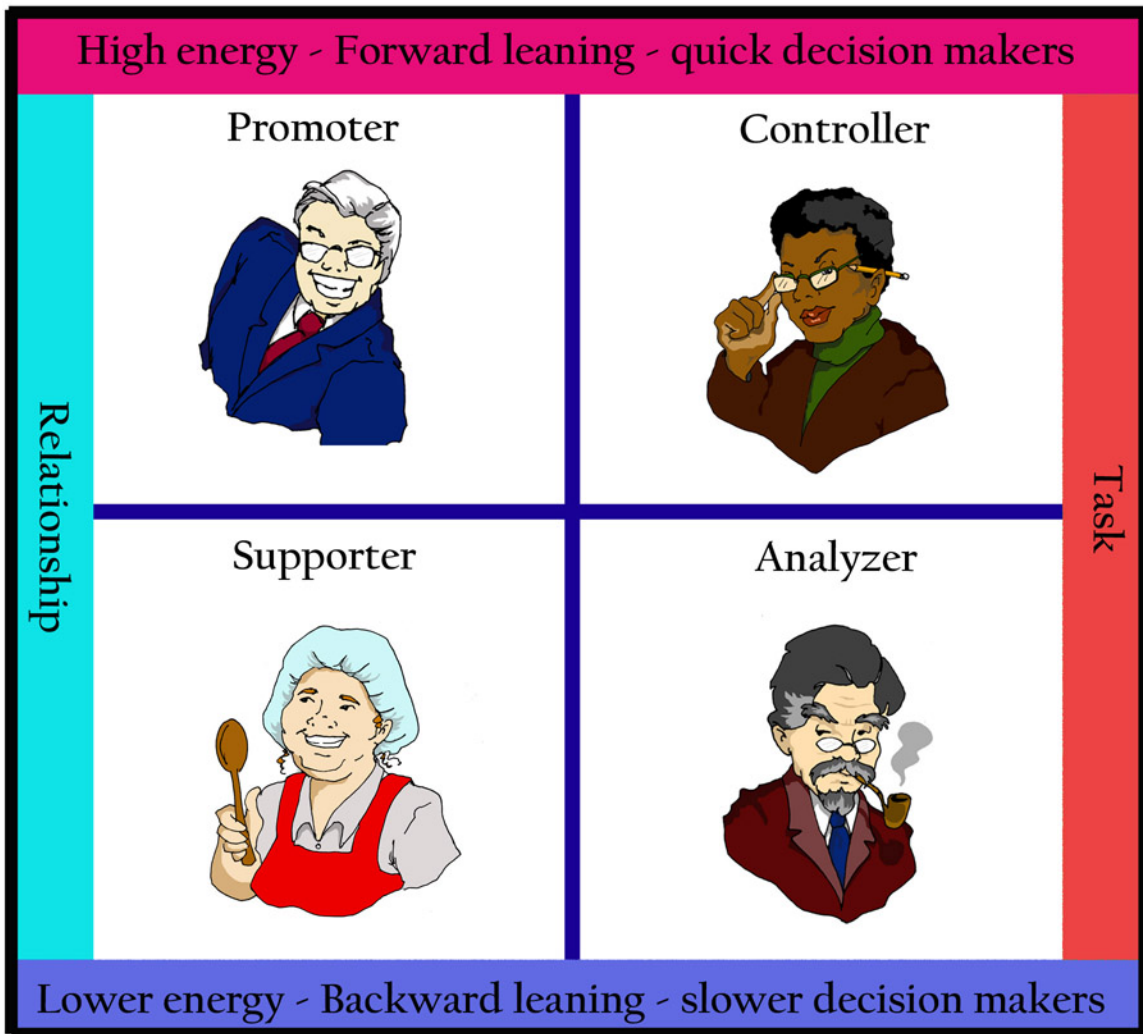


Four Illustrated Personality Types

The cartoons below represent the various images and are by no means the only representation. Images are for reference and discussion only.



Confusion regarding personality types enters when a MASK is being worn.

Masks are identified for each personality type by a diagonal line on the chart above. It is usually a result of a person trying to be something they are not (their opposite) because of a strong influence from an opposite personality in authority. The mask is worn as the individual adapts in order to 'survive' judgments and criticisms.

Additional terms you may hear regarding these particular four personalities are:

- Sanguine = **Promoter**, Otter, Influencer (i)
- Choleric = **Controller**, Lion, Director (d)
- Phlegmatic = **Supporter**, Golden Retriever, Steadiness (s)
- Melancholy = **Analyzer**, Beaver, Conscientiousness (c)

