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The Gift of Gab

By John Boe

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A working understanding of temperament styles (personality types) will have a profound impact on the way you perceive yourself and will greatly enhance all of your relationships. If you are a salesperson, this information will significantly increase your sales effectiveness by enabling you to build trust and rapport quickly with your prospects and customers. Business owners and managers find this knowledge invaluable. It can improve the way you supervise your employees and allow you to recruit more effectively. As a parent, it can dramatically improve the way you relate to your children. If you are single, it can provide you insight into selecting a compatible mate.

Hippocrates, the father of medicine, has been credited with originating the basic theory of temperament styles twenty-four hundred years ago. Hippocrates believed that we are born with a combination of four genetic influences that he called humors; Choleric (Worker), Sanguine (Talker), Phlegmatic (Watcher), and Melancholy (Thinker). He observed that these four styles have a direct influence on our physiology, character traits and outlook on life. In fact, the word temperament which is commonly used to describe personality types is a Latin term which means, "a mixing in due portion." While we are each born with a primary temperament, our personality is comprised of all four styles. My temperament training system gives you the tools and knowledge to recognize a person's primary temperament style through observation. Each primary temperament style exhibits a body language preference and has distinctive physical features and characteristics that are neither gender, race, nor age specific. This is a significant breakthrough in the study of temperament understanding because it is a practical system that can be used with everyone you meet. My temperament-training program allows you to put this information to use in your day-to-day encounters from the boardroom to the kitchen table. This article showcases the Sanguine/Talker temperament style.

The Talker temperament style is the I, or Influencer, in the D.I.S.C. temperament profiling system. The Talker is extroverted and persuasive by nature, they are known to possess the "gift of gab." Talkers will normally be the one to initiate a conversation and they seek to get the last word in as well. Due to their enthusiastic and expressive nature they are inclined to interrupt others. They are often referred to as natural born salespeople and it is said that they can sell ice to Eskimos. They have the ability to think quickly on their feet and are very articulate. A Talker prefers to be around people and when alone will

The Gift of Gab

usually have a radio or TV playing in the background for company. The Talker enjoys a change of pace and dislikes routine or structure. They require freedom to express their ideas and they enjoy recognition for their accomplishments. They are "big picture" people and don't like dealing in detail work. They get bored sitting still for long periods of time and need the freedom to move around.

Talkers love an audience and seek to be the center of attention. Others often view this need for approval and attention as egotistical and self-centered. The typical Talker's motto is, "Enough about me – what do you think about me?" Talkers are friendly, enthusiastic, impulsive and social. They tend to be emotional and demonstrative and as a result wear their feelings on their sleeve. Under pressure, they will talk faster than normal and may deny reality. The impulsive Talker likes status things and are known as power shoppers. It is not uncommon for them to go shopping in order to lift their spirits. The Talker/Thinker profile enjoys the latest gadgets and is usually interested in science fiction.

Physically, Talkers tend to have a barrel chest, stocky build and a large head. Talkers are typically "couch potatoes" and need routine exercise to stay in shape. Due to their sedentary life style they are prone to gain weight and find it difficult to keep off. It is not unusual for the Talker to have bags under their eyes and a recessed chin. When you think of a Talker think of Bill Clinton, Drew Carey, Oprah Winfrey, Rosie O'Donnell, Dolly Parton, Bill Cosby, Ronald Reagan, John Candy, Cybill Shepherd, Mohammed Ali, Phil Donahue, John Belushi, Richard Dreyfuss, and Newt Gingrich. While not all Talkers will have a dimple in their chin, it has been my observation that anyone that does have a dimple is automatically the Talker/Thinker/Worker/Watcher profile. Of the six primary Talker profiles, this profile is the most dramatic, expressive, creative, formal and moody. Some well-known Talkers with a dimple in their chin are; John Travolta, Terry Bradshaw, Jesse Ventura, Chevy Chase, Joe Namath, and Kirk Douglas.

Talker's Positive Traits

Sociable - Generous - Optimistic - Enthusiastic - Persuasive - Articulate

Talker's Negative Traits

Unorganized - Egotistical - Impulsive - Self-Absorbed - Emotional – Lazy

Talker Behaviors

1. Exhibits a carefree demeanor.
2. Interrupts others while they are speaking.
3. Easily distracted.
4. Dislike for dealing with details.
5. Can juggle numerous tasks at once.
6. Extremely creative and spontaneous.
7. Needs excitement, adventure and thrills.

How Talkers Can Improve

The Gift of Gab

1. Don't try so hard to be liked.
2. Be cheerful without overdoing it.
3. Talk less and listen more - don't interrupt.
4. Follow directions carefully.
5. Be more accurate.
6. Don't make promises that you can't keep.
7. Develop a more serious work ethic.

John Boe, based in Monterey, CA, helps companies recruit, train and motivate top-quality people. To view his online Video Demo or to have John Boe speak at your next event, visit www.johnboe.com or call (831) 375-3668.

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By Simon

Online Gift Certificates by Simon

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Happy Holidays!

Simon Lim, about



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