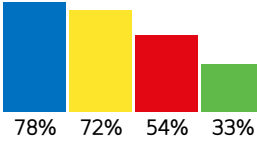
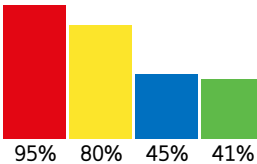
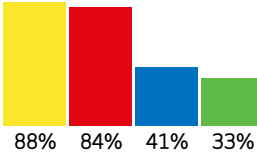
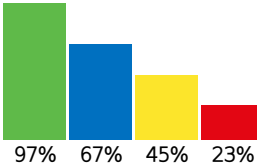
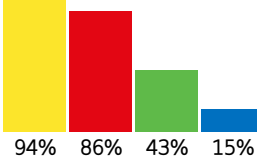
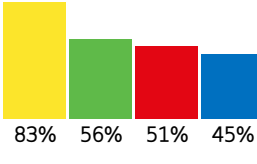


## Demo Team

Team Members	DO	DON'T	TEAM STRENGTHS
<b>MEMBER A</b> 	<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>
<b>MEMBER B</b> 	<ol style="list-style-type: none"> <li>1. Look for common ground and areas where you can agree.</li> <li>2. Remain open to his ideas.</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. Be vague or too sensitive.</li> </ol>	<ol style="list-style-type: none"> <li>1. Can be counted on to provide a high level of energy to any discussion.</li> <li>2. Is creative and will challenge conventional ways of thinking.</li> </ol>
<b>MEMBER C</b> 	<ol style="list-style-type: none"> <li>1. Give him a brief and to-the-point overview of the essential facts.</li> <li>2. Provide facts that are possible to verify.</li> </ol>	<ol style="list-style-type: none"> <li>1. Be untidy or ill-equipped.</li> <li>2. Act as if you know it all.</li> </ol>	<ol style="list-style-type: none"> <li>1. Has a never-give-up approach and spirit.</li> <li>2. Has innovative ideas and is able to promote them to others to get their buy-in.</li> </ol>
<b>MEMBER D</b> 	<ol style="list-style-type: none"> <li>1. Allow her to process and consider your requests for information.</li> <li>2. Present data and facts in a pragmatic manner.</li> </ol>	<ol style="list-style-type: none"> <li>1. Talk too loud or be too aggressive.</li> <li>2. Be unclear about facts and details.</li> </ol>	<ol style="list-style-type: none"> <li>1. Will investigate all of the options before making a recommendation.</li> <li>2. Will anticipate trouble and think ahead to avoid errors.</li> </ol>
<b>MEMBER E</b> 	<ol style="list-style-type: none"> <li>1. Support his need to grow and improve.</li> <li>2. Proceed promptly from one subject to the other.</li> </ol>	<ol style="list-style-type: none"> <li>1. Be overly critical of his opinions.</li> <li>2. Waste his time or come to the meeting unprepared.</li> </ol>	<ol style="list-style-type: none"> <li>1. Manifests leadership and commitment.</li> <li>2. Reduces risk by being proactive.</li> </ol>
<b>MEMBER F</b> 	<ol style="list-style-type: none"> <li>1. Talk about and decide together on deadlines and timetables.</li> <li>2. Be upbeat and positive.</li> </ol>	<ol style="list-style-type: none"> <li>1. Ask too many questions about his personal life.</li> <li>2. Focus too much on the past or on things that he cannot change.</li> </ol>	<ol style="list-style-type: none"> <li>1. Creates an environment that is exciting and motivating.</li> <li>2. Helps the team understand the importance of having an exciting vision.</li> </ol>

Team Members	DO	DON'T	TEAM STRENGTHS
<b>MEMBER G</b>  <p>90% 76% 53% 25%</p>	<ol style="list-style-type: none"> <li>1. Ask what he thinks before presenting your ideas.</li> <li>2. Be upbeat and alert.</li> </ol>	<ol style="list-style-type: none"> <li>1. Be impertinent, inconsistent or overconfident.</li> <li>2. Confirm that you will do something and then do something else.</li> </ol>	<ol style="list-style-type: none"> <li>1. Has a clear vision of the future and a plan of action to get there.</li> <li>2. Gives support in a quiet and patient way.</li> </ol>
<b>MEMBER H</b>  <p>87% 83% 49% 29%</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>
<b>MEMBER I</b>  <p>96% 65% 63% 15%</p>	<ol style="list-style-type: none"> <li>1. Be prepared to receive a fast response.</li> <li>2. Give her all the details and keep her informed as things change.</li> </ol>	<ol style="list-style-type: none"> <li>1. Ask her to respond to a situation spontaneously.</li> <li>2. Seem apathetic, uncertain or lack energy.</li> </ol>	<ol style="list-style-type: none"> <li>1. Will investigate all of the options before making a recommendation.</li> <li>2. Will anticipate trouble and think ahead to avoid errors.</li> </ol>
<b>MEMBER J</b>  <p>75% 73% 63% 46%</p>	<ol style="list-style-type: none"> <li>1. Identify your expectations.</li> <li>2. Be accepting of his desire to change topics rapidly.</li> </ol>	<ol style="list-style-type: none"> <li>1. Encourage and support his passion and creativity.</li> <li>2. Overburden him with unimportant data and facts.</li> </ol>	<ol style="list-style-type: none"> <li>1. Is a people person that others can relate to.</li> <li>2. Knows how to develop new friendships rapidly and will approach and speak to anyone with ease.</li> </ol>