

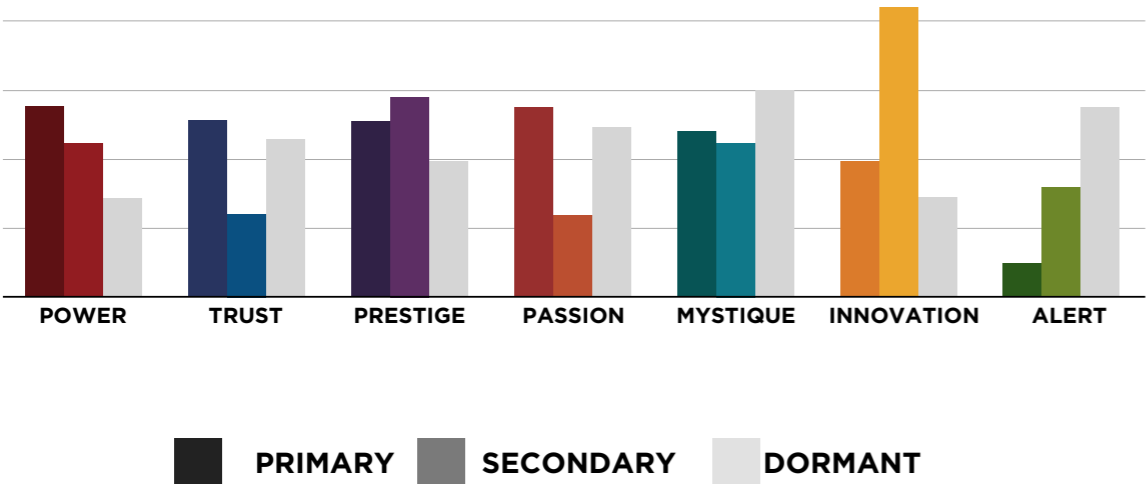
AN INSIDER'S *look* AT THE RESEARCH

FROM SALLY HOGSHEAD'S PRESENTATION TO
NATIONAL ENTREPRENEUR CENTER ON 12/17/14

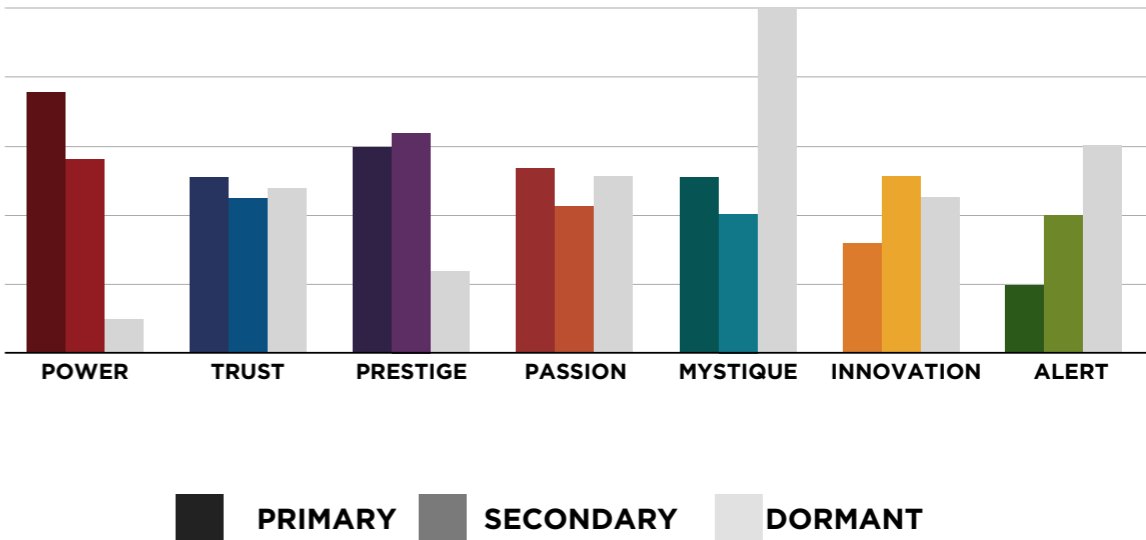


THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 600,000 PEOPLE.

