

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

## Make Sense

You believe success comes from making sense of the complex and challenging. You are the ultimate problem solver. You have an uncanny ability to take in lots of data and information and make it understandable. You consider factors, problems, and concepts, which you then organize into solutions. You also have a gift for articulating a solution and summarizing it clearly.

14.2%

You are 14.2%

of the population

## Phrases Make Sense People Say

"It has to make sense."

"Let me explain to you."

"I've got it figured out."

"What I heard you say  
was.."

"Okay, I got it. Here is  
what we do..."

"Let me help you figure  
it out."

## Characteristics

You are driven to solve problems and resolve challenging or complex situations. You have an uncanny ability to take in lots of data and information; you tend to observe situations and circumstances around you and then sort through them quickly to create solutions that are sensible and easy to implement.

Often you are viewed as an expert because of your unique ability to find solutions quickly. You also have a gift for articulating solutions and summarizing them clearly in understandable language. You believe that many people are stuck, and that if they could make sense out of their situation they could develop simple solutions and move forward. In essence, you help people get unstuck and move progress.

## Challenges

If you have this **WHY** it is impossible for you to stop yourself from solving other people's problems. Sometimes this can cause you to come across as a "smarty pants," or as someone who doesn't listen.

Many people, despite having problems that you could easily resolve, are not interested in your solutions. They simply want empathy, or to feel heard. They don't want anyone to preach to them or lecture them. If you are not careful, your need to solve problems may damage a relationship unnecessarily, even though your true desire is simply to help.

## Solutions

The easy answer to the challenges you face is to not be so quick to jump in with your solution.

Find a way to bring possible solutions out slowly, especially if you can make those solutions more easily understandable to the other person involved.

You will always be a problem solver and can take pleasure and pride in this unique skill.



## Make Sense

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

“All things make sense; you just have to fathom how they make sense.”

-Piers Anthony

### Career

Author  
Lawyer  
Financial Advisor  
Doctor  
Coach  
Entrepreneur  
CEO

Any career where solving big problems very quickly is valued.

### Phrases That Describe You

Smart  
Quick Thinker  
Expert  
Problem-Solver  
Smarty Pants  
Solution Oriented

### Personal Relationships

If your **WHY** is Make Sense, you are great at solving problems and thinking fast on your feet. You are often way ahead of the rest of the group in terms of figuring out a problem or creating a solution. This can be great in the right relationship, or extremely challenging in the wrong relationship. If your significant other's **WHY** is Contribute, Trust, Mastery, Simplify, or Clarify, you have a good chance at a strong relationship. Partners with a **WHY** of Better Way, Right Way, and Challenge may be more difficult for you, in that they may confront the solutions you offer in order to make sure they are better, right, or different.

The great thing about your **WHY** is that you can usually figure out how to get along with anyone, at least initially, as you can view the relationship as something to solve (and therefore work at). Your challenge, however, is that you may feel you have to “dumb” yourself down in order to solve every problem. You may also give solutions too quickly.

Make the other person feel valued, and you will have great personal relationships!

### Work Relationships

You can be a wonderful **WHY** to have on the team if quick results and fast decisions are needed and wanted! It is so nice for team members to have someone they can go to when they have challenging and complex problems; you can take in all the information and quickly synthesize it down to whatever it is that is keeping them stuck. You then help them understand it so they can see with clarity and develop a plan to move forward.

You take complex things and make them understandable – often using your outstanding verbal abilities. The challenge for you comes from the fact that you can solve problems so fast and so well. You can often become the bottleneck at work; since you are so good at solving problems, they all end up coming to you. Time and energy become your limiting factors because you can't solve every problem if the organization is going to actually grow.

You need to be able to delegate, as well as pick and choose which problems to get involved with. This way you can keep the team involved and keep your sanity! Make sure you don't become the “fix it” person, and strive to stay a part of the team.

### Parental Relationships

Make Sense people do well as parents because you are great at helping your kids with the challenges they will face as they move to adulthood. You are a wonderful resource for your kids, and they are amazed at how much you know and how quickly you can figure out what to do. You are also great at making your solutions feel like “their ideas”, as well as making it fun for them to learn!

You are the parent that other kids enjoy being around because of your quick wit and ability to improvise on the fly. Challenges can come if your kids become rebellious, as they may not want you to solve problems for them, but to simply listen instead. It can be hard for you to let your kids fail in order for them to learn, especially when you could quickly solve their issues for them. However, failure may be exactly what is needed for them to grow.