

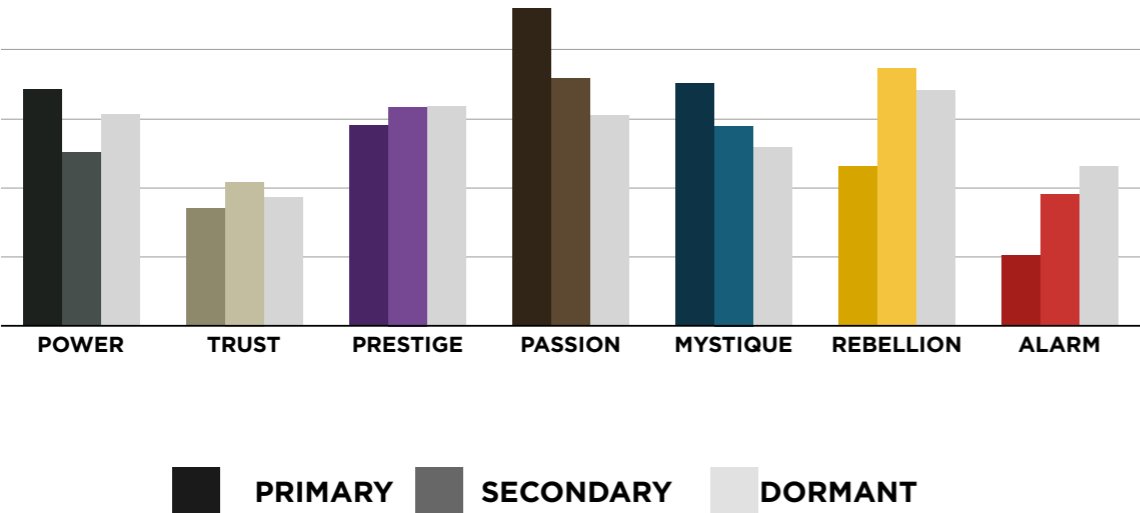
AN INSIDER'S *look* AT THE RESEARCH

FROM SALLY HOGSHEAD'S PRESENTATION TO
ENTREPRENEURS' ORGANIZATION ON 04/19/13

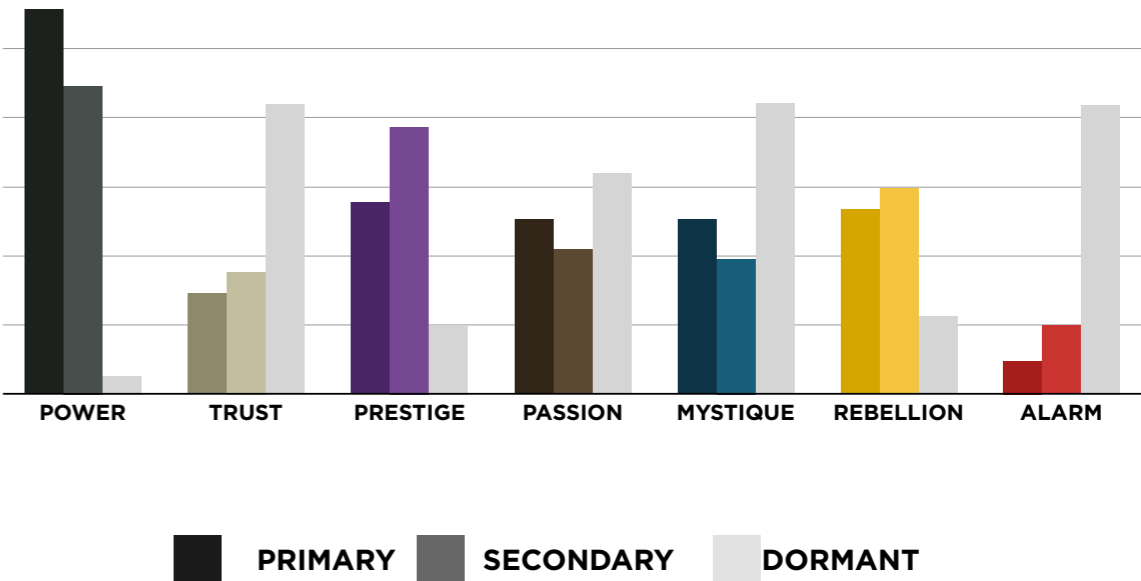


THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 140,000 PEOPLE.

