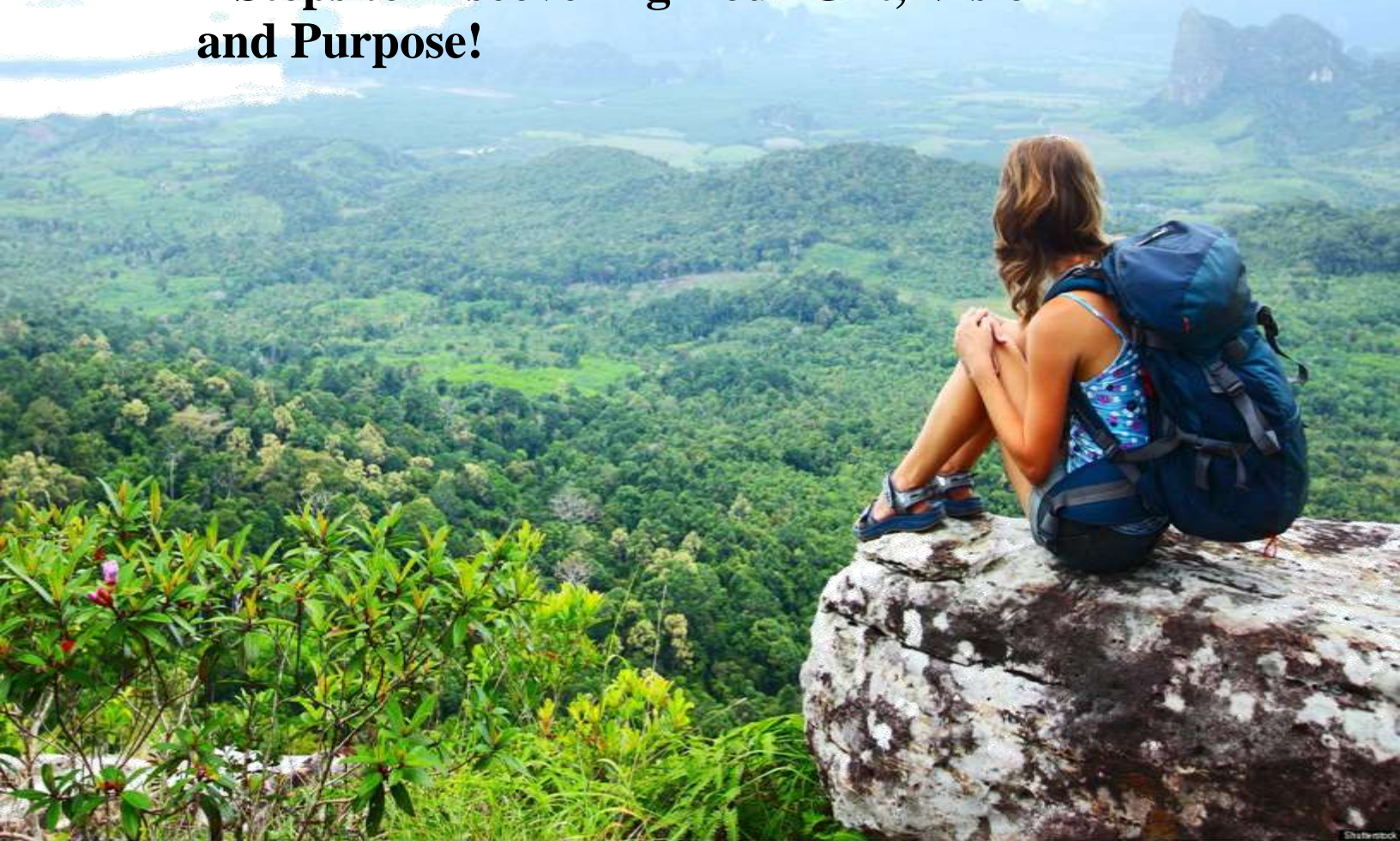


THE GIFT FINDER TOOL

**4 Steps to Discovering Your Gift, Vision
and Purpose!**



IGNITE YOUR VOICE
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THE GIFT FINDER TOOL

Your journey starts here!

The Gift Finder is a step one tool that will assist you in locating and developing you're passion, vision and purpose.

Not quite sure of your purpose? The Gift Finder test was designed to help you isolate and quantify certain habits, preferences, motivations and ways of being typically associated with different types of professions.

