

WHAT'S MY BUYING PERSONALITY?

- 1 ___ I am a competitive person
- 2 ___ I like sticking to routines
- 3 ___ I take pride in being meticulous
- 4 ___ I am good at reading people
- 1 ___ I am always right about things
- 2 ___ I follow instructions
- 3 ___ I prefer black/white choices to shades of gray
- 4 ___ I am highly adaptable
- 1 ___ I am a high risk taker
- 2 ___ I think more people should follow the rules
- 3 ___ Making decisions is easy for me
- 4 ___ Making decisions is hard for me
- 1 ___ I enjoy new and exciting experiences
- 2 ___ I consider myself traditional
- 3 ___ I always read owners' manuals
- 4 ___ I am a people person
- 1 ___ I get bored with routine

- 2 ___ I like to thoroughly consider every option
- 3 ___ I pride myself on being logical and rational
- 4 ___ I frequently change my mind
- 1 ___ I am a lion and everyone else is a sheep
- 2 ___ I am cautious
- 3 ___ I am a perfectionist
- 4 ___ I like to daydream
- 1 ___ It is best when I am in charge
- 2 ___ I work best with an outline
- 3 ___ I like figuring out what makes things tick
- 4 ___ I am open to my own and others' feelings
- 1 ___ I come up with the best ideas
- 2 ___ I respect authority
- 3 ___ I do not make decisions based on emotion
- 4 ___ I am very empathetic
- 1 ___ I am spontaneous
- 2 ___ I am analytical
- 3 ___ I quietly think to work things out
- 4 ___ I like to talk things out

TOTALS:

DRIVER

TRUSTER

RESEARCHER

ARTIST

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