AVERAGE RESULTS OF THE FASCINATION ADVANTAGE TEST



ENTREPRENEURS' ORGANIZATION RESULTS OF THE FASCINATION ADVANTAGE TEST

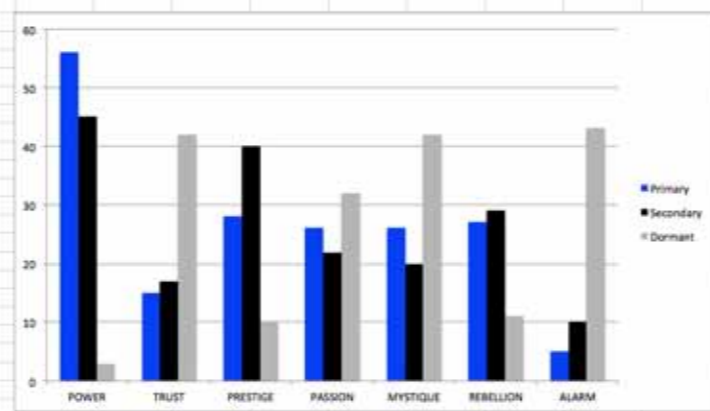
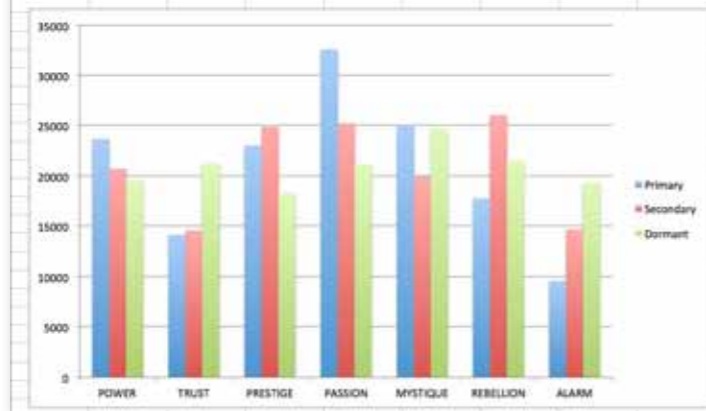


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Primary	Secondary	Archetype	Sum	Percentage		PASSION	TRUST	MYSTIQUE	PRESTIGE	POWER	ALARM	REBELLION
Power	Prestige	The Maestro	27	14.75%	PASSION	2	2	4	5	3	1	12
Prestige	Power	The Victor	15	8.20%	TRUST	2	4	4	4	3	1	1
Rebellion	Power	The Maverick Leader	13	7.10%	MYSTIQUE	4	4	2	2	10	3	3
Passion	Rebellion	The Catalyst	12	6.56%	PRESTIGE	3	1	1	1	15	2	6
Mystique	Power	The Veiled Strength	10	5.46%	POWER	7	7	7	27	1	1	7
Power	Rebellion	The Change Agent	7	3.83%	ALARM	3	1	4	2	1	3	3
Power	Trust	The Guardian	7	3.83%	REBELLION	3	2	4	2	13	3	3
Power	Mystique	The Mastermind	7	3.83%								
Power	Passion	The Ringleader	7	3.83%								
Prestige	Rebellion	The Avant-Garde	6	3.28%		PASSION	TRUST	MYSTIQUE	PRESTIGE	POWER	ALARM	REBELLION
Passion	Prestige	The Talent	5	2.73%	PASSION	1.1%	1.1%	2.2%	2.7%	1.6%	0.5%	6.6%
Mystique	Passion	The Subtle Touch	4	2.19%	TRUST	2.2%	2.2%	2.2%	2.2%	1.6%	0.5%	0.5%
Mystique	Trust	The Wise Owl	4	2.19%	MYSTIQUE	1.6%	0.5%	0.5%	1.1%	5.5%	1.6%	1.6%
Passion	Mystique	The Intrigue	4	2.19%	PRESTIGE	3.8%	3.8%	3.8%	14.8%	8.2%	1.1%	3.3%
Rebellion	Mystique	The Provocateur	4	2.19%	POWER	1.6%	0.5%	2.2%	1.1%	7.1%	1.6%	1.6%
Trust	Prestige	The Diplomat	4	2.19%	ALARM	1.6%	1.1%	2.2%	1.1%	7.1%	1.6%	1.6%
Trust	Mystique	The Vault	4	2.19%	REBELLION	1.6%	1.1%	2.2%	1.1%	7.1%	1.6%	1.6%
Alarm	Passion	The Coordinator	3	1.64%								
Mystique	Alarm	The Bullseye	3	1.64%								
Mystique	Rebellion	The Secret Weapon	3	1.64%								
Passion	Power	The Advocate	3	1.64%								
Prestige	Passion	The Connoisseur	3	1.64%								
Rebellion	Alarm	The Quick-Start	3	1.64%								
Rebellion	Passion	The Rockstar	3	1.64%								
Trust	Power	The Gravitas	3	1.64%								
Mystique	Prestige	The Royal Guard	2	1.09%								
Passion	Trust	The Beloved	2	1.09%								
Prestige	Alarm	The Perfectionist	2	1.09%								
Rebellion	Trust	The Artisan	2	1.09%								
Rebellion	Prestige	The Trendsetter	2	1.09%								

