

AN INSIDER'S *look* AT THE RESEARCH

FROM SALLY HOGSHEAD'S PRESENTATION TO
MINDSHARE SUMMIT 2017 ON 08/04/17

BONUS GIFT:
CLICK HERE TO
SHARE YOUR
BONUS GIFT WITH
YOUR COMMUNITY
MSS2017Share



SHOW 4 PEOPLE

WHAT MAKES THEM FASCINATING

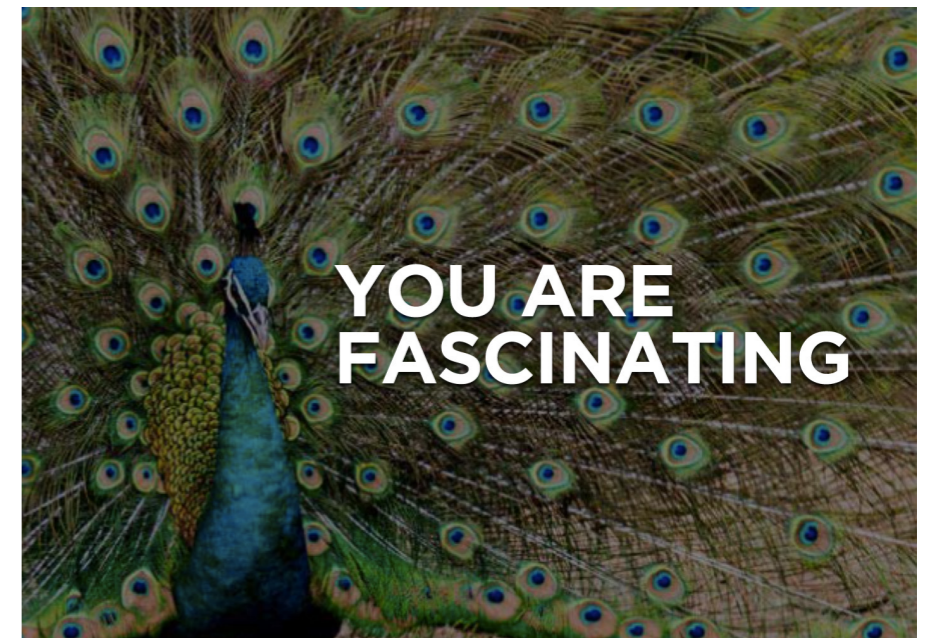
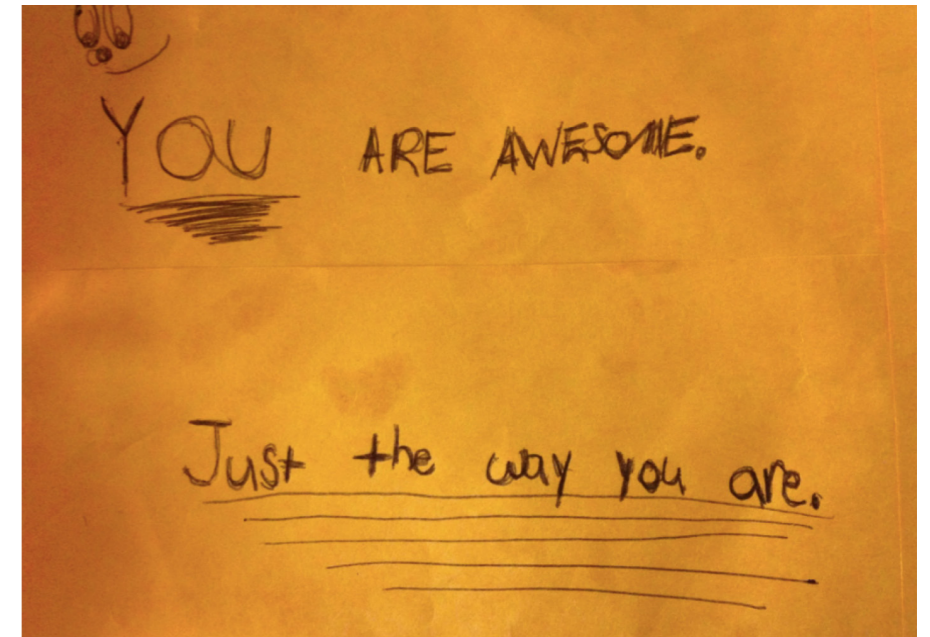
We want you to share your code with your inner circle, your most trusted friends and influencers. Why? Once they know what makes them valuable to others, they'll be more authentic and confident, and more likely to make a positive impression.

Click here to share this code for free (normally \$20 each)

- 1 SEND YOUR GIFT CODE TO 4 PEOPLE**
- 2 TALK TO THEM ABOUT THEIR RESULTS**
- 3 HELP THEM SEE 1 NEW WAY THAT THEY'RE ALREADY FASCINATING**

When they take the Fascination Advantage® assessment, they will discover their distinct brand of persuasion. It's what they are already doing right. Leverage this information and they can build a brand that people will love.

Have questions? We're here to help! Email our friendly customer service at hello@howtofascinate.com.



