



Sample Report

Style: Precisionist CS

FITNESS PROFILE

Note from Dan Miller



It's a pleasure to welcome you to the computerized **48 Days Profile**. Before you can move toward "work you love" or "relationships you love" or a "life you love" you need to understand yourself. I tell people that 85% of the process of moving forward in the right direction comes from looking inward first. 15% is then the application. We tend to look at circumstances or opportunities first and then try to make our lives work around those. That's a recipe for frustration if not disaster. Our culture teaches us to plan your life around your work -- I encourage you to **plan your work around the life you want**.

Finding the life you love and the work you love is a very individualized process – there is no one test, inventory or coaching process that will narrow down to one, and only one, right job fit for you. But we can use some critically important tools that will help you avoid the wrong ones.

This computerized profile is one of those important tools. Many people base a career direction simply on the fact that they have the **ability** to do something well. Unfortunately, I have found in years of personal coaching that many of those people do something well and yet are miserable while doing that very thing. I've seen lots of attorneys, physicians, pastors and dentists who have proven their **ability** to do their work – but at the same time they hate doing it every day.

This **48 Days Profile** is going to help you look at your behavioral characteristics – how you relate to other people, what kind of environments you are most comfortable in – how you manage, persuade and lead. We find that **behavior** is a better predictor of where you will function with success than raw **ability**. This is a foundational report that I require from every personal coaching client that I work with.

Your friend in the process,

Dan Miller

48 Days

*Our mission at **48 Days** is to foster the process of imagining, dreaming and introspection to help people find their calling and true path, and to translate that into meaningful, purposeful and profitable daily work.*

Description

understanding your style

Sample's style is identified by the keyword "Precisionist".

Sample, as a Precisionist style, is a systematic thinker who tends to follow procedures in both personal and business life. Proceeding in an orderly, predetermined manner, Precisionists are precise and attentive to detail. They act in a highly tactful, diplomatic fashion and rarely antagonize their associates consciously. Being extremely conscientious, Sample painstakingly requires accuracy in work and maintains high standards. Precisionists may tend to get bogged down in details, particularly when decisions must be made. Sample desires standard operating procedures and no sudden changes.

As a Precisionist, Sample likes a protected and secure environment governed by rules and regulations. A Precisionist enjoys people, but prefers a few close friends to having many acquaintances. Precisionists prefer small groups rather than large crowds. They will be correct most of the time due to how precise they are. Precisionists may be overly sensitive and perhaps do not handle critique well. They may need to develop confidence and be more independent. They tend to be somewhat concerned about what people think of them and they avoid conflict and change at all costs.

Being exact is imperative in everything Sample does. Precisionists can be counted on to carry out any tasks correctly. They want exact facts and figures before they will make a decision; they feel uneasy when forced to make a quick decision. Precisionists will often keep feelings to themselves. Others may not be aware of their strong beliefs. Sample will not blow up easily when pressured or stressed, but may withdraw. Sample wants a steady home and work environment which promotes security. The more stable, organized and non-confrontational the environment, the happier a Precisionist will be.

Because this individual cares about how others feel, Sample may feel uncomfortable making decisions that strongly affect others. An encourager to others, Sample promotes involvement in the decision-making process and prefers to work in a team role. Others tend to see them as agreeable and humble.

Sample prefers a rational and moderate approach when first entering new situations and tries to avoid extremes. Sample likes the company of others, but is equally comfortable spending a quiet evening alone. A realist who will always weigh options before making a decision to move ahead, Sample thinks through alternatives and choices carefully.

Recognizing the value of a good relationship, Sample is very patient and caring when relating to others. This is an individual who usually remains calm, relaxed and even paced, even in situations that may ruffle others. Sample likes the role of a peacemaker, and when working through problems, they try to rely on successful strategies that have proven results.

A perfectionist, Sample is very willing to expend the effort to achieve high quality results. Because this individual works so carefully, they tend to be sensitive to criticism. Sample tends to gather a great deal of information before making choices. This person believes that if everyone would process information in the same way as they do, a better level of quality would be maintained.

