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Accountant
5-23-2010



Discovering success in every part of life.
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Our ability to interact effectively with people may be the difference between success or failure. Effective interaction starts with an accurate perception of ourselves. Over the years you have built your self-perception on information received from others. This report was designed to quantify information on how you see yourself. How you use this information will be directly related to your success in significantly improving your personal relationships.

This report identifies key areas for improving interpersonal relationships. Star those statements which are most important to you and if possible share why you feel they are important with someone. Remember, effective communication requires commitment.

*"All people exhibit all four behavioral factors in varying degrees of intensity."
—W.M. Marston*

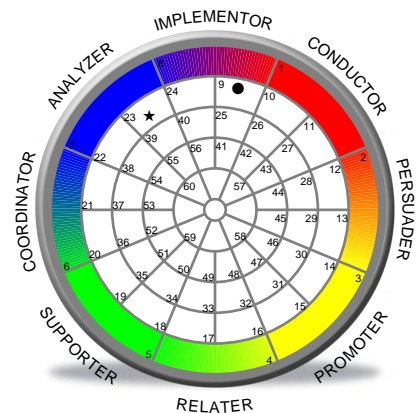


This section of the report was produced by analyzing your wants. People are motivated and influenced by the things that they want. Wants that are satisfied no longer motivate. Analyze each statement produced in this section and highlight those that are present "wants" for you. Periodically review this section to identify new wants and delete satisfied wants.

You may want:

- Others to adhere to your high standards.
- Detailed information about major decisions with complete instructions.
- Security and safety procedures around the house: fire safety, smoke detectors, electronic security systems, etc.
- Rewards for your ideas, and results for your actions.
- Opportunity to talk about your ideas and prove your skills.
- Time to adjust to change.
- Freedom to act independently from time to time.
- New challenges and problems to solve.
- Reassurance.
- Freedom from pressure to perform or to act quickly without precedent.
- Recognition for your concern for quality relationships.
- Opportunity for personal involvement.

NOTES

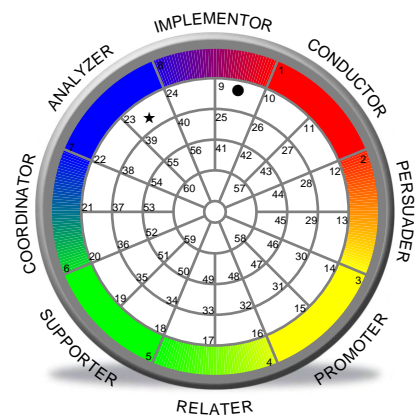




This section identifies specific talents and behavior that you bring to a personal relationship. Socially, we need people who have different strengths to offer. Use this information to share your thoughts, ideas and feelings about your relationship strengths.

- Place a high value on time--don't beat around the bush.
- Challenge-oriented.
- Present the various sides of an issue without getting emotionally involved.
- The ability to sense and "weed out" people with shallow plans or ideas.
- Analyze problems and discuss solutions.
- Tenacious--show perseverance--stick to it until it's done.
- Initiate new activities.
- Like games of competition and skill.
- Self-starter--won't wait until told to do something.
- Can "troubleshoot" various potential problems.
- Results-oriented. Keep on target.
- Cause action--make sure things get done.

NOTES

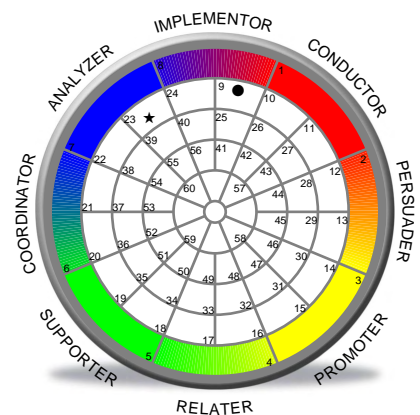




This section of the report describes how you like others to communicate with you. As with the entire report, most of these items listed will be extremely accurate for you. Identify 3 or 4 key items and encourage others to practice using these items in their everyday communication with you.

- Provide time to analyze the data before making a decision.
- Provide options, rather than opinions.
- Present ideas logically--be efficient.
- Use a tone of voice that shows sincerity.
- Be on time.
- Respect quiet demeanor.
- Be ready at the exact time.
- Show patience, especially when drawing out information.
- Motivate and persuade by referring to objectives and RESULTS.
- Take issue with the facts, not the person, if you disagree.
- Provide questions and choices for making decisions.