7 WAYS HIGH PERFORMERS ADD VALUE

INNOVATION

CREATIVE PROBLEM-SOLVER

PASSION

RELATIONSHIP-BUILDER WITH
STRONG PEOPLE SKILLS

POWER

A LEADER WHO MAKES DECISIONS

PRESTIGE

OVERACHIEVER WITH
HIGH STANDARDS

TRUST

STABLE, RELIABLE PARTNER

MYSTIQUE

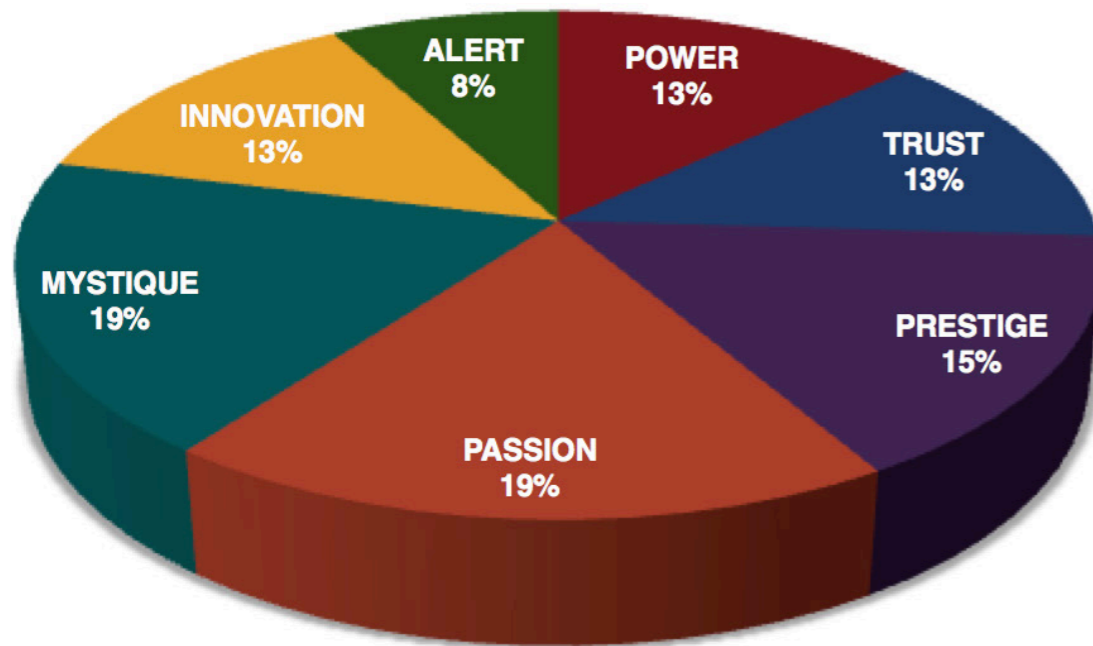
SOLO INTELLECT
BEHIND THE SCENES

