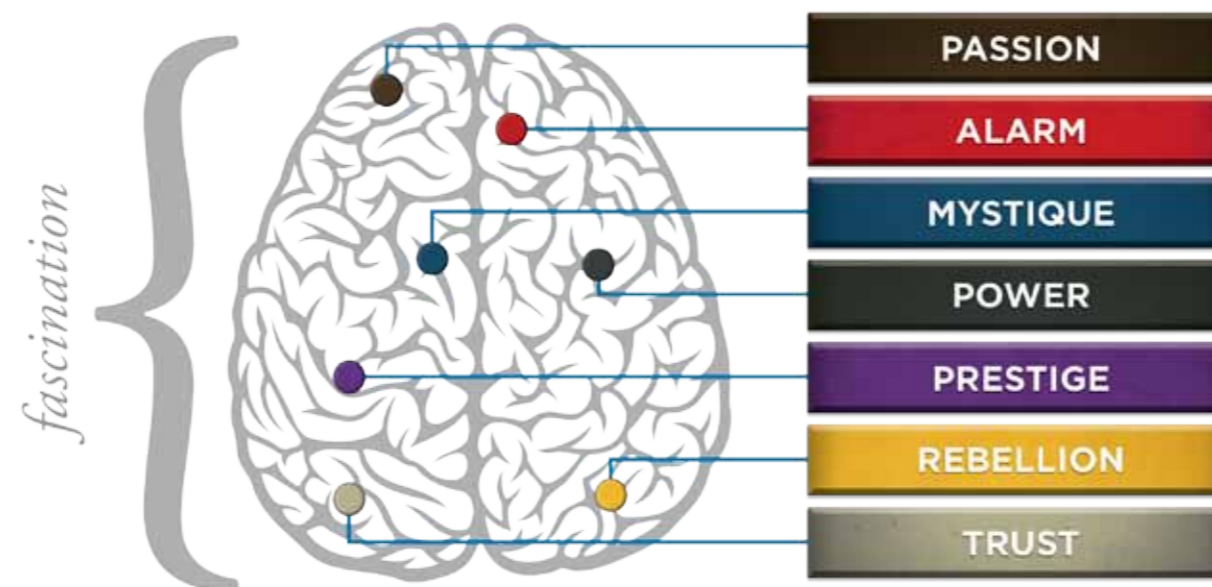


AN INSIDER'S *look* AT THE RESEARCH

FROM SALLY HOGSHEAD'S PRESENTATION TO TECH DATA CISCO IGNITE ON 10/09/12



“The groundbreaking Fascinate personality test literally had our room of 500 executives standing up from their chairs to get every detail.”

- Verne Harnish
Fortune Growth Summit, CEO Gazelles
Author of Mastering the Rockefeller Habits

Contents: **CONFIDENTIAL**

Hello, members of TECH DATA CISCO IGNITE:

You're about to discover what makes your group most fascinating.

In her keynote, Sally Hogshead revealed your group's scores for the Fascination Advantage personality test. Now, in this PDF, we're sharing these custom results. These results are based on our studies into the science of fascination, including test results of over 120,000 participants.

Now you can see the results for yourself.

The Fascination Advantage is different than tests such as Myers-Briggs or StrengthsFinder. Other tests measure **how you see the world**.

This one measures **how the world sees you**.

Log back into your account to review your own personality results: HowtoFascinate.com.

When you fascinate your clients and customers, you become most worthy of their attention. You are more likely to be heard, remembered, and trusted.

We encourage you to apply your own unique advantage today. As Sally described... *The greatest value you can add is to become more of yourself.*

Warm regards,

The Team at Fascinate, Inc.



