

CHOLERIC BLENDS

primary need to get results

1. The Motivator (Choleric - Sanguine)

- Driven by 2 temperament needs - primary need is to get results/secondary need is to be accepted socially.
- Combined temperament produces a result-oriented person who needs to be around people socially some of the time. Goal/bottom-line oriented, and can be persuasive in promoting their ideas/goals. Can be impatient and will push others to obtain results/be productive.
- Not a frequently found combination.

2. The Director (Choleric - Phlegmatic)

- Driven by 2 temperament needs - primary need is to get results/secondary need is to accommodate others.
- Combined temperament produces results-oriented person who is very determined and unemotional when attempting to accomplish a goal.
- More individualistic/unyielding than the other choleric blends. They are like a director because they like telling others what to do.
- One of the least frequent found combinations

3. The Strategist (Choleric-Melancholic)

- Driven by 2 temperament needs- primary need is to get results/secondary need is to do things right.
- Combined temperament produces a result-oriented, detailed person, who plans and pushes their way through life

SANGUINE BLENDS

primary need is to be accepted socially

1. The Marketer (Sanguine-Choleric)

- Driven by 2 temperament needs - primary need is to be accepted socially/secondary need is to get results.
- Combined temperament produces a people-person who is goal oriented. A natural negotiator this temperament pushes their way through life trying to persuade others to their point of view. They are very optimistic but may lack follow through.
- Somewhat common temperament

2. The Relater (Sanguine-Phlegmatic)

- Driven by 2 temperament needs - primary need is to be accepted socially/secondary need is to accommodate others.
- Combined temperament produces a people-person who is accommodating to the needs of others. They are more relationship oriented/consistent than the sanguine blends. They work well with others due to their optimistic, accepting, and accommodating nature
- Frequently found temperament

3. The Performer (Sanguine-Melancholic)

- Driven by 2 temperament needs - primary need is to be accepted socially/secondary need is to do things right.
- Combined temperament produces a people-person who is sensitive, creative, and detail-oriented. The more formal and emotional of the Sanguine blends. This blend is naturally able to *perform* in front of others to meet the need of the moment. This temperament needs a plan and may be inconsistent with follow through due to

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PHLEGMATIC BLENDS

primary need is to be accommodating

1. The Inspector (Phlegmatic-Choleric)

- Driven by 2 temperament needs - primary need is to be accommodating/secondary need is to get results.
- Combined temperament produces an accommodating, result-oriented person who is unyielding in their routine; very determined. They concentrate on one thing at a time with unbending determination. This focused individual brings a deceptively intense approach to the task. They also prefer work of a routine nature rather than involvement with people.
- One of the least frequently found temperaments

2. The Harmonizer (Phlegmatic-Sanguine)

- Driven by 2 temperament needs - primary need is to be accommodating/secondary need is to be accepted socially.
- Combined temperament produces an accommodating, people-oriented person who is routine, friendly, and tolerant of others. They are motivated to bring harmony to their environment. They are the most friendly of the Phlegmatic blends. They have a very difficult time saying no and will often take on more than they can do just to please others
- This is a frequently found temperament

3. The Helper (Phlegmatic-Melancholic)

- Driven by 2 temperament needs - primary need is to be accommodating/secondary need is to do things right.
- Combined temperament produces an accommodating, routine person who is concerned about doing things right. This temperament is a natural helper and the most consistent of all the Phlegmatic blends. This temperament needs to be alone most of the time and spend time with

MELANCHOLIC BLENDS

primary need is to do things right

1. The Trainer - (Melancholic-Choleric)

- Driven by 2 temperament needs - primary need is to do things right/secondary need is to get results.
- Combined temperament produces a detailed-oriented person who pushes to get results. They have a strong drive to tell others what they know/what to do. They are more pushy/blunt than the other Melancholic blends. They are attentive to details and push to have things done correctly according to their standards.
- Not a frequently found temperament

2. The Diplomat - (Melancholic-Sanguine)

- Driven by 2 temperament needs - primary is to do things right/figure out what is right/secondary need is to be accepted socially
- Combined temperament produces a detail-oriented person who enjoys some social activity. They are naturally skilled at being diplomatic with others in a way that avoids tension and restores unity. They are the most friendly of the Melancholic blends. They like to ease into the day and prefer for others to wait a while before talking to them after they wake up in the morning. They have a natural smile and tend to be apologetic.
- This is a frequently found temperament

3. The Analyst - (Melancholic-Phlegmatic)

- Driven by 2 temperament needs - primary is to do things right/figure out what is right/secondary need is to be accommodating.
- Combined temperament produces a detailed-oriented person who is very analytical, accommodating, and will cautiously plan their way through life. They are driven to answer the question “why” before acting. They are pleasant and accommodating people who tend to seek a structured environment requiring attention to detail. They are more conscientious and private than the other Melancholic blends. They have a strong sense of justice and need pushing to be sociable beyond their

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