

# Congratulations!

You're a Free Spirit with a Creative Gift and an Original Mind!

**“You Have Spontaneous Heroic Personality Traits”**

That means that you are flexible and tolerant, and take a pragmatic approach to life, work and play.

## Your Qualities

● Impulsiveness

● Temperamental Feelings

● Emotion

● Self-discipline

● Insight

● Quick-wittedness

● Creativity



# Spontaneous Steve



Impulsive, **emotionally driven**, creative and seeks to be the “life-of-the-party.” The Spontaneous persona makes-up **30-35% of the population**. They’re deeply **insightful, temperamental**, and resourceful during crisis. They excel in business because of their flexibility, **adaptiveness**, and they take a practical approach to life. They love to make work fun. Despite their **impulsiveness**, their **flexibility** is their greatest unique ability.

*Spontaneous’* are quick-witted and make decisions **QUICKLY** and **EMOTIONALLY**. They’re **independent thinkers** who prefer **immediate action** rather than making plans for their future. **Vitality** is their “middlename” and **drama** is their default. They’re highly assertive, but not often **don’t finish what they start**. Their **passion** and **charm** are the two key pillars of **influence** responsible for their success in life.

This temperament emerges as the **INFLUENCER-of-the-group**. They do get bored easily if they’re not challenged. They **prefer action over strategy**, and they have the “gift-of-gab,” which is complemented with a dynamic sense of humor. This temperament tends to be **OPEN** with sharing information, yet **DIRECT** when communicating with others. They like to get-to-the-point fast, but they love “**small-talk**.” When sold to, Spontaneous’ secretly ask themselves this primary question: “**WHY is your solution best for my needs?**”

**Examples:** Wolfgang Mozart, Lucille Ball, Bill Clinton, Katy Perry, Will Smith, Madonna, Bob Hope, Teddy Roosevelt, Jennifer Lawrence, Angelina Jolie, Ernest Hemingway, Lion (*Wizard of Oz*), Captain Kirk (*Star Trek*), Gloria (*All In The Family*), Samantha (*Sex In The City*).

# Now A Bit More About Your Heroes



## *Wolfgang Amadeus Mozart*

You, like Mozart, are probably someone who is warm, enthusiastic and imaginative. Like Hepburn, perhaps you're sometimes temperamental but at the same time you're a thorough professional. You see life as being full of possibilities. You can make connections between things, such as events and information, and you can see patterns. You need affirmation from others - you need praise for what you do - but you also give praise and lend support to others.

Let's look at Wolfgang Amadeus Mozart. He was an innovator who wrote over 600 works, many of them masterpieces of symphonic, chamber, piano, operatic and choral music. He remains perhaps the most popular of all classical composers.

## *Lucille Ball*

The actress Lucille Ball was not only one of the most popular and influential Hollywood stars, with a career that spanned five decades, she was a leading television executive and an innovator in television production. She had a far-ranging impact on the quality of television production, and helped to foster in changes in the way women were regarded by the public, since despite her portrayal of a dizzy redhead she proved that a beautiful woman could be funny, that an actress could be a smart businessperson and that a woman could be a successful working mother.

Ball was one of the first to break an ethnicity barrier on television by insisting that her husband, Desi Arnaz, a Cuban (and naturalized American citizen) perform alongside her on television, at a time when CBS executives believed that an American and a Cuban marriage would not appeal to a wide audience (they were proved wrong, as the series was one of the most influential and popular of all time).

