



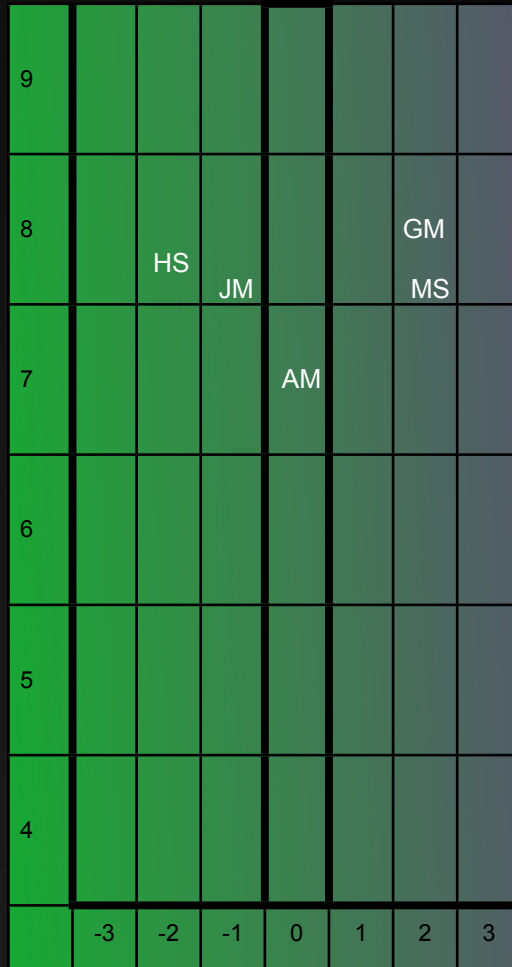
ABC Company Executive

Team Comparison

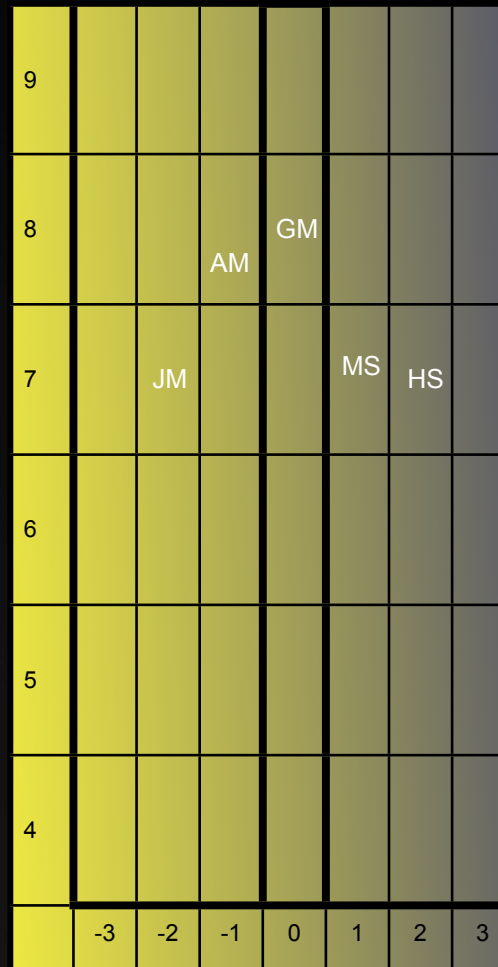
Style	Herm Smith	Jim Mekeever	Arlene Munson	Gary Marcero	Mary Shunning	National Individual Rank (score)
DISC - Natural (Adapted)						
D - DOMINANCE	63 (34)	38 (34)	14 (14)	14 (34)	79 (70)	N/A
I - INFLUENCE	83 (71)	2 (14)	94 (94)	47 (54)	4 (34)	N/A
S - STEADINESS	15 (40)	93 (40)	83 (51)	70 (51)	57 (21)	N/A
C - COMPLIANCE	45 (73)	100 (99)	49 (41)	90 (91)	77 (91)	N/A
WHEEL	14 (60)	21 (7)	16 (15)	22 (54)	41 (23)	N/A
Motivators - Rank (Score)						
AESTHETIC	6 (15)	5 (37)	5 (35)	3 (39)	6 (31)	6 (30.0)
INDIVIDUALISTIC/ POLITICAL	3 (49)	6 (35)	2 (42)	5 (30)	2 (51)	4 (43.8)
SOCIAL	5 (30)	3 (41)	3 (41)	4 (38)	3 (44)	2 (46.8)
THEORETICAL	2 (54)	1 (53)	6 (29)	1 (65)	1 (56)	3 (45.0)
TRADITIONAL/ REGULATORY	4 (45)	4 (39)	3 (41)	5 (30)	5 (32)	5 (36.0)
UTILITARIAN/ ECONOMIC	1 (59)	2 (47)	1 (64)	2 (50)	4 (38)	1 (49.8)

