



Personality Plus New Zealand

the language, the tools, the inspiration

**"Pressing the Right Buttons -
People skills for business success."**

Allison Mooney APS, APT

Speaker of the Year 2014/5
Most Humorous & Entertaining Speaker 2016
Most Inspirational Speaker of the Year 2017

LOOK FOR:	
Playful Stylish Dresser Constant Talking Bright/Flashy Loud volume Smiley eyes Moving hands Mixes easy Impulsive	Powerful Functional Dresser Decisive Fast moving approach Quick grab for control Self confidence Restless Dominating
Environment Messy	Environment Trophies/Awards
Peaceful Conventional Dresser Conservative Calm approach Relaxed posture Fluid movement Sitting or leaning Laid back	Precise Classic Dresser Quiet Serious Well mannered Meticulous/well groomed Limited emotion Cautious
Environment Keepsakes/Relics	Environment Order/Charts

LISTEN FOR:	
Playful They Question "Who?" Rapid pace with lots of emotion	Powerful They Question "What/When?" Short, sharp to the point
Peaceful They Question "Why?" Great listener, slow paced	Precise They Question "How?" Details/ Facts

RESPOND TO : KEY	
Playful Attention Affection Approval Acceptance	Powerful Appreciation Credit Loyalty
Focus on PEOPLE	Focus on RESULTS
Peaceful Respect Harmony Value	Precise Sensitivity Space Silence Support
Focus on REASONS	Focus on DETAILS