



CHARACTERISTICS

People with your **WHY** are masters in communication. You seek to be fully understood at all times. It is important for you to know that people “get” what you are saying and you generally employ numerous methods to express a given point. You will use analogies and metaphors to share your views in interesting and unique manners. Individuals that share your **WHY** often suffered in a dysfunctional communication environment during their upbringing and now seek to make up for that with extraordinary clarity, both spoken and written. You feel successful when you know with confidence that your message has been fully understood and received and have a tremendous command over language--generally superior to most others.

CHALLENGES

Your need to be clearly understood borders on the fanatical. While that can be a good thing with respect to your ability to express yourself, if not kept in check it will come across as overbearing. You may find yourself explaining something to someone for a second or even a third time despite the fact that they express to you that they hear you and understand your communication. It is a surefire way to be excluded from the guest list at dinner parties and social gatherings.

SOLUTIONS

Because you are masterful with your speaking abilities, this tends to get in the way of listening and unfortunately, this is a skill that you must cultivate. Listen, verify and move on. Listen for when someone stresses that they have heard you, quickly verify and then trust that in fact they did. Move on to another subject that you will express with equal eloquence. In so doing you will both live your **WHY** and enjoy the spotlight as the “life of the party.”