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REAL LIFE

3 MINUTE SURVEY

Name _____

Letters (Highest to Lowest)

E-mail _____ Date _____

Instructions: Circle every word in the columns below that describes you – the more the better.

After finishing, total the number of words in each column and place the total on the line located at the bottom of each column. You cannot have a tie in any two columns. If the total in any columns is the same, you must break the tie by either choosing another word in one column or omitting a word already circled in the other column. **You MUST finish with a different number in each column.**

T	R	I	M
Organized	Rational	Independent	Agreeable
Determined	Reserved	Impulsive	Peaceful
Practical	Visionary	Creative	Spiritual
Decisive	Logical	Playful	Trusting
Fair	Objective	Daring	Kind
Stable	Skeptical	Restless	Caring
Sensible	Analytical	Outgoing	Genuine
Detailed	Intelligent	Energetic	Romantic
Realistic	Controlling	Passionate	Optimistic
Responsible	Opinionated	Humorous	Cooperative
"T" Total	"R" Total	"I" Total	"M" Total
_____	_____	_____	_____
Composite T+R		Composite I+M	

REAL LIFE

MANAGEMENT

Perspectives on "T's"

Inflexible

Stable

Relentless

Productive

Stubborn

Goal-oriented

Opinionated

Outspoken

Stingy

Fiscally responsible

Bossy

Wants closure

Uptight

Conscious of deadlines

Perfectionist

Painstaking

Pessimistic

Realistic

REAL LIFE

MANAGEMENT

Perspectives on “R’s”

Condescending

Superior intellect

Know-it-all

98% right on issues

Eccentric

Unconventional

Insensitive

Focused on issues

Ruthless

Impartial

Intimidating

Powerful

Critical

Challenges everything

Sarcastic

Discriminating

Aloof

Unflappable

REAL LIFE

MANAGEMENT

Perspectives on "I's"

Unreliable	Lives "in the moment"
Spend-thrift	Extravagant, generous
Hedonistic	Fun loving
Can't sit still	Active, hands-on person
Unfocused	Does many things at once
Messy	Creative
Show-off	Proud of accomplishments
Unstable	Flexible, adaptable
Breaks Rules	Energized

REAL LIFE

MANAGEMENT

Perspectives on “M’s”

Melodramatic

Sensitive, responsive

Permissive

Accepting

Gullible

Sees the best in people

Naive

Gives everyone a chance

Overly nice

Congenial

Unrealistic

Idealistic

Smothering

Care-taking

Too soft

Likes to please people

Push over

Seeks harmony

Your Attitude and Balance!!!

In the world of Real Life Management and its 3 Minute Survey, a person's balance is the priority between their head and heart in their daily beliefs, attitudes and choices. Approximately 30% of the country leads with their heart and 30% lead with their head in beliefs and choices. That leaves 40% that have a combination of both.

The terms Barge, Tugboat and Sailboat will be used to describe the three categories. Two head letters in combination is a Barge. Two heart letters in combination is a Tugboat. Any mixed combination of the two is a Sailboat.

T R letters are Barge (head) letters and I M letters are Tugboat (heart) letters.

Barges tend to struggle with maneuvering waters because of their straight-ahead, one speed approach to life.

Tugboats tend to push and pull on others' boats, which gives them trouble with the weight of a barge and the changing winds of the sailboat. Sailboats tend to have the best balance because they sail through life adjusting to the winds and storms of life.

Add your head letter scores together and then add your heart letter scores together to determine your balance. If the score is more than 6 apart, then you need to work on your balance.

Barges and tugboats will struggle the most with balance.

Sailboats tend to be more balanced due to their flexibility

REAL LIFE MANAGEMENT

Stressors on “T’s”

Style:

- Organized
- Methodical
- Task-focused
- Serious
- Likes to belong
- Wants security
- Needs closure

Stressors:

- Interruptions
- Indecision
- Inaction
- Deadlines
- Sudden unexpected changes
- Variables that can't be controlled
- Being Late
- People who daydream or change in midstream
- Having insufficient time to plan
- Physical disorganization
- Waiting for others
- Having to do several things at once

REAL LIFE MANAGEMENT

Stressors on “R’s”

Style:

- Rational
- Objective
- Knowledge-focused
- Concise
- Exacting
- Reserved
- Solitary
- Visionary
- Deliberate

Stressors:

- Inaccuracy
- Redundancy
- Pressure
- People who are illogical or don't appreciate facts
- People who want things yesterday
- Operational disorganization
- Unknown parameters
- Open-ended questions
- Having to make quick judgments
- Making decisions with incomplete information

REAL LIFE

MANAGEMENT

Stressors on "I's"

Style:

- High-energy
- Restless
- Bold
- Social
- Creative
- Playful
- Action-focused
- Lives on the edge

Stressors:

- Details
- Indecision
- Boredom
- Fragmentation
- Rigid rules, policies and procedures
- Having to sit still all day
- People who lack imagination
- Recycling the same problems
- Unproductive meetings
- Negative people
- People who resist change

REAL LIFE

MANAGEMENT

Stressors on “M’s”

Style:

- Loving
- Affirming
- Supportive
- Idealistic
- Creative
- Playful
- Tolerant
- Patient

Stressors:

- Rudeness
- Rejection
- Isolation
- Criticism
- Guilt
- Pressure from others
- Unproductive meetings
- People who lack imagination
- Recycling the same problems
- Lack of connection to people
- Negative people
- Being treated impersonally



ABC's of Fear, Anger and Guilt