NOTES



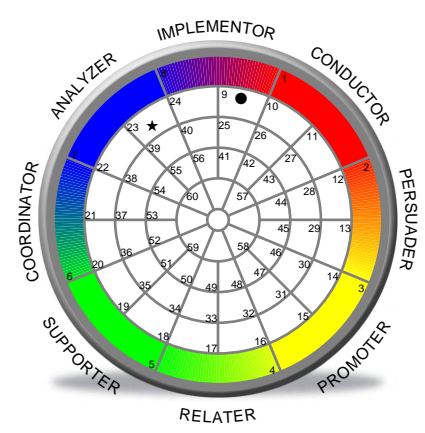


BARRIERS TO COMMUNICATION

This section of the report describes what NOT to do when relating with you. As with the entire report, most of these items listed will be extremely accurate for you. Identify 3 or 4 key items and encourage others to ELIMINATE using them in their everyday communication with you. And, if others have a report, you are encouraged to share this page of information with each other, as well as sharing information from the entire report.

- Don't talk down.
- Don't direct or order things to be done.
- Don't overuse emotion to make a point heard.
- Don't be vague, or leave cloudy issues.
- Don't fake your way through ideas; know what to talk about.
- Don't be boring or inactive.
- Don't be superficial.
- Don't drop your end of the plans or activities.
- Don't try to persuade or convince by "personal" means.
- Don't be disorganized, messy or forget things.

NOTES





To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

The Communication skills I need to develop are:

- 1.
- 2.
- 3.
- 4.

I agree to practice the listed communication techniques and develop communication skills in the areas indicated.

Signed: _____ Date: _____



Ron Clark

5-23-2010

MOST

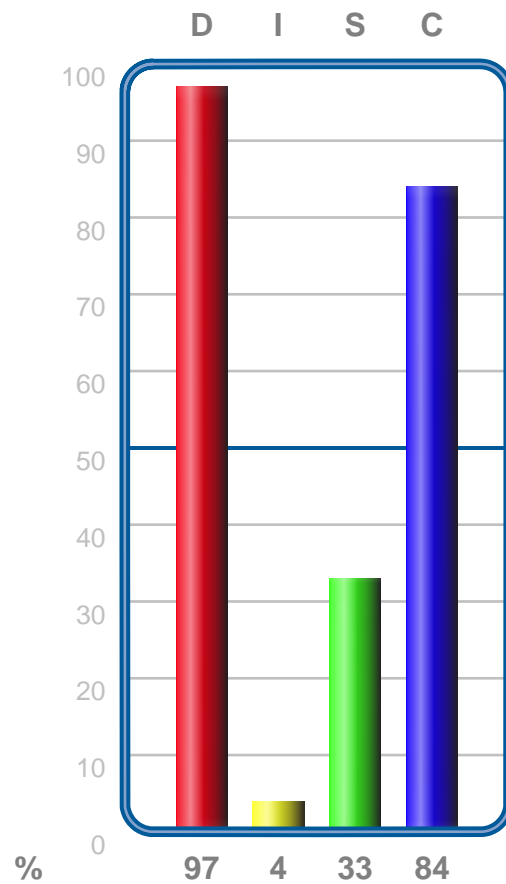
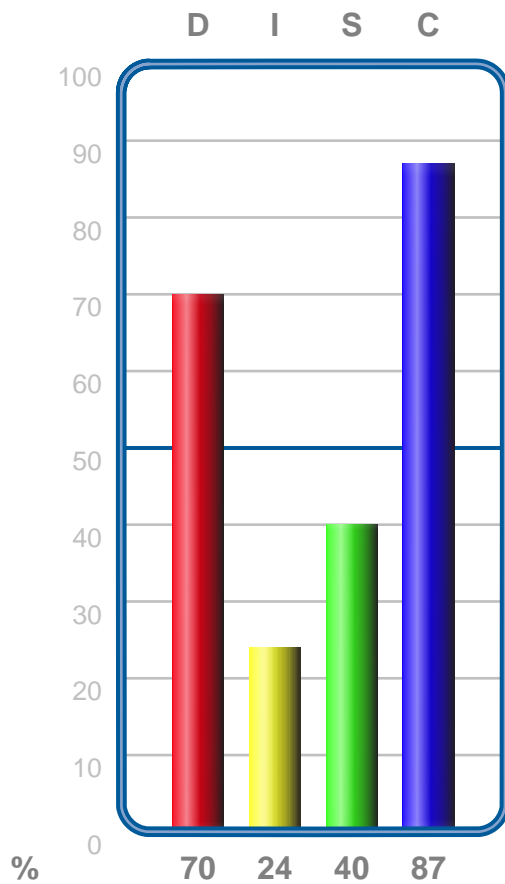
Graph I

Adapted Style

LEAST

Graph II

Natural Style



Norm 2009



The Success Insights® Wheel is a powerful tool popularized in Europe. In addition to the text you have received about your behavioral style, the Wheel adds a visual representation that allows you to:

- View your natural behavioral style (circle).
- View your adapted behavioral style (star).
- Note the degree you are adapting your behavior.
- If you filled out the Work Environment Analysis, view the relationship of your behavior to your job.

