

The Elements of You **by Brenda Staab**

(This is the fourth article in a 12-part series on Achieving Peak Performance.)

This month we'll continue our discussion of the Path Elements Profile (PEP)[™] by Laurie Beth Jones, best-selling author of *The Four Elements of Success*, *Jesus CEO* and *The Path*, a personality and communications tool which is based on four elements: Earth, Water, Wind, and Fire.

We will be discussing Wind in this article. You are a Wind if you answered yes to:

Are you a multi-directional, adventurous, energetic idea person? Are you the one who gets people motivated and moving with your enthusiasm? Do you find yourself in the middle of every project and every new venture even when you don't have to be?

Winds, like Waters, are people-oriented. Their strengths include enthusiasm, spontaneity and the ability to change quickly. Winds are highly energetic, engaging and expressive. Some of Wind's challenges include a tendency to be impulsive, disorganized, unfocused and unpredictable.

Do you know someone who is like the Wind? Here are a few pointers for working with and relating to them:

- Allow Winds the opportunity for creativity and spontaneity. Winds thrive on change and possibilities.
- When assigning a project to a Wind, leave it up to them to decide how to carry it out. Don't give too many stifling rules or parameters. Make sure, however, to give incentives, feedback and deadlines to assure the project is completed.

- Give Winds the opportunity to work with others. Winds are energized by people and relationships. They will become stressed if placed in situations with too much isolation.
- Respect Wind's need for fun and humor. You will lose a Wind in a conversation or meeting if the discussion becomes stagnant or boring.
- Give Winds plenty of positive feedback and reassurance. Winds thrive on approval and recognition.
- Provide Winds plenty of opportunities for variety and fun. Winds tend to learn best by experiencing – touching, sharing stories, laughing and eating!

We have now covered three of the four elements to this point. If you have not seen yourself in any of them yet, you may be a Fire. Tune in next month to learn about this red-hot element!

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About Brenda Staab and Mountain Peak Sales Training™

If you manage or are a part of any type of team, you understand the importance of successful working relationships. Brenda Staab, sales consultant and coach, provides customized sales training to help you create an exciting, motivating environment that transforms sales groups into high-energy, vibrant and successful teams.

A Colorado resident and outdoor enthusiast, Brenda is passionate about helping others achieve sales success. Visit www.MountainPeakSalesTraining.com or contact Brenda at Brenda@MountainPeakSalesTraining.com or (303) 549-2733.