

GOING


What's Important when Buying Property?

HIGH / TYPE


THEIR ISSUE	People
THEY WILL	Interact
IN ORDER TO	Persuade Others
THEIR FOCUS	The Popular

BASIC PRIORITY
is People

INTERACT



PEOPLE ISSUE



ISOLATE

I want to know _____?

If I am really interested, I will _____.

I want you to be _____

because I will decide _____.




HIGH S TYPE


THEIR ISSUE	Predictability
THEY WILL	Seek Stable Routine
IN ORDER TO	Maintain Status Quo
THEIR FOCUS	The Accepted

BASIC PRIORITY
is Predictability

ROUTINE



PREDICTABILITY ISSUE



CHANGE

I want to know _____?

If I am really interested, I will _____.

I want you to be _____

because I will decide _____.

A M O P L M

