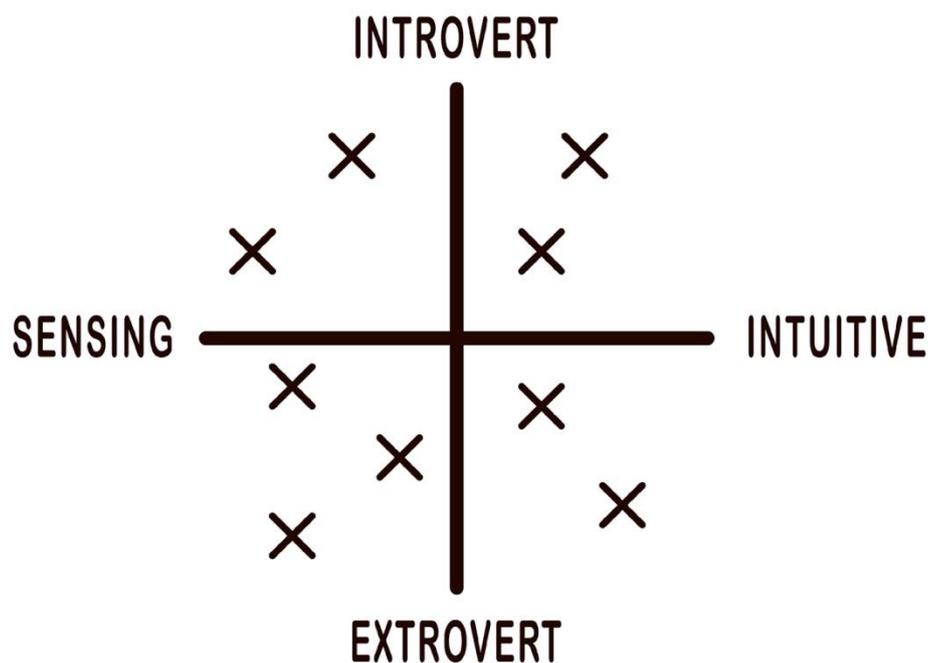


PERSONALITY PROFILER

How To Unlock Your **Unique Gifts**
And Tap Your Talents To Build A
\$10,000 A Month Blogging Business



ENFP

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Introduction

I remember the first time I did a personality profile test. I was surprised at how accurate the results were. It was as if this test knew me. It described how I felt, how I interacted with other people and how I existed in the world.

I also loved how positive the profile portrayed was. My introverted-ness meant that I was sensitive and could see things in life that other people didn't see. I liked that, perhaps because I felt it was true, but also because it showed me that what I considered a liability at times (being the quiet type), was actually a strength in other areas.

It's with this same objective we put together this Personality Profiler for you. I wanted you to experience the insight you gain from completing a personality test, to help you understand better what kind of person you are. We also wanted to take things to another level, and help you interpret your test results and apply them to the roles and jobs you will run into as you build your blog and online business.

This personalized report you are now reading is the result of an idea I had when I first put together the Blog Money Finder training. My team of Laura as project manager, and Neroli as personality profiling expert, compiled 16 reports, one for each of the possible personality profile results from the Myers-Briggs test (a huge thanks to these ladies for their hard work!).

Since you downloaded this particular report, you already know your test results. Now you can read on and learn what natural strengths you possess and challenges you will face when you build your business.

I hope as a result of this process you will gain insights that will help you achieve your business goals.

Good luck!

Yaro Starak (INTP)

EJInsider.com

About Personality Profiling

The four letter personality types have been based on Jung's theory of psychological types. These are perhaps the most influential creation in personality typology and have inspired a number of different theories. The first was the Myers-Briggs questionnaire which was published by a mother-daughter team in 1962. This system has been continuously developed upon by numerous other researchers over the years, including approaches like the Keirsey Temperament Sorter, Linda Beren's Interactions Styles and Socionics.

