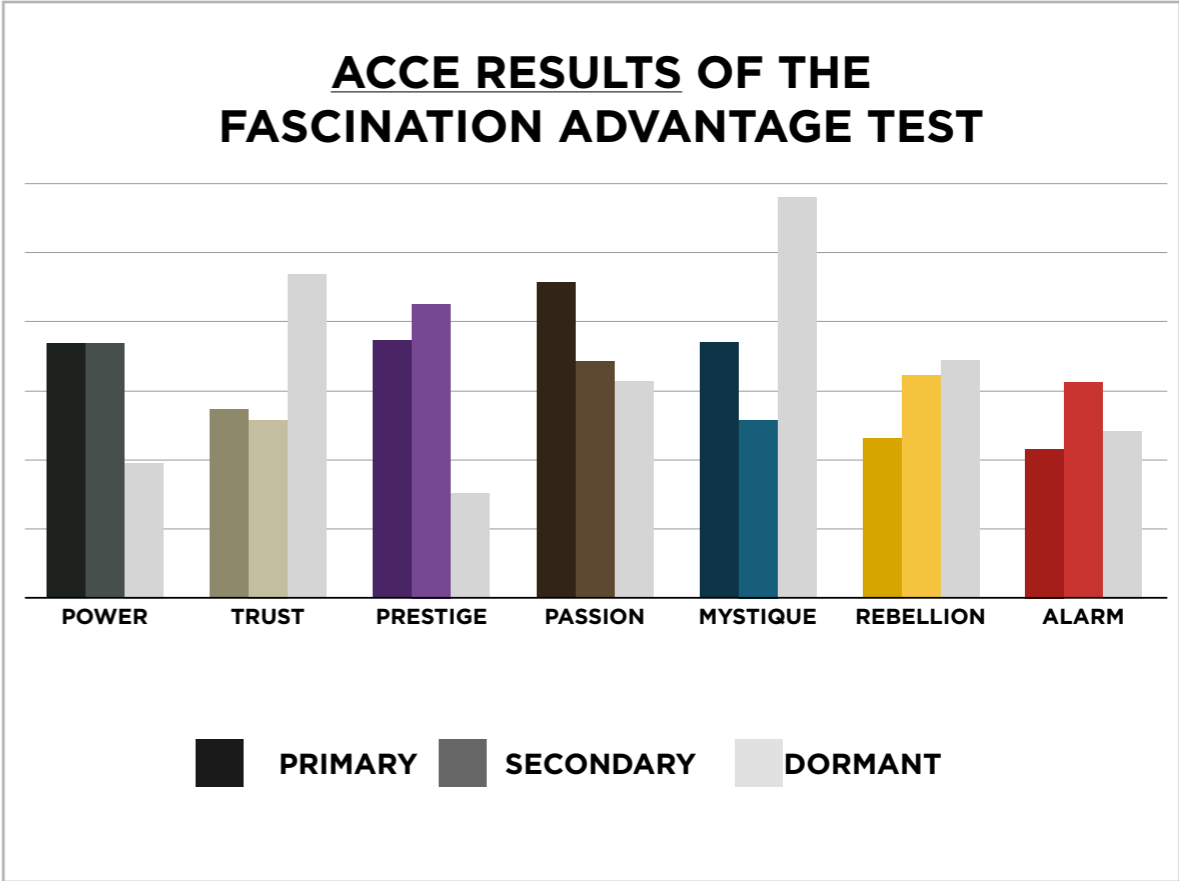
