



**ICS**  
CONNECT  
BUILDING BONDS OF MUTUAL TRUST

**Individual:** Ricki Cotte

**Sponsor:** Eagle`s View

**Project:** COTTE

### Assessment Results

Individual: Ricki Cotte  
Primary Energy: **BLUE**  
Active Energy: Introversion

ICS-CONNECT Interest and Preference  
Indicator is: **SYNCHRONIZER**  
Approaches Situations Through: Thinking

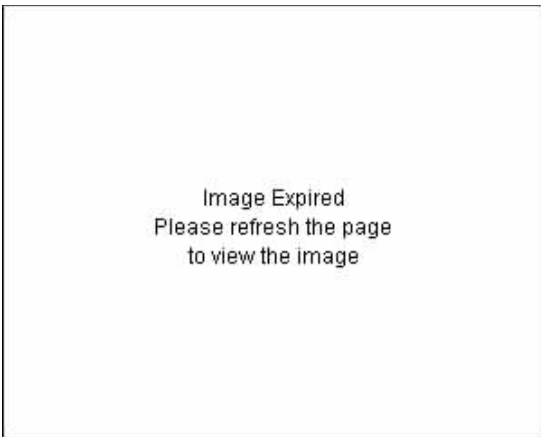
### Understanding the Energy Scores

Each energy has a maximum score of 108. A score of 54 or more indicates our preference to using that energy. A score of less than 54 indicates your reluctance to using that energy.

The farther the bar moves to the right the more comfortable it is to use that energy. The farther the bar moves to the left the more difficult it is to use that energy.

**Energy Levels** **Yellow: 48** **Red: 27** **Blue: 81** **Green: 71**

### Interest Preference Indicator Graphs



As with all preferences, by keeping the **SYNCHRONIZER** connected to the conversation, three things will occur:

They will desire to continue to listen.

They will continue to raise their level of trust in what you are communicating.

They will then retain the highest level of information possible.

**When they disconnect, one or all of these things will cease even though the conversation continues.**

Therefore:

**“When communicating with others you must keep them connected long enough to build a bond of trust where they are willing to let you influence them.”**

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*How to connect with anyone to build a bond of mutual trust.*

## THE SYNCHRONIZER - THINKING

### Will stay connected when others:

- Give the Synchronizer time to collect their thoughts and data
- Respect the Synchronizer's privacy
- Give the Synchronizer time to collect all the raw data and information
- Write it down if it is detailed and important
- Know your facts before approaching the Synchronizer
- Ask for and be willing to listen to the Synchronizer's opinions

### Tends to disconnect when others:

- Flatter the Synchronizer to get them to see things your way
- Get in the Synchronizer's space before they ask you
- Talk about what you don't know
- Undermine the Synchronizer's authority
- Make fun of a serious situation
- Say "It isn't possible"

### What Synchronizers like people to know about themselves:

- They are very hard working and responsible
- They keep the area around them neat with everything in its place
- They are well educated in the areas of their responsibility
- They are very honest, loyal, and faithful to their family and co-workers
- They are easy going, relaxed, and willing to participate when it makes sense

### What Synchronizers don't recognize or like to admit in themselves:

- They fear being taken advantage of, so they tend not to get emotionally too close to people
- They would rather not do a task, than do it just half way
- It takes them time to make a final decision

### Some things Synchronizers want others to see in themselves:

- **Who I am:** High sense of self esteem and inner drive

- **Purpose:** Keep the world a more organized place
- **Value to the organization:** Makes sure everybody plays "by the rules"
- **Under stress becomes:** Anxious about the details
- **Worries about:** People doing things at the drop of a hat
- **Would be more successful by:** Trusting in others, and having confidence that they will not fail

### Things you rarely observe

#### Synchronizers doing:

- Not forgiving themselves for running over the bike that was parked in their driveway
- Make changes without consulting an expert
- Ignore the "ping" coming from under the hood of the car

### How to be in touch with Synchronizers:

- Listen to what they have to say and take time to process the information
- Be direct and clear about your message
- Recognize them for their desire to produce quality work
- Reward them for their accuracy and attention to detail
- Honor their spirit to do a task the right way the first time

### Those who really understand

#### Synchronizers say:

- "It is rare to find someone who is so dedicated to getting their job done right."
- "You can be sure that when the job is done, they have looked at every detail."
- "They are some of the hardest working people."



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## The Twelve ICS-CONNECT Preferences

The four color energies have been divided into twelve ICS-CONNECT preferences.

The twelve preferences are derived from the four basic energies.

The twelve preferences are identified as Director, Stimulator (Thinking) / (Feeling), Encourager, Assister (Extraverted) / (Introverted), Supporter, Synchronizer (Feeling) / (Thinking), Monitor, and Developer (Introverted) / (Extraverted).



### The Director

- believes in "getting it done now". Directors are fast paced, certain about what they are doing with a strong will to be competitive. They are very uncomfortable in a relaxed, comfortable, and supporting environment.

### The Stimulator (Thinking)

- like the Director are fast paced and active. They are very uncomfortable when questioned about their purpose or in a quiet, easy going environment.

### The Stimulator (Feeling)

- believes in "moving forward" like the Encouragers they are extremely enthusiastic, very persuasive, have a purpose for everything they set to accomplish. They are very uncomfortable when they questioned about their relationships with others.

### The Encourager

- believes in "making it happen together". Encouragers are very interactive, highly competitive, and have a passion for what they believe. They are quick to make many friends, the more the better. They are very uncomfortable when others are slow-paced, formal, and very self-controlled.

### The Assister (Extraverted)

- like the Encourager believes in "reaching a consensus" using their relationship building skills. Assisters are very trusting, will respond emotionally, and are very descriptive in their story telling. They are very uncomfortable when required to be disciplined, or are in a logical and formal environment.

### The Assister (Introverted)

- like the Supporter are very comfortable when they are required to be disciplined, or are in a formal environment. They are very uncomfortable when required to openly discuss issues before they are ready.

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### The Supporter

- believes in "doing things in a tactful manner". Supporters are very encouraging, sincerely care about people, and are accepting of others. They are very uncomfortable in a fast paced, competitive environment where other people may not be taken into consideration.

### The Synchronizer (Feeling)

- like the Supporter enjoy being by themselves and reflecting on life. They are very uncomfortable when they are in an active, hectic, and fast-paced environment.

### The Synchronizer (Thinking)

- like the Monitor believes in "being neat and tidy" and are very, relaxed, easy-going, and quiet. They are very uncomfortable when they are not given enough time to become informed and reflective.

### The Monitor

- believes in "doing it right the first time". Monitors are very deliberate, slow-paced, formal, and self-controlled. They are very uncomfortable when the environment is creative, emotional, spontaneous, and expressive.

### The Developer (Introverted)

- like the Monitor is very independent, disciplined, using thoughtful logic to reach conclusions. They are very uncomfortable when they are required to take control without a logical plan.

### The Developer (Extraverted)

- like the Director believes in "just get it done". They are very uncomfortable when people are too trusting, personal, sociable and compassionate.