The four letter personality system originates from Carl Jung's proposal that there were four key functions that generate awareness in people:

- Two perceiving functions: **Sensing and Intuition**
- Two judging functions: **Thinking and Feeling**

The two perceiving functions of sensing and intuition represent the method in which a person perceives information. Sensing means the person generally believes information they receive from the external world. Intuition means a person generally believes information they receive from their internal or imaginary world.

The two judging functions, thinking and feeling, represent how someone processes information. Thinking means that this personality generally makes decisions based purely on logic. Feeling means this personality generally makes decisions based on emotion, what they feel is right or good etc.

Jung also proposed that these functions are mixed with two key types of attitude: **extraversion and introversion**. Jung theorized that people fall into one of these two categories, either focusing on the internal world (Introvert) or the outside world (Extravert). Introverted individuals prefer solitary activities and feel drained by social interactions, whilst extraverted personalities prefer group activities and feel energized by social interactions.

When these four functions for generating awareness were combined with the two types of attitudes (extraversion and introversion) in every possible formation, the result is eight different psychological types:

<i>Extraverted Sensing</i>	<i>Introverted Intuition</i>	<i>Extraverted Feeling</i>
<i>Introverted Sensing</i>	<i>Extraverted Thinking</i>	<i>Introverted Feeling</i>
<i>Extraverted Intuition</i>	<i>Introverted Thinking</i>	

Myers-Briggs added to these eight types by making the distinction that people also have a preference for using a judging function (thinking or feeling) or a perceiving function (sensing or intuition) when they take in information from the external world. The judging or perceiving function relates to how someone implements and acts on the information they have processed. A preference for judging (thinking or feeling) means that this personality prefers to organize their life into sequential events and generally makes plans and sticks to them. A preference for perceiving (sensing or intuition) means this personality prefers to improvise and keep their options open, rarely making concrete plans or sticking to them.

It is the distinction from Myers-Briggs that people prescribe to either a judging or perceiving function that adds another dimension to Jung's initial types. The combination of all these personality traits creates 16 types in total:

ESTP: Extraverted Sensing Thinking Perceiving
ISTP: Introverted Sensing Thinking Perceiving
ENTP: Extraverted Intuition Thinking Perceiving
INTP: Introverted Intuition Thinking Perceiving
ENTJ: Extraverted Intuition Thinking Judging
INTJ: Introverted Intuition Thinking Judging
ESFP: Extraverted Sensing Feeling Perceiving
ISFP: Introverted Sensing Feeling Perceiving
ESFJ: Extraverted Sensing Feeling Judging
ISFJ: Introverted Sensing Feeling Judging
ESTJ: Extraverted Sensing Thinking Judging
ISTJ: Introverted Sensing Thinking Judging

- ENFP:** Extroverted Intuition Feeling Perceiving
- INFP:** Introverted Intuition Feeling Perceiving
- ENFJ:** Extroverted Intuition Feeling Judging
- INFJ:** Introverted Intuition Feeling Judging

According to the Myers-Briggs model, the first letter of a type determines the overall attitude of the personality type. The first letter of all the types is either “E” or “I” for Extraverted or Introverted. Extraverts are predominantly focused on the outside world and Introverts are predominantly focused on their internal world. This is essentially how this person will show up and relate to life.

The last letter of all the types is either a “J” or a “P”. J at the end of the personality type means that one of the Judging functions (Thinking or Feeling) is dominant. P at the end of the personality type means that one of the Perceiving functions (Intuition or Sensing) is dominant. The Judging or Perceiving function relates to how someone implements and acts on the information they have processed.

An ENTJ shows us that the “E” - extraverted function is the dominant attitude and the personality type is focused largely on the external world. The last letter, “J” - signifies that the judging function related to “T” – thinking – is predominantly how this personality will respond to stimulus from their connections with others and their environment.