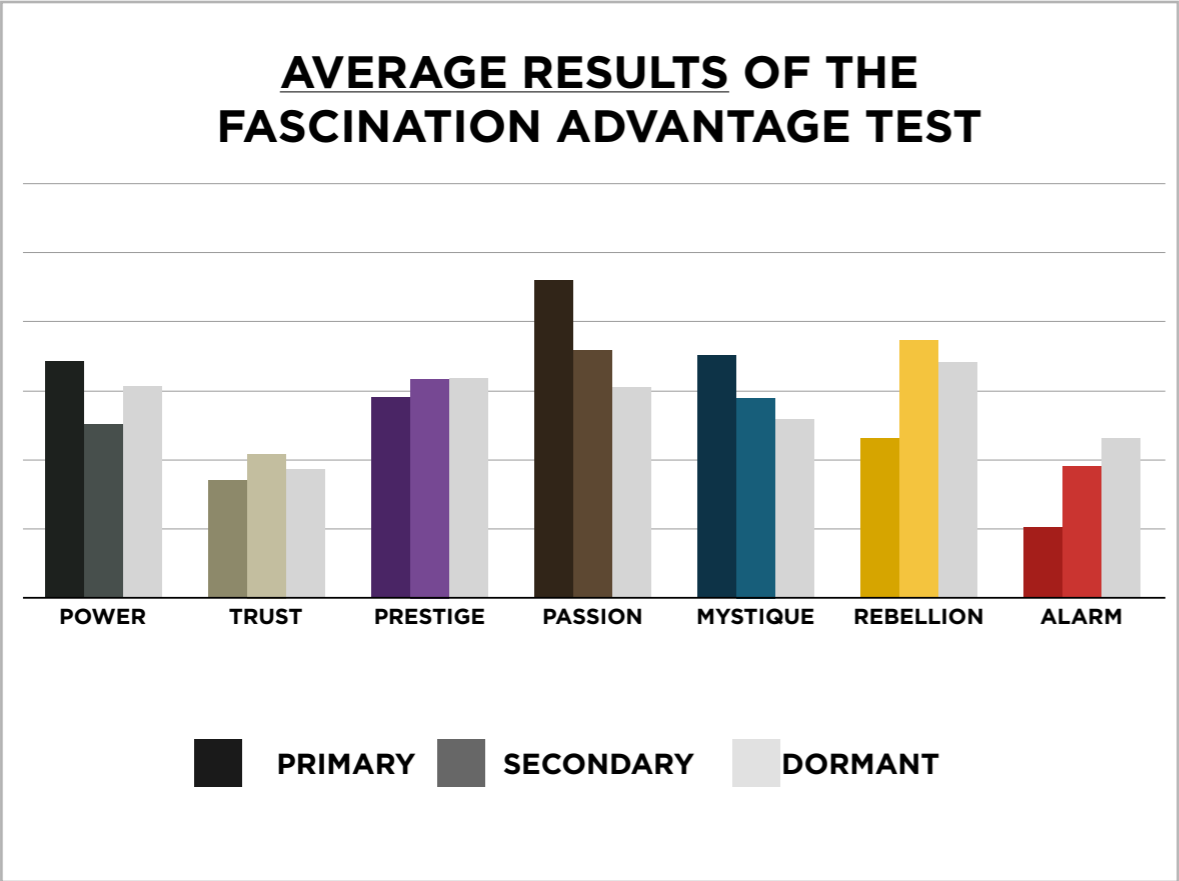