ALERT

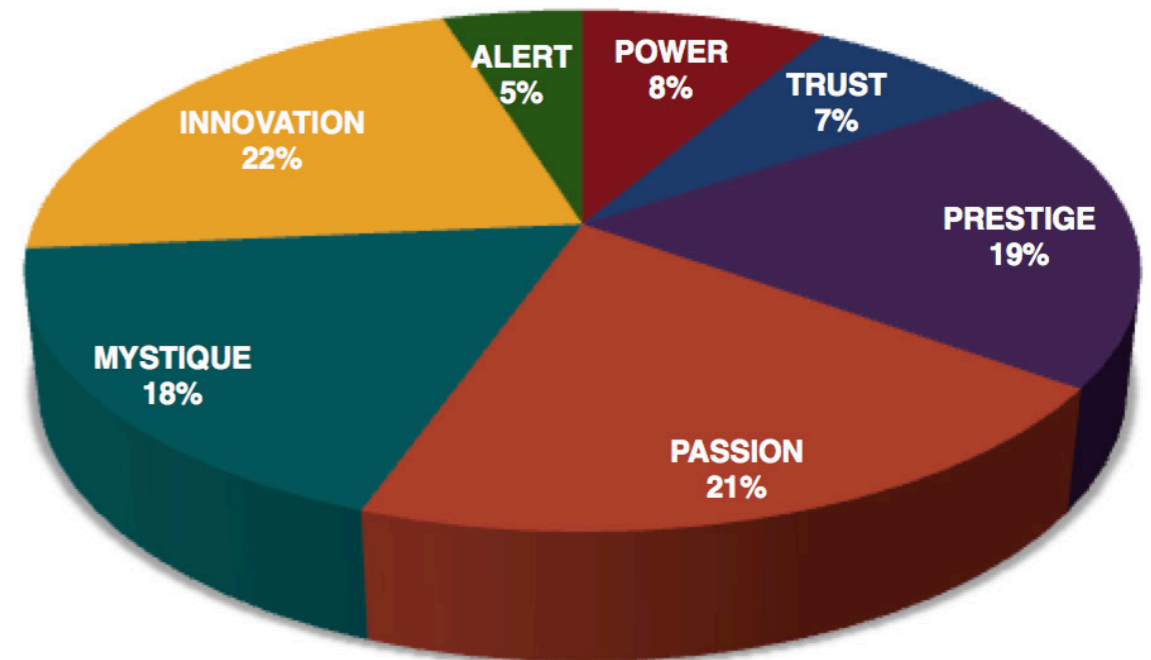
PRECISE DETAIL MANAGER

MINDSHARE SUMMIT 2017'S PRIMARY ADVANTAGE BREAKDOWN COMPARED TO THE GENERAL POPULATION

RESULTS FROM THE GENERAL POPULATION FOR THE FASCINATION ADVANTAGE® TEST

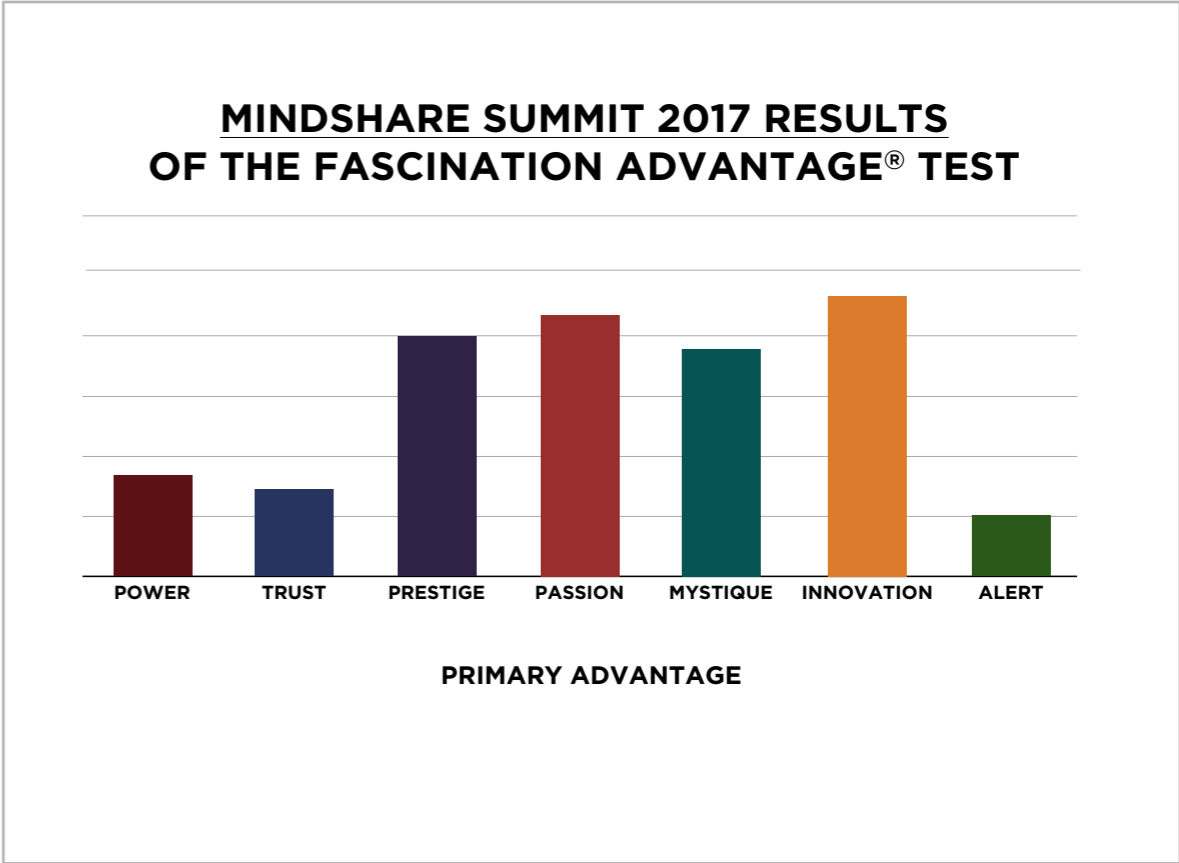
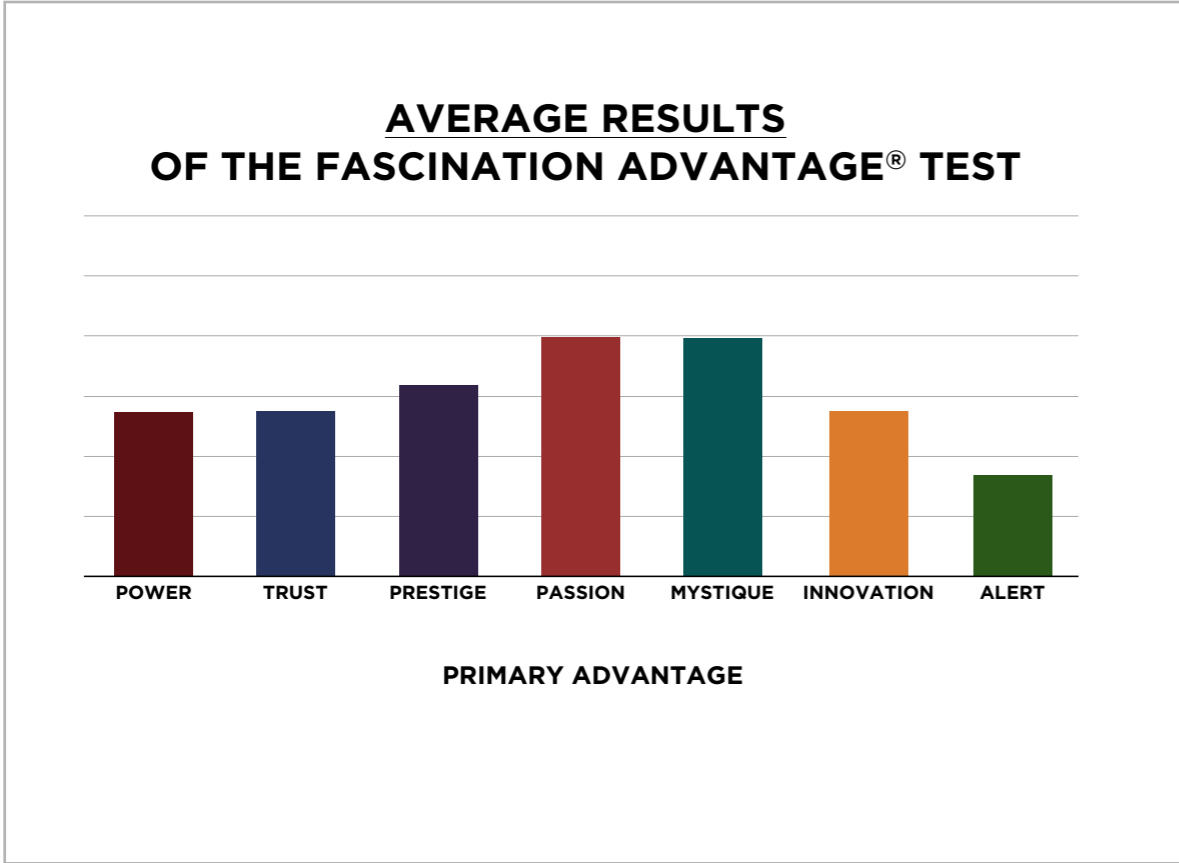