Another example is an INFP. The “I” shows us that the introverted function is the dominant attitude and this personality is focused mainly on their internal world. The last letter “P” shows us that the perceiving function related to “N” – intuition – is predominantly how this personality will respond to stimulus from their environment and interactions with other people.

It’s important to note that the qualities asserted in these four letter types are just indicators and tendencies for personalities. They indicate how a specific personality type is likely to respond to situations and other people. These can and do change and they are not definitive guidelines or answers.

Identifying Your Personality Type

There are a number of different websites and companies which offer free and paid tests to help you determine your four letter personality type. Each one uses slightly different theories and methodology to assess a person's type and will interpret the results differently. Don't be afraid to try a few different tests to compare your results.

Free Tests

- [16 Personalities](#)
- [Socionics](#)
- [Humanmetrics Jung Typology Test TM](#)
- [John's Personality Test](#)
- [123 Test's Jung Personality Test](#)
- [Truity's Typefinder Personality Test](#)
- [Similar Minds Jung Test](#)
- [Personality Pathways](#)

Paid Tests

You can take the Myers Briggs assessment through [MBTI Online](#). Alternatively, you can hire a consultant through the [MBTI Referral Network](#) who will work with you one-on-one to uncover your type.

The Legal Section

For the sake of clarity and brevity here are the three most important legal considerations regarding this book, in plain English:

1. **You can't publish the content in this book unless I grant permission**
2. **I don't endorse nor am I affiliated with any companies or websites who conduct personality profile testing**
3. **I'm not responsible for anything that happens to you as a result of following the advice in this book.**

I don't mind if you quote small sections, a paragraph or two, within your own writing, and appreciate a link back as credit if you feel appropriate.

Here is the slightly more complicated way of saying the same thing:

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The four-letter method of personality profiling has been developed and adapted by a number of people and organisations over several decades. This report does not draw on one particular model or school of thought, but a combination of many. It is the reader's responsibility to identify their own type. Yaro Starak and the Blog Mastermind Partnership do not endorse and are not affiliated with any of the companies or websites mentioned in this report who perform personality profile testing.

The reader of this book understands personality type is only one indicator of aptitude and behavior, which can also be impacted by, amongst other things, an individual's experience, education, environment and influences. The information in this report is designed as an overview of how a type is likely to respond in certain situations, understanding there are many variables and the information should not be considered a definitive guideline or solution. It is the reader's responsibility to interpret the information as it feels relevant to them personally, their needs and their business.

For more legal information, please [read the full disclaimer](#) on my website.

ENFP Overview

ENFPs love making social and emotional connections with other people. They're incredibly independent and their highest values in life are based on creativity and freedom. ENFPs love to find out what's sitting below the surface of life and what makes people tick. Their curiosity about life, the world they live in and the people they meet is relentless.

The key issues ENFPs face is finding a way to maintain their creativity and freedom whilst living in a world that requires them to attend to practical day to day concerns. They're not great at managing the cheques and balances side of life. A real issue for this personality type is attending to the follow-through on projects. As soon as the fun creative aspect is done, they want to move on to the next fun creative thing rather than dealing with the more tedious, practical elements of taking their creative work and doing the follow up required to launch it successfully.

Content Creation For ENFPs

ENFPs are going to have no problem coming up with creative ideas for their content and putting these ideas together. Because this personality type loves to observe people and life and loves experiencing as much as life can offer them, they're never short of insights and inspiration for their content. This personality type can work in any format for content creation, writing, recorded video or audio, but the one thing they need to focus on is the format that is the easiest for them to produce. The reason this personality type needs to be very strict about going with whatever format they're most comfortable with and can do easily is because ENFPs are notoriously bad at follow through once the fun part is done. This means that if the proofreading and editing element of writing is going to be more tedious than editing video and audio, they need to choose the latter or vice versa.

