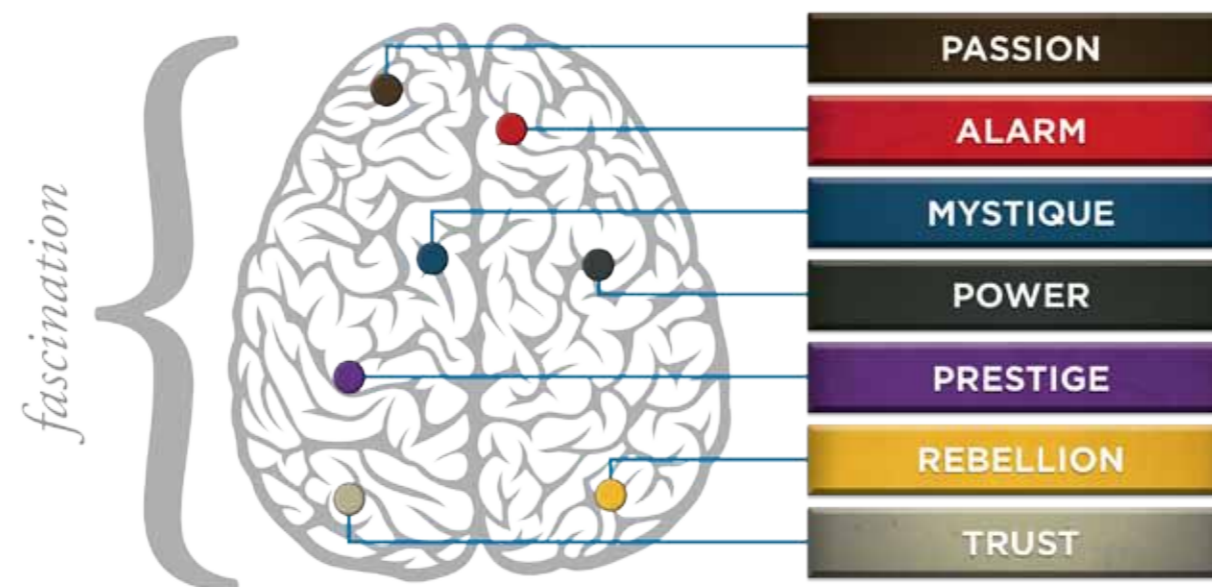


AN INSIDER'S *look* AT THE RESEARCH

FROM SALLY HOGSHEAD'S PRESENTATION TO CONCUR ON 10/18/12



“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 CONCUR:

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.

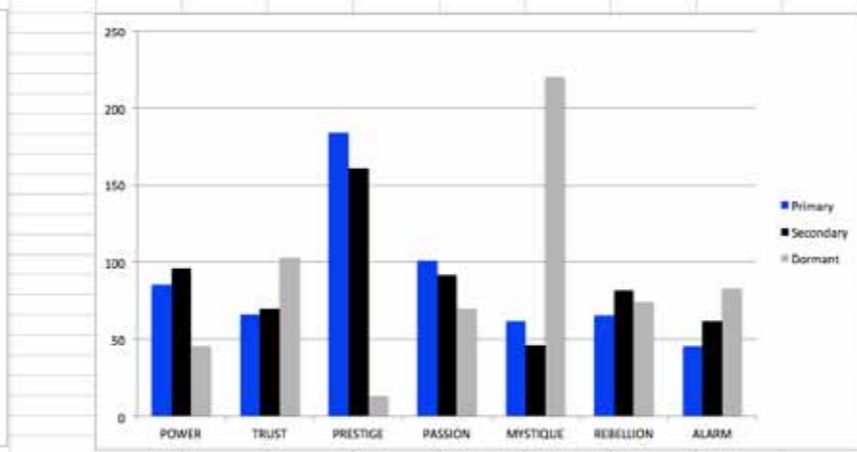
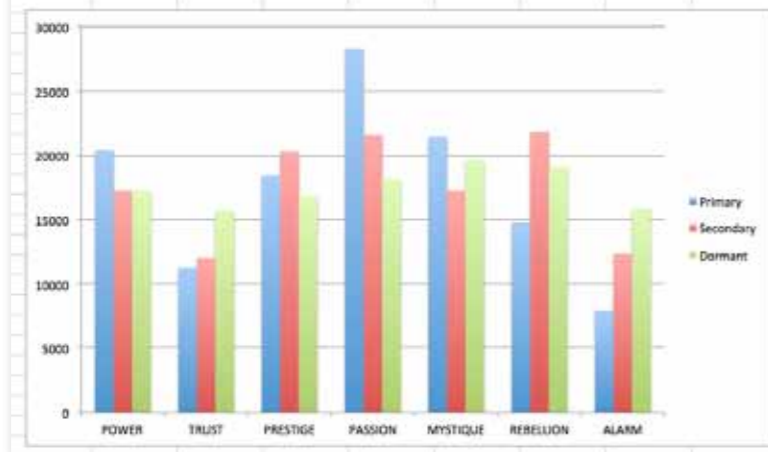