RESULTS FROM MINDSHARE SUMMIT 2017 FOR THE FASCINATION ADVANTAGE® TEST

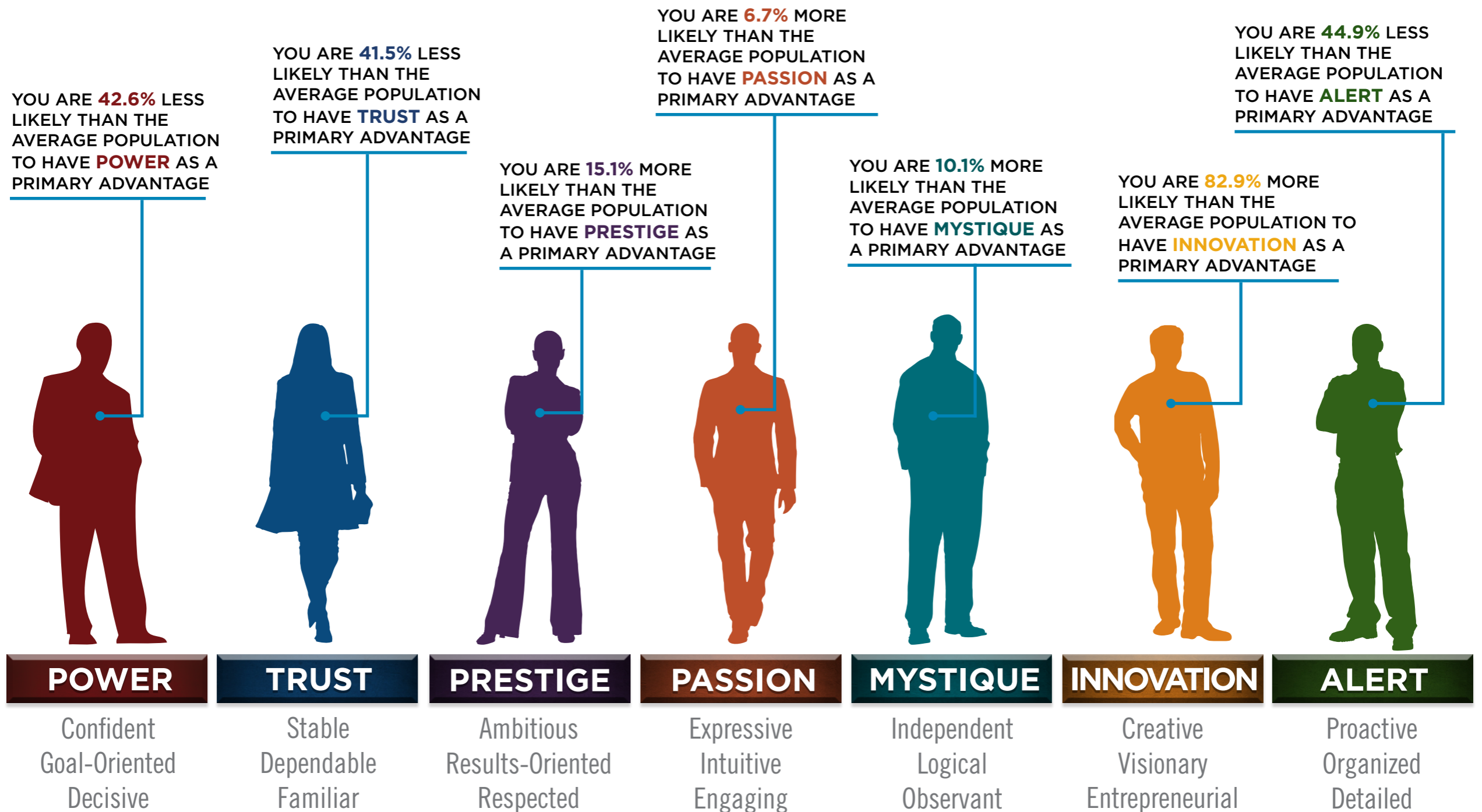


Above charts represent average Primary Advantage breakdowns for individuals who took the Fascination Advantage® Assessment. General Test Population is over one million individuals who took the Fascination Advantage® Assessment.

THIS IS WHAT THE DATA LOOKED LIKE WHEN WE COMPARED YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER ONE MILLION PEOPLE.



