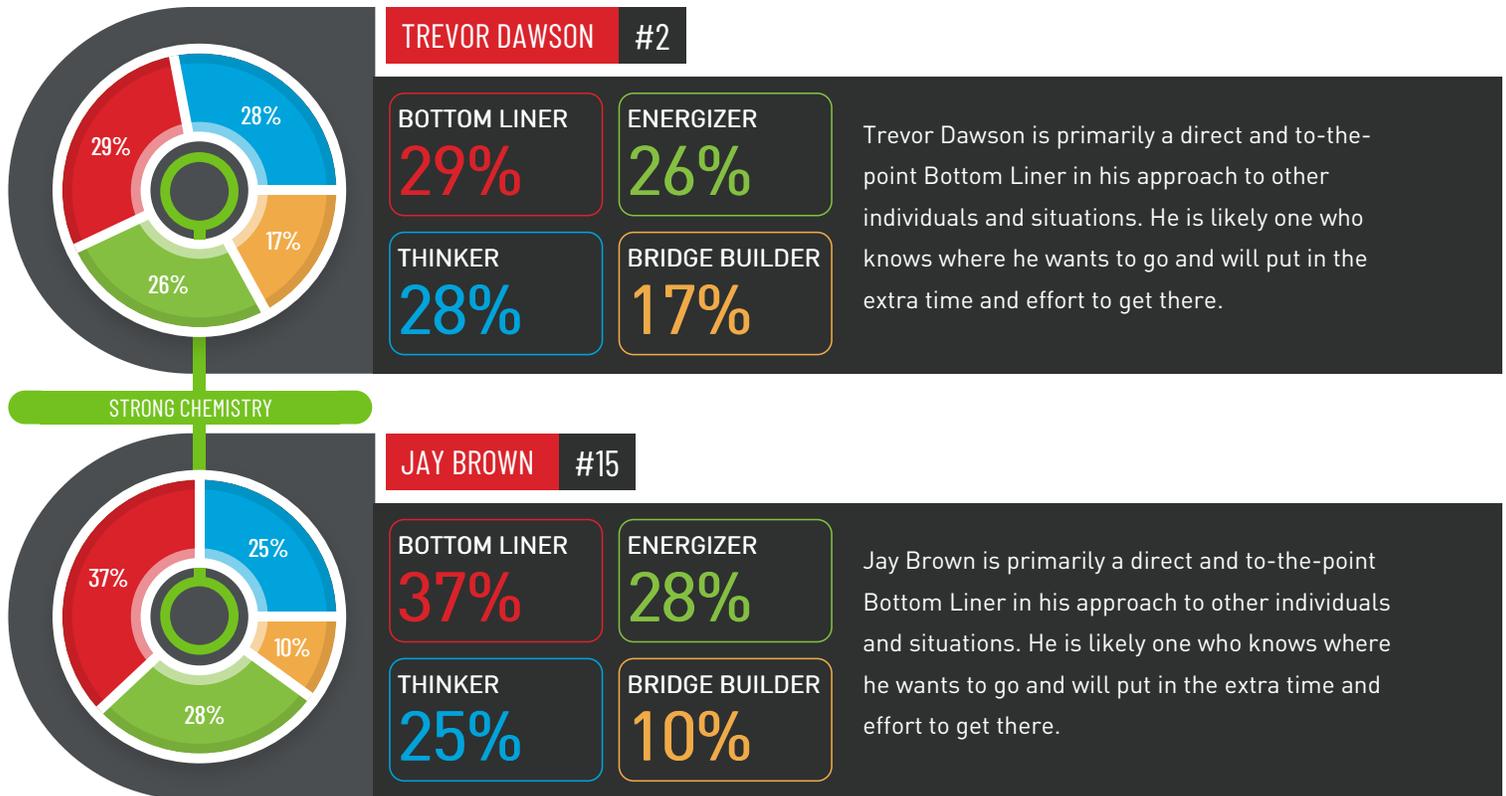


INDIVIDUAL SUMMARY:



RELATIONSHIP SUMMARY:

Trevor Dawson and Jay Brown are well-matched and will find it easy to effectively communicate with one another. You can expect direct, sometimes blunt communication between them. Do not assume this to be a negative; it's not to them. Trevor Dawson's and Jay Brown's shared Bridge Builder style will easily smooth any source of friction that may appear between them. They are untroubled by conflict and tend not to focus on feelings. There may be times when this creates tension for those around them.

COMMUNICATION TRAITS	T. DAWSON	J. BROWN
BEHAVIORAL FOCUS:	Doing, competing, getting things done	Doing, competing, getting things done
VALUES:	Action, achieving objectives	Action, achieving objectives
MOTIVATED BY:	Opportunity, achievement, controlling, gaining an edge	Opportunity, achievement, controlling, gaining an edge
COMFORTABLE WITH:	Clearly defined tasks, pragmatic situations, goals, simplicity, efficiency	Clearly defined tasks, pragmatic situations, goals, simplicity, efficiency
UNCOMFORTABLE WITH:	Ambiguity, theoretical, slow-moving, unclear goals	Ambiguity, theoretical, slow-moving, unclear goals
ORAL COMMUNICATION STYLE:	Assertive, bold, overt, brief	Assertive, bold, overt, brief
WRITTEN COMMUNICATION STYLE:	Concise, simple, direct and to the point	Concise, simple, direct and to the point
PREFERRED WORK ENVIRONMENT:	Think-tank, high tech, high risk/high reward, speculative	Think-tank, high tech, high risk/high reward, speculative
PREFERRED WORK CONTENT:	Entrepreneurial, trading, construction, decision making, risk-taking, highly competitive	Entrepreneurial, trading, construction, decision making, risk-taking, highly competitive

COMMUNICATION STYLES



THINKER

Thinkers are naturally analytical, they are not impulsive, and tend to think and act with some process in mind. They almost always take their tasks and responsibilities seriously. These individuals are detail oriented and organized. Other traits include dependability, practicality, and perseverance.



ENERGIZER

Energizers enjoy interacting with and motivating others. They are very creative, easily inspired, and are usually charming and convincing. These people can generally help others see things from a new perspective. They tend to be lively, witty people who get excited about things.



BOTTOM LINER

Bottom Liners focus on winning and being the best. They are natural risk takers, undeterred by conflict, and are assertive and decisive. They like to stand out, and will put forth significant effort to be seen as number one. When they focus on a specific goal, they will do whatever it takes to succeed.



BRIDGE BUILDER

Bridge Builders avoid conflict and value close relationships. These people find it easy to understand others' feelings and regularly go out of their way to show friends that they truly care. They are focused on the well-being of others and thrive on positive reinforcement.

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