

# Treat others the way they want to be treated

Predominant Behavioral Style		Need to Know About:	Do it With:	Save them:	To facilitate decision-making, Provide:	Likes YOU to be:	Support Their:	On the phone be:
<b>D</b>	<b>Dominant Commander Director</b>	What it does, by when, at what cost	Conviction	Time	Options w/supporting analysis	To the point	Goals	Short & to the point
		<b>Create this Environment</b>	<b>Maintain this Pace</b>	<b>Focus on this Priority</b>	<b>At Play Be:</b>	<b>Use Time to:</b>	<b>Write this way:</b>	
		Businesslike	Fast/Decisive	The task/The results	Competitive & aggressive	Act efficiently	Short and to the point	
<b>I</b>	<b>Influencer Expresser Socializer Extrovert</b>	<b>Need to Know About:</b>	<b>Do it With:</b>	<b>Save them:</b>	<b>To facilitate decision-making, Provide:</b>	<b>Likes YOU to be:</b>	<b>Support Their:</b>	<b>On the phone be:</b>
		How it enhances their status and visibility	Flair	Effort	Testimonials & Incentives	Stimulating	Ideas	Conversational & playful
		<b>Create this Environment</b>	<b>Maintain this Pace</b>	<b>Focus on this Priority</b>	<b>At Play Be:</b>	<b>Use Time to:</b>	<b>Write this way:</b>	
		Enthusiastic	Fast/Spontaneous	The relationship/interaction	Spontaneous and playful	Enjoy the interaction	Informal and dramatic	
<b>S</b>	<b>Steady Reflector Pace Realtor</b>	<b>Need to Know About:</b>	<b>Do it With:</b>	<b>Save them:</b>	<b>To facilitate decision-making, Provide:</b>	<b>Likes YOU to be:</b>	<b>Support Their:</b>	<b>On the phone be:</b>
		How it will affect their personal circumstances	Warmth	Conflict	Personal service & assurances	Pleasant	Feelings	Warm & pleasant
		<b>Create this Environment</b>	<b>Maintain this Pace</b>	<b>Focus on this Priority</b>	<b>At Play Be:</b>	<b>Use Time to:</b>	<b>Write this way:</b>	
		Personal	Slow/Relaxed	The relationship/communication	Casual & cooperative	Develop the relationship	Warm and friendly	
<b>C</b>	<b>Compliance Achiever Conformity Thinkers</b>	<b>Need to Know About:</b>	<b>Do it With:</b>	<b>Save them:</b>	<b>To facilitate decision-making, Provide:</b>	<b>Likes YOU to be:</b>	<b>Support Their:</b>	<b>On the phone be:</b>
		How they can justify it logically / How it works.	Accuracy	Embarrassment	Data & Documentation	Precise	Procedures	Businesslike & Precise
		<b>Create this Environment</b>	<b>Maintain this Pace</b>	<b>Focus on this Priority</b>	<b>At Play Be:</b>	<b>Use Time to:</b>	<b>Write this way:</b>	
		Serious	Slow/Systematic	The task/process	Structured. Play by the rules	Ensure accuracy	Detailed and precise	