

The Elements of You **by Brenda Staab**

(This is the third 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.

The element we'll be discussing is Water. You are a Water if you answered yes to:

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?

Waters are people-oriented. Their strengths include flexibility, steadiness, loyalty, and an easygoing nature. Some of Water's challenges include a tendency to be complacent, passive, dependent and unassertive.

Do you have a spouse or co-worker who is Water? Here are a few pointers for working with and relating to them:

- Honor Water's desire for harmony and balance. Waters thrive in stable, peaceful environments.
- Like Earth, Water can be slow to take action. When assigning a project, make sure expectations are clear, and allow Water the opportunity to seek feedback and clarification.
- Allow Water to work as part of a team. Waters are excellent team players and are most comfortable taking on a supportive role.

- Give Water a chance to listen and observe, and then give him or her a chance to voice opinion. Waters become overwhelmed by more dominant personality types and will clam up in these situations.
- Understand that Waters tend to hide their feelings of anger and resentment. If pushed to the limit, however, Water will come pouring out as if the dam has been broken.
- Respect Water's need for orderliness while also understanding that Waters have a difficult time setting priorities. Because Waters want to please, they will consider people's feelings before accomplishing the task at hand.

We have covered two elements to this point. Do you see yourself in either of these profiles? If not, stay tuned – we have two more to go!

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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.