



Company: John Gordon
Assessor: John Gordon
Project: Promotional Project

Individual: John S. Gordon
Primary Energy: **YELLOW**
Active Energy: Extraversion

Assessment Results

ICS-CONNECT Interest and Preference
Indicator is: **ASSISTER**
Approaches Situations Through: Feeling

Understanding the Energy Scores

Each energy has a maximum score of 108. Energies above the mid-line (54) are your preferred energy styles, those energies we like about ourselves and like to display to others. We easily connect with others who display these energies.

Energies below the mid-line are the energies you are reluctant to use and prefer not to display to others. We tend to disconnect with others who have a preference to displaying these energies.

Interest Preference Indicator Graphs

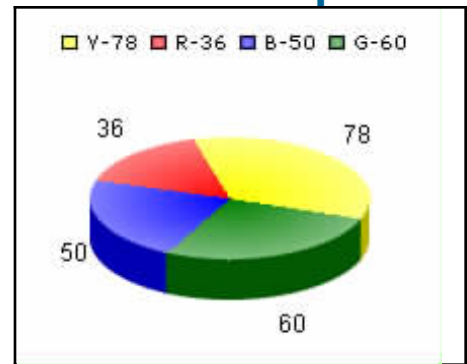
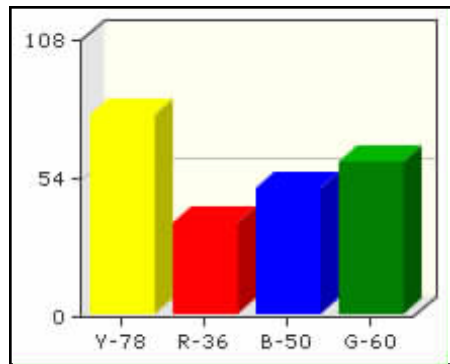
Energy Levels

Yellow: 78

Red: 36

Blue: 50

Green: 60



As with all preferences, to keep a **ASSISTER** engaged in the conversation, three things must occur:

- They must be willing to listen.
- They must retain information.
- They must have a high level of trust in the messenger.

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 raise the level 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 ASSISTER - EXTRAVERSION

Will stay connected when others:

- Are trying to build a lasting relationship with the Assister
- Provide an environment that allows the Assister to express their thoughts and ideas
- Recognize the Assister for their ability to be brilliant
- Give the Assister time to reflect as it will affect their image
- Mirror the Assister's easy going and relaxed nature
- Negotiate in a calm and relaxed environment

Tends to disconnect when others:

- Get too boring
- Criticize before the Assister's contributions are recognized
- Do not allow the Assister to express their thoughts and ideas
- The Assister's feelings are not being recognized
- Try and take over
- Apply pressure to make the Assister change
- Don't show respect for their ideas and creativity

What Assisters like people to know about themselves:

- They are very sensitive as to how people feel
- They are generous, warm, and caring
- You can be sure they will be there when you need them
- They are responsive, inventive, and trusting

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

- They can't seem to say no, even if it will cause difficulty in their lives
- They get upset when someone doesn't return their contributions
- They don't always express their true feelings
- They feel that they aren't doing enough for those closest to them

Some things Assisters want others to see in themselves:

- **Who I am:** Understanding
- **Purpose:** To serve and be recognized
- **Value to the organization:** Helps others to build relationships
- **Under stress:** Feel inadequate
- **Worries about:** Having to work under deadlines
- **Would be more successful by:** Learning to focus on one opportunity at a time

Things you will rarely observe Assisters doing:

- Not taking center stage
- Not showing empathy for people who are experiencing tough times in life
- Not trying to find solutions for problems

How to be in touch with Assisters:

- Be willing to listen and show that you appreciate them
- Let them know you value their friendship
- When communicating with them, make good and constant eye contact
- If you need to pass judgment on them, do it kindly
- Share life's pleasures with them

Those who really understand Assisters say:

- "They are admired by all who know them because they are always aware of the feelings of others."
- "They are wonderful people to be around. They are creative, energizing, and make others feel they are the most important person in their life."



The Eight ICS-CONNECT Preferences

The four color energies have been divided into eight ICS-CONNECT preferences. The eight preferences are derived from the four basic energies. The eight preferences are identified as Director, Stimulator, Encourager, Assister, Supporter, Synchronizer, Monitor, and Developer.

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 believes in "moving forward". Stimulators are extremely enthusiastic, very persuasive, have a purpose for everything they set to accomplish. Like the Director they are fast paced and active. They are very uncomfortable when questioned about their purpose or in a quiet, easy going environment.

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 believes in "reaching a consensus". Assisters are very trusting, will respond emotionally, and are very descriptive in their story telling. They are very uncomfortable when they are required to be disciplined, or are in a logical and formal environment.

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 believes in "being neat and tidy". Synchronizers are very, relaxed, easy-going, and quiet. They enjoy being by themselves and reflecting on life. They are very uncomfortable when they are in an active, hectic, and fast-paced environment.

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 believes in "just get it done". Developers are very independent, disciplined, using thoughtful logic to reach conclusions. They are very uncomfortable when people are too trusting, personal, sociable and compassionate.