AVERAGE RESULTS OF THE FASCINATION ADVANTAGE TEST



NATIONAL ENTREPRENEUR CENTER 2014 RESULTS OF THE FASCINATION ADVANTAGE TEST

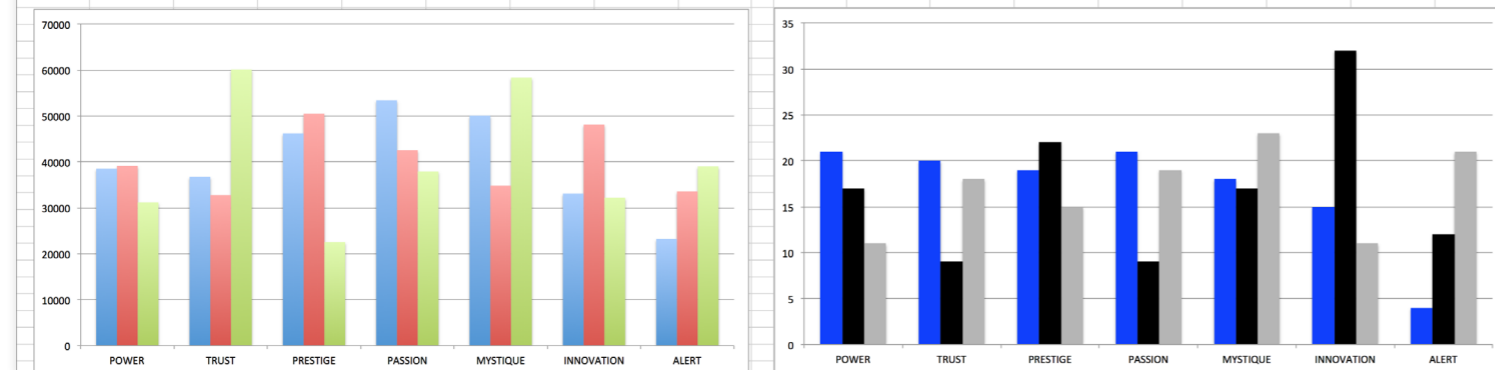


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Primary	Secondary	Archetype	Sum	Percent	INNOVATION	PASSION	POWER	PRESTIGE	TRUST	MYSTIQUE	ALERT
Passion	Innovation	The Catalyst	12	10.17%	INNOVATION	5	3	3	1	2	1
Power	Prestige	The Maestro	10	8.47%	PASSION	12	2	2	1	1	3
Mystique	Innovation	The Secret Weapon	8	6.78%	POWER	5	1	10	2	2	1
Trust	Mystique	The Anchor	7	5.93%	PRESTIGE	6	1	6	1	4	1
Prestige	Innovation	The Avant-Garde	6	5.08%	TRUST	1	2	4	3	7	4
Prestige	Power	The Victor	6	5.08%	MYSTIQUE	8	2	3	3	2	2
Innovation	Passion	The Rockstar	5	4.24%	ALERT	2	2	1	1	2	2
Power	Innovation	The Change Agent	5	4.24%							
Prestige	Mystique	The Architect	4	3.39%							
Trust	Alert	The Good Citizen	4	3.39%	INNOVATION	4.2%	2.5%	2.5%	0.8%	1.7%	0.8%
Trust	Prestige	The Diplomat	4	3.39%	PASSION	10.2%	1.7%	1.7%	0.8%	0.8%	2.5%
Innovation	Power	The Maverick Leader	3	2.54%	POWER	4.2%	0.8%	8.5%	1.7%	1.7%	0.8%
Innovation	Prestige	The Trendsetter	3	2.54%	PRESTIGE	5.1%	0.8%	5.1%	0.8%	3.4%	0.8%
Mystique	Prestige	The Royal Guard	3	2.54%	TRUST	0.8%	1.7%	3.4%	5.9%	3.4%	3.4%
Mystique	Trust	The Wise Owl	3	2.54%	MYSTIQUE	6.8%	1.7%	2.5%	2.5%	0.8%	1.7%
Passion	Alert	The Orchestrator	3	2.54%	ALERT	1.7%	1.7%	0.8%	0.8%	2	2
Alert	Power	The Ace	2	1.69%							
Innovation	Mystique	The Provocateur	2	1.69%							
Mystique	Alert	The Archer	2	1.69%							
Mystique	Power	The Veiled Strength	2	1.69%							
Passion	Power	The Peoples Champion	2	1.69%							
Passion	Prestige	The Talent	2	1.69%							
Power	Mystique	The Mastermind	2	1.69%							
Power	Trust	The Guardian	2	1.69%							
Trust	Passion	The Authentic	2	1.69%							

