



Contractor Personality Types - Part 2

By Roger Dawson

This month's presentation is a continuation of last month's program entitled Contractor Personality Types Part I. Last month, Roger Dawson looked at the four personality types; the Pragmatic, the Extrovert, the Amiable, and the Analytical. Roger will give more tips on how to identify these four styles and how to better communicate with each of them.

Some additional tips Roger will cover this month are:

- How to identify each of the four styles.
- Do's and don'ts for dealing with each of the four styles
- How you can use this knowledge to help you get that next job.
- When to use enthusiasm, emotion, questions, or details.
- The goal of each style vs. the goal you need to have
- The approach of each of the styles.
- And much more!