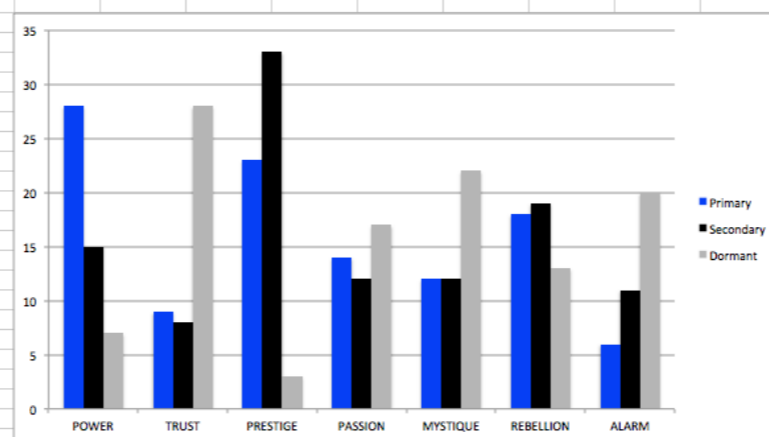
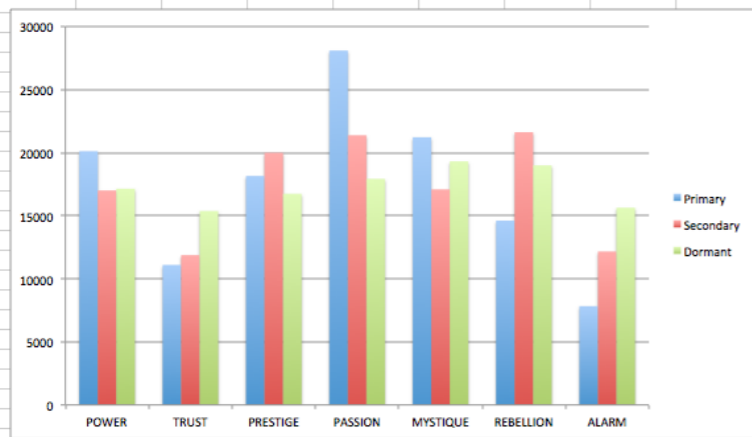
THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 100,000 PEOPLE.

Primary	Secondary	Archetype	Sum	Percentage		PASSION	TRUST	MYSTIQUE	PRESTIGE	POWER	ALARM	REBELLION
power	prestige	The Maestro	13	11.82%	PASSION		1	1	7			5
passion	prestige	The Talent	7	6.36%	TRUST	3		3	1		2	
rebellion	prestige	The Trendsetter	7	6.36%	MYSTIQUE		2		1	2	4	3
prestige	power	The Victor	6	5.45%	PRESTIGE	5	1	2		6	3	6
prestige	rebellion	The Avant-Garde	6	5.45%	POWER	3	3	4	13			5
rebellion	power	The Maverick Leader	6	5.45%	ALARM			1	4	1		
passion	rebellion	The Catalyst	5	4.55%	REBELLION	1	1	1	7	6	2	
power	rebellion	The Change Agent	5	4.55%								
prestige	passion	The Connoisseur	5	4.55%								
alarm	prestige	The Editor-in-Chief	4	3.64%								
mystique	alarm	The Bullseye	4	3.64%	PASSION		0.9%	0.9%	6.4%			4.5%
power	mystique	The Mastermind	4	3.64%	TRUST	2.7%		2.7%	0.9%		1.8%	
mystique	rebellion	The Secret Weapon	3	2.73%	MYSTIQUE		1.8%		0.9%	1.8%	3.6%	2.7%
power	passion	The Ringleader	3	2.73%	PRESTIGE	4.5%	0.9%	1.8%		5.5%	2.7%	5.5%
power	trust	The Guardian	3	2.73%	POWER	2.7%	2.7%	3.6%	11.8%			4.5%
prestige	alarm	The Perfectionist	3	2.73%	ALARM			0.9%	3.6%	0.9%		
trust	mystique	The Vault	3	2.73%	REBELLION	0.9%	0.9%	0.9%	6.4%	5.5%	1.8%	
trust	passion	The Authentic	3	2.73%								
mystique	power	The Veiled Strength	2	1.82%				: Double Troubles				
mystique	trust	The Wise Owl	2	1.82%				: Missing Archetypes				
prestige	mystique	The Architect	2	1.82%				: Most Prevalent Archetypes				
rebellion	alarm	The Quick-Start	2	1.82%								
trust	alarm	The Good Citizen	2	1.82%								
alarm	mystique	The Inspector	1	0.91%								
alarm	power	The Sheriff	1	0.91%								

As we prepared for the event, here's our spreadsheet, organized by "Personality Archetype"

AVERAGE POPULATION									TECHDATA								
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	20115	11101	18152	28096	21222	14611	7832	121129	Primary	28	9	23	14	12	18	6	110
Secondary	17003	11875	19998	21378	17089	21621	12165	121129	Secondary	15	8	33	12	12	19	11	110
Dormant	17141	15380	16744	17924	19311	18992	15637	121129	Dormant	7	28	3	17	22	13	20	110

