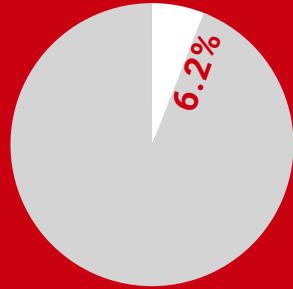




## Clarify



You are 6.2%  
of the population

### Phrases Clarify People Say

"I'm not clear - I can't  
make a decision."

"Could you say that  
again?"

"This is what I'm  
hearing..."

"I have a few more  
questions..."

"Let me clarify that."

# What a Wonderful **WHY** You Have!

You believe that with clarity comes better decisions and clearer direction. You are a master 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. You feel successful when you know that your message has been completely understood.

## Characteristics

You seek to be fully understood at all times - everything has to be crystal clear. It is important for you to know that people "get" what you're saying, and you will use numerous methods to get a point across and make sure it's clear. You will use analogies and metaphors to share your views in an interesting and unique manner.

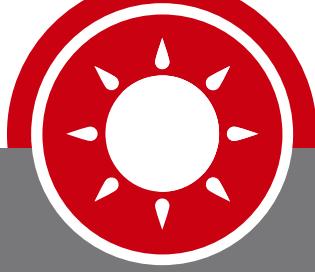
You feel successful when you know with confidence that your message has been fully understood and received; you want to reach this place of clarity and understanding before decisions are made and people move forward with a plan of action.

## Challenges

Your need to be clearly understood borders on the fanatical. While it can be a good thing when it comes to expressing yourself and your needs, it will come across as overbearing if not kept in check. You may find that you're repeating yourself by explaining something to someone for a second (or even third!) time, despite the fact that they have expressed to you that they have heard and understood your message or point.

## 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. This will allow you to move on to other subjects and not get bogged down in extensive and repetitive conversations.



## Clarify

### Career

Coach  
Consultant  
Advisor  
Estate Planner  
Lawyer  
Dentist  
Engineer  
Professor  
Author

You do well when people are confused or overwhelmed and you help them get clear

### Phrases That Describe You

Asks lots of questions  
Needs lots of info.  
Wants things clear  
Detailed  
Long messages  
Needs to be clear  
Decisions are hard  
Likes to revisit things

"Every clarification breeds new questions."

– Arthur Bloch

### Personal Relationships

If your **WHY** is Clarify, you constantly want to make sure that you have been fully understood and heard. You ask a lot of questions in order to make sure things are clear. This can be great for follow through, as well as for making sure everyone is on the same page. This also helps keep upsets to a minimum, as everyone sees and understands the same thing. Your significant other knows when you have achieved clarity, as you are able to move forward positively and with passion. Your challenge comes in that it can sometimes take you a long time to get clear yourself, and you may find that you often go above and beyond what is "normal" to make sure you are heard by others. You tend to ask a lot of questions, and may use analogies and metaphors in an attempt to be heard clearly. This could seem condescending and annoying to your partner, especially if they don't understand your **WHY** and the reason you are explaining at such great depth. As they learn ways to let you know you have been clearly understood, you will be able to move forward faster and keep the relationship positive!

### Work Relationships

Where clarity is wanted and needed, you will be valued. If your team members understand you and the reason why you are asking so many questions they will quickly learn to appreciate you. They will see that they can come to you for help in making their own communications clear and effective, and they'll also know when they shouldn't come to you. If others don't know your **WHY**, you may be viewed as someone that slows everything down, as you're constantly asking tons of questions. To salvage the problem – and relationships – make sure they know your **WHY**!

### Parental Relationships

Where clarity is wanted and needed, you will be valued. If your team members understand you and the reason why you are asking so many questions they will quickly learn to appreciate you. They will see that they can come to you for help in making their own communications clear and effective, and they'll also know when they shouldn't come to you. If others don't know your **WHY**, you may be viewed as someone that slows everything down, as you're constantly asking tons of questions. To salvage the problem – and relationships – make sure they know your **WHY**!