ABC Team Hartman Value Profile - External

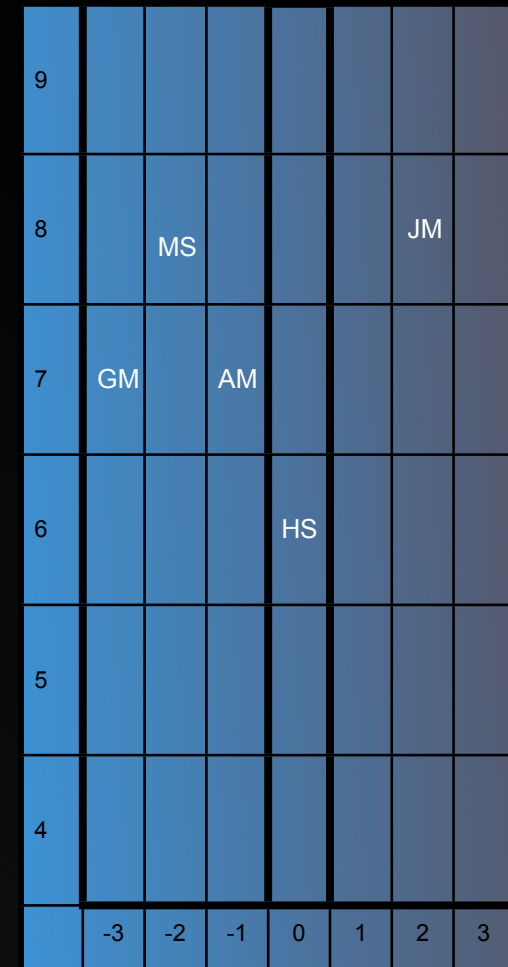
Empathetic Outlook



Practical Thinking



Systems Judgment

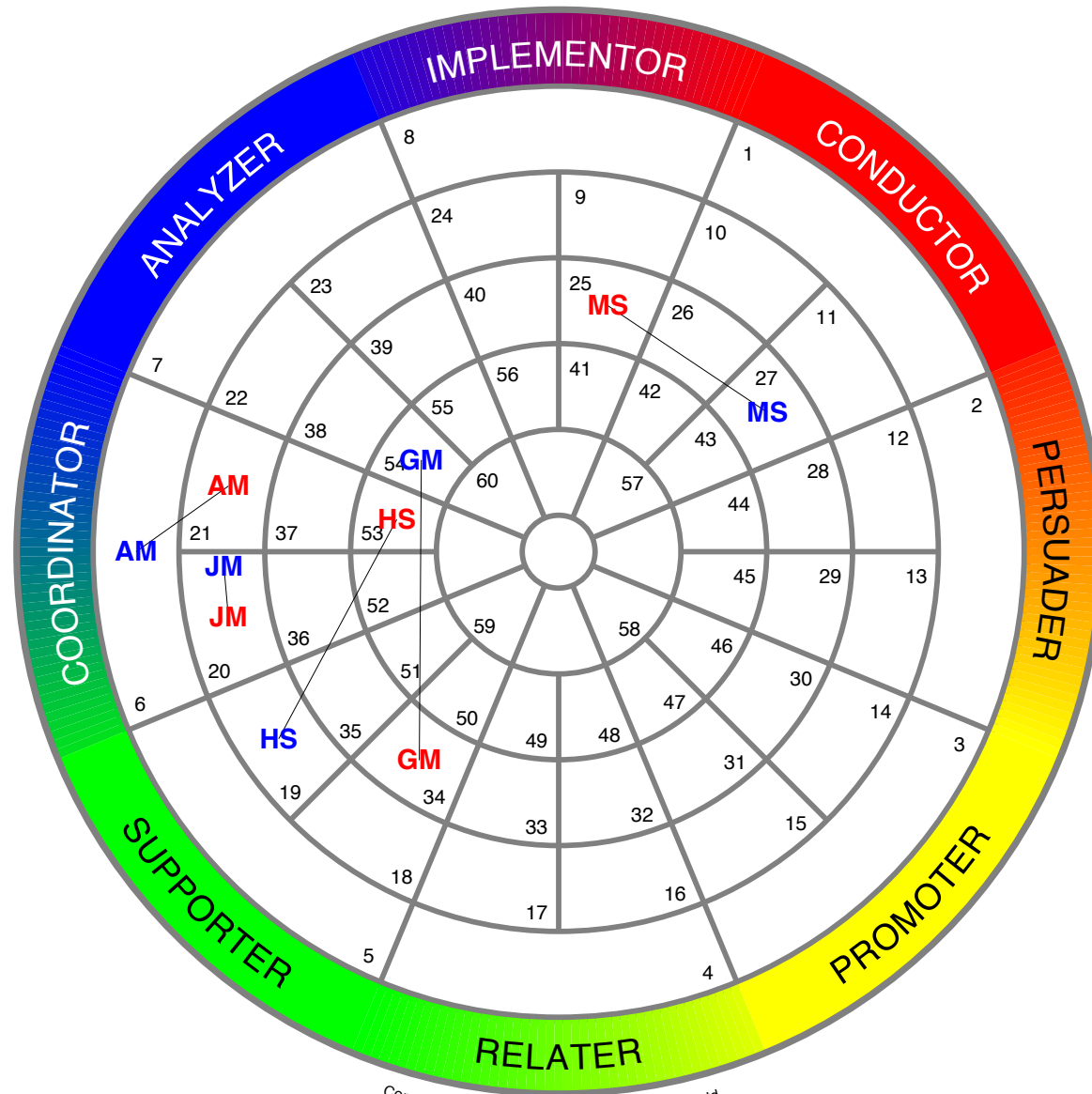


HS-Herm Smith
JM-Jim Mekeever
AM-Arlene Munson

GM-Gary Marcero
MS-Mary Shunning

THE SUCCESS INSIGHTS® WHEEL

ABC Company - Executive Team
Behaviors - Natural and Adapted