This simple tool has been adapted from a larger body of work that is the result of hundreds of years of study. In the format below, it uses single word descriptions to identify specific behavioral tendencies. This will help to determine direction where it concerns your passion, vision and purpose.

STEP #1

THE PUPRPOSE PERSONALITY TEST

Instructions: Place "X" next to the one word per line that BEST describes you.

- | | | | |
|-------------------------------|----------------------------|------------------------|-----------------------|
| 1. ___ Persistent | ___ Enthusiastic | ___ Detailed | ___ Sensitive Feeling |
| 2. ___ Confident | ___ Visionary | ___ Consistent | ___ Calm |
| 3. ___ Firm | ___ Energetic | ___ Reserved | ___ Non-demanding |
| 4. ___ Enjoys Challenges | ___ Promoter | ___ Practical | ___ Non-confrontative |
| 5. ___ Problem Solver | ___ Mix Easily With Others | ___ Factual | ___ Enjoy Routine |
| 6. ___ Bold | ___ Fun Loving | ___ Perfectionist | ___ Warm & Relational |
| 7. ___ Goal Oriented | ___ Spontaneous | ___ Enjoy Instructions | ___ Adaptable |
| 8. ___ Strong Willed | ___ Creative/New Idea's | ___ Inquisitive | ___ Thoughtful |
| 9. ___ Self-reliant | ___ Optimistic | ___ Persistent | ___ Patient |
| 10. ___ Like Having Authority | ___ Infectious Laughter | ___ Sensitive | ___ Good Listener |
| 11. ___ Like Taking Charge | ___ Like To Take Risk | ___ Accurate | ___ Loyal |
| 12. ___ Determined | ___ Motivator | ___ Controlled | ___ Even Keeled |
| 13. ___ Enterprising | ___ Very Verbal | ___ Predictable | ___ Give in Easily |
| 14. ___ Competitive | ___ Friendly | ___ Orderly | ___ Indecisive |
| 15. ___ Productive | ___ Enjoy Popularity | ___ Conscientious | ___ Dislike Change |
| 16. ___ Purposeful | ___ Like Variety | ___ Discerning | ___ Dry Humor |
| 17. ___ Adventurous | ___ Enjoy Change | ___ Analytical | ___ Sympathetic |
| 18. ___ Independent | ___ Group Oriented | ___ Precise | ___ Nurturing |
| 19. ___ Controlling | ___ Initiator | ___ Scheduled | ___ Tolerant |
| 20. ___ Action Oriented | ___ Inspirational | ___ Deliberate | ___ Peace Maker |

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Your Score

Under each of the four columns, place totals on each of the four lines below.

Column 1	Column 2	Column 3	Column 4
Red Competitor	Blue Exciter	Green Informant	Yellow Supporter

Studies have shown that there are four basic types of people types in the world. I am using colors and sea animals to signify each of the four because it is easier to understand that way. You have the Red Competitor, the Blue Exciter, the Yellow Supporter, and the Green Informer.

We all have a little bit of each the four personality types in us, but one is our dominant way of being. When you hear these descriptions, you may say something like “That sounds like me, except for that part.”