Careful, methodical,
thinking things through
Sensitive, practical
Loyal, predictable
Disciplined, logical

General Characteristics

Recognition for loyalty and
dependability
Approval of their high
quality work
Orderliness and neatness
Activities to start and see
through to the end

Motivated By

Practical procedures and
systems
Stability and predictability
Neat and orderly
A team atmosphere

My Ideal Environment

Introduction

Your Fitness Style

The hardest part about getting fit is getting STARTED. The hardest part about getting results is staying MOTIVATED! Knowing your personality style can help!

Knowing your personality style can increase your motivation and multiply your chances of attaining your fitness goal.

What is my Motivational Style?

Your Motivational Style is based upon your answers to the DISC Personality Style assessment. It can tell you a great deal about yourself, your personal preferences, your natural strengths, factors that may limit your success, how you achieve goals, and how you are motivated. These elements combine to give you a fitness profile that you and your trainer can use to develop a customized fitness program designed to keep you motivated and encouraged.

What is the DISC Personality System?

- DISC is the universal language of behavior. It is one of the most highly validated and accurate tools for assessing personality style.
- The DISC assessment takes only 7 minutes to complete.
- The DISC assessment is not a test and you can not pass or fail. For best results, answer the questions quickly without lengthy analysis.
- DISC uses the interplay between four behavioral factors without minimizing the uniqueness of individuals. You will see this best on your DISC Graph.
- DISC is a great springboard to develop a personalized plan to help you get started and stay motivated.

D	Direct Dominant Decisive 3% of population	D – DRIVE – Measures how a person responds to challenges	Some people are assertive, direct, strong-willed and impatient... They are examples of the D Style.
I	Influencing Interactive Inspiring 12% of population	I – INFLUENCE – Measures how a person influences others	Some people are optimistic, friendly, talkative and charismatic... They are examples of the I Style.
S	Stable Steady Secure 69% of population	S – Steady – Measures the pace at which a person responds to change	Some people are steady, patient, loyal and practical... They are examples of the S Style.
C	Correct Cautious Conscientious 16% of population	C – COMPLIANCE – Measures how a person responds to rules and procedures	Some people are precise, sensitive, analytical, and idealistic... They are examples of the C style.

Your Style of Motivation

description, characteristics, and graph of your DISC style blend

The following description is true of individuals who answered the DISC assessment similar to you. Since most personalities are a blend of all four styles in varying intensities, we use the DISC graph to visualize which style dimensions are strongest and which are weakest. All behavioral dimensions that appear above the midline are strongest. Most people have more than one behavioral dimension above the midline; some have only one above the midline and these are considered "pure" behavioral styles.

"CS" Precisionist Style

Individuals who are **Precisionists** exhibit a precise, detailed, stable nature. They are systematic thinkers who tend to follow procedures in both personal and business life. They act in a highly tactful, diplomatic fashion and rarely antagonize their associates consciously, taking care to avoid conflict. Extremely conscientious, they painstakingly require accuracy in work and maintain high standards. Precisionists like a protected and secure environment with set rules and regulations, and dislike sudden changes. They like people, but prefer having only a few close friends. Exactness is of the essence to Precisionists, and criticism (their greatest fear) is equated with failure. They can be counted on to carry out tasks correctly. They want exact facts and figures before they will make a decision, and feel uneasy when forced to decide anything quickly. Predictability and security are the greatest goals for a Precisionist. This is true in all aspects of a Precisionist's life; the more stable the environment, the happier they are.

Fitness strengths that you can build upon:

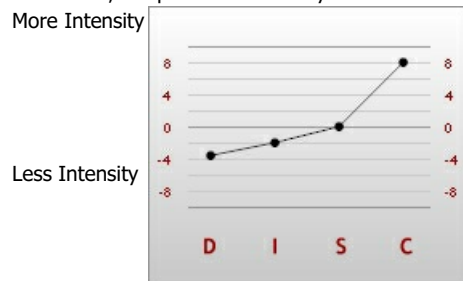
- Internally motivated
- Confident
- Strong-willed
- Ambitious
- Loyal
- Decisive
- Determined
- Family-oriented

Key factor for success:

Make the most of each activity. Challenge yourself.

Your DISC Graph

Remember, the points above are your behavioral strengths and you should capitalize on these!



