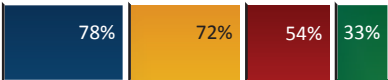

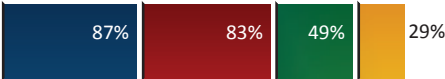
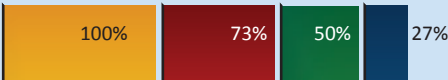
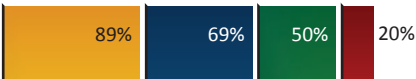




# Dynamix® - The Colors of Communication

TEAM MEMBERS	DO	DON'T	TEAM STRENGTHS
<p><b>A, Member</b></p> 	<ol style="list-style-type: none"> <li>1. Identify your expectations.</li> <li>2. Value her competency to analyze things deeply.</li> </ol>	<ol style="list-style-type: none"> <li>1. Force her to accept change without providing any reasons for it.</li> <li>2. Disregard her desire for periodic time alone.</li> </ol>	<ol style="list-style-type: none"> <li>1. Contributes to creating a methodical and efficient work environment.</li> <li>2. Works with team members to make sure their results are consistent and reliable.</li> </ol>
<p><b>B, Member</b></p> 	<ol style="list-style-type: none"> <li>1. Know what his goals and objectives are and focus on these.</li> <li>2. Stay confident if he becomes demanding.</li> </ol>	<ol style="list-style-type: none"> <li>1. Ask too many questions about his personal life.</li> <li>2. Overwhelm him with too much data.</li> </ol>	<ol style="list-style-type: none"> <li>1. Is direct and straightforward with others on the team.</li> <li>2. Has a clear vision of the future and a plan of action to get there.</li> </ol>
<p><b>C, Member</b></p> 	<ol style="list-style-type: none"> <li>1. Concentrate on the results that must be achieved.</li> <li>2. Provide accurate and factual evidence.</li> </ol>	<ol style="list-style-type: none"> <li>1. Take for granted that his positive attitude means that he will be in agreement with everything you discuss.</li> <li>2. Overwhelm him with too much data.</li> </ol>	<ol style="list-style-type: none"> <li>1. Will systematically think through every detail.</li> <li>2. Can be counted on to provide a high level of energy to any discussion.</li> </ol>
<p><b>D, Member</b></p> 	<ol style="list-style-type: none"> <li>1. Not take his confident and demanding style personally.</li> <li>2. Use a direct approach.</li> </ol>	<ol style="list-style-type: none"> <li>1. Talk down to him.</li> <li>2. Come across as being too cautious.</li> </ol>	<ol style="list-style-type: none"> <li>1. Questions current procedures if he thinks they are ineffective.</li> <li>2. Has a never-give-up approach and spirit.</li> </ol>
<p><b>E, Member</b></p> 	<ol style="list-style-type: none"> <li>1. Make sure that she is following you, as she may be starting to process and categorize issues before you finish speaking.</li> <li>2. Give her time to reflect before moving on to another subject.</li> </ol>	<ol style="list-style-type: none"> <li>1. Presume that hesitance means that she has nothing to add or does not understand what you are talking about.</li> <li>2. Discourage her from verbalizing her opinions.</li> </ol>	<ol style="list-style-type: none"> <li>1. Makes sure that decisions are made in a logical way.</li> <li>2. Invests the time to ensure that any information she delivers is accurate.</li> </ol>