

For each of the 10 word groups below, rank the four words: 4 = MOST like you, 3 = like you, 2 = somewhat like you, 1 = LEAST like you. Use each number once per row. Then total each column. Your highest total is your lead style.

NAME	PHONE / EMAIL	DATE

Example: 3 Determined 4 Convincing 1 Predictable 2 Cautious

1.	Determined	Convincing	Predictable	Cautious
2.	Strong Willed	Persuasive	Easy-going	Orderly
3.	Direct	Expressive	Kind	Analytical
4.	Bold	Sociable	Cooperative	Precise
5.	Outspoken	Animated	Patient	Logical
6.	Decisive	Talkative	Loyal	Controlled
7.	Daring	Outgoing	Agreeable	Careful
8.	Restless	Enthusiastic	Considerate	Thorough
9.	Competitive	Inspiring	Consistent	Detailed
10.	Aggressive	Playful	Satisfied	Accurate

Totals:	D Driver	I Influencer	S Steady	C Conscientious
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Your highest total is your lead style. Every style has a seat at Triumph — this just tells us where you naturally win.

Bring this to our showroom — 1090 NH Route 119, Rindge, NH — or email it to info@triumphkm.com · 603.899.5184