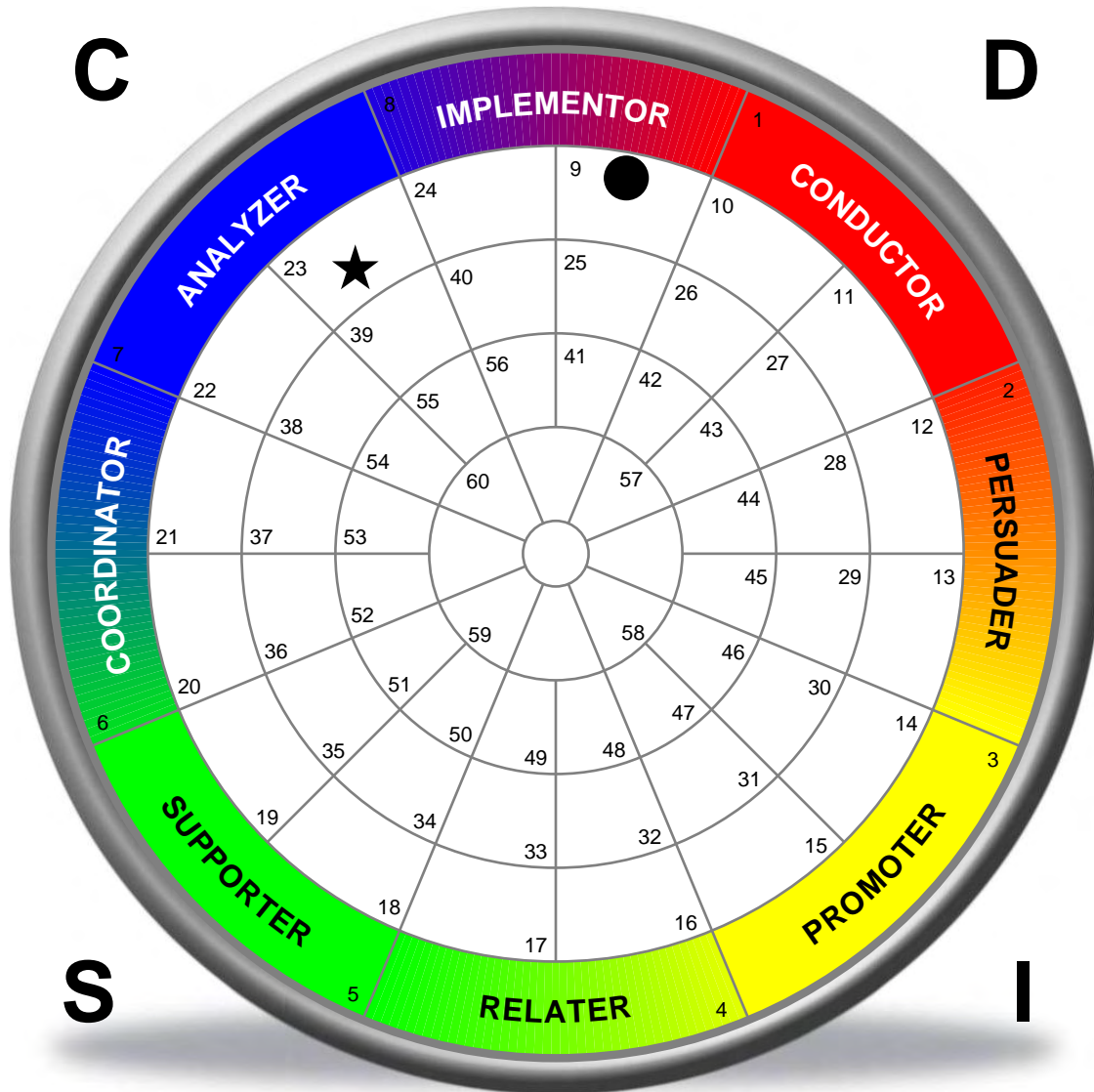
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able to identify where communication, understanding and appreciation can be increased.



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Adapted: ★ (23) IMPLEMENTING ANALYZER
 Natural: ● (9) CONDUCTING IMPLEMENTOR

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