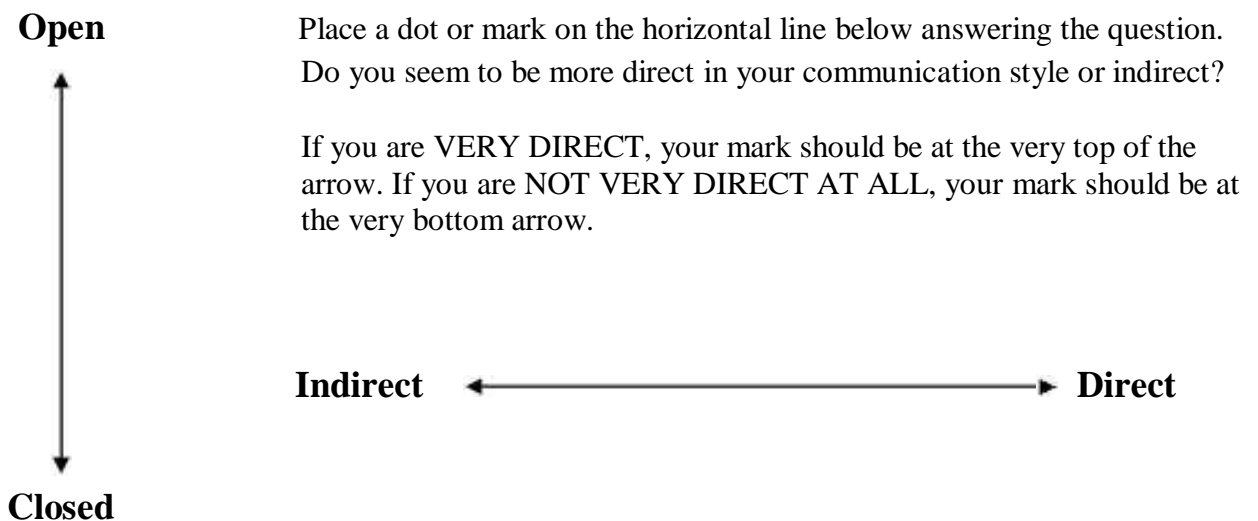
This is normal because it is rare that a person fits a description completely, but one of the four personality types will describe you more accurately than the others. That color is your dominant personality. The second closest match is your secondary color.

You might have such an even mix that you may be confused as to which might be your dominant color, and which your secondary is. On the other hand, some people are so extreme that you know their personality type beyond a shadow of a doubt.

STEP #2

On the vertical line below left, place a dot or mark answering the following question.

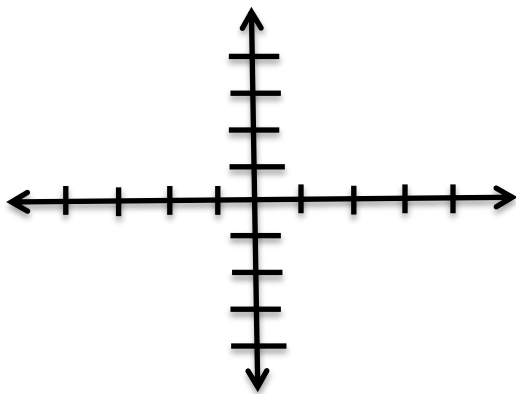
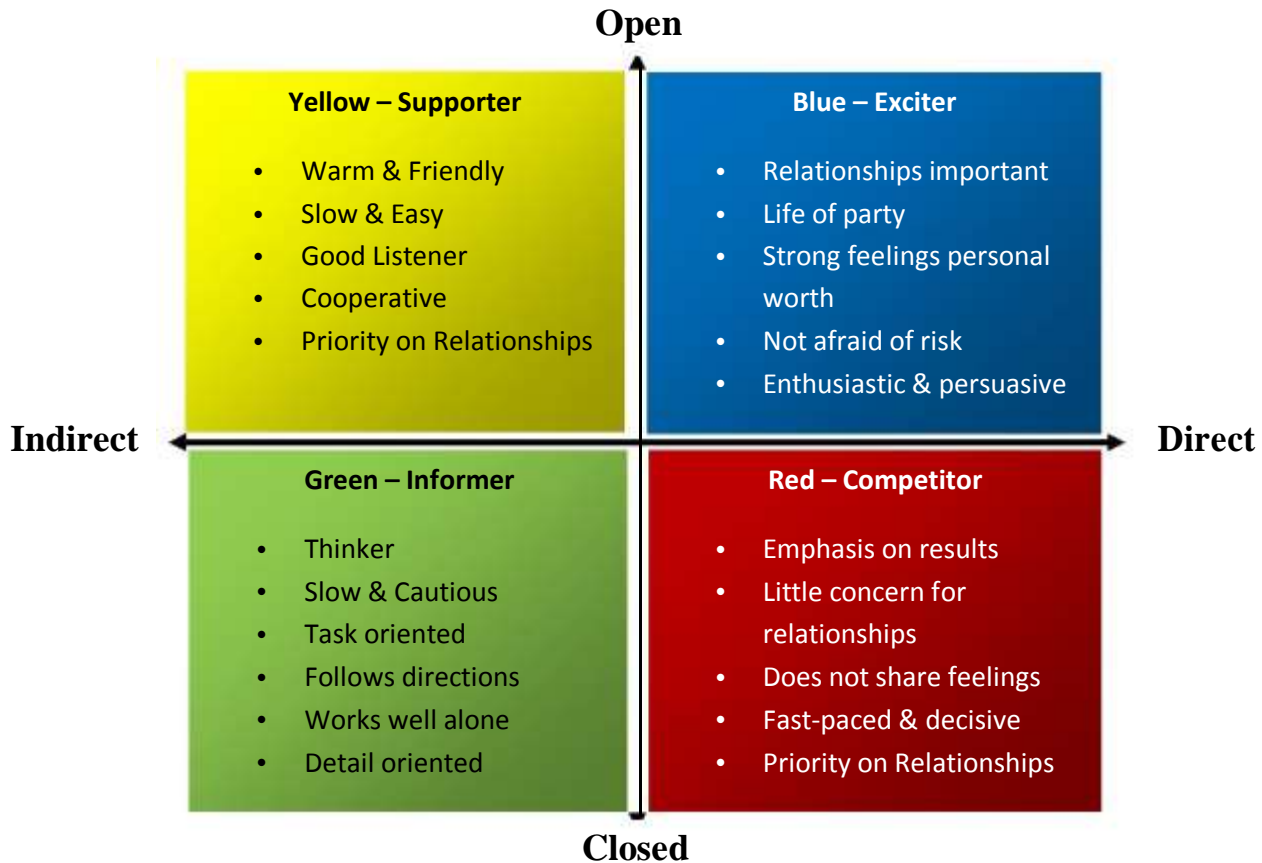
Are you OPEN or more GARDED (closed) with those you deal with? If you VERY OPEN your mark should be at the very top of the line on the arrow. If you are VERY CLOSED your mark should be at the very bottom.