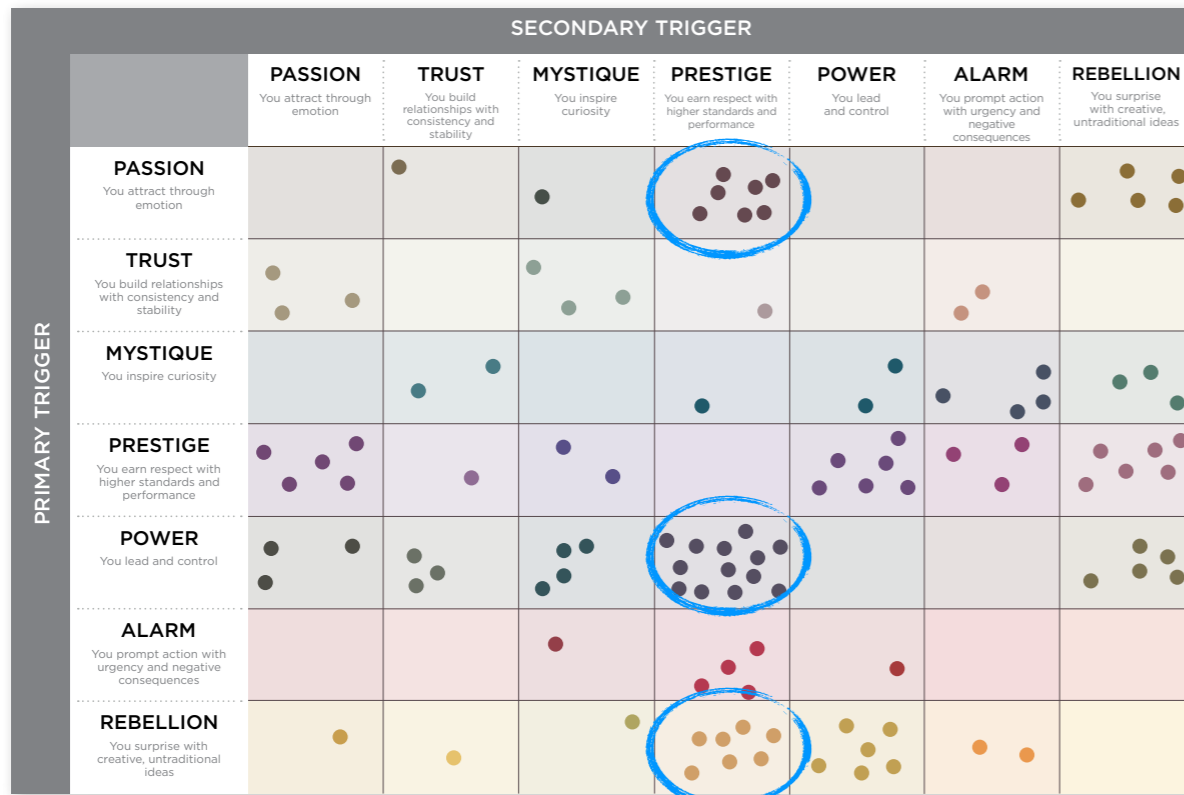
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	16.6%	9.2%	15.0%	23.2%	17.5%	12.1%	6.5%	100.0%
Secondary	14.0%	9.8%	16.5%	17.6%	14.1%	17.8%	10.0%	100.0%
Dormant	14.2%	12.7%	13.8%	14.8%	15.9%	15.7%	12.9%	100.0%