THIS IS WHAT THE RAW DATA ORIGINALLY LOOKED LIKE WHEN WE BEGAN TO COMPARE YOUR ORGANIZATION'S SCORES TO OUR OVERALL TEST POPULATION OF OVER 100,000 PEOPLE.

Primary	Secondary	Archetype	Sum	Percentage	PASSION	TRUST	MYSTIQUE	PRESTIGE	POWER	ALARM	REBELLION
prestige	passion	The Connoisseur	63	10.36%		4	8	35	6	17	31
prestige	power	The Victor	48	7.89%		9	16	26	8	5	2
power	prestige	The Maestro	46	7.57%		5	11	13	9	14	10
passion	prestige	The Talent	35	5.76%		15	16		48	12	30
passion	rebellion	The Catalyst	31	5.10%		4	3	46		4	7
prestige	rebellion	The Avant-Garde	30	4.93%		3	2	14	7		2
rebellion	prestige	The Trendsetter	27	4.44%		7	1	27	18	10	
trust	prestige	The Diplomat	26	4.28%							
power	trust	The Guardian	21	3.45%							
rebellion	power	The Maverick Leader	18	2.96%							
alarm	trust	The Sustainer	17	2.80%	PASSION	0.7%	1.3%	5.8%	1.0%	2.8%	5.1%
passion	alarm	The Orchestrator	17	2.80%	TRUST	1.5%	2.6%	4.3%	1.3%	0.8%	0.3%
prestige	mystique	The Architect	16	2.63%	MYSTIQUE	0.8%		2.1%	1.5%	2.3%	1.6%
trust	mystique	The Vault	16	2.63%	PRESTIGE	10.4%	2.5%	2.6%	7.9%	2.0%	4.9%
prestige	trust	The Blue Chip	15	2.47%	POWER	0.7%	3.5%	0.5%	7.6%	0.7%	1.2%
alarm	prestige	The Editor-in-Chief	14	2.30%	ALARM	0.5%	2.8%	0.3%	2.3%	1.2%	0.3%
mystique	alarm	The Bullseye	14	2.30%	REBELLION	1.2%	0.3%	0.2%	4.4%	3.0%	1.6%
mystique	prestige	The Royal Guard	13	2.14%							
prestige	alarm	The Perfectionist	12	1.97%							
mystique	trust	The Wise Owl	11	1.81%							
mystique	rebellion	The Secret Weapon	10	1.64%							
rebellion	alarm	The Quick-Start	10	1.64%							
mystique	power	The Veiled Strength	9	1.48%							
trust	passion	The Authentic	9	1.48%							
passion	mystique	The Intrigue	8	1.32%							