Interviewing other people or being interviewed is a great way for ENFPs to create content. They're naturally and authentically fascinated by listening to others and learning what makes them tick, so they make great interviewers. Because of ENFPs incessant curiosity, they have an incredible wealth of information and insights to

share so they also make great interview subjects. ENFPs don't have really specific needs as far as the environment they need for content creation. They can work alone in a home office or in a communal or co-working space. The key is that whilst they are capable of working alone, they may be easily distracted because of their natural tendency to love interacting and engaging with others and this will need to be managed.

ENFPs can get their point across clearly and concisely if they've spent the time distilling their vast resources of information into a cohesive composition. They will love the process of creating content and will be prolific in creating it, but only in the long term if they can maintain their level of interest in the subject along with their creativity and freedom. ENFPs are natural teachers of topics that align with their interests, but when it comes to teaching practical steps or elements like strategy, this personality type is going to lose interest. They will stay up to date and at the forefront of anything that truly fascinates them. If they lose interest in their industry or chosen field, they will also lose touch with the changes in it.

ENFP Checkpoints For Content Creation

- **You are the type of personality who needs a coach or mentor to ensure you get all the necessary pieces and put them into place to bring your creative gifts into the world.** The process for hiring a coach or mentor will be outlined in the Hiring section, but this is going to be your first and most important task. Another option to help you make sure you get all the pieces you need to build a successful business is to join a business mastermind group where you get help with the educational side of things, but also have a system of accountability set up with another person. See EJInsider.com for more information.
- **When it comes to content creation, you're going to have no problem coming up with unique and interesting things to share. However you're going to need to work on the follow through and completion aspects of the content creation process.** This means making it as easy as possible for you to get your content published and into the world so that there is very little

standing between the fun, creative process and it's completion. To do this, choose whichever format is the easiest and fastest way for you to create and publish your content – writing, video or audio. Then just start creating and publishing your content on a regular basis, at least three times per week.

- **A very easy way for you to create content is by interviewing others or being interviewed**, so this is an activity worth focusing on. Find people with complimentary businesses or information that is interesting and relevant to your niche and approach them to be interviewed. Also look for similar opportunities to be interviewed and use these as content creation methods.

Marketing For ENFPs

ENFPs don't have problems approaching people and making connections with them, but they're generally not interested in focusing on important follow through aspects like marketing and marketing strategy in the post creative process. Once they've finished the creative part of their work, a lot of the follow up activities are seen as being tedious and impeding on their demand for freedom and autonomy above all else.

This personality type definitely has the capacity to do what's required to market their work, but they won't do it unless they've got a system in place to ensure it happens. This means they really need a very good coach or mentor, mastermind group or accountability partner to keep them on track and implementing their follow up. Providing ENFPs have a great coach or mentor guiding them to do so, they can promote their products, approach people and ask them to buy their products and services and ask for exposure. They don't mind being in the limelight, getting out of their comfort zone and getting on stage to promote themselves and their work any time the opportunity presents itself.

ENFPs understand how important marketing is to their business success, but they're still going to need coaching to make it happen. ENFPs will need help learning how to accurately assess the results of their marketing and they'll need help learning and

applying marketing techniques like split testing, keyword research and analyzing their blog statistics.

ENFP Checkpoints For Marketing

- **You will need the help of your coach or mentor to guide you through the process of learning how to market your work and what tools and techniques you need to learn and implement for marketing.** The best place to start would be to create a marketing strategy with your coach or mentor so you can see how the whole construct works and how it all fits together. This will also provide you with a clear, instructional path to follow so you and your coach can track your progress.
- Because you are naturally gifted at connecting with others and you can share unique and interesting information, one of the most valuable ways for you to market yourself and your work is by seeking out any opportunities you can for sharing your information with groups of people. This can be in person, speaking on stage or via online spaces like interviews or webinars.

Hiring For ENFPs

As a personality type who doesn't love hierarchical structures, ENFPs are going to enjoy working alongside people rather than being in any type of hierarchy – even if they're at the top. When it comes to hiring staff, ENFPs will once again need the help of their coach or mentor to help them step out of the beloved creative zone and attend to the nuts and bolts of their business. ENFPs can transition into leadership and take to it naturally; they love dealing with people and are gifted at handling both emotional and professional interactions and will enjoy the hiring process.