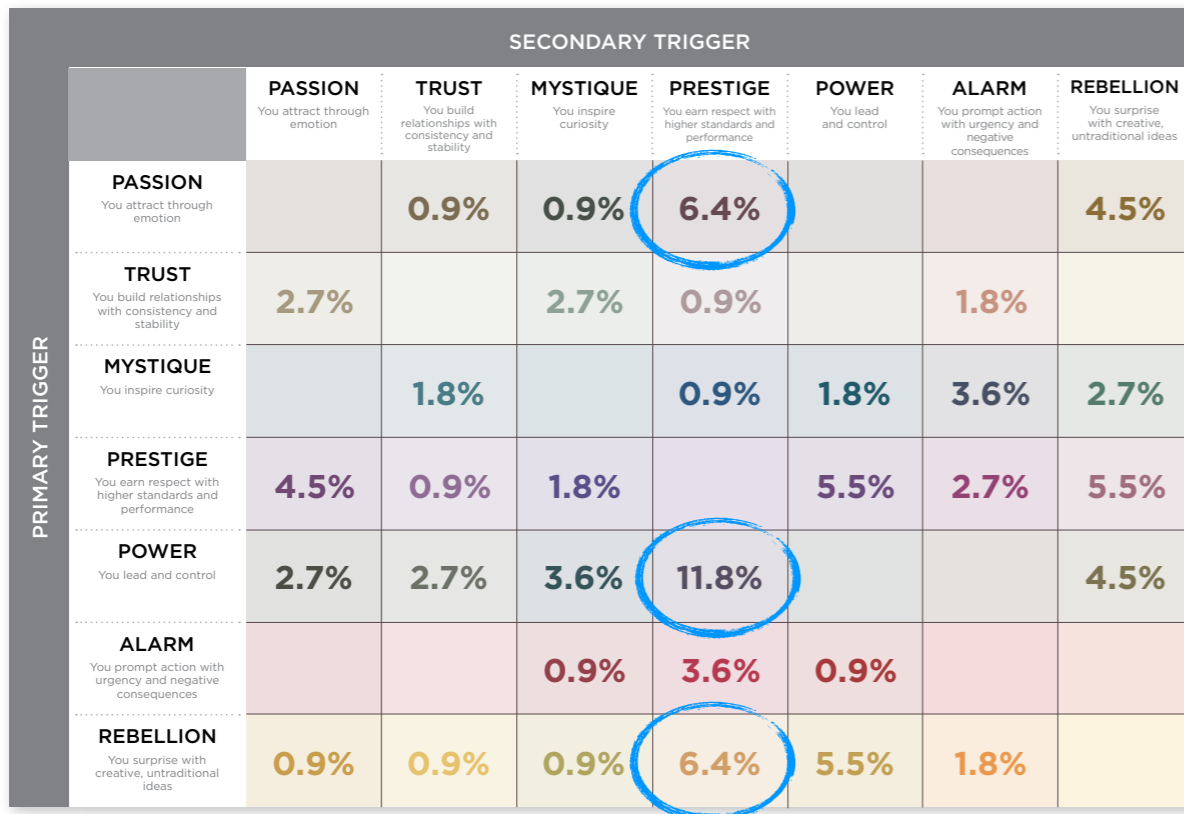
WE COMPARED FINDINGS TO OUR MATRIX OF 49 PERSONALITY ARCHETYPES.

		SECONDARY TRIGGER						
		PASSION You connect with emotion	TRUST You build loyalty with consistency	MYSTIQUE You communicate with substance	PRESTIGE You earn respect with higher standards	POWER You lead with command	ALARM You prevent problems with care	REBELLION You change the game with creativity
PRIMARY TRIGGER	PASSION You connect with emotion	THE DRAMA Theatrical • Emotive Sensitive	THE BELOVED Nurturing • Loyal Sincere	THE INTRIGUE Perceptive • Nuanced Selective	THE TALENT Expressive • Stylish Emotionally Intelligent	THE ADVOCATE Dynamic • Inclusive Engaging	THE ORCHESTRATOR Attentive • Dedicated Detail-Oriented	THE CATALYST Outgoing • Experimental Out-of-the-Box
	TRUST You build loyalty with consistency	THE AUTHENTIC Agreeable • Accessible Dependable	THE OLD GUARD Predictable • Safe Unmovable	THE VAULT Analytical • Discreet Understated	THE DIPLOMAT Impeccable • Subtle Capable	THE GRAVITAS Dignified • Stable Hardworking	THE GOOD CITIZEN Conscientious • Modest Preventative	THE EVOLUTIONARY Curious • Open-Minded Developing over Time
	MYSTIQUE You communicate with substance	THE SUBTLE TOUCH Profound • Discerning Self-Sufficient	THE WISE OWL Observant • Assured Unruffled	THE STOIC Unemotional • Introverted Concentrated	THE ROYAL GUARD Elegant • Astute Reserved	THE VEILED STRENGTH Rational • Intentional Substantive	THE BULLSEYE Precise • Sharp Under-the-Radar	THE SECRET WEAPON Clever • Unassuming Independent
	PRESTIGE You earn respect with higher standards	THE CONNOISSEUR Astute • Discriminating In-the-Know	THE BLUE CHIP Classic • Timeless "Best-in-Class"	THE ARCHITECT Sterling • Skillful Restrained	THE LAST WORD Deliberate • Crisp Uncompromising	THE VICTOR Respected • Competitive Results-Oriented	THE PERFECTIONIST Driven • Disciplined Standard-Bearer	THE AVANT-GARDE Original • Enterprising Forward-Thinking
	POWER You lead with command	THE RINGLEADER Motivating • Vigorous Compelling	THE GUARDIAN Established • Genuine Sure-Footed	THE MASTERMIND Methodical • Intense Self-Reliant	THE MAESTRO Ambitious • Admired Focused	THE AGGRESSOR Dominant • Forceful Emphatic	THE WATCHDOG Proactive • Alert Cautionary	THE CHANGE AGENT Inventive • Vivid Quick-Witted
	ALARM You prevent problems with care	THE COORDINATOR Organized • Practical Protective	THE SUSTAINER Steadfast • Composed By-the-Book	THE INSPECTOR Private • Efficient Meticulous	THE EDITOR-IN-CHIEF Productive • Detailed Skilled	THE SHERIFF Tireless • Decisive Goal-Oriented	THE HIGH ALERT Vigilant • Exacting Prepared	THE CRAFTSMAN Strategic • Fine-Tuned Judicious
	REBELLION You change the game with creativity	THE ROCKSTAR Bold • Artistic Unorthodox	THE ARTISAN Measured • Thoughtful Craftsman-Like	THE PROVOCATEUR Innovative • Witty Unconventional	THE TRENDSETTER Elite • Progressive Advanced	THE MAVERICK LEADER Pioneering • Irreverent Entrepreneurial	THE QUICK-START Thorough • Diligent Imaginative	THE ANARCHIST Startling • Unpredictable Intensely Creative