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STEP #3

Placing the two lines together gives us some perspective on your predominate and secondary personality traits. Also, remember to move your mark from the previous positions to the lines below. This will help you be more accurate in your primary and secondary personality traits.



Are you more closed than open?
Place a mark on the line where you think you are.

Are you more direct than indirect? Place a mark on the link where you think you are.

This will help you identify your secondary personality trait.

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STEP #4

Locate your dominate and sub-dominate personality traits and get familiar with what makes you tick. Begin to examine closely with what motivates you and what doesn't.

Short Descriptions

1. **Red Competitor - Choleric Personality** - These people are direct with their communication and closed about their relationships. A general description of a Red Competitor can be summed up as money-motivated. Some of their natural strengths are self-confidence, ambition, and leadership potential. Some natural weaknesses are impatience, arrogance, and rudeness.
2. **Blue Exciter – Sanguine Personality** - These people are direct with their communication, and they are open with their relationships. One word to describe a Blue Motivator is fun. They are motivated by having a good time. Some of their natural strengths include being outgoing, motivation skills, and the ability to tell a good story. Some natural weakness include being unorganized, unreliable, and whimsical.
3. **Yellow Supporter – Phlegmatic Personality** - Yellow Supporter is generally indirect with their communication, and open with their relationships. They can be characterized by their desire to help others. Some of their natural strengths are being dependable, patient, and good listeners. Some natural weaknesses are lack of assertiveness, being easily taken advantage of by others, and lack of self confidence.
4. **Green Informer – Melancholy Personality** - Green Informer is indirect, and closed. They have a strong need to know, and to be right. One word used to describe Green Informer is factual. Some of their natural strengths are being very organized, great planning skills, and usually being very neat and detail oriented. Some natural weaknesses are procrastination, being critical of others, and struggling with depression and insecurity.

Why it is important to know your personality traits? If you know that you are more people oriented then task oriented you will know that your purpose will be dealing more with people. For instance, if you are a Yellow supporter your purpose will be connected in expressing care, love and concern for those around you, for instance a nurse. If you are a Red Competitor your purpose will be more tasks oriented and might be leadership of a team or organization.

Each of the personality traits leaves clues which then will fit with your core desires. Realizing what brings tears to your eyes or get's you pumped and exited is good to know but realizing how you fit within the context of how you are to express yourself or live it out provides you context. For instance, any one of the four personality types could have a passion to make a difference in a hospital but will find expression in

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different rolls. A yellow might be a Nurse, the blue might become a motivator of a small team in that hospital. The green would find themselves in accounting while the red in charge of the hospital as a director.