AN INSIDER'S *look* AT THE RESEARCH

FROM SALLY HOGSHEAD'S PRESENTATION TO
AMERICAN CHAMBER OF COMMERCE EXECUTIVES ON 07/24/13



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 160,000 PEOPLE.

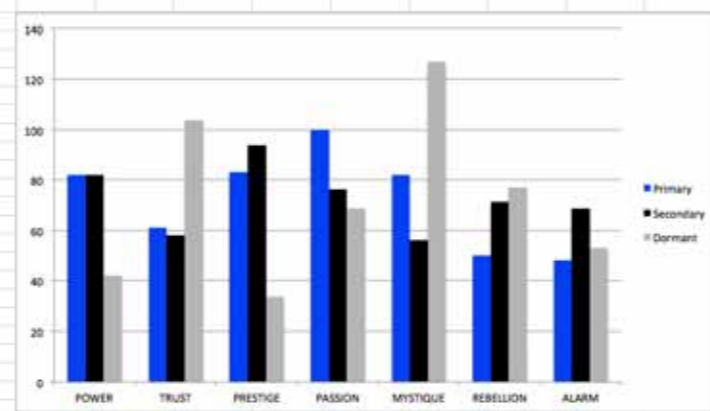
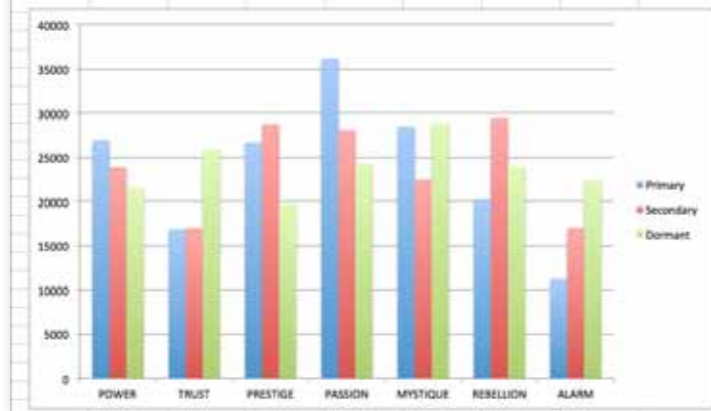


THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 160,000 PEOPLE.

Primary	Secondary	Archetype	Sum	Percentage		PASSION	TRUST	MYSTIQUE	PRESTIGE	POWER	ALARM	REBELLION	
Power	Prestige	The Maestro	37	7.31%	PASSION		6	20	17	10	16	31	
Passion	Rebellion	The Catalyst	31	6.13%	TRUST	12		15	11	6	13	4	
Prestige	Power	The Victor	25	4.94%	MYSTIQUE	4	13		13	16	19	17	
Prestige	Passion	The Connoisseur	24	4.74%	PRESTIGE	24	6	11		25	7	10	
Passion	Mystique	The Intrigue	20	3.95%	POWER	17	11	3	37		7	7	
Mystique	Alarm	The Bullseye	19	3.75%	ALARM	8	18	4	6	10		2	
Alarm	Trust	The Sustainer	18	3.56%	REBELLION	11	4	3	10	15	7		
Mystique	Rebellion	The Secret Weapon	17	3.36%									
Passion	Prestige	The Talent	17	3.36%		PASSION		1.2%	4.0%	3.4%	2.0%	3.2%	6.1%
Power	Passion	The Ringleader	17	3.36%	TRUST	2.4%		3.0%	2.2%	1.2%	2.6%	0.8%	
Mystique	Power	The Veiled Strength	16	3.16%	MYSTIQUE	0.8%	2.6%		2.6%	3.2%	3.8%	3.4%	
Passion	Alarm	The Orchestrator	16	3.16%	PRESTIGE	4.7%	1.2%	2.2%		4.9%	1.4%	2.0%	
Rebellion	Power	The Maverick Leader	15	2.96%	POWER	3.4%	2.2%	0.6%	7.3%		1.4%	1.4%	
Trust	Mystique	The Vault	15	2.96%	ALARM	1.6%	3.6%	0.8%	1.2%	2.0%		0.4%	
Mystique	Prestige	The Royal Guard	13	2.57%	REBELLION	2.2%	0.8%	0.6%	2.0%	3.0%	1.4%		
Mystique	Trust	The Wise Owl	13	2.57%									
Trust	Alarm	The Good Citizen	13	2.57%									
Trust	Passion	The Authentic	12	2.37%									
Power	Trust	The Guardian	11	2.17%									
Prestige	Mystique	The Architect	11	2.17%									
Rebellion	Passion	The Rockstar	11	2.17%									
Trust	Prestige	The Diplomat	11	2.17%									
Alarm	Power	The Sheriff	10	1.98%									
Passion	Power	The Advocate	10	1.98%									
Prestige	Rebellion	The Avant-Garde	10	1.98%									
Rebellion	Prestige	The Trendsetter	10	1.98%									
Alarm	Passion	The Coordinator	8	1.58%									
Power	Alarm	The Watchdog	7	1.38%									
Power	Rebellion	The Change Agent	7	1.38%									
Prestige	Alarm	The Perfectionist	7	1.38%									

