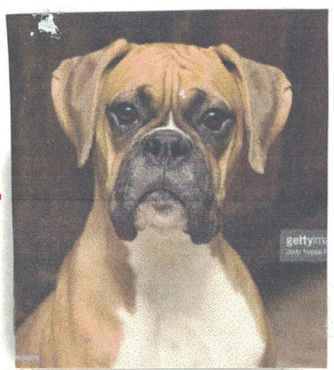


## "PAWSONALITY" Style Descriptions

### The Expressive

BOXER  
IDIOSYNCRATIC



The Expressive, a verbally adept personality, is engaging, accommodating, supportive of others, persuasive, socially adept, and relationship- rather than task-oriented. He or she loves to be one of the gang, and is usually found somewhere close to the center of attention. They're always ready for something new and exciting, especially if the gang is ready to participate. Additional strengths include enthusiasm, diplomatic skills, and the ability to inspire others.

Weaknesses involve impatience, not completing tasks, and sometimes erratic, irrational behavior. The Expressive can be viewed as manipulative, undisciplined, reactive, and unorganized. Don't be fooled, it's just a product of what makes them tick – fun and activities. Today's great idea can quickly become tomorrow's stack of undone work when something more exciting comes along. They are great idea generators, but may not remain focused long enough to see an idea through to completion.

The Expressive readily exchanges information and life experiences. Team members and clients gravitate towards these lively people. The Expressive's pleasure is recognition and acceptance while their pain is isolation and lack of attention.

#### Portrait of an Expressive Team Member's Workspace

In short, their workspace is usually messy. The Expressive loves favorite sayings and may have them plastered on the wall or on a desk. Their files are not in a filing cabinet. Rather, they're piled into stacks. But don't be misled. The Expressive knows exactly where everything is and can find virtually anything by its location. Just like a squirrel who's buried a nut.

Color choices will probably be lively. If there are flowers or plants, they're likely dead – either talked to death or lacking water, the expressive is very busy! The Expressive's greatest reward is personal acknowledgment from others, and examples of this will be displayed. The Expressive is an excitable dreamer, with lots of ideas and projects, but without the time to follow them up.

#### Portrait of an Expressive Pet Owner

They are usually slow to reach a decision while taking the conversation off-topic. Often thought of as a talker, overly dramatic, impulsive, and manipulative, these pet owners are anything but predictable. With their high-energy level, they are usually found talking with their hands and using adjectives to describe one noun.

They enjoy helping others and are particularly fond of socializing, so you'll find them socializing with other pet owners, giving advice, etc. while left waiting in the reception area. Be cautious though, as comfortable as they appear to be while waiting, they have a limit. When the conversations dry up and the fun stops so does their patience.

When educating an expressive, use personal experience, use adjectives, and pay attention to their signals. They will want time for questions, socialization, but still expect results. Keeping them waiting in an exam room alone for more than a few minutes can feel like torture. When left in the room, they are usually walking in and out looking for some stimulation or someone to engage with. They would do better waiting at the front desk where they can interact.