Detail Descriptions

Red Competitor Personality Profile

Motivation: The operative word for the Competitor is leadership. To motivate a Competitor, use words like "best", "competition", "money", "control", "excellence", "power" and "the finer things in life." If you're speaking to a Competitor, you've got to be aggressive and strong. Competitors relate to strength and they respect others who are where they want to be, even though they're probably already thinking of ways to outdo them! To get a Competitor to take action in the face of fear, reframe the necessary action as one that will be challenging, and will set them apart from others.

Strengths and Weaknesses:

Competitors are born leaders driven by wealth, prestige, and independence. Achievement has value to them, and therefore they can offer it to those who seek the same in their lives. When a Competitor gets involved in a business venture or organization, they are the ones who inspire others by setting the goals and motivating others to do their best, often just to keep up with them! In the presence of a Competitor, others are moved to be the best they can be!

Competitors can tend to be too aggressive in their pursuit of success to the detriment of others' feelings and others' needs. They tend to be viewed as egotistical and selfish. They are known to take advantage of others in order to achieve their goals. To be a better Competitor, therefore, they need to work on being supportive of others' dreams and desires. They need to view people as collaborators rather than always competitors. Because they tend to focus on self to the exclusion of others, Competitors may miss the success and profit that comes from helping others to achieve their dreams.

Ideal Professions:

Competitors do better in professions which reward the pursuit of wealth and status. Competitors make great leaders and money makers. They tend not to do well in businesses which require sensitivity or the taking on of supportive roles like social worker or nurse. However, Blue Competitors can succeed at these professions if they develop their supportive nature.

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Blue Exciter Personality Profile

Motivation:

The operative word for Exciters is *fun!* They are moved to action by the promise of entertainment, and social interaction. To get an Exciter to take action in the face of fear, reframe the necessary action as fun, or one that will lead to enjoyment.

Strengths and Weaknesses:

Exciters are outgoing and spontaneous. Exciters are people oriented. The spontaneity, humor and popularity that are natural expressions of who they are can be of value to those who seek the same in their lives. Providing people with ways to experience joy in their lives can be very profitable. Because they are usually jumping from one fun activity to the next, and focusing on everything else but the task at hand, Exciters may miss the success that comes from patience, and the ability to commit to tasks until their dreams come true.

Exciters may have a short attention span and tend to be a bit too impulsive in their behavior. To be better Exciters, therefore, they should work on balancing fun with work. They should work on creating their long-term good rather than simply instant gratification. They should work on controlling emotions when things don't go their way.

Ideal Professions:

Exciters do better in professions and situations which allow them freedom, interaction with others, travel, and a changing environment. Exciters make great salespeople. They tend not to do well in jobs that are repetitious, factual, or laden with paperwork, charts, graphs and numbers. However, Exciters can succeed in these types of professions if they develop their Informer traits.

Yellow Supporter Personality

Motivation: The operative word for the Supporter personality type is *help*. They are inspired by the desire to be of service, to care for and to comfort others. To get a Supporter to take action in the face of fear, reframe the necessary action as one that will make a difference in the lives of others, and is helping a greater good.

Use words like "help", "honesty", "people", "caring", "love", "deserve" (as in: "you deserve this because of all you've done for others").

Strengths and Weaknesses: The Supporter's sense of personal value is determined by the value they can create for others. They are tolerant, diplomatic, caring and are of tremendous value to those whose lives are out of control or ruled by chaos. Helpful to a fault, Supporters can allow themselves to be used by others. They should be wary of others who may motivate them to extremes of service for their own goals. Since

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they tend to be quite people-oriented, Saviors need to focus on being more like the task-oriented Informer and more like the self-oriented Competitor, or they may run the risk of "finishing last."

Ideal Professions: Supporters do better in professions and positions that provide care such as doctors, nurses, day-care providers, social workers etc. They tend not to do well in situations where the focus is on personal advancement or monetary gain through competition. Supporters can succeed in these types of situations if they balance their desire to help others with satisfying their own needs.

Green Informer Personality

Motivation: The operative word for the Informer is *information*. They are inspired by understanding, ideas, facts, data, knowledge and order. To move an Informer to action, use words like "facts", "documentation", "proven", "absolute certainty", and "intelligence." Informers respect and are inspired by intelligence in others. Informers feel more inclined to embark on a new journey when they are as informed as possible. To get an Informer to take action in the face of fear, what you're saying must be factual and accurate. Reframe the necessary action as one that will lead to knowledge or certainty.