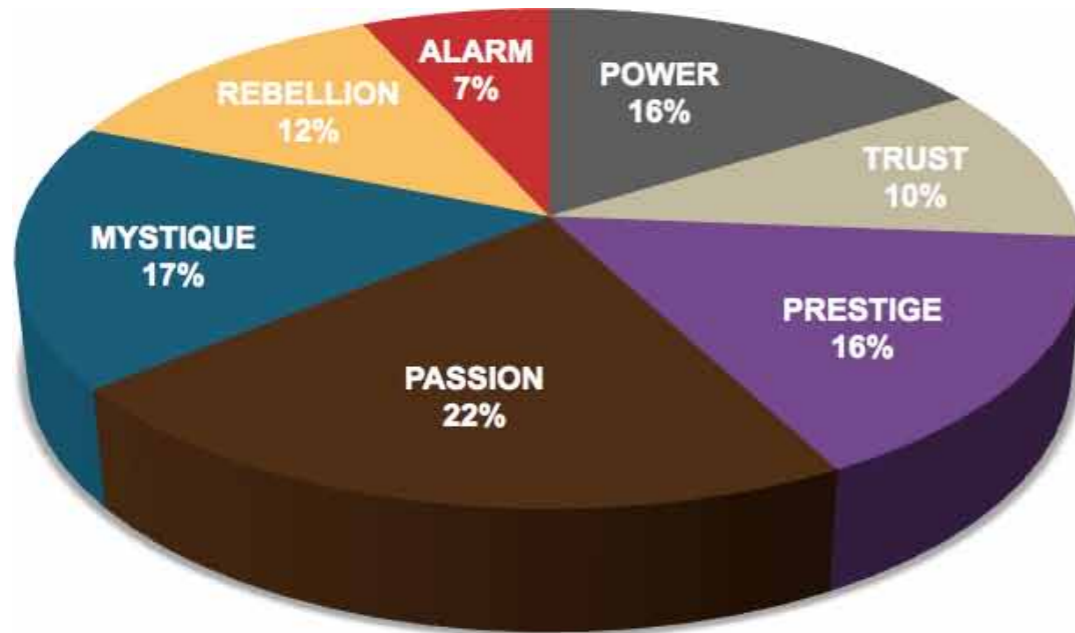
As we prepared for the event, here's our spreadsheet, organized by "Personality Archetype"

AVERAGE POPULATION									ACCE 2013								
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	26969	16874	26708	36218	28526	20246	11203	166744	Primary	82	61	83	100	82	50	48	506
Secondary	23854	16991	28799	28137	22492	29451	17020	166744	Secondary	82	58	94	76	56	71	69	506
Dormant	21566	25878	19749	24297	28902	23974	22378	166744	Dormant	42	104	34	69	127	77	53	506
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	16.2%	10.1%	16.0%	21.7%	17.1%	12.1%	6.7%	100.0%	Primary	16.2%	12.1%	16.4%	19.8%	16.2%	9.9%	9.5%	100.0%
Secondary	14.3%	10.2%	17.3%	16.9%	13.5%	17.7%	10.2%	100.0%	Secondary	16.2%	11.5%	18.6%	15.0%	11.1%	14.0%	13.6%	100.0%
Dormant	12.9%	15.5%	11.8%	14.6%	17.3%	14.4%	13.4%	100.0%	Dormant	8.3%	20.6%	6.7%	13.6%	25.1%	15.2%	10.5%	100.0%