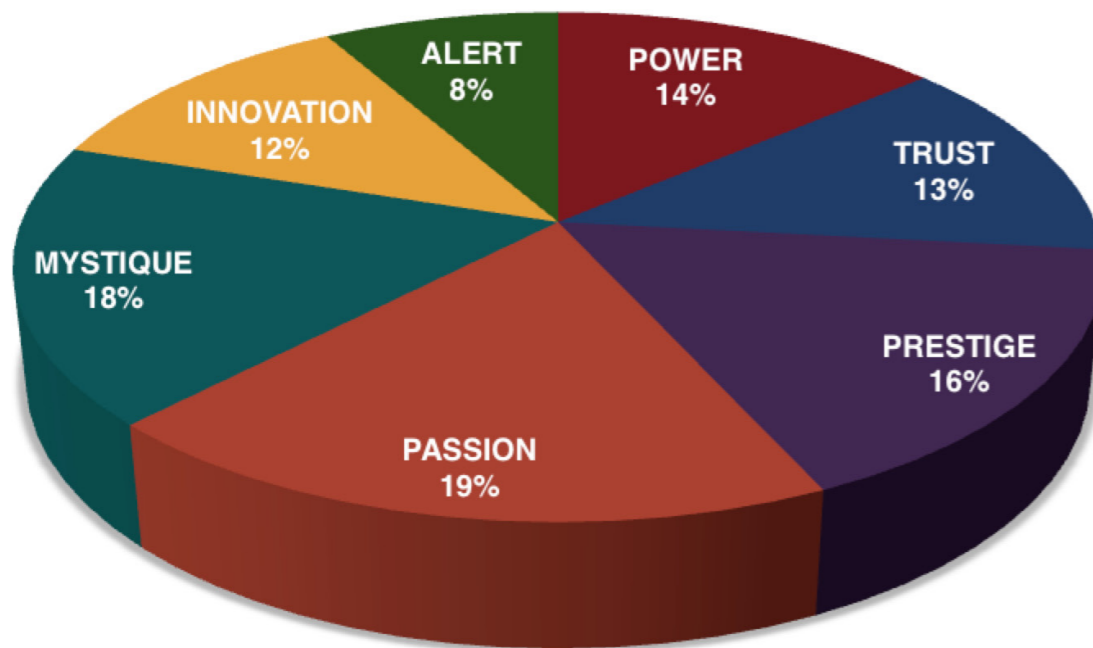
As we prepared for the event, here's our spreadsheet, organized by "Personality Archetype"

AVERAGE POPULATION									National Entrepreneur Center								
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	INNOVATION	ALERT	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	INNOVATION	ALERT	Total
Primary	38523	36748	46183	53391	50083	33097	23223	281248	Primary	21	20	19	21	18	15	4	118
Secondary	39120	32728	50449	42510	34793	48095	33553	281248	Secondary	17	9	22	9	17	32	12	118
Dormant	31171	60115	22533	37932	58318	32185	38994	281248	Dormant	11	18	15	19	23	11	21	118