GM: Gary Marcero
JM: Jim MeKeever
AM: Arlene Munson
MS: Mary Shunning
HS: Herm Smith

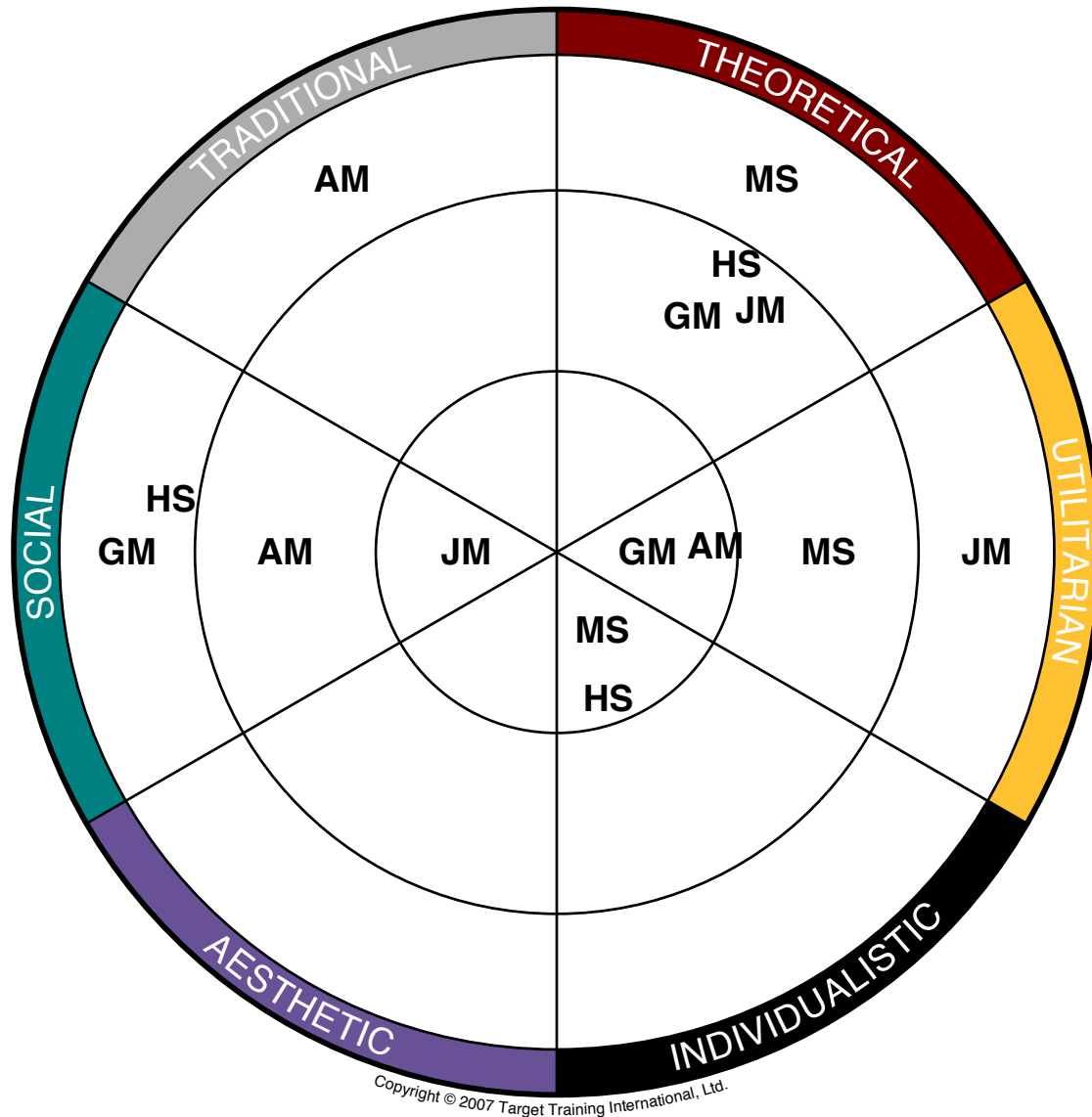
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Adapted

Natural

MOTIVATORS WHEEL™

ABC Company - Executive Team
Motivator Compare



Outside ring = #1 attitude Middle ring = #2 attitude Inside ring = #3 attitude