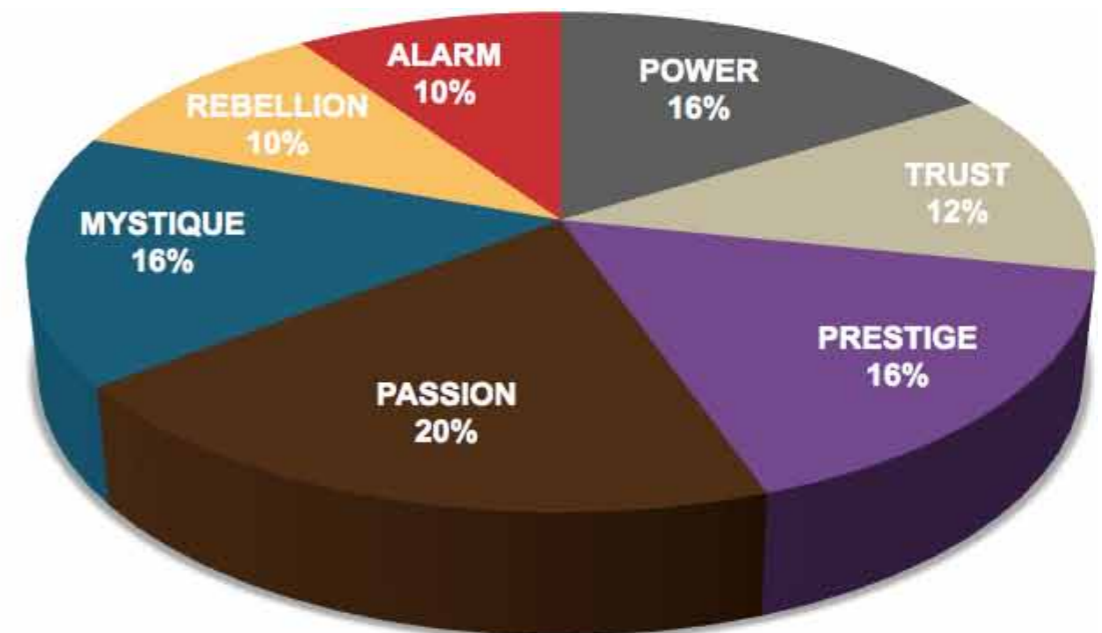


THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 160,000 PEOPLE.