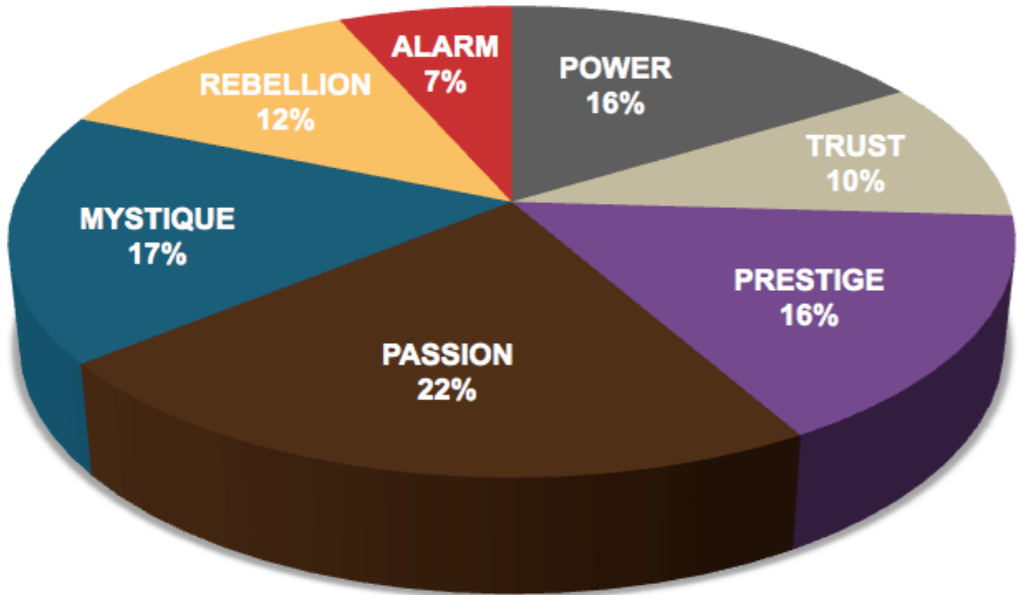
As we prepared for the event, here's our spreadsheet, organized by "Personality Archetype"

AVERAGE POPULATION									Entrepreneurs' Organization								
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	23744	14105	23078	32635	25061	17755	9579	145957	Primary	56	15	28	26	26	27	5	183
Secondary	20725	14556	24851	25202	19932	26025	14666	145957	Secondary	45	17	40	22	20	29	10	183
Dormant	19605	21287	18324	21167	24630	21565	19379	145957	Dormant	3	42	10	32	42	11	43	183
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	16.3%	9.7%	15.8%	22.4%	17.2%	12.2%	6.6%	100.0%	Primary	30.6%	8.2%	15.3%	14.2%	14.2%	14.8%	2.7%	100.0%
Secondary	14.2%	10.0%	17.0%	17.3%	13.7%	17.8%	10.0%	100.0%	Secondary	24.6%	9.3%	21.9%	12.0%	10.9%	15.8%	5.5%	100.0%
Dormant	13.4%	14.6%	12.6%	14.5%	16.9%	14.8%	13.3%	100.0%	Dormant	1.6%	23.0%	5.5%	17.5%	23.0%	6.0%	23.5%	100.0%