When it comes to dealing with conflict or giving critical feedback, ENFPs will always prefer to handle the situation with open communication and working to find solutions that are agreeable to everyone. They're not going to be great at firing people so they'll need coaching on handling this situation when it arises. Once they have their staff and roles in place, ENFPs will be happy to delegate tasks to others as the

things they're delegating are tasks they don't want to do anyway. ENFPs know what to look for in good staff as far as the most useful personality attributes are concerned, they'll just need to get guidance on the specific skill sets required for some roles that are not particularly familiar to them already, like the tech support skills requirements.

ENFP Checkpoints For Hiring

- **The first person you're going to need to hire right at the very beginning of your journey is your business coach/mentor.** To find them, ask friends or colleagues who they recommend, reach out to your extensive network, search online via forums, social media, blogs and anywhere else you can think of. Go through as many candidates as necessary to find a coach who gets you and your vision, appreciates your unique style and who also has excellent skills building and growing online businesses.
- **Your coach/mentor is going to help you build a business structure and business plan, as well as guiding you through the process of building and managing the team you will need to help you when your business becomes more established.** Your coach/mentor is going to need to provide guidance and assistance with mapping out who to hire and when for your business. Like everyone else in the beginning, you'll need to do most things yourself. Get your coach/mentor to assist you with knowing who you need to hire and when they need to be brought on board. For information about coaching with Yaro, visit EJInsider.com
- **When you do need to outsource roles, place job offers for every role you need to outsource on one or more outsourcing sites, and share this with your email list and social media followers as well.** Reach out to your network as you are likely to find your best connections for outsourcing there.

Work Environment For ENFPs

ENFPs use their great connection and communication skills to inspire and motivate their team. ENFPs can work on their own or in communal work environments. They enjoy connecting with people socially but also love spending time in their own creative space. Finding a good balance between interacting with others and working solo is important for this personality type. Working in a purely virtual environment is not ideal for this personality, and being able to move between both the virtual world and the physical world is important.

ENFPs will work better with a coach or mentor, mastermind group or work buddy to hold them accountable when it comes to doing tasks they don't like or are not interested in as they will lack the intrinsic motivation for taking action on them. Because this personality type is so good at connecting and communicating with others and enjoys doing so, they work well with business partners so partnering up in business is another way to ensure accountability. ENFPs don't do well in stressful situations or dealing with criticism and conflict and can become emotionally turbulent in a way that makes matters even worse. This is another reason this personality type really needs to be guided by an experienced coach or mentor to navigate these situations more skillfully.

ENFP Checkpoints For Work Environment

- Finding a comfortable medium between having social interaction and engagement and time alone to work creatively is important for you. You need to set up a work environment that allows for both situations.**

Working from home is fine as long as you also allocate time for connecting and engaging with others, or you can set up a work environment that is in a communal/co-working space providing you have an area you can go to and remove yourself from external distractions.
- Anytime there is conflict in your work environment that is causing you to feel stressed to the point it's impeding on your creativity and productivity, get in touch with your coach/mentor and get them to help**

you resolve the inner tension, as well as finding steps to resolve the external tension. Have them check back on you to debrief on how the process went and make sure you haven't gone into avoidance mode.

- **Have your coach/mentor work with you to find ways to get comfortable with conflict and criticism.** It's impossible to avoid all the time and the best thing you can do with this issue is become better at having these situations occur without them interfering too much with your inner equilibrium.

Technology For ENFPs

ENFPs are people oriented so technological skill is not going to be their strong point. This personality can also get overwhelmed when faced with having to learn too many things that are so far from their realm of interest and expertise. They won't be inspired or excited to learn about new tech and stay up to date on changes in their industry. It will be readily apparent to ENFPs that they need to outsource their technological requirements to someone else and, given it's not an area of interest for them, it's unlikely they'll try to do it themselves. ENFPs will need guidance from their coach or mentor to figure out how technology is going to be best put to use in their business and to work out what the right technology is to use for their business.