Motivating Each Style

The best way to stay motivated for your style

<p>D</p> <p>"I want to get in shape the fast way"</p> <p>"Give me a goal and action items"</p>	<p>I</p> <p>"I want get in shape the fun way"</p> <p>"Work with me to help me look better"</p>
<p>S</p> <p>"I want to get in shape the easy way"</p> <p>"Work with me to have better determination"</p>	<p>C</p> <p>"I want to get in shape the right way"</p> <p>"Give me the steps in the plan"</p>

For the D

- Challenge them
- Let them compete for the goal
- Simplify the fitness plan for them
- Give them ways to see their progress tangibly
- Let them work independently
- Let them get down to business and don't waste their time with idle chatter

For the I

- Give them short-term achievable fitness goals
- Give them regular progress checks with instructor feedback
- Simplify the fitness plan for them
- Give them the opportunity to work out with others
- Give them compliments and appreciation

For the S

- Explain the benefits
- Give them regular reviews and feedback
- Keep them constantly motivated by reminding them of their goals
- Give them the opportunity to work out with others
- Give them a consistent place and time of day for exercise

For the C

- Give them progress reports and measurable benchmarks
- Let them work independently
- Keep them motivated with facts and statistics about the positive effects of fitness and health
- Keep the routine logical and structured or let them develop their own routine
- Record all fitness progress and review the progress often

DISC Sports Styles

Sports enjoyed by each style

<h1>D</h1>	<p>"D"s like individualized competitive sports where they can challenge themselves (more aggressive energy in a competitive atmosphere)</p> <ul style="list-style-type: none"> • Racquet sports are great for the "D" style where you can compete one on one: racquetball, squash, handball, and tennis • Gyms offer a great way to strength train; try their nautilus weights or free weight • For D's who want an adrenaline rush try parachuting, rock climbing, downhill skiing, or diving • D's are usually busy, but not necessarily busy exercising. So if you don't have enough time to walk each day, try "power walking" on a treadmill • To reduce stress from a busy, active and challenging life, try yoga and tai chi
<h1>I</h1>	<p>"I"s like social activities and team sports (more aggressive energy in a social/cooperative atmosphere)</p> <ul style="list-style-type: none"> • There are local intramurals in neighborhoods that offer such sports as baseball, softball, football, soccer, volleyball • Get involved in a team pick-up sport like paintball, in-line hockey or Frisbee football • Dance is a great way for the "I" to work out and meet new people. Salsa and swing dance lessons are offered in many cities
<h1>S</h1>	<p>"S"s like ways to spend time with a friend or two doing active things (more passive energy in a social atmosphere)</p> <ul style="list-style-type: none"> • Local gyms offer aerobics, Pilates, spinning, yoga, kickboxing, and belly dancing • Find a friend and go jogging, walking, in-line skating or bike riding • Befriend a trainer who can make you accountable while you work out • Paddle sports are great for socializing while getting fit: canoeing, kayaking, rowing and rafting
<h1>C</h1>	<p>"C"s like independent activities that take skill and precision and that allow them to chart their progress (more passive energy in a skilled environment)</p> <ul style="list-style-type: none"> • For charting your progress, try martial arts like karate and tae kwon do • For skill and precision try golf or fencing • For the C style who wants more, try endurance sports like cycling or running • Use a marathon, a martial art belt, or a golf handicap as your goal. Set a goal for yourself in the future to run a marathon. The "C" personality has the willpower, endurance, resolve and discipline to work up to that goal; but you have to start small and work up to such an event.