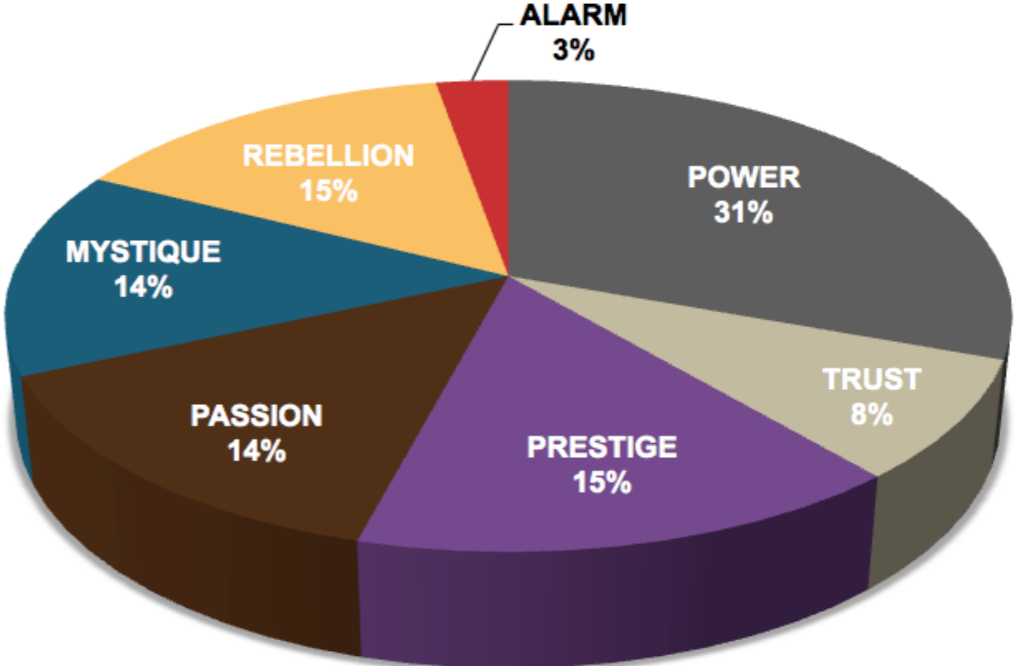


THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 140,000 PEOPLE.