ENFP Checkpoints For Technology

- **If you feel like you're able to research and educate yourself adequately about what technology is going to be the best fit for your business, you can join an online or offline training program to get the skills and tools you need.** See [Blog Mastermind](#) for more information. If you feel like you're not able to research and educate yourself adequately about what technology is going to be the best fit for your business, this is something you can ask your coach/mentor to provide guidance on or ask your business colleagues and peers what they recommend.
- **Have your coach/mentor go through the different aspects of technology you will require for your business and work with you to implement the**

ones you need. Once you're clear on what technical needs are required for your business and how to implement them, providing your coach/mentor can assist you with following a system of accountability, this is all you need to get the work done.

- **Once your business has grown to the level where you can outsource your technical work to someone else, doing this is something you will quite happily action.** This is because you can spend more time on leading your team, marketing and growing your business.

Analytics For ENFPs

ENFPs dislike administrative tasks and repetitive activities. When it comes to handling their blog analytics, they're going to struggle to get motivated and stay motivated. ENFPs won't enjoy running split tests or collecting and analyzing data. They'd much prefer to spend their time being creative and connecting with people. Working with numbers, data analysis and mathematics is not their strong point. They'll need help understanding what analytical tools to use and how to use them. Without being held accountable, this is something that will be done minimally if at all by this personality type. In the early stages of running an online business, everyone needs to handle a lot of the tasks themselves even if they don't like them or are not interested in them. ENFPs are going to need to get their coach/mentor to work with them on understanding blog analytics and how to manage the tasks involved.

ENFP Checkpoints For Analytics

- **It's important that you have at least a basic understanding of your blog analytics and how to run analytical tests and gather analytics data, even if this is something you will be outsourcing to someone else eventually.** Don't panic that you're going to have to complete these loathsome tasks forever in your business, but in the beginning you will.
- **Your coach/mentor will need to go through the analytics side of the business with you, explaining the different analytical tools you can use**

and how to use them. If you don't have a coach or mentor, then work on this with your mastermind group or work buddy.

- **Once you've generated some data, get your coach/mentor, mastermind group or work buddy to go through the data with you to get familiar with reading the patterns and choosing the best steps to take in response to your findings.** Work out with your coach/mentor, mastermind group or work buddy how often you will need to spend on your blog analytics tasks and arrange to have regular accountability sessions after each allocated analytics time slot to make sure you have completed the work.

Creativity For ENFPs

ENFPs possess exceptional social perception and thrive on finding out what makes people tick so this is an area where their creativity flourishes. It is in this field that ENFPs will constantly develop their knowledge, building on it to find new angles and approaches and generate unique insights. Accessing their creativity as explorers of interpersonal connections and philosophy is easy for ENFPs. Creating content about these topics is easy for them and sharing this with others via free content and paid products and services is the best way for them to build their business and make money.

The best creative activities for ENFPs to focus on are writing or recording content via audio or video, interviewing others and being interviewed, connecting and communicating with others and generating unique ideas and insights from their observations. ENFPs can access their creativity on their own or through connecting and communicating with others. A combination of both is often a good way to go about it.

This personality type has poor practical skills however and administrative tasks and follow through on their creative projects is often where ENFPs fall down. ENFPs struggle to maintain their focus on the completion stages of projects and have an unhealthy tendency to drift off and start new ones before they've completed what they're working on. This means their creative ideas and insights, which are often of

great value, never make it into the world where they could make a difference to people's lives.