AVERAGE RESULTS FROM THE FASCINATION ADVANTAGE TEST



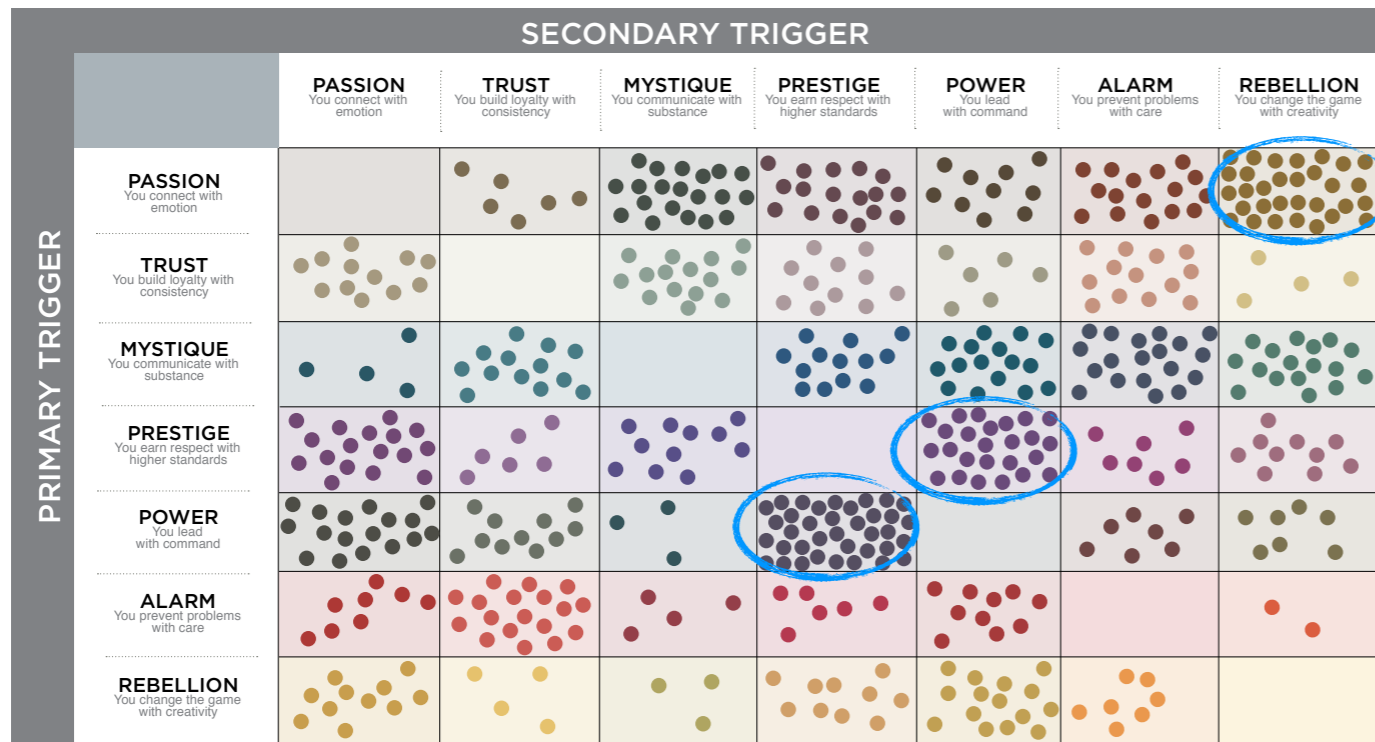
ACCE RESULTS FROM THE FASCINATION ADVANTAGE TEST



WE COMPARED YOUR 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

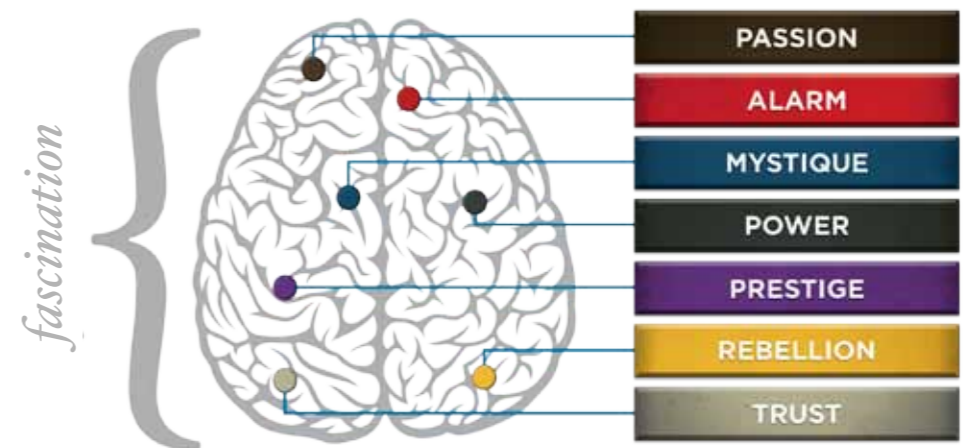
THIS IS YOUR CUSTOM “FASCINATION FINGERPRINT.”



This diagram shows the concentration of Personality Archetypes of the organization.

