

"SPEAKER OF THE YEAR"
2004, 2005 & 2009

"MOST INSPIRATIONAL SPEAKER
OF THE YEAR" 2007

"MOST ENTERTAINING AND HUMOROUS
SPEAKER" 2006 & 2008

"AUTHOR OF THE YEAR" 2008

(NSANZ) - Auckland



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It's ALL about
Pressing the Right Buttons

“Are you?”



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Nature versus Nurture

60%

40%



No two alike

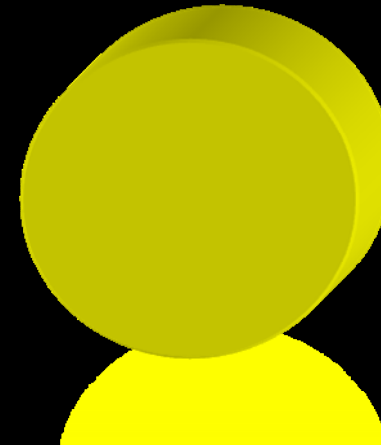
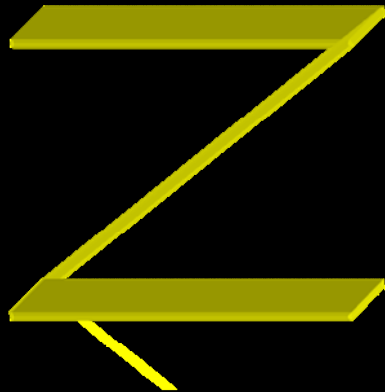


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Pick a shape that **you** associate with:



Enthusiastic

Expressive

Social

Assertive

Decisive

Productive

Obliging

Diplomatic

Patient

Behaved

Detailed

Tidy



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Playful



Powerful



Peaceful



Precise



Playful



Funny

Outgoing

Talker

Vivacious



Precise



Factual

Well
mannered

Deliberate

Intentional



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Peaceful



Balanced

Calming

Level headed

Approachable



Powerful



Competitive

Adventurous

Persuasive

Independent



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PLAYFUL



POWERFUL



PEACEFUL



PRECISE



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What they like to talk about



Relationships



Efficiency &
Organisation

Security &
guarantees



Facts & Logic



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Preferred Way of doing things

Fun Way



My Way!



Easy Way



Right Way





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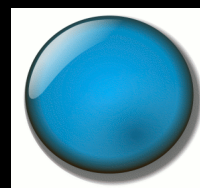
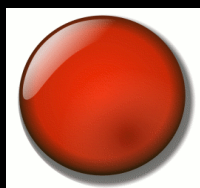




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“Great minds
do **NOT** think
alike”



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PLAYFUL



Attention
Affection
Approval

POWERFUL



Credit
Loyalty
Appreciation

PRECISE



Sensitivity
Space
Silence

PEACEFUL



Respect
Value
Harmony

“Treat others as *they* would like to be treated not as you want to be treated.

-in their shoes!”



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What we need to do more of

Listening



Saying "Please" and "Thank you"



Speak up more



Positive observations



Focus On



Relationships



Results



Real



Details



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So which is the best personality?

“The one who understands
“So are YOU Pressing the
their peers and gives them
“The Right Button? Preparing
what they need”
out of their strengths”



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“With *the* drive and inspiration
of our people - success is
inevitable”



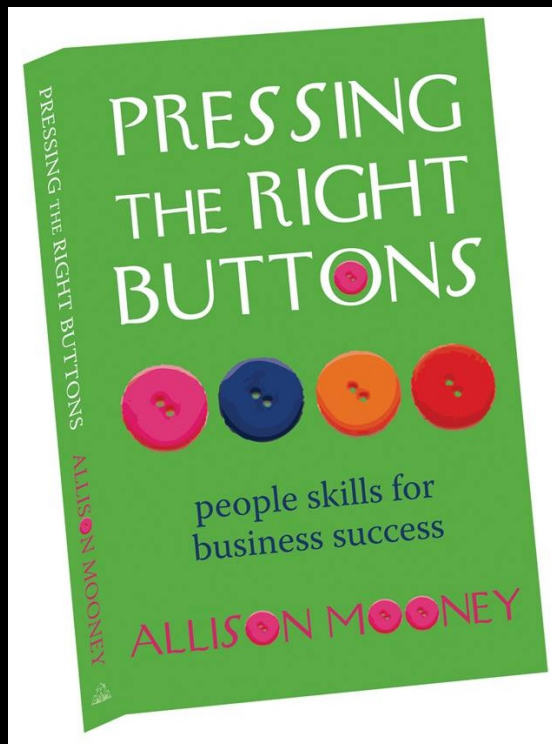
successful
relationships
=
Healthy workplace



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Best Seller



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