CUSTOMIZED INSIGHT: MINDSHARE SUMMIT 2017'S UNIQUE PERSONALITY ADVANTAGES COMPARED TO THE GENERAL POPULATION



TRAITS FOR DORMANT ADVANTAGES

INNOVATION

FRUSTRATED BY CHAOS
OR AMBIGUITY

PASSION

PERSUADED BY FACTS, NOT EMOTION

POWER

UNLIKELY TO FORCE OPINIONS OR
“BULLY” TEAMS

PRESTIGE

BUILDS CONSENSUS IN GROUPS
RATHER THAN COMPETITION

TRUST

SEEKS TO EXPLORE AND EXPERIMENT,
DISLIKES RIDGID STRUCTURES

MYSTIQUE

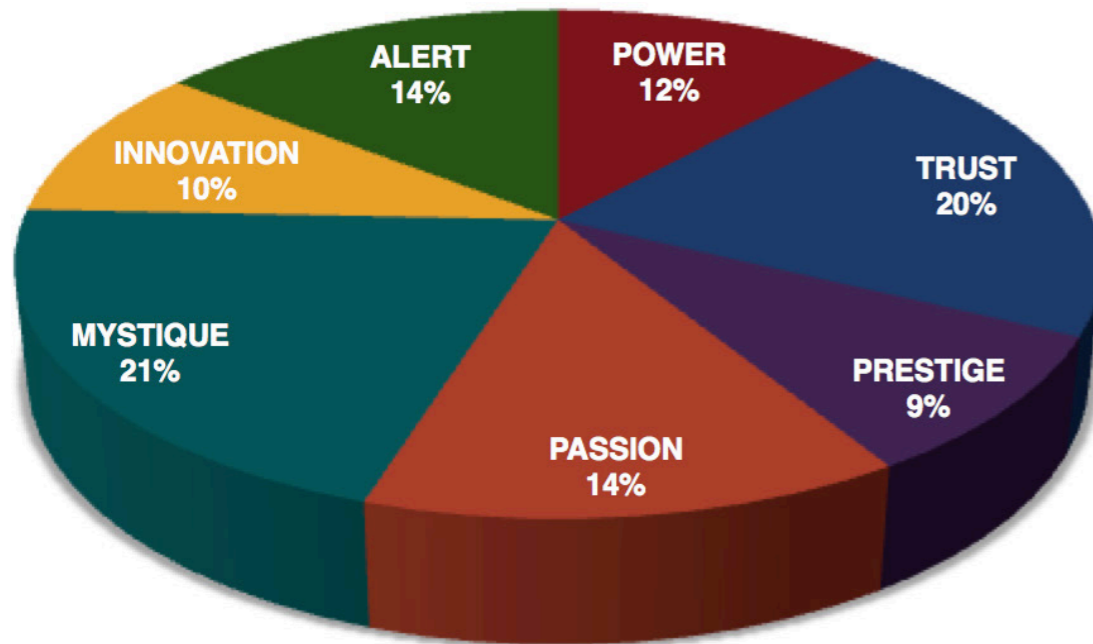
WANTS CLEAR, OPEN,
CANDID DISCUSSION

ALERT

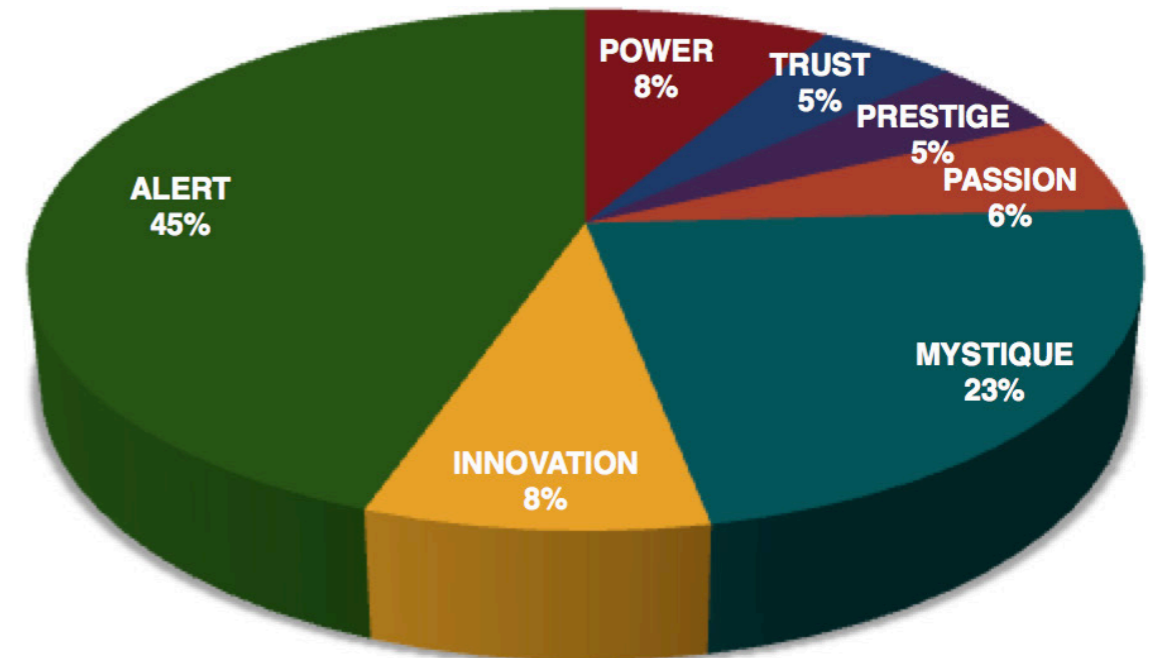
EXHAUSTED BY DETAILS; THRIVES WHEN
LOOKING AT THE BIGGER PICTURE

MINDSHARE SUMMIT 2017'S DORMANT ADVANTAGE BREAKDOWN COMPARED TO THE GENERAL POPULATION

DORMANT ADVANTAGE RESULTS FROM THE GENERAL POPULATION FOR THE FASCINATION ADVANTAGE® TEST



DORMANT ADVANTAGE RESULTS FROM MINDSHARE SUMMIT 2017 FOR THE FASCINATION ADVANTAGE® TEST



Above charts represent average Dormant Advantage breakdowns for individuals who took the Fascination Advantage® Assessment. General Test Population is over one million individuals who took the Fascination Advantage® Assessment.

WE COMPARED YOUR FINDINGS TO OUR MATRIX OF 49 PERSONAL BRAND ARCHETYPES.

THE PERSONAL BRAND ARCHETYPES DISCOVERED BY SALLY HOGSHEAD

HOWTOFASCINATE.COM

		SECONDARY ADVANTAGE						
		INNOVATION You change the game with creativity	PASSION You connect with emotion	POWER You lead with command	PRESTIGE You earn respect with higher standards	TRUST You build loyalty with consistency	MYSTIQUE You communicate with substance	ALERT You prevent problems with care
PRIMARY ADVANTAGE	INNOVATION You change the game with creativity	THE ANARCHY Volatile • Startling Chaotic	THE ROCKSTAR Bold • Artistic Unorthodox	THE MAVERICK LEADER Pioneering • Irreverent Entrepreneurial	THE TRENDSETTER Cutting-Edge • Elite Progressive	THE ARTISAN Deliberate • Thoughtful Flexible	THE PROVOCATEUR Clever • Adept Contemporary	THE QUICK-START Prolific • Thorough Diligent
	PASSION You connect with emotion	THE CATALYST Out-of-the-Box • Social Energizing	THE DRAMA Theatrical • Emotive Sensitive	THE PEOPLE'S CHAMPION Dynamic • Inclusive Engaging	THE TALENT Expressive • Stylish Emotionally-Intelligent	THE BELOVED Nurturing • Loyal Sincere	THE INTRIGUE Discerning • Perceptive Considerate	THE ORCHESTRATOR Attentive • Dedicated Efficient
	POWER You lead with command	THE CHANGE AGENT Inventive • Untraditional Self-Propelled	THE RINGLEADER Motivating • Spirited Compelling	THE AGGRESSOR Dominant • Overbearing Dogmatic	THE MAESTRO Ambitious • Focused Confident	THE GUARDIAN Prominent • Genuine Sure-Footed	THE MASTERMIND Methodical • Intense Self-Reliant	THE DEFENDER Proactive • Cautionary Strong-Willed
	PRESTIGE You earn respect with higher standards	THE AVANT-GARDE Original • Enterprising Forward-Thinking	THE CONNOISSEUR Insightful • Distinguished In-the-Know	THE VICTOR Respected • Competitive Results-Oriented	THE IMPERIAL Arrogant • Cold Superior	THE BLUE CHIP Classic • Established Best-In-Class	THE ARCHITECT Skillful • Restrained Polished	THE SCHOLAR Intellectual • Disciplined Systematic
	TRUST You build loyalty with consistency	THE EVOLUTIONARY Curious • Adaptable Open-Minded	THE AUTHENTIC Approachable • Dependable Trustworthy	THE GRAVITAS Dignified • Stable Hardworking	THE DIPLOMAT Levelheaded • Subtle Capable	THE OLD GUARD Predictable • Safe Unmovable	THE ANCHOR Protective • Purposeful Analytical	THE GOOD CITIZEN Principled • Prepared Conscientious
	MYSTIQUE You communicate with substance	THE SECRET WEAPON Nimble • Unassuming Independent	THE SUBTLE TOUCH Tactful • Self-Sufficient Mindful	THE VEILED STRENGTH Realistic • Intentional To-the-Point	THE ROYAL GUARD Elegant • Astute Discreet	THE WISE OWL Observant • Assured Unruffled	THE DEADBOLT Unemotional • Introverted Concentrated	THE ARCHER On-Target • Reasoned Pragmatic
	ALERT You prevent problems with care	THE COMPOSER Strategic • Fine-Tuned Judicious	THE COORDINATOR Constructive • Organized Practical	THE ACE Decisive • Tireless Forthright	THE EDITOR-IN-CHIEF Productive • Skilled Detailed	THE MEDIATOR Steadfast • Composed Structured	THE DETECTIVE Clear-Cut • Accurate Meticulous	THE CONTROL FREAK Compulsive • Driven Exacting

