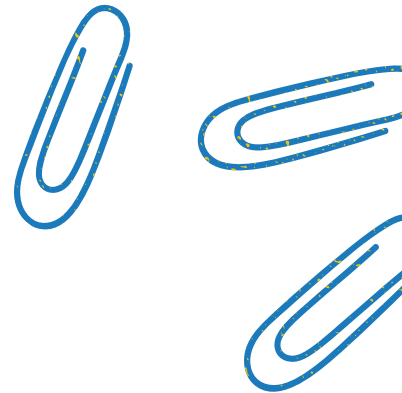




Agent Pipeline
AN INTEGRITY II COMPANY



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 ...

pause for honest feedback
from clients or coworkers
when you see signs of
discomfort or hesitation ...

be aware of & focus
on what motivates
others

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

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.



what's your

style

of communication?

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



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

Managing Your Style

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