

Enthusiast

- Motivated by recognition
- And having fun!

Characteristics	Conversational Style
Loves social gatherings	Very animated and emotional
Loves being the center of attention	Uses their hands a lot
Loves new things	Talks quickly and loudly
Good ambassador	Talks about relationships/emotions
Natural democratic leader	Loves social chit chat
Lateral thinkers	Smiles a lot
Natural entertainers	Finds facts and figures dull

Enthusiasts dislike

- Routines and rules
- Criticism of themselves
- Rejection

Enthusiasts avoid

- The detail
- Paperwork

Words to describe Enthusiasts

- Fun loving
- Optimistic
- Popular
- Impulsive
- Creative
- Up beat

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Enthusiast

Enhancement Tips

Enthusiast is your first card

- Learn to be more organised
- Be on time for others
- Talk less and listen more
- "Fun" isn't always the solution
- Overcome the need to be liked and liberate yourself
- Sometimes talking softly can have a greater impact
- Share the limelight with others

Enthusiast is your fourth card

- Fun is a good thing, put more in your life
- Try and be more expressive
- Make more effort to talk to others
- Smile more, it is infectious
- Speak up so we can hear you

Top tips for successful conversations

1. Know your conversation style
2. Identify the conversation style of the person you are talking to
3. Adapt your conversation to suit theirs

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www.conversationsmatter.com.au
(02) 9326 6803