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

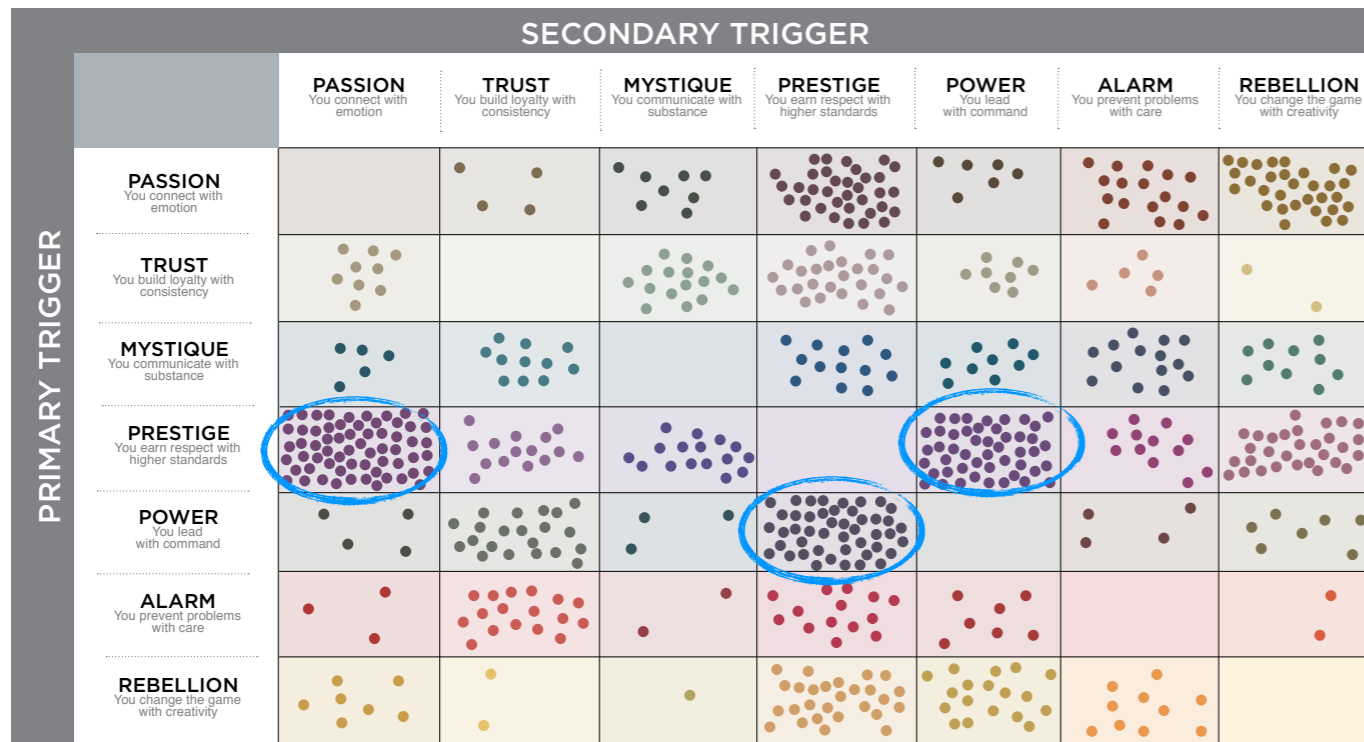
AVERAGE POPULATION									CONCUR								
	POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total		POWER	TRUST	PRESTIGE	PASSION	MYSTIQUE	REBELLION	ALARM	Total
Primary	20372	11264	18457	28326	21436	14792	7921	122568	Primary	85	66	184	101	62	65	45	608
Secondary	17228	12027	20309	21591	17230	21861	12322	122568	Secondary	96	70	161	91	46	82	62	608
Dormant	17254	15716	16828	18132	19645	19138	15855	122568	Dormant	45	103	13	70	220	74	83	608



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.”