Strengths and Weaknesses: Informers project an image of calm, collected and in absolute control. Many people see strength in the Informer's ability to stay emotionally detached while others around are losing their heads. Informers are confident when they speak since they rarely speak on matters on which they are uncertain. They are usually well-spoken and inspire others with their eloquence and command of the language. When an Informer gets involved in a business venture or organization, they are the ones who know exactly what's going on at all times. They are the ones who others come to for information and insight.

Informers are conservative in both nature and dress and tend to be conformists. Analytical in their approach to life, people and situations, they have little tolerance for people who are ignorant or ill-informed. They value being right over being popular.

Informers however, can tend to be aloof, detached and intellectual rather than intuitive in their approach to life. They tend to be extremely task oriented individuals who put the project ahead of the people. Therefore, they need to get in touch with their feelings and the feelings of others if they are to grow and be successful. They need to be more people-oriented in their interactions and embrace confrontation and communication as means to achieve understanding and growth in relationships.

Ideal Professions: Informers do better in professions and positions which reward knowledge, detail and accuracy. They make great accountants, engineers, computer programmers, bankers and statisticians. They tend not to do well in jobs or businesses which require people skills. Informers can succeed in these professions if they develop their interpersonal skills. The information, order, analysis, perfection and attention to detail that characterize the Informer can be of value to others who seek these qualities in their own lives. The Informer's passion offers knowledge and order to others' lives.

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Final Words

Your Gift Finder reveals your strengths and weaknesses, what inspires you, what ways of being represent your comfort zone, how you view the world, how you deal with stress and challenges and how you interpret information. It also tells what moves you to action, which you can use to fuel your passion, vision and purpose.

THE PRINCIPLE OF EXPANSION

The principle of expansion is at work everywhere! Look around you and see it's ever expanding growth taking place in every detail of life. From the smallest molecule found through the lens of a microscope to every expression of life itself. According to astronomer Edwin Hubble even the universe itself is expanding.

The universe's expansion and movement towards greater expression is seen everywhere around us. Our creator demonstrates out of his own character the principle of expansion, growth and purpose through the creation. Look and you will see that every aspect of creation demonstrates purposeful action upon the cause and effect of another.

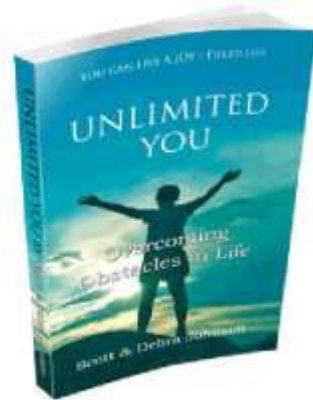
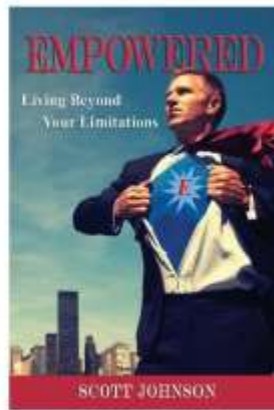
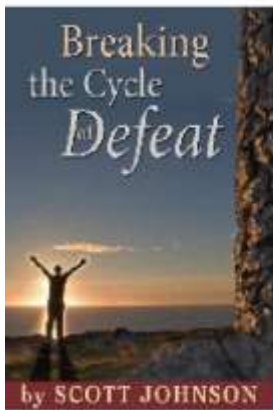
The principle of expansion is seen everywhere, down to the smallest molecule and atom. These acts are not the random acts of an out of control universe instead we can see the connectedness of all life as being in sync with each other for the higher purpose for which we were created for.

Each of us represents a serving from the whole, with all the taste and texture of the source from which you came. Isn't it interesting that a serving poured from a larger pitcher of water has all the taste and components from which it was poured. You my friend came from God and as such you seek similar expression and purpose in the world. Your desire to do what you love to do is the nothing less than God himself calling out for further expression through you. The fulfillment of that calling results in your willful participation.

You and I were meant for purpose, to pursue something larger than ourselves. It is part of who we are. Having a vision is the first step in turning the invisible into the visible. It is the foundation for all success in life. A vision statement comes out of a unique blue print that makes each of us special.

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