

The Elements of You **by Brenda Staab**

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

This month we'll continue our discussion of the Path Elements Profile (PEP)[™] by Laurie Beth Jones, best-selling author of *The Four Elements of Success*, *Jesus CEO* and *The Path*, a personality and communications tool which is based on four elements: Earth, Water, Wind, and Fire.

This month's red-hot element is Fire. You are a Fire if you answered yes to:

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?

Fires, like Earths, are task-oriented. Their strengths include being passionate, competitive and bold. Fires are exciting, confident and daring. Some of Fire's challenges include a tendency to be controlling, insensitive and confrontational.

Do you know someone who is blazing and bold like Fire? Here are a few pointers for working with and relating to them:

- Fires embrace change and action. They dislike boredom and sameness. When assigning a project, give Fire the opportunity to take ownership and let him or her take control.
- When communicating with a Fire, tell it like it is - get to the point. Present the facts in bulleted form. Fires want just the bottom line!
- Be careful not to team up a Fire with a Water opposite. Whereas Water avoids conflict, Fire enjoys conflict and even sees it as necessary in many cases. Pairing up these two elements could result in frustration on Fire's part and hurt feelings on Water's part.

- Reward Fires for results and give them opportunities to lead. Fires seek new challenges and often will work to the point of exhaustion.
- Fires are visionaries. Provide administrative support so that a Fire doesn't have to "waste time" on the details.
- Give important assignments to Fires and know that they will give 110% to a worthy task.

We have now covered all four of the elements! Did you see yourself in one or more of them? Knowing who we are can reduce conflict, improve relationships (even the most difficult ones), and help us function at the peak of our abilities. See you next month when we'll discuss how to achieve balance on a team using the four elements.

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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.