AVERAGE RESULTS FROM THE FASCINATION ADVANTAGE TEST



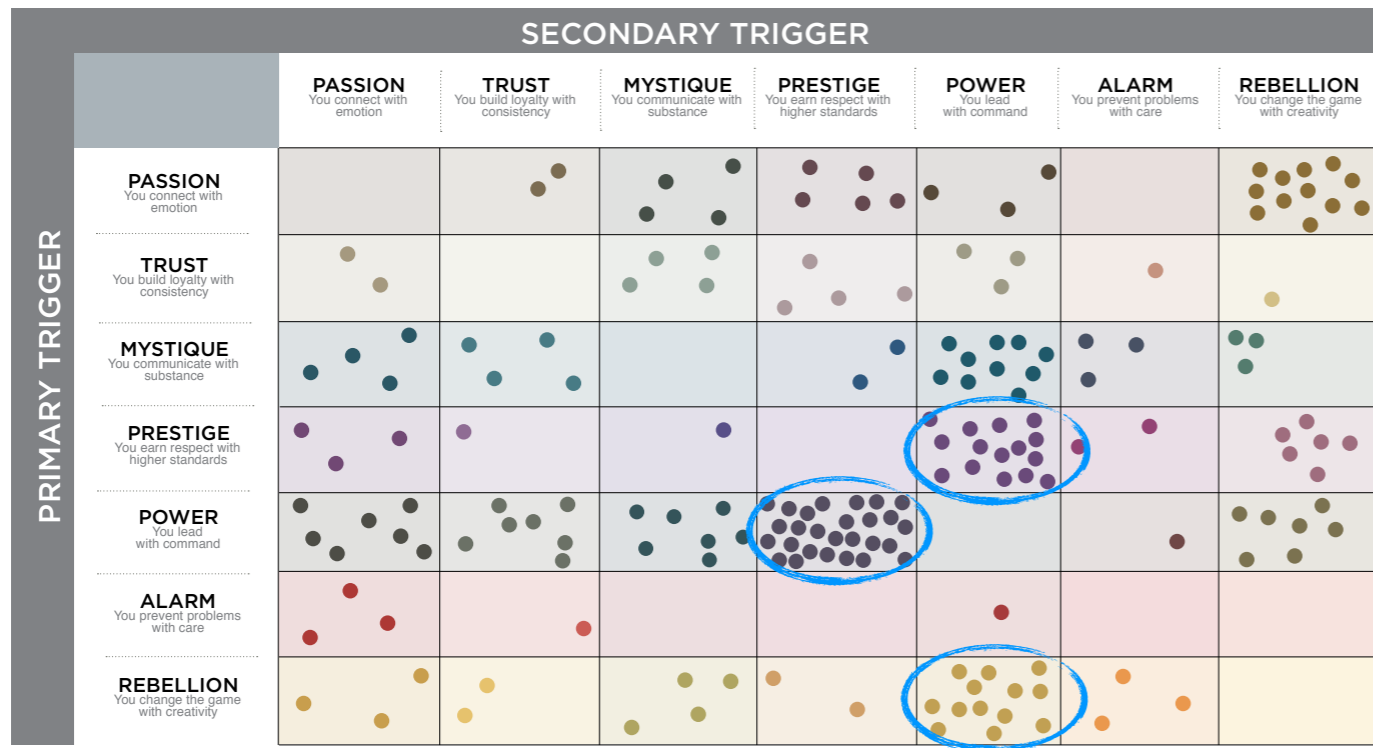
ENTREPRENEURS' ORGANIZATION RESULTS FROM THE FASCINATION ADVANTAGE TEST



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

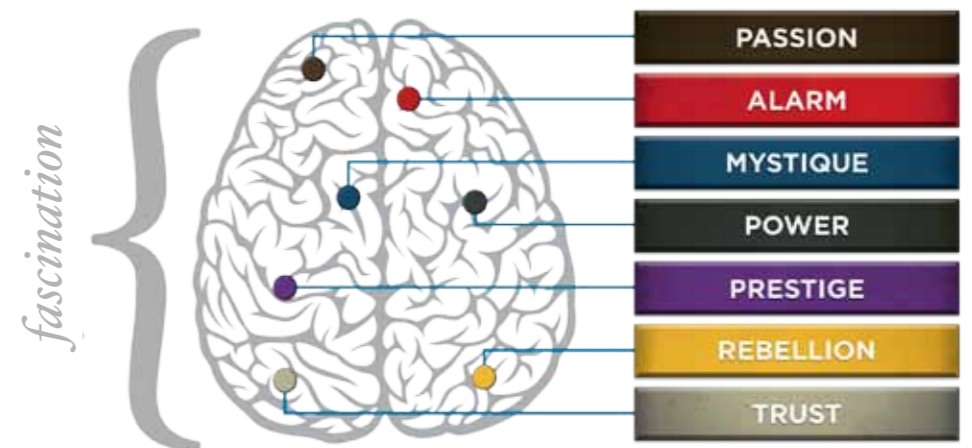
THIS IS YOUR CUSTOM “FASCINATION FINGERPRINT.”



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

		SECONDARY TRIGGER						
		PASSION <small>You connect with emotion</small>	TRUST <small>You build loyalty with consistency</small>	MYSTIQUE <small>You communicate with substance</small>	PRESTIGE <small>You earn respect with higher standards</small>	POWER <small>You lead with command</small>	ALARM <small>You prevent problems with care</small>	REBELLION <small>You change the game with creativity</small>
PRIMARY TRIGGER	PASSION <small>You connect with emotion</small>		1.1%	2.2%	2.7%	1.6%		6.6%
	TRUST <small>You build loyalty with consistency</small>	1.1%		2.2%	2.2%	1.6%	0.5%	0.5%
	MYSTIQUE <small>You communicate with substance</small>	2.2%	2.2%		1.1%	5.5%	1.6%	1.6%
	PRESTIGE <small>You earn respect with higher standards</small>	1.6%	0.5%	0.5%		8.2%	1.1%	3.3%
	POWER <small>You lead with command</small>	3.8%	3.8%	3.8%	14.8%		0.5%	3.8%
	ALARM <small>You prevent problems with care</small>	1.6%	0.5%			0.5%		
	REBELLION <small>You change the game with creativity</small>	1.6%	1.1%	2.2%	1.1%	7.1%	1.6%	

