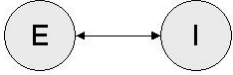

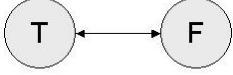
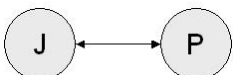


Relationship Action Plan		Initials:	Last Update:
Their Style Elements		Probable Personality / MBTI™ Preferences	
Communication style...	Sociable <> Breadth <>	Private Depth	
Behaviour(s) / Culture...	Detail <> Facts <>	Overview Ideas	
Amount of contact...	Objective <> Task <>	Subjective Team	
Type of contact...	Scheduled <> Organized <>	Relaxed Flexible	
		Their Probable TKI Mode:	
		Their Decision Style:	
Hot Buttons (Interests/Motivation)		Cold Buttons (Antagonisms)	
Approaches That Work / To Try		People Who Influence This Person	
Issues This Person Faces		My Potentially Conflicting Elements	
Unresolved issues....	MBTI™....(if known)	FIRO?...	
Issues that I can help with...	TKI ..	Other...	
My Next Actions....			