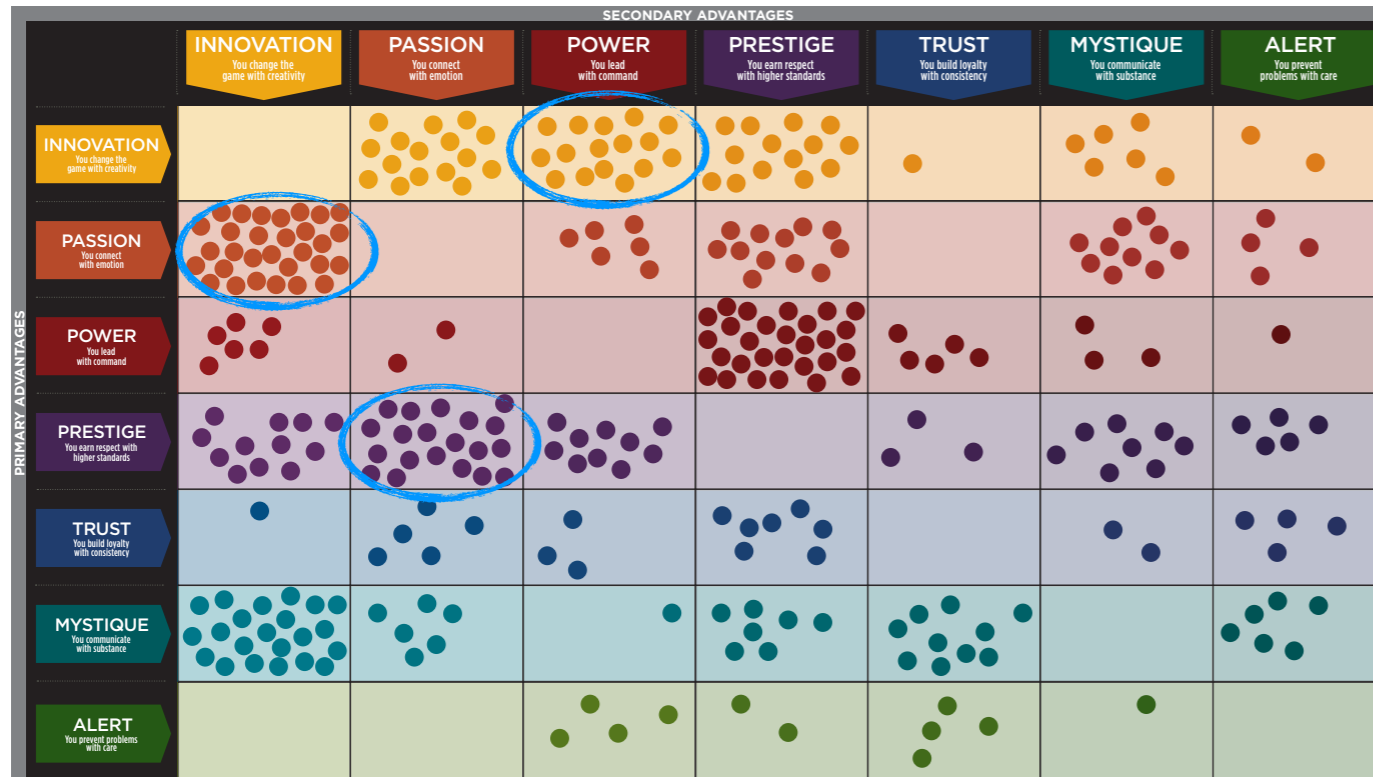
⋮ DOTTED STROKE = DOUBLE TROUBLE

WANT TO BUILD A HIGH-PERFORMING TEAM? CONTACT OUR FRIENDLY STAFF AT HELLO@HOWTOFASCINATE.COM

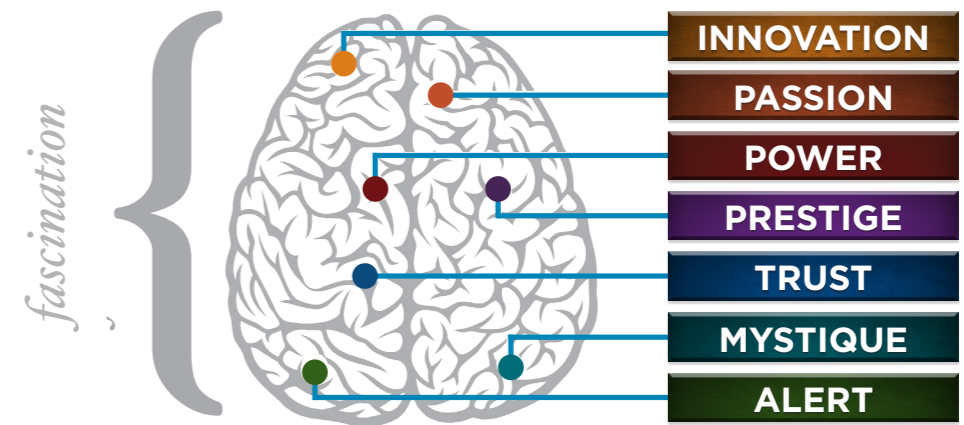
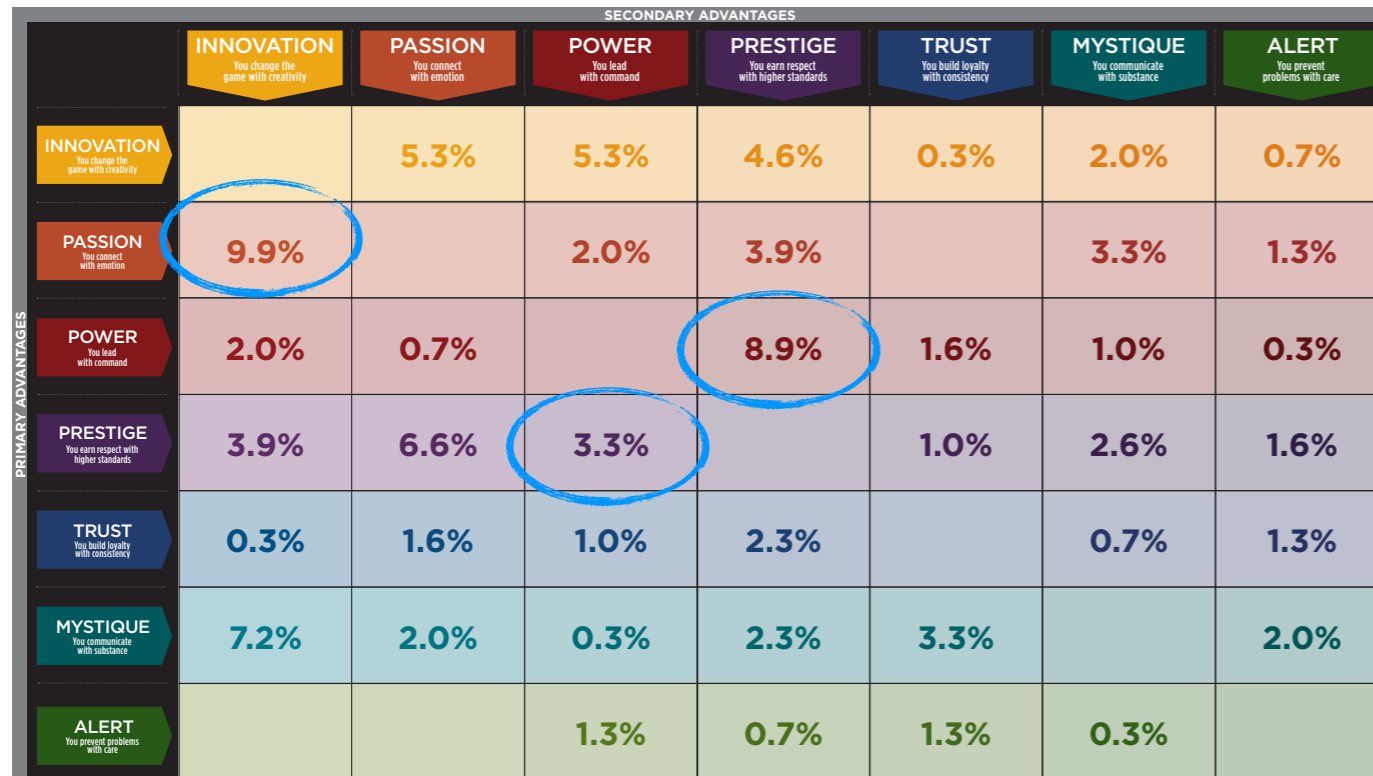
©2015 SALLY HOGSHEAD

