

# SANGUINE: Uniquely Blended

## SANGUINES

### All Sanguine blends SHARE the following traits:

- \_\_\_ Naturally people-oriented; have an active, positive movement in a favorable environment
- \_\_\_ Influence their environment by encouraging others to work together
- \_\_\_ Money is viewed as freedom to enjoy life
- \_\_\_ Spend often: see it! want it! feel good when they buy it
- \_\_\_ Not having the money isn't a deterrent (can easily find themselves in credit card debt!)
- \_\_\_ Instant gratification is their biggest enemy
- \_\_\_ Build relationships for social purposes both professionally and personally; the larger the network, the better!
- \_\_\_ Affectionate, friendly smile, and talkative, but have difficulty confronting others
- \_\_\_ People-oriented; make friends easily and often: genuinely like being around people to have fun
- \_\_\_ May know a lot of people but do not take the time to know a lot of people well
- \_\_\_ Become easily bored if not involved in a social activity; dislike solitude
- \_\_\_ Can change focus in an instant if become bored with the person or event
- \_\_\_ Exaggerate details and leave out certain facts in order to make the story more interesting
- \_\_\_ Impulsive when making decisions; often times regretting poor decisions but quickly forgetting the consequences
- \_\_\_ Have difficulty with awareness of time, typically running behind/late to their next obligation
- \_\_\_ Lack the ability to make objective decisions due to their concern of how it will affect their image
- \_\_\_ Food is a form of celebration and another excuse to party with people
- \_\_\_ Tend to overeat showing little restraint unless their appearance (vanity) is more important
- \_\_\_ Spontaneous, energetic, flexible, and outgoing; quick to say what they are thinking and feeling
- \_\_\_ Require a lot of touch, affection, and interaction especially from their significant other
- \_\_\_ Lead by encouraging others to be a part of the team; friendly, accepting, and trusting of everyone
- \_\_\_ Competitive and like sports due to the activity and involvement of people
- \_\_\_ Carefree, optimistic, forgetful, and disorganized: tend to overstate, over-promise, and under deliver
- \_\_\_ Need to be recognized for their accomplishments

## Sanguine/Choleric Blend

Primary Need: To be accepted socially      Secondary Need: To get results

*People-person who is goal-oriented and pushes through life trying to persuade others*

*Some sanguine/choleric blends are more forceful and result-oriented than others*

### **In addition to the shared Sanguine traits, these traits are specific to the Sanguine/Choleric blend:**

- \_\_\_ Goal or result-oriented and persuasive; good debaters, salespeople, and negotiators
- \_\_\_ Ability to gain the respect and confidence of various types of individuals
- \_\_\_ Assertive nature allows this blend to easily influence and convince others to accept their point of view
- \_\_\_ Strive to do business in a friendly way while pushing forward to win their objectives
- \_\_\_ Very energetic, work well with and through people, make good leaders
- \_\_\_ Able to coordinate events, delegate responsibilities; exhibiting poise and confidence in most situations
- \_\_\_ Lively, friendly, need to be active and/or with people ALL the time.
- \_\_\_ Able to persuade others to their point of view without being offensive but can be egotistical and overbearing
- \_\_\_ Tend to be verbally forceful/aggressive when communicating their views especially when frustrated
- \_\_\_ Work in spurts, have difficulty concentrating on details, look for something to breakup the monotony
- \_\_\_ Others easily follow this blend due to their contagious enthusiasm, friendly, open and sociable nature
- \_\_\_ Like the challenge of starting new projects but lack organization, planning, and follow-through
- \_\_\_ Tend to talk and play too much; find it difficult to concentrate long enough to complete a task
- \_\_\_ Perform best when: accepted by others, in contact with people, active, mobile, and building social relationships
- \_\_\_ Need the freedom to express themselves and persuade others
- \_\_\_ Need someone else to provide them with the details/information that will help them make their decisions
- \_\_\_ Fear: rejection, embarrassment, losing, detailed work, insignificance, not having freedom to be active/mobile
- \_\_\_ When stressed: they avoid listening to input, become restless, rebellious, or talk excessively about the issue
- \_\_\_ They may deny the reality of a situation and manipulate others by trying to persuade them
- \_\_\_ Procrastinate when they can't remember what they promised or feel as if they will be rejected
- \_\_\_ Burn-out frequently due to exerting intense amounts of energy
- \_\_\_ Can, at times, display a superior attitude that everything they have or do is better; like to name-drop
- \_\_\_ Strong dislike for details and even stronger dislike for routine
- \_\_\_ Natural ability to stir excitement and lift the spirits of others just by being present
- \_\_\_ Inconsistent, easily distracted, short attention span
- \_\_\_ Their lack of organization and planning often hinders their effectiveness in relationships and productivity

