

S STEADINESS or PHLEGMATIC

The Introvert

The Watcher

The Pessimist

WEAKNESSES

STRENGTHS

**THE PHLEGMATIC'S
EMOTIONS**

Low-key personality
Easygoing and relaxed
Calm, cool, and collected
Patient, well balanced
Consistent life
Quiet but witty
Sympathetic and kind
Keeps emotions hidden
Happily reconciled to life
All-purpose person

**THE PHLEGMATIC AS A
PARENT**

Makes a good parent
Takes time for the children
Is not in a hurry
Can take the good with the bad
Doesn't get upset easily

**THE PHLEGMATIC AT
WORK**

Competent and steady
Peaceful and agreeable
Has administrative ability
Mediates problems
Avoids conflicts
Good under pressure
Finds the easy way

**THE PHLEGMATIC AS A
FRIEND**

Easy to get along with
Pleasant and enjoyable
Inoffensive
Good listener
Dry sense of humor
Enjoys watching people
Has many friends
Has compassion and concern

The Introvert

**THE PHLEGMATIC'S
EMOTIONS**

Unenthusiastic
Fearful and worried
Indecisive
Avoids responsibility
Quiet will of iron
Selfish
Too shy and reticent
Too compromising
Self-righteous

**THE PHLEGMATIC AS A
PARENT**

Lax on discipline
Doesn't organize home
Takes life too easy

The Watcher

**THE PHLEGMATIC AT
WORK**

Not goal oriented
Lacks self-motivation
Hard to get moving
Resents being pushed
Lazy and careless
Discourages others
Would rather watch

**THE PHLEGMATIC AS A
FRIEND**

Dampens enthusiasm
Stays uninvolved
Is not exciting
Indifferent to plans
Judges others
Sarcastic and teasing
Resists change

The Pessimist

INTERVIEW TECHNIQUES

1. S will take several interviews.
2. Be honest with the S.
3. Have the facts.
4. Talk about credibility, benefits, and guarantees.
5. 90% buy back guarantee.
6. Mention training support.
7. Mention working together.
8. In business for yourself, but not by yourself.
9. An S doesn't want to attend sales meetings.
10. Not practical away from home.
11. Mail training to them...they'd rather read it than come to meetings.
12. S are doers, not observers.
13. Don't want to talk about it, they want to do it.

14. Get them to provide a service at sales meetings.
15. Must accomplish something to feel good
16. Doesn't like pressure. (Do it part time, be comfortable, let me know when you are comfortable enough to go ahead.)
17. Let me show you step by step how you can earn.

GREATEST FEAR --Loss of security

INTERVIEW QUESTIONS

1. Would you be able to work a proven system?
2. It has worked for 150,000 others & I'm sure it could work for you.
3. Are you consistent? (Show them a weekly summary and what a little consistency can do.)
4. Stress Consultant's Guide is always available.