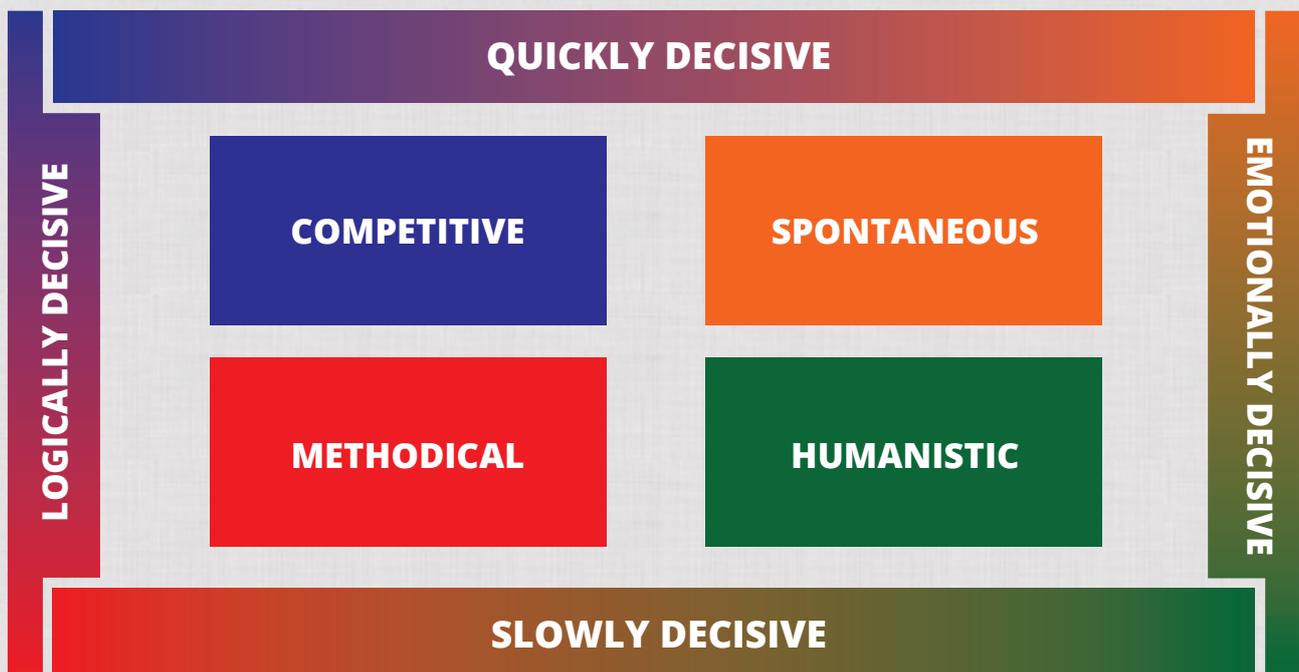
## *Katharine Hepburn*

The renowned American film and stage actress, had a career that spanned six decades, and inspired many women to assert their independence. She became known for playing a strong-willed, sophisticated woman who had the ability to laugh at themselves, and her spirited personality and outspokenness helped change the perception of women over the course of the 20th century.

When her career hit a snag in the late 1930s, she hired a writer to craft a play for her. It became a hit play and a hit movie classic: *The Philadelphia Story*, reviving her career. She won 3 Academy Awards and had a career lasting 60 years, almost unheard of for an actress.

## Like the Heroes Mozart, Ball and Hepburn you have the following qualities

- You think on your feet, though you may rush to jump into a situation that isn't entirely suitable for you.
- You're an independent-minded thinker who wants to act rather than sit still.
- You're able to make the most of what you're presented with, and to prosper.
- You can be assertive, which will help you in business; charming – which helps you in all walks of life.
- You're passionate, which is ideal for your career and emotional being, and you have a great sense of humor.



This chart shows you how the 4 Personas can overlap while making decisions based on subtle levels of understanding and knowledge



# What Does This Mean For You?

Think of your talents in 3 areas



**The head** refers to your natural way of thinking (*let's call it how you're hardwired*), as well as how your natural abilities shine through.

The head refers to how you process all of the sensory perceptions of the world and how you filter the mountains of data that come your way.



**The heart** refers to your values, your feelings, your moral compass.

The heart refers to what you stand for and what you stand behind. It's your personal ethos, it's how you respond to a situation on an inner level. It's when you know instinctively that something's right or not, or something's wrong or not, or that something needs to change. It's you, deep down, and it's you as you view the world around you.



**The hand** looks at how you work, and the environments where you'll flourish.

The hand explores your working skills, and how you stay focused (or not), and what give you the most motivation, and what makes you veer off-course.

The hand examines where you can be most productive in your work and how you can make the best use of your time.



Your Natural  
HEAD Abilities

**Fun!**

You like to have fun. You don't sit around moping (though if you do, it's not for a long time, since you tend to look on the bright side and figure that life's too short to spend in a bad mood). You're often the first to suggest doing something: you're active, you're spontaneous, you're filled with life.

## Here are some of your "head" qualities

- You live in the present. Looking for enjoyment is your default setting.
- Vitality is your middle name.
- You're empathetic and generous: You listen to others, you think of how to make things easier for them.
- A real social strength: You put people at ease, even in awkward situations.
- You have a way with others (some may even be envious of how you seem to glide through the days).
- This quality can sometimes be a weakness: You're a people pleaser. You put others ahead of you when sometimes you need to think of yourself first.
- A weakness: You may find it difficult to stay focused.
- Another weakness: Impatience. You can also be distracted by changing directions, and the results suffer.



Your Natural  
HEART Abilities

**Bliss!**

For you, enjoyment is a state of bliss. You know that life is short and you want to profit from every second. You're a spontaneous personality who's active and you consider being active a moral choice. For you, lazy people have something wrong with their inner compass.

Your high-energy nature leads you to consider things such as sitting and thinking as a way of avoiding the issue. This is something you tell yourself isn't necessarily true, but you can't help but feel that it's better "to act" than merely "to be." So you judge the world by its movement. You don't like to waste time. Among your "heart" qualities:

## Here are some of your "heart" qualities

- You're adaptable. You see a situation that isn't exactly to your liking but you can roll with it. But this is up to a point, it has to involve you doing something.
- You're free-spirited – you prefer to take life as it comes (provided that you're active)
- You're a generous person, fun to be around and a good talker.
- A real social strength: You put people at ease, even in awkward situations.
- A weakness: You may judge others who aren't like yourself based on your own sense of what constitutes action, rather than theirs. You sometimes confuse thinking and contemplating with doing nothing. You're frank and you're upbeat, but you can be a bit impatient, and you don't like to be kept waiting, even if you're quick to forgive.



Your Natural  
HAND Abilities

**Flow!**

Your spontaneous nature feeds your creativity, but it also hampers how you organize your time. For you life is a stream, and you try to ride it, but you tend to let things flow around you rather than grab onto them and finish what you've started.

## Here are some of your "hand" qualities

- You work best when you're able to work freely and move fast.
- You're a creative thinker, which can help in problem-solving if you're kept focused.
- If you're in sales as a career you're probably very good at keeping in on top of the cutting-edge ways that enable you to close a deal.
- You could benefit from an environment that gives you energy but also that protects you from distraction. After all, you're the first to admit that you're distracted by the bright, shiny object.

# Thank You For Taking the Hero Evaluation!

Knowing what you're good at and your genius zone will give you the competitive edge that you need to excel. Whether it be in business, with your family or in sport knowing yourself well will keep you at the leading edge of success.

The path to greatness is within you. You can live well and learn much about your talents, your skills and your natural strengths and abilities.

We encourage you to find out what you can about yourself. This will set you up for success as you journey down your path of self-discovery while mastering your talents.