DISC Fitness Style Tips

Ways your style can help or hinder your fitness efforts

For High "D" Styles

Style Characteristic	How it can hinder or help your efforts	Tips for maximizing or minimizing that characteristic
Often in a rush; on the go; busy people	Hinder by buying fast food	Don't buy fast food that is deep fried. Choose prepared subs, salads, sandwiches or soups. Many of these are available as fast food take outs when you are on the go.
Unconcerned with details	Hinder by not reading labels on food for fat content and calories	Choose a diet plan that has a point system or hire a dietician or personal trainer if possible to manage the process. Some diet plans have weekly menus of all your meals. Some exercise routines lay out your weekly regimen for you. Just remember to keep it simple. You will be more productive if you are not bogged down in the details.
Big picture thinker; goal oriented	Help if you use your ability to be goal oriented	List your goals and keep them in places you visit often like your screensaver, your day planner or PDA, by your nightstand or on your refrigerator. You are driven by the goals you set for yourself.
Competitive	Help by making the goal into a contest	Ask others to join you in a contest of "The Biggest Loser". Record your weight loss or clothing size loss for a specific amount of time. Involve business associates, family members, roommates or neighbors.
Enjoys new challenges, and changing challenges	Help if you rotate your goals and exercise environments so you don't get bored	Since your style can get bored by routines, try changing your exercise environment. Rotate activities like biking, kick boxing, walking, spinning, yoga, swimming, dance, weight training and rollerblading. Or, simply change your biking or walking route.
Desires tangible results	Help - seeing results will be your biggest motivator	The first three weeks of your new fitness routine are the most critical. If you can see tangible results in the first 21 days, you will be more motivated to push ahead. Tangible doesn't have to be seeing weight loss. Sometimes, it is just feeling the burn, being firmer, or buttoning pants that were formerly tight.
Determined; tenacious	Help because this will contribute to your success more than anything.	Of all the styles, high "D"s are the most driven and tenacious in goal attainment. Remember that you naturally have the willpower to succeed if you really want to succeed. Ask yourself, "How much do you really want this?" If it is a priority to you, you will make it happen!

DISC Fitness Style Tips

Ways your style can help or hinder your fitness efforts

For High "I" Styles

Style Characteristic	How it can hinder or help your efforts	Tips for maximizing or minimizing that characteristic
Loves to socialize	Hinder because eating often goes along with socializing	Put more thought into the restaurants you choose and the food and drinks you order. Try splitting entrees. Drink coffee instead of eating dessert. Just hang out with people who are on the same diet as you.
Good influencer	Help if you use your influence to convince someone else to keep you on track	Influence one person or many people (how high is your I?) to hold you accountable to your goals, to warn you about having a second helping or keep you from making excuses. This could be a friend, spouse, family member or work associate.
People-oriented	Help if you go to a busy spot to exercise where you can make new friends, network, and meet interesting people	A busy gym, park or instructor led class is a perfect motivator for your style since you are outgoing and enjoy meeting new people who have at least one thing in common with you – the desire to be active. Be careful, don't make socializing your MAIN reason for exercising.
Initial enthusiasm may fade, you are easily sidetracked	Hinder if you begin enthusiastically and later lose your excitement or get sidetracked	Be aware that your style wants to go where the excitement is and wants to have fun all the while. Sometimes a daily program may become routine or boring for you. Become inspired and enthused daily with pictures of how you want to look or inspirational quotes (found in this profile). Whatever you do, stay focused and committed to the end.
Over commits time, spreads themselves too thin	Hinder if you say yes to everyone and everything, you won't have enough time for yourself.	Practice saying "no" to some things. Your style would like to be all things to all people and has a desire to please everyone. Try reducing your daily commitments by one or two if possible to make time for you.
Not detail oriented	Hinder if you don't keep track of your progress, you won't be motivated	Choose a simple fitness routine, one that is easy to plan and measure your progress. If it is too complex or time consuming, you will quit. For complex fitness routines, have a trainer or instructor handle the details and progress for you, if that is available.
Optimistic to idealistic outlook	Help or hinder depending upon how high your "I" is.	Be optimistic about your ability to achieve what you want, but also be REALISTIC. Know that your goal is going to take hard work, time and may not always be fun. If you set your sights too high or compare yourself with more aggressive styles, you may become discouraged.

