

What *style* of Work Suits You?

Learn and leverage your working style in order to maximize your productivity.



Motivator

You influence those around you to get the job done the way you think is best.

Benefits of Motivators...

- Hands-on worker
- Can inspire & influence others
- Designs win-win situations

Maximize this Style...

- Strategize on working smarter instead of harder
- Be aware of & focus on what motivates others
- Pause for honest feedback from clients or coworkers when you see signs of discomfort or hesitation

Tips on Managing Work Styles

Take note of the work and communication styles of your coworkers, clients, and colleagues so you can understand their needs & work together to be more productive.

Facilitator

You nurture & manage your surroundings to help others arrive at the solution you think is best

Benefits of Facilitators...

- Works hard & smart
- Helps people make their own decisions & feel heard
- Creates an environment to fulfill the desired agenda

Maximize this Style...

- Create environments for productivity & growth
- Implement structures to keep you moving forward
- Recognize when an action is needed to get a job done

What's Your *style* of Communication?



When communicating with clients both in-person & virtually, it helps to understand different styles of communication. This can lead to better client relationships, closing more sales, and less objections and misunderstandings.

Aesthetic

"It's not what you said, it's how you said it."

You might be an aesthetic communicator if...

- You look for the meaning behind what's said
- You enjoy verbal messages of appreciation
- You prefer memorable or good experiences

When you're talking to an aesthetic person...

- Give affirmations
- Use encouraging language
- Be aware of vocal tone, inflection, & nonverbal cues

Pragmatic

"Here's the bottom line."

You might be a pragmatic communicator if...

- You are motivated by practical, tangible things
- You focus on the words said rather than intent
- You take criticism well

When you're talking to a pragmatic person...

- Focus on the bottom line
- Keep messages concise
- Be direct

Tips on Managing Your Style

- Set clear goals with tangible results
- Celebrate your results
- Reward yourself for leading effective conversations