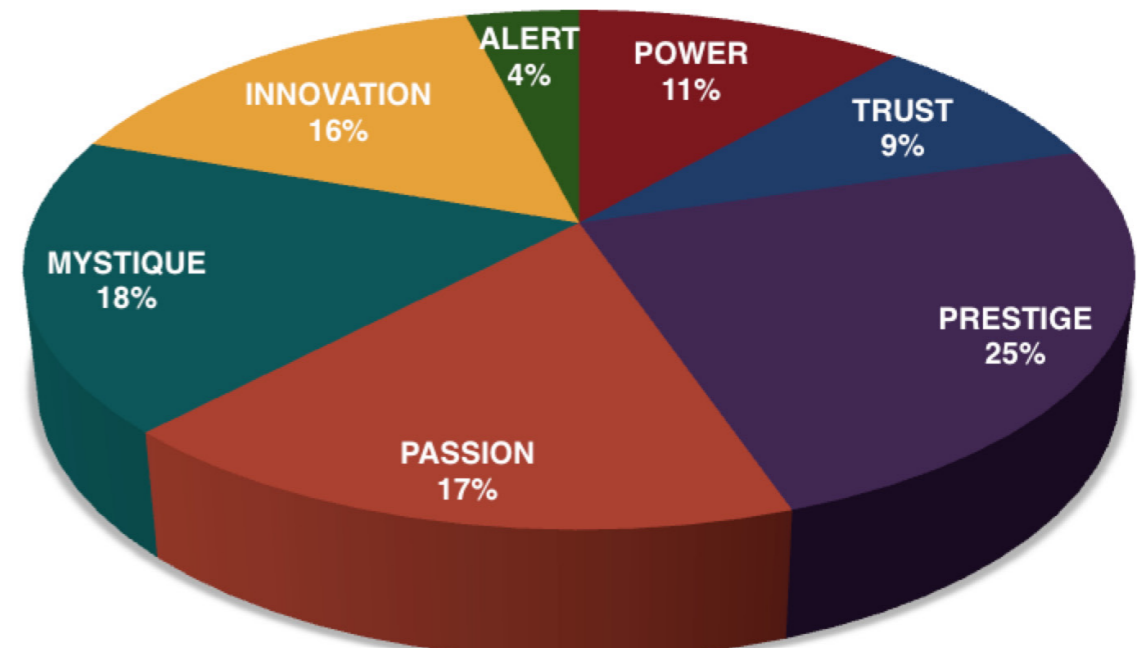


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AVERAGE RESULTS FROM THE FASCINATION ADVANTAGE TEST



NATIONAL ENTREPRENEUR CENTER RESULTS FROM THE FASCINATION ADVANTAGE TEST



WE COMPARED YOUR FINDINGS TO OUR MATRIX OF 49 PERSONALITY ARCHETYPES.

