



# CHRIS JARVIS

*See Differently. Business Differently.*

## 12-Day Turnaround with Chris Jarvis

### Day 4 – Know thy Self Personality Tests & Personal GPS

We can't help you best leverage your amazing individual skills and attributes until we know WHO YOU ARE.

This was the single most important part of my professional development. I always felt like I was driving uphill with the emergency brake engaged. I could never break free.. until I understood who I was and where I was great. Once I realized that, I stopped second guessing those areas of my life and started trusting that I knew what I was doing in those areas. Conversely, I also understood where I wasn't very strong. I looked to others to help me with those and I didn't second guess their suggestions. This was an awesome exercise in building trust in myself AND in "addition by subtraction." Once I embraced all of this, I took off. My income skyrocketed. My fulfillment exploded. My happiness blossomed. It's really, really cool to be where I am now. I want you to join me on the other end of the rainbow.

Here's how you are going to do it. First, you are going to take some of the personality tests

#### **Gallup Strength Finder: \$19.99**

I love this one. It taught me the most about myself. There is a book that goes with the assessment. If you buy the book here, you also get a code to do your own assessment:

<https://www.gallupstrengthscenter.com/product/en-us/10385/strengthsfinder-2-0-hardcover?category=books>

If you are in a hurry, don't want to read the book, and just want to pay the \$19.99 and buy the assessment.

<https://www.gallupstrengthscenter.com/product/en-us/10108/top-5-cliftonstrengths-access?category=assessments>

**Myers Briggs Test:           FREE**

This one helped me avoid a very costly mistake in business school. It also changed over 20 years! Take this one again.

<https://www.16personalities.com/free-personality-test>

**DISC:           FREE**

This one is also very valuable for sales people. There are many different ways to sell effectively. Knowing your DISC is very valuable.

<https://www.tonyrobbins.com/disc/>

<https://www.onlinepersonalitytests.org/disc>

What do you notice from taking the three tests and reading the responses?

Use the space below to write down what you notice about yourself and how those observations explain the answers you put in your initial assessment. Remember telling me how happy you were with your income, career, health, relationships, and fun?

<b>Personal GPS Form</b>
<b>Strength Finder – Top Strengths</b> 1. . 2. . 3. . 4. . 5. .
Which one are you most surprised with on this list? Why?

Think about your typical week OUTSIDE OF WORK. How do you spend your time?

\_\_\_\_\_ % of time is spent utilizing my top 5 strengths

\_\_\_\_\_ % of time is spent not utilizing my top 5 strengths.

(must add up to 100%)

How could you be using your top strengths to improve your (two ways for each)

Amount of Fun \_\_\_\_\_

Physical Health \_\_\_\_\_

Emotional Health \_\_\_\_\_

Relationships with Family \_\_\_\_\_

Relationships with Friends \_\_\_\_\_

What kind of activities or hobbies would require each of your top 5 strengths. List as many as you like.

1. .
2. .
3. .
4. .
- 5.

How many of those above do you participate in today? Circle all of the ones you'd like to try or take up again.

### Myers Briggs

Your score is \_\_\_\_\_

Extrovert \_\_\_\_\_ %    Introvert \_\_\_\_\_ %

Intuitive \_\_\_\_\_ %    Sensing \_\_\_\_\_ %

Thinking \_\_\_\_\_ %    Feeling \_\_\_\_\_ %

Perceiving \_\_\_\_\_ %    Judging \_\_\_\_\_ %

How does this personality test explain some of your biggest challenges in life?

What traits do you friends and family admire most about you?

Think of a time when you had to be much more of something that you weren't. (Perhaps extraverted at a cocktail party and you are an introvert. Maybe you felt so deeply that you couldn't think about something logically)

Which situations in life are most difficult for you because they don't come naturally?

**Your DISC score:**

Dominance \_\_\_\_\_ %  
Influence \_\_\_\_\_ %  
Stability \_\_\_\_\_ %  
Compliance \_\_\_\_\_ %

How does this result explain your successful relationships you have had?

How does this result explain some of your most significant challenges in life?

Which trait, of the four, do you think is most important to your family? friends?

Which trait do you wish you had MORE of? Why?

Describe a time when you had to utilize your greatest DISC strength.

How did you feel when that situation was over.

Which tasks or hobbies, that you currently don't do, would seem to fit your personality?

What would you need to do to afford yourself the opportunity to do more of the things that come naturally to you?

The results above show your natural abilities. Each of us has a different set of skills. The happiest people seem to just stroll through life with little anxiety and stress. They seem to find activities that utilize their primary skills. They also find ways to avoid situations that will be very stressful for them.

**With all of this in mind**, and after looking at the way you answered the questions in the Personal GPS above, what three things would be the most valuable for you to do now (not related to your career)?

1. I need to be doing a lot more  
\_\_\_\_\_
2. I need to be doing a lot less  
\_\_\_\_\_
3. To allow me to eliminate #2 and do more of #1, I must do the following things
  - a. I need to \_\_\_\_\_
  - b. And I want to \_\_\_\_\_
  - c. And I should also \_\_\_\_\_