DISC Fitness Style Tips

Ways your style can help or hinder your fitness efforts

For High "S" Styles

Style Characteristic	How it can hinder or help your efforts	Tips for maximizing or minimizing that characteristic
Patient and steady	Help because this can be your biggest asset	You will need every ounce of your patience to achieve the results you desire. You are a realist and a person who knows about hard work and sacrifice. Remember that you do have what it takes to make your dream a reality.
Wants what is familiar	Help if you keep an old picture of you when you were more fit, it may motivate you	If you have any photos of a slimmer, healthier, more physically fit, or happier you, post them on your refrigerator, daily planner, PDA, by your night-stand, or on your computer screensaver. If you truly value and cherish your health, it will motivate you.
Enjoys being part of a team environment	Help by working out with people who have similar goals	Your style is a true team player. Find others who struggle with the same issues as you and ask them to join you in reaching your goal. Make it a group effort. For the "S" a group has stronger drive, support, and accountability than does an individual alone.
Laid-back and easy going	Hinder since some fitness goals will require passion, aggressiveness and intensity	There are some goals where a modicum of energy will suffice, but fitness goals are usually ones that will require a true passion. If you approach fitness casually, you will receive casual results.
Realistic and Practical	Hinder if your objectives are unrealistic or can't be achieved in a practical way, you won't be motivated to try	Choose goals and objectives that are achievable, not unrealistic. If the goal is too aggressive, or does not have manageable steps or stages, it probably won't ever be attempted.
Resists change	Help if you keep your diet and exercise routine consistent.	Choose a routine and place that is consistent and unchanging from day to day. Work your plan each day at the same time. Pick only one diet system or one exercise style or routine. Pick one place that you feel relaxed and comfortable in. When you are there, you will be naturally motivated and stimulated simply by the repetition of the setting and your past experiences.
Appreciates recognition of a job well done	Help if you establish your own system of recognizing your accomplishments.	You may motivate yourself by rewarding and recognizing your own fitness achievements. Create a goal plan and once you have reached each bench-mark, buy yourself something new. Commit yourself to your rewards, but make sure they don't involve desserts!

DISC Fitness Style Tips

Ways your style can help or hinder your fitness efforts

For High "C" Styles

Style Characteristic	How it can hinder or help your efforts	Tips for maximizing or minimizing that characteristic
Process-oriented	Help if you think about the steps rather than the big picture, it may seem more manageable.	You should capitalize on your ability to develop processes to accomplish your goals. You can create a step-by-step plan with benchmarks, timelines and action items. Just don't spend too much time on developing the process that you never get to the action items!
Enjoys taking time and doing things thoroughly	Hinder because you give so much time to all the endeavors in your life, you may not have enough time for diet and exercise	It may be easy to make excuses that you don't have the time to exercise or concentrate on your fitness life. In order to create the extra time, you may need to concentrate on limiting your time spent in other areas. Have a "just do it" mentality about your fitness life and go for the gusto.
Desires more mentally stimulating tasks	Hinder if you don't consider your diet and exercise mentally challenging, it may not be worth your time.	Your high "C" style enjoys mental stimulation, but not all physical activities stimulate the mind. Choose more mentally challenging activities that will increase knowledge as well as fitness levels. Such activities may include marital arts or yoga. You may even choose to walk on a treadmill while reading or listening to an MP3 player while jogging.
Is highly task oriented	Help by focusing on the task at hand, this will be your biggest asset to your fitness success	A high "C" style is motivated by the task at hand . If the task was to build a birdhouse, the C would begin methodically and work consistently until it was finished. Use this, your greatest asset, to approach your fitness routine. Have fun with it --design and develop a routine around the fitness tasks that will get you to your goal. Focus on the task at hand until it is done, and then begin the next task on your list.
Desires follow through in all tasks	Help by choosing a fitness routine that has a clear beginning, middle and an end with specific and measurable benchmarks.	You will need to be able to end one fitness task before you begin another. Don't try an aggressive approach that combines elements from many routines. Since you are a logical thinker, you will be more motivated by a logical and coherent plan. It is important that you concentrate upon one goal at a time and be able to see and measure your progress after each task is finished.
Perfectionistic	Hinder , if your high standards keep you from your goal	Don't let your high standards delay your progress or become an excuse for your lack of progress. If your standards for fitness are not met, you may never begin. Remember that there is never enough time or you may never have enough energy for fitness. At some point you have to "just do it" and realize that the conditions for fitness are always going to be less than perfect, but that should not deter you.

Action Plan

action items and goal setting for your style

Please fill in the blanks and think critically about how you can use your style to stay motivated and set realistic goals.

My personality is primarily... D, I, S, or C	My top fitness goal?	What is the biggest hindrance to reaching my goal?
Example: I am a primary "I-S" Style	Example: To lose 3 inches around my waist	Example: I often have drinks with friends after work

Which personality strengths would help me reach my goal?	What will I do differently tomorrow?	I want to make this change in what time frame and with what initiative?
Example: 1) am optimistic 2) can inspire others and therefore inspire myself 3) I work best with others 4) I need to keep my goals and plan simple	Example: 1) Join a gym 2) Ask one of my happy hour friends to join with me 3) Drink and eat less socially	Example: In 3 months with targeted training weight training at the gym