		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		1.2%	4.0%	3.4%	2.0%	3.2%	6.1%
	TRUST You build loyalty with consistency	2.4%		3.0%	2.2%	1.2%	2.6%	0.8%
	MYSTIQUE You communicate with substance	0.8%	2.6%		2.6%	3.2%	3.8%	3.4%
	PRESTIGE You earn respect with higher standards	4.7%	1.2%	2.2%		4.9%	1.4%	2.0%
	POWER You lead with command	3.4%	2.2%	0.6%	7.3%		1.4%	1.4%
	ALARM You prevent problems with care	1.6%	3.6%	0.8%	1.2%	2.0%		0.4%
	REBELLION You change the game with creativity	2.2%	0.8%	0.6%	2.0%	3.0%	1.4%	

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



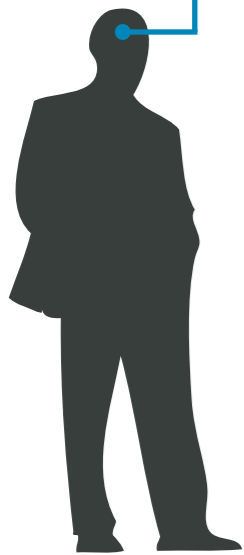
BASED ON YOUR AUDIENCE'S SCORES FOR "THE FASCINATION ADVANTAGE TEST," WE IDENTIFIED THEIR UNIQUE PERSONALITY STRENGTHS.

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

7.3% OF YOU ARE "THE MAESTRO"

POWER + PRESTIGE

- » AMBITIOUS
- » ADMIRED
- » FOCUSED



POWER

Confident
Driven
Influential

YOU ARE 4.5% LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **PRESTIGE** AS A PRIMARY TRIGGER



PRESTIGE

Ambitious
Discerning
Strong-Willed

YOU ARE 2.1% LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **MYSTIQUE** AS A PRIMARY TRIGGER



MYSTIQUE

Understated
Complex
Deliberate

YOU ARE 0.1% LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **PASSION** AS A PRIMARY TRIGGER



PASSION

Expressive
Intuitive
Impulsive

YOU ARE 9.2% MORE LIKELY THAN THE AVERAGE POPULATION TO HAVE **ALARM** AS A PRIMARY TRIGGER



ALARM

Perfectionist
Reliable
Careful

YOU ARE 18.7% LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **REBELLION** AS A PRIMARY TRIGGER



REBELLION

Innovative
Independent
Unpredictable

YOU ARE 14.4% MORE LIKELY THAN THE AVERAGE POPULATION TO HAVE **TRUST** AS A PRIMARY TRIGGER



TRUST

Stable
Reliable
Comforting

HOW YOUR CO-WORKERS FASCINATE

POWER

A LEADER WHO MAKES DECISIONS

PASSION

RELATIONSHIP-BUILDER WITH
STRONG PEOPLE SKILLS

MYSTIQUE

SOLO INTELLECT BEHIND-THE-SCENES

PRESTIGE

OVERACHIEVER WITH HIGHER STANDARDS

ALARM

PRECISE DETAIL MANAGER

REBELLION

INNOVATIVE PROBLEM-SOLVER

TRUST

STABLE, RELIABLE PARTNER

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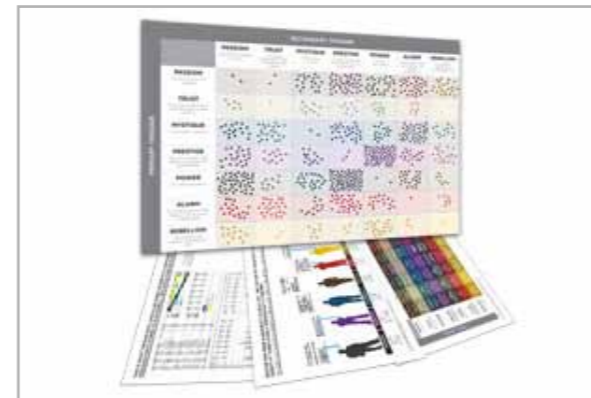
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