## Sanguine/Phlegmatic Blend

Primary Need: To be accepted socially      Secondary Need: To accommodate others

*People-person who is accommodating to the needs of others*

*More relationship oriented and consistent than the other sanguine blends*

**In addition to the shared Sanguine traits, these traits are specific to the Sanguine/Phlegmatic blend:**

- \_\_\_ Calm, friendly, accepting expression
- \_\_\_ Need to be with people most of the time but sometimes need to be alone (likely found resting or sleeping)
- \_\_\_ Stubborn...they establish a routine and follow it with unyielding determination
- \_\_\_ Optimistic, accepting, and accommodating; easily form long lasting relationships
- \_\_\_ Warm, gentle, understanding, compassionate, and empathetic
- \_\_\_ Reluctant to confront others
- \_\_\_ Can be too optimistic regarding the potential of others easily overlooking obvious flaws
- \_\_\_ Can oversell their ideas by being overly enthusiastic
- \_\_\_ Easily make friends but don't know how to avoid toxic people for fear of hurting their feelings
- \_\_\_ Need: personal involvement w/others, opportunities to form lasting relationships, and to be of service to others
- \_\_\_ Need: to be active, the freedom of expression, and have a routine with flexibility
- \_\_\_ Fear losing a relationship, living in an unstable environment, criticism, disunity, and being embarrassed
- \_\_\_ When stressed, they will deny reality, resist change (become very stubborn), and rebel against authority
- \_\_\_ Might procrastinate or attempt to misrepresent reality to avoid confronting or putting pressure on others
- \_\_\_ Procrastinate when unable to change their routine or accommodate others

## Sanguine/Melancholy Blend

Primary Need: To be accepted socially      Secondary Need: To do things right

*A people-person who is sensitive, creative, and detail-oriented  
More formal and sensitive than the other sanguine blends*

**In addition to the shared Sanguine traits, these traits are specific to the Sanguine/Melancholy blend:**

- \_\_\_ Function effectively once they have the information, time to think, and a detailed plan
- \_\_\_ Follow-through or consistency of a plan may be hindered by their fear of failure
- \_\_\_ Alone time allows creativity to be expressed and developed; able to excel in any artistic field
- \_\_\_ Driven to do a task correctly while making a good impression in the process; driven to win!
- \_\_\_ Capable of being the best in their chosen field
- \_\_\_ Persuade others utilizing both facts and emotions
- \_\_\_ Effectiveness in relationships and productivity is often hindered by giving into their fears
- \_\_\_ React with extreme emotion when fearful: can become critical, condescending, and flee from the situation
- \_\_\_ In response to rejection, their emotional response can lead to verbal and physical aggression
- \_\_\_ Emotional highs and lows are fueled by being impractical, having high standards, and not enough alone time
- \_\_\_ Need to feel accepted and be with people but also need time alone to think, plan, review, and create
- \_\_\_ Need a variety of activities
- \_\_\_ Will ask a lot of specific questions to avoid failure or being embarrassed
- \_\_\_ Procrastinate when the risk of failure is too great or they think they won't make a favorable impression
- \_\_\_ Fear rejection, embarrassment, not doing the task correctly, not making a favorable impression, losing, failing, or being personally criticized