ENFP Checkpoints For Creativity

- **Your biggest challenge as far as creativity is concerned is maintaining your focus on a project to complete it and do the follow through to get it out into the world. You're going to need a system of accountability in place to ensure this happens if you ever want to share your work in a way that has influence and makes a difference in people's lives.** This system can be set up in a number of ways. One is using your coach/mentor who is already working with you to ensure you learn and apply various integral aspects to your business functions. The other option is setting up an accountability system with a work buddy or mastermind group.
- **Because creativity is not difficult for you, just making sure you stay focused and complete each project is all that's needed.** Another way of making yourself accountable is to engage the help of your audience if you already have a reasonable following. By making them aware of any creative projects you're working on and promising to deliver them to you audience within a specific time frame is a great way to ensure you complete them.

Systems For ENFPs

ENFPs love exploring new ideas and learning new things, and once something becomes familiar, their interest fades quickly. As far as systems are concerned, they're actually a god-send for ENFP types... if only they can see them that way. If ENFPs can get an exceptional system set up in their business, it can effectively remove a lot of the boring, repetitive tasks they dislike so much. The problem is, unless ENFPs are being coached and mentored to understand systems and implement them, they will probably not even realize how important they are and how understanding and implementing them will free up so much more creative energy for them.

ENFPs will not be naturally gifted at automating their processes and won't necessarily understand how technology can be used to create systems for their business processes. ENFPs are great at seeing the big picture of their business but not all the small, micro functions. This personality type can easily get overwhelmed with having to spend time learning about and managing this all on their own. They are much better off getting help and guidance to design and build their business systems. ENFPs like to work creatively and intuitively and won't like documenting their processes. It is unlikely that they will have been documenting any processes they've been already been using.

ENFP Checkpoints For Systems

- **You're going to need to enlist the help and guidance of your coach/mentor, mastermind group or work buddy in creating and implementing systems in your business.** A good place to start is to have your coach/mentor map out how systems work and why they're so valuable for freeing up your time and creative energy so you can be more productive, generate more income and have a greater sense of fulfillment from your work. Once you can clearly see the value in creating and implementing systems, set them up with your coach/mentor, mastermind group or work buddy and put them into place. Once your systems have been implemented, arrange with your coach/mentor, mastermind group or work buddy to run follow up checks on how they're working and review them for any improvements that can be made.
- **In order to document your systems and processes, it is best to outsource the work and hire someone.** Make an audio recording of yourself explaining each process that makes up your system then pass this recording onto someone to transcribe for you. To find someone to transcribe the work, you can either post a job on one of the outsourcing sites or ask if there is anyone in your network who can connect you with an efficient and inexpensive transcription service.

Networking For ENFPs

ENFPs have a gift for empathetic connection and communication and can slip into natural conversations and interactions easily. When something inspires them, they have an infectious enthusiasm that is very attractive to others. ENFPs love making social connections as it provides them with new and fascinating sources of information and experience to feed their insatiable curiosity about people and life. This personality type is an excellent listener and communicator which makes their ability to network more effortless and effective than most other personality types. ENFPs will quite happily seek out events and situations for social interaction and networking and are good at pushing themselves out of their comfort zone.

ENFPs need to balance their sociability with time out to reflect on their findings, and draw insights and inspiration from what they've observed and learned from their social interactions. This personality type can easily promote themselves and their business in a natural and socially acceptable way and they're comfortable approaching new people and engaging in joint ventures and partnerships. When it comes to discussing deals and pricing terms, ENFPs will need some coaching and mentoring on how best to approach this. They need to learn how to be great negotiators because they will have spent all their time focusing on the connection and communication side of things and are not naturally gifted at the practical, business elements.

ENFP Checkpoints For Networking

- **Networking is a skill that comes to you easily and naturally. You don't need to make any great effort when it comes to building your network or creating strategic relationships as you will have been doing it all your life, even if it wasn't done consciously.** This is actually a key reason your networking is powerful. You are authentically interested in other people and you want to create connections purely out of your interest in others. You love finding out who they are and what inspires them; you're not just connecting with someone because of an underlying interest in what they can give you or

what you can get from them. Keep operating like this and your networking will continue to happen effortlessly and generate excellent results.

