

The Elements of You **by Brenda Staab**

(This is the first article in a 12-part series on Achieving Peak Performance.)

“Today you are You, that is truer than true. There is no one alive who is You-er than You.” -Dr. Seuss

We like to think we know ourselves, but many of us are unaware of how to make the most of our personality strengths. Yet when every member of a team knows his or her strengths and challenges, the whole team is more efficient and effective. In the upcoming series of articles, I'll be taking you through the Path Elements Profile, or PEP, a simple personality profile meant to help you discover and capitalize - personally and professionally - on your natural strengths. While there are many personality assessment tools out there, I find the PEP to be particularly helpful in business settings. It is comprehensive, applicable in every-day situations, and easy to remember.

PEP™ (by Laurie Beth Jones, best-selling author of *The Four Elements of Success*) is based on four elements: Earth, Water, Wind, and Fire. Each of these elements brings something essential and unique to relationships and work environments. So who are you? Here's a quick quiz:

- Are you a reliable, analytical, solid, predictable rock? Do you like to take your time and have all the facts before moving forward? If someone calls you a “stick-in-the-mud,” do you take it as a compliment? *Then you might be an Earth.*
- Are you a reflective, supportive, bridge-building team player? Do you take into account how a change might affect the members of the team before moving forward? Do friends and co-workers think of you as their personal therapist? *Then you might be a Water.*

- Are you a multi-directional, adventurous, energetic idea person? Are you the one who gets people motivated and moving with your enthusiasm? Do you find yourself in the middle of every project and every new venture even when you don't have to be? *Then you might be a Wind.*
- Are you a trailblazing, visionary, results-oriented leader? Do you get a rush from doing what's never been done before? Are you secretly happy that people are just a little bit nervous around you? *Then you might be a Fire.*

In the upcoming articles, we'll take an in-depth look at the four elements and discover how they work together to create dynamic relationships. When we center our work and personal lives on our natural strengths, everything becomes more intuitive. That translates to less stress, more energy, and a lot more fulfillment.

Knowing who we are can reduce conflict, improve relationships (even the most difficult ones), and help us function at the peak of our abilities. So stay tuned to learn how to be the “you-est you” there is!

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About Brenda Staab and Mountain Peak Sales Training™

If you manage or are a part of any type of team, you understand the importance of successful working relationships. Brenda Staab, sales consultant and coach, provides customized sales training to help you create an exciting, motivating environment that transforms sales groups into high-energy, vibrant and successful teams.

A Colorado resident and outdoor enthusiast, Brenda is passionate about helping others achieve sales success. Visit www.MountainPeakSalesTraining.com or contact Brenda at Brenda@MountainPeakSalesTraining.com or (303) 549-2733.