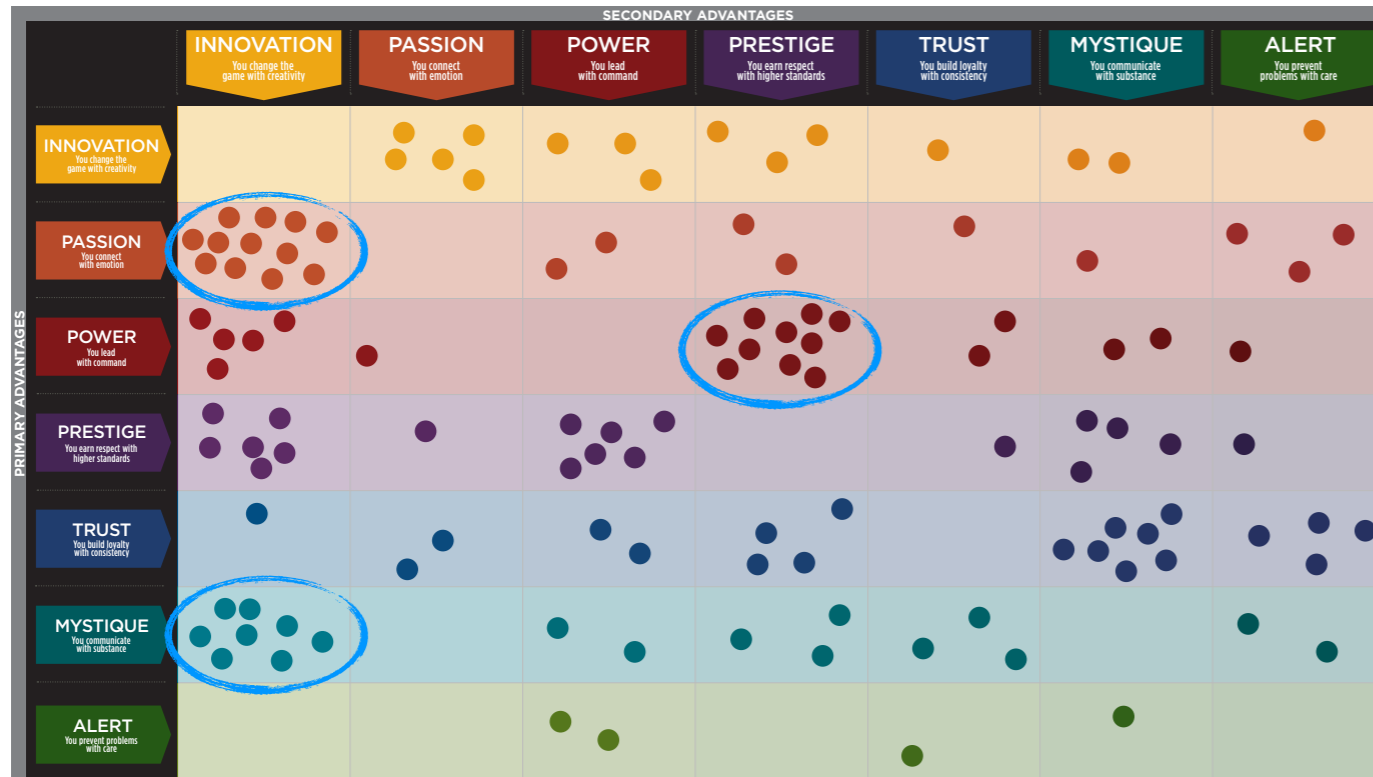
THE 49 PERSONALITY ARCHETYPES

CREATED BY SALLY HOGSHEAD
 DISCOVER MORE AT HOWTOFASCINATE.COM
 EMAIL: HELLO@HOWTOFASCINATE.COM
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SECONDARY FASCINATION 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
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

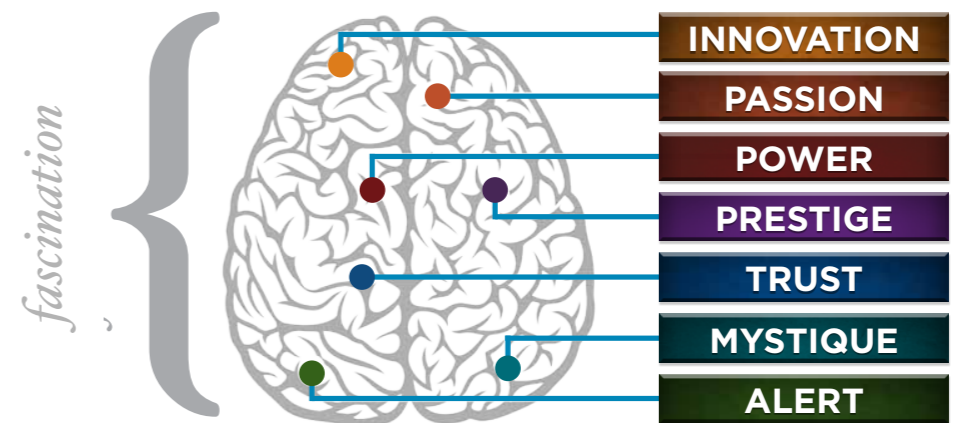
THIS IS YOUR CUSTOM “FASCINATION FINGERPRINT.”



