

FAST PACE

NEEDS

NEEDS

Dominant _____
Direct _____
Decisive _____
Doer _____

Inspiring _____
Impulsive _____
Impressionable _____
Interesting _____

They Purchase: _____

They Purchase: _____

Their Focus: _____

Their Focus: _____

They Desire: _____

They Desire: _____

They Decide: _____

They Decide: _____

They Want You to be: _____

They Want You to be: _____

If interested they will: _____

If interested they will: _____



NEEDS

NEEDS

Cautious _____
Competent _____
Conscientious _____
Contemplative _____

Supportive _____
Status _____
Status Quo _____
Shy _____

They Purchase: _____

They Purchase: _____

Their Focus: _____

Their Focus: _____

They Desire: _____

They Desire: _____

They Decide: _____

They Decide: _____

They Want You to be: _____

They Want You to be: _____

If interested they will: _____

If interested they will: _____

SLOWER PACE