

	Traits	What you need to motivate yourself?	What demotivates you	Natural strengths	Vulnerabilities
	<p>Yes! Can-do Persuasive Think best when interacting & Brainstorming Confidence to deal with things off-the-cuff;</p>	<p>Fun Passion Hope, optimism & confidence Seemingly impossible challenges (productive Pressure) Committed outcomes Potential big wins/big impact/game-changing To impress...wow!</p>	<p>Negativity → dysfunctional Logic trumping emotion Monotone Obligation - procrastinate on obligatory tasks</p>	<p>Ideas Natural promoters Persuasive, engaging, inspiring Yes! Excitable; animated Inject energy Best off-the-cuff and on-the-run Future-focused – sees the opportunities and possibilities Simplicity To create “wow”, “amazing”! The stunning impression Small talk Leadership</p>	<p>Lighthouse effect → confidence dissonance Over-commit (and under-deliver) Over-simplify - puts pressure on others Look superficial when you speak so passionately, then change your mind Passion seems like requests/conviction/decision Spin interpreted as raving on Reliance on charisma & spin versus substance & logic Always urgent/last minute = pressure and superficial Erratic emotions</p>
How other (really) perceive you at times	Self doubt – the voices in your head	Causes of stress	Key strategies (to leverage strengths, mitigate vulnerabilities and be at your best)?	Your ‘genius’ – white belt level & black belt level? BE IN AWE!!	Stories... Can you do me a favour?
Creative Positive Impatient Superficial Egotistical Reckless	Depends on confidence: Confident = positive, optimistic voices; Low confidence and self-esteem = depressed → inertia	Lack of success; Negativity Hopelessness → debilitating Going slow (pacing yourself)	Urgency Brainstorm Deadline Compartmentalize the issue and then do something else that’s really positive for yourself that you know you can do.	WB: Ideas – to make things possible, no matter what; Pull rabbits out of the hat; BB: Energize (people & situations): Inspire growth; provoke change & action; inject hope & optimism, inspiration & confidence, fun & light Imagining the future possibilities and rallying others to buy-in; Simplifying the complexity to then make it possible	Jump off a cliff then determine where I’m going to land! Jace, you want to do something really fun?
What shows up when you do?		Energy, Light-heartedness; hope; positivity (can-do, fun, optimism).			