

# S—Steadiness

The Introvert

The Watcher

The Pessimist

## Strengths

### 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

### 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

### At Work

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

### 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

## Weaknesses

### Emotions

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

### As a Parent

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

### At Work

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

### As a Friend

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

## Interview Techniques

1. S may take several interviews.
2. Be very honest with the S. Have your facts correct.
3. Talk about credibility, benefits, and guarantees.
4. Explain the 90% buy-back guarantee.
5. Mention training support.
6. Mention working together. "Your in business for yourself, but not by yourself."
7. An S prefers not to attend sales meetings. They would prefer to read the training than come to training.
8. S are doers, not observers. They don't want to talk about it, they want to do it.
9. Get them to provide a service at sales meetings.
10. They must accomplish something to feel good.
11. They don't like pressure. "Let me know when you're comfortable enough to move ahead." Let me show you step-by-step how you can earn.
12. Greatest fear: Loss of security.
13. Interview questions:
  - "Would you be able to work a proven system?" "It has worked for millions of others and I'm sure it can work for you."
  - Are you consistent? (Show them a weekly accomplishment sheet and what consistency can do.)
  - Stress the training opportunities with technology.