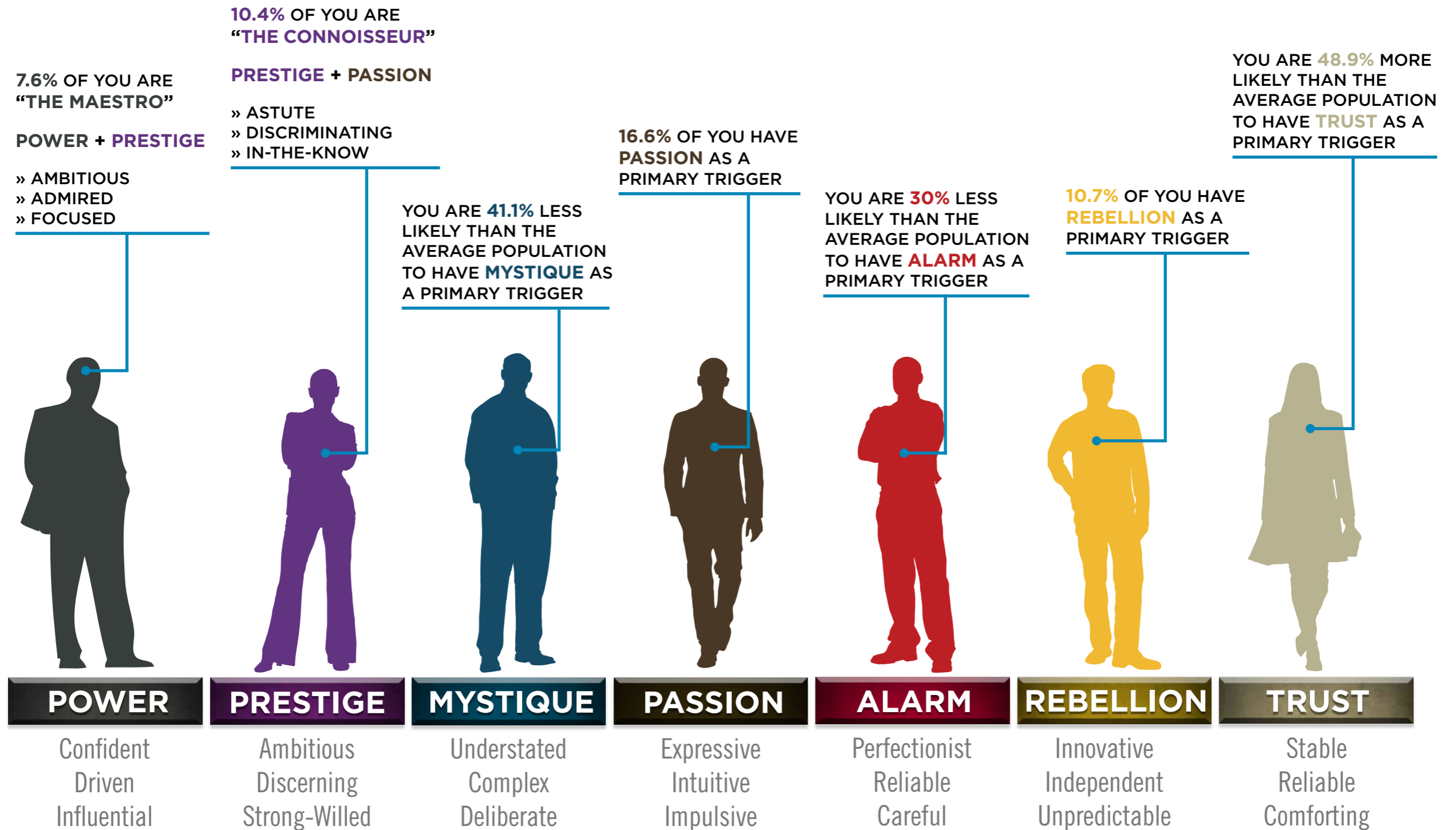
This diagram shows the concentration of Personality Archetypes of the organization.

		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		0.7%	1.3%	5.8%	1.0%	2.8%	5.1%
	TRUST You build loyalty with consistency	1.5%		2.6%	4.3%	1.3%	0.8%	0.3%
	MYSTIQUE You communicate with substance	0.8%	1.8%		2.1%	1.5%	2.3%	1.6%
	PRESTIGE You earn respect with higher standards	10.4%	2.5%	2.6%		7.9%	2.0%	4.9%
	POWER You lead with command	0.7%	3.5%	0.5%	7.6%		0.7%	1.2%
	ALARM You prevent problems with care	0.5%	2.8%	0.3%	2.3%	1.2%		0.3%
	REBELLION You change the game with creativity	1.2%	0.3%	0.2%	4.4%	3.0%	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.



THANK YOU FOR THE OPPORTUNITY TO LEARN MORE ABOUT YOUR GROUP.

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.

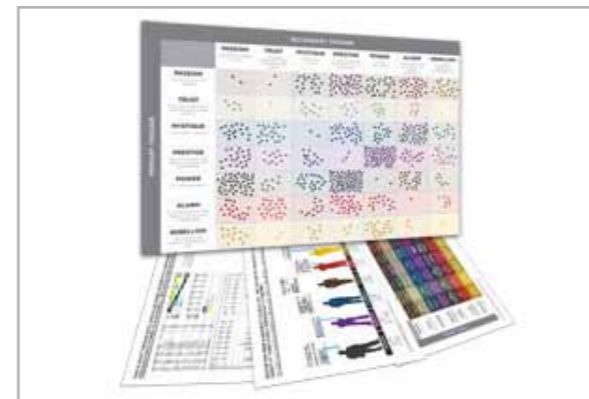
Questions? Don't hesitate to email our friendly team: Start@howtofascinate.com



Fascination Advantage™ Test & 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