THIS IS YOUR CUSTOM “FASCINATION FINGERPRINT.”



Example of the custom “Fascination Fingerprint” This diagram shows the concentration of Personality Archetypes of the organization.



This is your custom measurement of Fascination Scores. The diagram to the right shows the actual percentages of each Personality Archetype within the organization.

BASED ON YOUR AUDIENCE'S SCORES FOR "THE FASCINATION ADVANTAGE TEST," WE IDENTIFIED THEIR UNIQUE PERSONALITY STRENGTHS.

WE THEN BUILT CUSTOMIZED INSIGHTS TO PINPOINT WHAT MAKES THIS ORGANIZATION UNIQUELY FASCINATING.

11.8% OF YOU ARE
"THE MAESTRO"

POWER + PRESTIGE

- » AMBITIOUS
- » ADMIRED
- » FOCUSED



POWER

Confident
Driven
Influential

YOU ARE **43.1%** MORE
LIKELY THAN THE
AVERAGE POPULATION
TO HAVE **PRESTIGE** AS
A PRIMARY TRIGGER



PRESTIGE

Ambitious
Discerning
Strong-Willed

YOU ARE **37.5%** LESS
LIKELY THAN THE
AVERAGE POPULATION
TO HAVE **MYSTIQUE** AS
A PRIMARY TRIGGER



MYSTIQUE

Understated
Complex
Deliberate

6.4% OF YOU ARE
"THE TALENT"

PASSION + PRESTIGE

- » EXPRESSIVE
- » STYLISH
- » EMOTIONALLY INTELLIGENT



PASSION

Expressive
Intuitive
Impulsive

YOU ARE **49.5%** LESS
LIKELY THAN THE
AVERAGE POPULATION
TO HAVE **ALARM** AS A
PRIMARY TRIGGER



ALARM

Perfectionist
Reliable
Careful

6.4% OF YOU ARE
"THE TRENDSETTER"

REBELLION + PRESTIGE

- » ELITE
- » PROGRESSIVE
- » ADVANCED



REBELLION

Innovative
Independent
Unpredictable

YOU ARE **15.6%**
MORE LIKELY THAN
THE AVERAGE
POPULATION TO
HAVE **TRUST** AS A
PRIMARY TRIGGER



TRUST

Stable
Reliable
Comforting

FASCINATE YOUR TEAM WITH THESE SPECIAL PACKAGES

SHALL WE CONTINUE THE CONVERSATION?

Every personality has one distinct advantage. When you identify and apply this advantage, people become more valuable, memorable, and engaged. In Sally Hogshead's keynote, you learned your primary advantage. Now you can bring this groundbreaking research and insights back to your whole team.

Just click on the images below, and you'll see full details and pricing.

Questions? Don't hesitate to email our friendly team: start@howtofascinate.com



Fascination Advantage™ Test and Report
Our flagship personal brand analysis



Win the Moment
Immediately communicate your highest value



Your Team Advantage
Custom analysis of your team or organization, including "Heat Map" of archetypes, to discover your key shared strengths



Special Package
Buy both our flagship *Fascination Advantage Test & Report* and *Win the Moment* together at a discounted price for individuals or teams