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



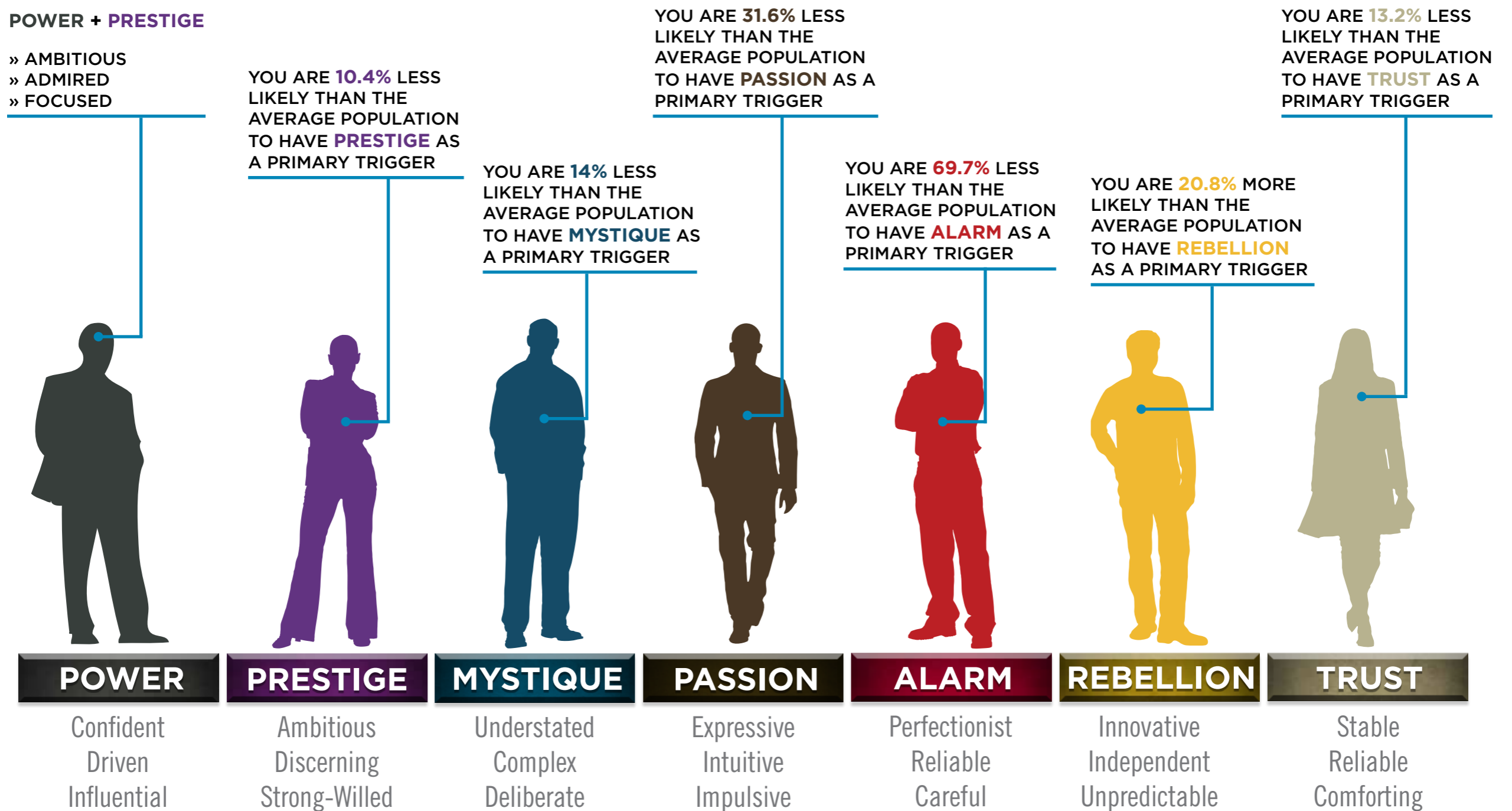
BASED ON YOUR AUDIENCE'S SCORES FOR "THE FASCINATION ADVANTAGE TEST," WE IDENTIFIED THEIR UNIQUE PERSONALITY STRENGTHS.

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

14.8% OF YOU ARE "THE MAESTRO"

POWER + PRESTIGE

- » AMBITIOUS
- » ADMIRED
- » FOCUSED



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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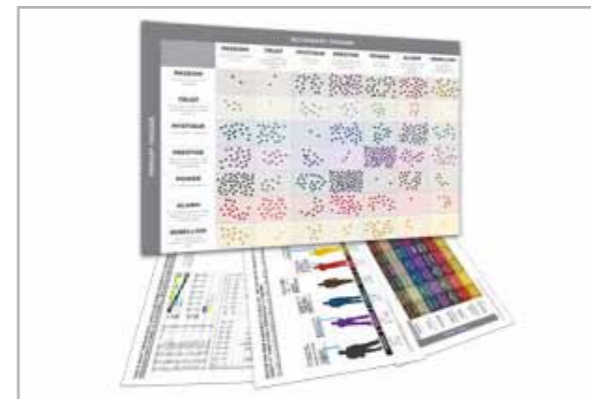
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Immediately communicate your highest value



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



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Coaching and Training with Master Certified Fascinate Coaches David Asarnow and Rene Kamstra
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- Sell More
- Close Faster
- Market More Effectively
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- Increase Company Culture

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