	CREATIVE IDEALIST	
		IN DEFENSE THINKER
WHAT ARE THEY LIKE AT WORK?	-enormous vision for helping humankind, yet book can not get off ground	- analysis paralysis, spin mentally in isolation
	-playful and highly creative artist holed up in a studio, ignoring family	
	- plumb the secrets of the universe, yet sounds off rocker when talking about personal views	
BUSINESS DELIVERABLE	WAKE THEM UP!	
PERFECT CAREER OR BUSINESS	- Scientific field, computers, mathematics, music, art spiritual arts, creative playfulness in life	
	-if want to lead have a KA partner, or employee	
	-need ka to sty on tract and survive in the world you do not give much thought to - for finances, business coaching, negotiations etc	
	- let the world pay you for your creative ideas	

	EMOTIONAL INTELLIGENCE SPECIALIST	
		IN DEFENSE POOR ME
WHAT ARE THEY LIKE AT WORK?	- always surrounded by exquisite beauty in the work place, ordering from a catalog because doesn't like crowded stores	-collapse emotionally, see themselves as victims rather than be proactive
	- social worker moved to tears at the harming of animal or child	
	- secretary that can't stand up to criticism and collapses when confronted with the slightest error	
BUSINESS DELIVERABLE	LOVE THEM!	
PERFECT CAREER OR BUSINESS	-healing or energy work, psychotherapy, teaching children or guidance counselor, working with elderly or in hospice, nonprofit work. Poet, writer, pastel artist, clothing designer, swim instructor- any kinked of one on one work	
	-generally not good at corporate because your purpose is intangible and don't like putting a price on that	
	- do well in anything helping others through emotional issues	
	- give total attention	
	- hold the heart and compassion in any business	
	- gentle touch that helps people feel seen, heard and understood	
	- won't like work that makes you pay close attention to details and rules rather than feelings	

	CHARISMATIC LEADER	
		IN DEFENSE ENFORCER
WHAT ARE THEY LIKE AT WORK?	- business owner, always center of attention, can't sustain a 1-1 relationship sharing the lime light	- make others feel about 1 inch tall in three seconds when in conflict with them
	- sales person, love the game and motivating others to buy	
	- CEOS inspire others to join them in new or risky ventures	
	- Life of the party, charming and dynamic	
	- controlling boss, demands loyalty, turns tables to their advantage	
	- chronically unemployed, take no responsibility for their lives, force others or society to take care of them.	
BUSINESS DELIVERABLE	INSPIRE THEM!	
PERFECT CAREER OR BUSINESS	- naturally motivational and inspirational using deep ability to feel as a tool to sense the fits of others and motive them	
	-areas of leadership, sales, acting, security, dynamic in whatever you do	
	- great athlete, actor, lawyer, law enforcement officer, solider, political, banker, stockbroker, business exec, consultant	
	- social darling and influence, charm	
	- powerful leader/manager, takes charge of large projects and employees	
	- strength behind the throne	
	- hero or heroine by nature. people want to follow	
	- firefighter, solider, champion of causes	
	- level of chose and conflict in life that others feel overwhelming	
	- thrive on negativity as a powerful motivator	
	- may enter a business and meeker ti to the top faster than another	
	- know how to make money by offering product and services that are valuable and helpful- not afraid of charging top dollar because you know your value	

	TEAM PLAYER	
		IN DEFENSE PEOPLE PLEASER
WHAT ARE THEY LIKE AT WORK?	- knocks on your door with a hot cup of tea when not feeling well, yet won't receive the same	- long to be appreciated and quietly resent having to do more than others
	- smiling secretary or clerk, always says something cheerful yet disappears for weeks because ill	
	- loyal employee, stays late while everyone has gone home, secretly sulks and feels unappreciated and resentful	
BUSINESS DELIVERABLE	SERVE THEM!	
PERFECT CAREER OR BUSINESS	- purpose in the people you are in relationship with - helping and being a vehicle for them to live better lives or achieve a higher level - happy in any line of work that serves others	
	- social worker, massage therapist, psychological counselor, business consultant or health attendant	
	- counter in the store, social worker or nurse, treating all with love and integrity	
	-professional mediator, advocate	
	- family business - worker at heart -rarely w/o a job - any supportive job works for you	
	-heartbeat of any organization, do extra work	
	-love customer and staff, work well with others, even tough ones	
	-does not demand the spotlight yet aware of importance in the group	
	- can not be your own boss - hard to make business decisions because allegiance to clients	
	- business owners are hard to say no to clients, so try to be everything to everybody	
	-go into business with a cl or ka to handle tough money decisions	

	KNOWLEDGEABLE ACHIEVER	
		IN DEFENSE RULE KEEPER
WHAT ARE THEY LIKE AT WORK?	-life coach, manager or COO helping others stay on track, can get bogged down in details	-extremely picky and critical of self and others even if slightly over time or money yet always get more done than others
	-multi- tasker , triathlete, run fortune 500 co, running fundraiser, but never good enough	
	consultants who mange bills or business impeccably, so you can do other things, and hyer critical of how you spend your time and money	
BUSINESS DELIVERABLE	GUIDE THEM!	
PERFECT CAREER OR BUSINESS	- naturally organized and see the big picture in work and life	
	- ideas have both form and function, great eye for style and color	
	-excel in almost any kind of work, engineering, finance, COO, CEO, teacher, professor, scientist, nurse, doctor, lawyer, coach, consultant, mechanic, professional athlete, manager, human resources, banking…..	
	- anything that challenges both mentally and physically - you will rise to meet it	
	-fast learner, corporate world easy to navigate since you have all the skills it looks for, discipline, intelligence, and ability to work long hours and manage time while still being able to play golf or tennis	
	- excellent long-range planner- value of using money to make money	
	- balance work with home for yourself and employees	
	- can do 24 hr work day or a 9-5 job- effect and get your work one quickly	
	- yoga and mediation are not just a course but a part of your general approach to life	