MINDSHARE SUMMIT 2017'S "FASCINATION FINGERPRINT"

This diagram shows the concentration of personal brand Archetypes of your organization.



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



YOUR RESULTS: HOW MINDSHARE SUMMIT 2017 ATTENDEES FASCINATE

INNOVATION

IS THE LANGUAGE OF **CREATIVITY**

82.9%

YOU ARE **82.9% MORE** LIKELY THAN THE AVERAGE POPULATION TO HAVE **INNOVATION** AS A PRIMARY ADVANTAGE

ALERT

IS THE LANGUAGE OF **DETAILS**

-44.9%

YOU ARE **44.9% LESS** LIKELY THAN THE AVERAGE POPULATION TO HAVE **ALERT** AS A PRIMARY ADVANTAGE

THE CATALYST

PASSION → INNOVATION

9.9% OF YOU ARE

- Out-of-the-Box
- Social
- Energizing

THE MAVERICK LEADER

INNOVATION → POWER

8.4% OF YOU ARE

- Pioneering
- Irreverent
- Entrepreneurial

THE CONNOISSEUR

PRESTIGE → PASSION

8.4% OF YOU ARE

- Insightful
- Distinguished
- In-the-Know

YOUR RESULTS: HOW MINDSHARE SUMMIT 2017 ATTENDEES FASCINATE



THE MAESTRO

POWER → PRESTIGE

- Ambitious
- Focused
- Confident

JJ VIRGIN




THE MAESTRO

POWER → PRESTIGE

- Ambitious
- Focused
- Confident

RYAN DEISS



THE TRENDSETTER

INNOVATION → PRESTIGE

- Cutting-Edge
- Elite
- Progressive

CHRIS WINFIELD



THE TALENT

PASSION → PRESTIGE

- Expressive
- Stylish
- Emotionally-Intelligent

BETTY
ROCKER



THE VICTOR

PRESTIGE → POWER

- Respected
- Competitive
- Results-Oriented

LISA
SASEVICH

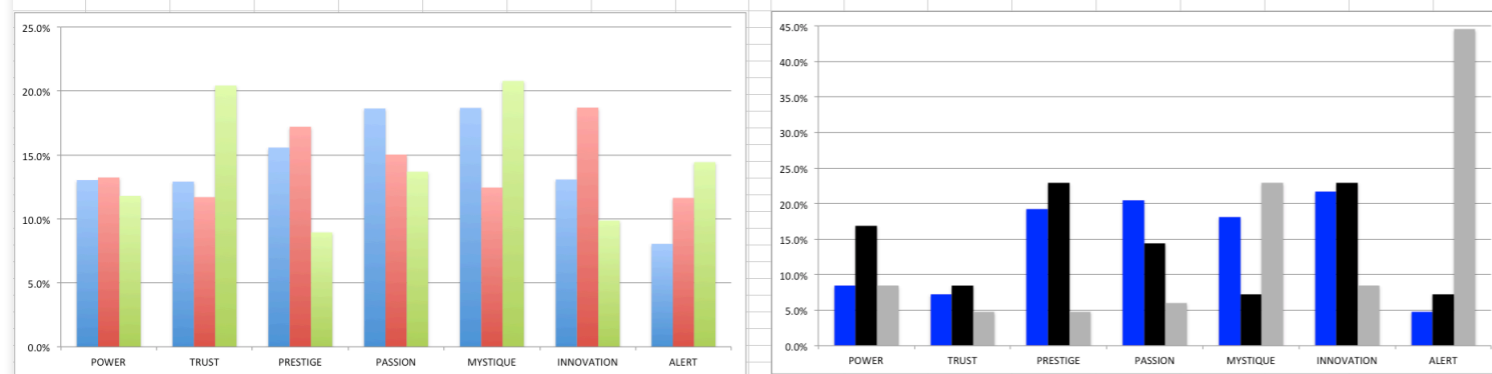
THIS IS WHAT THE DATA LOOKED LIKE WHEN WE COMPARED YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER ONE MILLION PEOPLE.

