

What's Your Temperament



# **A Guide to Understanding You Better**

Assessments by Adonis Woods  
Temperament Coach

**RAW**  
LEADERSHIP

# HEY THERE FRIEND,

*I want to let you in on a secret...*

I am on a mission to help strengthen personal relationships between spouses, parents and kids, friends and family members, and professional working relationships. All in an effort to help people live their best lives, and reach their life goals together in harmony. That sounds pretty generic, right?

There are many people that want to do this and have the absolute best of intentions, but the difference maker is how they go about this mission. I have come to learn that the biggest obstacle that stands in the face of this is understanding the temperament of the person you want to communicate with.

The journey starts with identifying the common temperament types most people have. We hope this helps you understand your team better and allows you an opportunity to strengthen your personal and professional relationships.

**YOUR TEMPERAMENT GUIDE,  
ADONIS WOODS**

# MELANCHOLY

## **This person is motivated by Privacy**

Tends to be an introvert, looks at their home as a "sanctuary" away from the world, is task oriented, very creative, a perfectionist, and plagued with low self-esteem. Melancholies need "alone quiet time every day, to think, dream, and regenerate." They also give the world beauty, great art, music and literature. They tend to think deep and feel things intensely.

# CHOLERIC

## **This person is motivated by Power**

Tends to be the extrovert. Always needing to be in control of the situation, to get or accomplish whatever they want, able to envision great projects and having the power to complete whatever they set out to do. If that power is used correctly, Choleric become presidents and CEO's of companies, if used wrongly, they can become abusive and cruel tyrants and dictators. They exude confidence.

# SANGUINE

## **This person is motivated by Pleasure**

Tends to be the extrovert, who needs to be the center of attention, always looking for opportunities to socialize, has tons of friends, talks, talks, talks, tells complete strangers their entire life story, gives in to peer pressure, has a temper that explodes and five minutes later cannot remember why they exploded. Relationship oriented.

# SUPINE

## **This person is motivated by Participation**

Tends to be the servant, wanting to please the people around them. They must have recognition for services rendered. Cannot make decisions independently, always asks for second opinions from those around them. They say "yes" when they mean "no" and then feel used and angry about it later. Must feel loved, appreciated, and approved, working side--by--side with a help--mate.

# PHLEGMATIC

## **This person is motivated by Peace**

Tends to be calm, careful and slow paced. Can handle almost all situations. Likes routine, is laid back and doesn't volunteer often to do more because it takes too much energy to really use their talents.

# HOW WE HELP



RAW Leadership is fully equipped to guide you through a process of better understanding one another, and the stated goals of your organization.

We help people uncover and address communication stumbling blocks, and replace them with tools and skills developed for the specific needs and goals for the relationship to flourish. We make sure you stay focused on the goal, and that everyone is equally participating.

We take a deep dive into the temperaments identified by each person. We take the time to ensure the environment is perfectly set, so the goals are achievable and each person is on a path for collective and individual success!

Schedule your assessment with me session today!

*Adonis Woods*