Style Definition

Motivators look for opportunities to influence those in their environment to execute their agenda. You are hands-on and physically engage in your environment in order to achieve your agenda. You have the ability to physically execute a task, and to influence others to accomplish the task for you.

Theme: Influence

Strengths & Weaknesses

How This Style Can Help You

- You are not afraid of hard work.
- You have a natural ability to motivate and influence others.
- You have the ability to create paradigm shifts and “win-win” situations.

How This Style Can Hinder You

- You may have a tendency to work harder, not smarter.
- You may disregard the opinions and desires of others.
- You may be perceived as abrasive and manipulative.

Application Points

- Celebrate your work ethic and ability to influence others.
- Facilitate yourself with structures and systems to create an awareness of what actually motivates others.
- Educate your audience on how you work.
- You live for momentum. When you feel as though progress has stopped, you can become manipulative and coercive. It is best, in these situations, to step back and gain some perspective.
Personal Management

**Highest and Best Use of this Ability**
Environments where you can influence an organization, project or people in a way that allows for movement, change and growth.

**What are Your Natural Predators?**
Immobility.

**Consequences of Failing to Manage this Ability**
You need to be aware that if you allow either the hands-on or the Motivator component of your style to dominate, it will create a momentum like the Tasmanian devil spinning around. You will slip “under” your business or life as it were, resulting in a loss of perspective. The loss of perspective will make you feel reactionary, exposed and vulnerable in that area. This can cause a damaging negative spiral in which your attributes malfunction.

**Results of Choosing to Manage this Ability**
Your success and significance will be established on the basis of your motivation and influence as well as your ability to create movement, change and growth in yourself and others.