Primary	Secondary	Archetype	Sum	Percent		INNOVATION	PASSION	POWER	PRESTIGE	TRUST	MYSTIQUE	ALERT
Passion	Innovation	The Catalyst	8	9.64%	INNOVATION		3	7	6	1	1	
Prestige	Passion	The Connoisseur	7	8.43%	PASSION	8		1	2		5	1
Innovation	Power	The Maverick Leader	7	8.43%	POWER	2			5			
Mystique	Innovation	The Secret Weapon	6	7.23%	PRESTIGE	3	7	4				2
Innovation	Prestige	The Trendsetter	6	7.23%	TRUST		2		2			2
Passion	Mystique	The Intrigue	5	6.02%	MYSTIQUE	6			3	5		1
Power	Prestige	The Maestro	5	6.02%	ALERT			2		1		
Mystique	Trust	The Wise Owl	5	6.02%								
Prestige	Power	The Victor	4	4.82%		INNOVATION	PASSION	POWER	PRESTIGE	TRUST	MYSTIQUE	ALERT
Prestige	Innovation	The Avant-Garde	3	3.61%	INNOVATION		3.6%	8.4%	7.2%	1.2%	1.2%	
Innovation	Passion	The Rockstar	3	3.61%	PASSION	9.6%		1.2%	2.4%		6.0%	1.2%
Mystique	Prestige	The Royal Guard	3	3.61%	POWER	2.4%			6.0%			
Prestige	Alert	The Scholar	2	2.41%	PRESTIGE	3.6%	8.4%	4.8%				2.4%
Trust	Alert	The Good Citizen	2	2.41%	TRUST		2.4%		2.4%			2.4%
Power	Innovation	The Change Agent	2	2.41%	MYSTIQUE	7.2%			3.6%	6.0%		1.2%
Trust	Passion	The Authentic	2	2.41%	ALERT			2.4%	1.2%	1.2%		
Alert	Power	The Ace	2	2.41%								
Passion	Prestige	The Talent	2	2.41%								
Trust	Prestige	The Diplomat	2	2.41%								
Mystique	Alert	The Archer	1	1.20%								
Passion	Alert	The Orchestrator	1	1.20%								
Innovation	Mystique	The Provocateur	1	1.20%								
Passion	Power	The Peoples Champion	1	1.20%								
Alert	Prestige	The Editor-in-Chief	1	1.20%								
Alert	Trust	The Mediator	1	1.20%								
Innovation	Trust	The Artisan	1	1.20%								

This spreadsheet includes data on Archetype and Primary and Secondary Advantages.

AVERAGE POPULATION										Mindshare Summit 2017									
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	INNOVATION	ALERT	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	INNOVATION	ALERT	Total		
Primary	85609	84823	102284	122353	122665	85894	52855	656483	Primary	7	6	16	17	15	18	4	83		
Secondary	86938	76851	112984	98691	81766	122812	76441	656483	Secondary	14	7	19	12	6	19	6	83		
Dormant	77493	134141	58766	89902	136508	64856	94817	656483	Dormant	7	4	4	5	19	7	37	83		

These graphs include data on Primary, Secondary and Dormant Advantages.





LOG IN TO SEE YOUR FULL REPORT:
HOWTOFASCINATE.COM/LOGIN

ENTER YOUR **EMAIL** AND **PASSWORD**

HOW DOES YOUR INNER CIRCLE COMMUNICATE?

We want you to share your code with your inner circle, your most trusted friends and influencers. Why? Once they know what makes them valuable to others, they'll be more authentic and confident, and more likely to make a positive impression.

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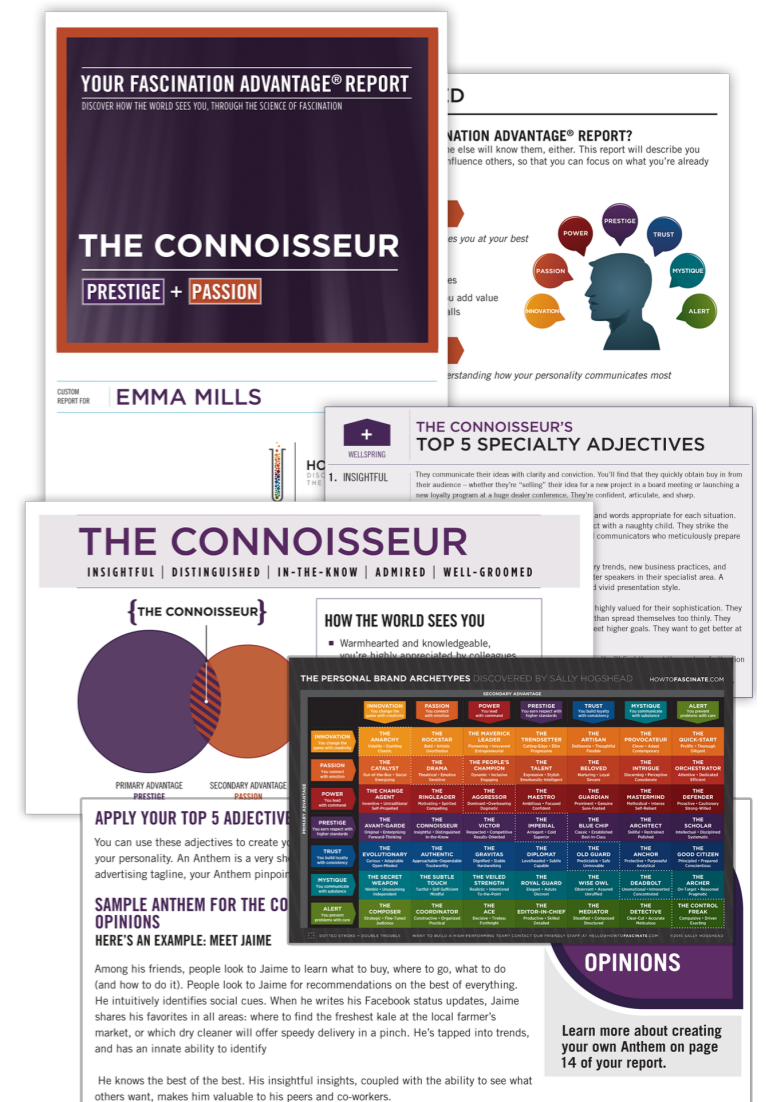
1 VISIT HowToFascinate.com/YOU

2 FOR THE ACCESS CODE, ENTER **MSS2017Share**

3 THIS OFFER EXPIRES ON **09/30/17**

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LET'S START A CONVERSATION.