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

PRIMARY ADVANTAGES	SECONDARY ADVANTAGES						
	INNOVATION <small>You change the game with creativity</small>	PASSION <small>You connect with emotion</small>	POWER <small>You lead with command</small>	PRESTIGE <small>You earn respect with higher standards</small>	TRUST <small>You build loyalty with consistency</small>	MYSTIQUE <small>You communicate with substance</small>	ALERT <small>You prevent problems with care</small>
INNOVATION <small>You change the game with creativity</small>		4.2%	2.5%	2.5%	0.8%	1.7%	0.8%
PASSION <small>You connect with emotion</small>	10.2%		1.7%	1.7%	0.8%	0.8%	2.5%
POWER <small>You lead with command</small>	4.2%	0.8%		8.5%	1.7%	1.7%	0.8%
PRESTIGE <small>You earn respect with higher standards</small>	5.1%	0.8%	5.1%		0.8%	3.4%	0.8%
TRUST <small>You build loyalty with consistency</small>	0.8%	1.7%	1.7%	3.4%		5.9%	3.4%
MYSTIQUE <small>You communicate with substance</small>	6.8%		1.7%	2.5%	2.5%		1.7%
ALERT <small>You prevent problems with care</small>			1.7%		0.8%	0.8%	

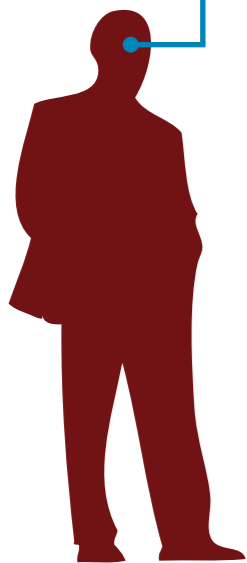
This is your custom measurement of Fascination Scores. The diagram to the right shows the actual percentages of each Personality Archetype within the organization.



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

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

YOU ARE **21.2%** MORE LIKELY THAN THE AVERAGE POPULATION TO HAVE **POWER** AS A PRIMARY ADVANTAGE



POWER

Confident
Goal-Oriented
Decisive

YOU ARE **37.2%** MORE LIKELY THAN THE AVERAGE POPULATION TO HAVE **TRUST** AS A PRIMARY ADVANTAGE



TRUST

Stable
Dependable
Familiar

YOU ARE **3.9%** LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **PRESTIGE** AS A PRIMARY ADVANTAGE



PRESTIGE

Ambitious
Results-Oriented
Respected

YOU ARE **7.3%** LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **PASSION** AS A PRIMARY ADVANTAGE



PASSION

Expressive
Intuitive
Engaging

YOU ARE **7.1%** LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **MYSTIQUE** AS A PRIMARY ADVANTAGE



MYSTIQUE

Independent
Logical
Observant

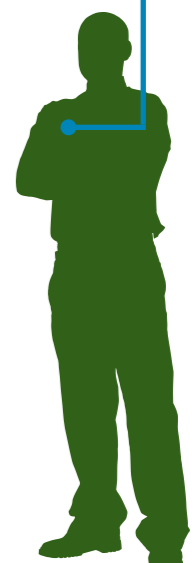
YOU ARE **7.2%** MORE LIKELY THAN THE AVERAGE POPULATION TO HAVE **INNOVATION** AS A PRIMARY ADVANTAGE