- **The area you will need help with is in learning how to negotiate the business side of things.** Because you just love the human connection element, when it comes to discussing pricing, terms of agreement etc. in joint ventures or partnerships, you're going to have to learn how to effectively negotiate. This is so that the practical, business aspects of your networking is as powerful and effective as the connection/communication elements. Have your coach/mentor or mastermind group work with you on learning how to effectively negotiate pricing and terms of agreement in your business deals and practice doing this with them until you're very comfortable with the process before going into a business negotiation.
- **Lastly, you need to balance the amount of time you spend networking and connecting with others with time to reflect on what you've learned.** The reason you love connecting with others is it allows you to feed your curiosity about how and why people and life behaves the way it does. Once you've gathered a lot of information, you need to give yourself time to reflect on what you've learned so you can make abstract connections and draw new and unique insights from all the data you've logged.

Productivity For ENFPs

Sadly, this is where ENFPs struggle the most in life. It's not so much that they are not productive, they just have a shocking tendency to move on to the next project before completing what they started. This means that ENFPs often never launch their creativity effectively into the world where it can make a palpable difference to the lives of others. ENFPs have poor practical skills. They're exceptionally talented at coming up with unique and creative ideas but their administrative skills and follow through once the fun, creative part of the project is over are substandard. Without someone to help push them to complete and do the follow through on their projects, ENFPs creative genius is unlikely to ever see the light of day.

This personality type also just loves to explore and let their curiosity takes them down an endless series of rabbit holes, so they don't focus very well. They can be both organized and disorganized, it all depends on whether they care about something. If they love it, they'll be organized in that area of their lives. If they don't, things will be a mess. ENFPs quite like ambiguity and some ENFP types can actually thrive on it. Creativity evolves through ambiguity. The creative process is the process of bringing something from the realm of the unknown into the known and because ENFPs are very creative, they're quite accustomed to and comfortable with ambiguity.

ENFPs don't stick to deadlines well unless there is something or someone holding them accountable. They dislike following any regimented systems and definitely don't like being told how to go about getting their work done. ENFPs value freedom and autonomy above all else and operate in a manner that doesn't follow a highly structured, logical approach. They often need some kind of guidance or structure though to make sure things get done. The best way to manage this is when ENFPs create their own, loose structure to work within, but their loose structure has very firm boundaries in the form of completion and follow-through within specific time frames. These are non-negotiable dates and time frames for the completion of their projects.

ENFP Checkpoints For Productivity

- **You're going to need a lot of help to create systems that hold you accountable and ensure you complete your projects and launch them properly before moving on to the next thing that sparks your interest.** Your coach/mentor, mastermind group or work buddy needs to begin this process by working with you to create a very loose system for you to follow to get your work done. The system allows you the freedom and autonomy you need to be creative but it also provides a very strong boundary to ensure you get things done to the point of completion.
- **Work out specific dates and timeframes with your coach/mentor, mastermind group or work buddy to complete various stages of your**

project. Also set a specific date and timeframe for the completion of the project in its entirety. Have an agreement in place that these dates and time frames are non-negotiable. Have some kind of accountability set in place to ensure you meet these agreements, whatever works for you. It can be a monetary incentive, so you either make money or lose money if you don't meet your agreements; or it can be a reward of doing something you love or not doing it depending on whether you meet these agreements. It's important that you come up with your own boundaries and your own incentives and you take full responsibility for making these agreements so that if any are not met, you don't blame your coach/mentor for the repercussions.

Other Personality Types

Now that you have more insight into your personality type and how to approach your business, follow the links to learn about other personality types or read the profiles corresponding to your colleagues or friends:

[ESTP](#)

[ENTJ](#)

[ESFJ](#)

[ENFP](#)

[ISTP](#)

[INTJ](#)

[ISFJ](#)

[INFP](#)

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