INNOVATION

Creative
Visionary
Entrepreneurial

YOU ARE **61.2%** LESS LIKELY THAN THE AVERAGE POPULATION TO HAVE **ALERT** AS A PRIMARY ADVANTAGE



ALERT

Proactive
Organized
Detailed

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
HIGHER STANDARDS

TRUST

STABLE, RELIABLE PARTNER

MYSTIQUE

SOLO INTELLECT BEHIND THE SCENES

ALERT

PRECISE DETAIL MANAGER

INTRODUCING THE BEST TEAM EVER KIT

BEST TEAM EVER IS A FAST, FUN TRAINING KIT FOR TEAMS TO IMPROVE COMMUNICATION IMMEDIATELY.

Best Team Ever offers a collection of our most popular tools and activities to improve team communication.

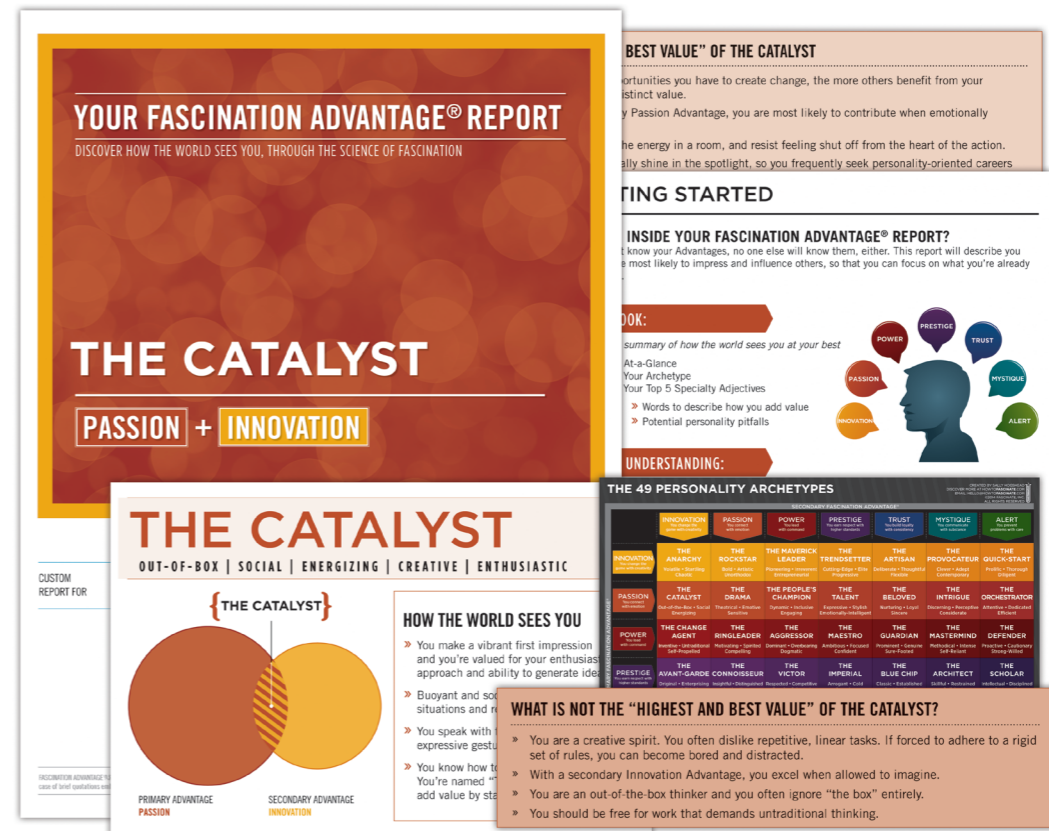
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- Understand each person's differences
- See how their communication is perceived by others
- Decrease personality conflict and stress
- Have more productive meetings

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