







Your temperament determines the words you say  
to yourself and to others

### Sanguines

Often speak with animated, fun, exaggerative, people-oriented words  
“That sounds fun!”  
“Come join in!”  
“Oh, I totally forgot!”

### Cholerics

Often speak with bold, bossy, confident, controlling, bottom line words  
“I’ll do it!”  
“Hurry up!”  
“Follow my lead.”

### Melancholics

Often speak with detailed, analytical, compassionate words  
“I’ve been giving it some thought.”  
“I don’t trust them.”  
“Are you sure that’s safe?”

### Phlegmatics

Often speak with sarcastic, easy-going, patient, kind words  
“No big deal.”  
“I’m good with whatever.”  
“Can it wait until tomorrow?”

*We have to listen to understand. Most people listen to reply.*

Most miscommunication is not intentional. We need to be very intentional with our words.

Your temperament determines the words you need to hear

Innate needs			
<p><b>SANGUINES</b></p> <p><b>NEED</b></p> <p>Approval Acceptance Attention Affection</p>	<p><b>CHOLERICS</b></p> <p><b>NEED</b></p> <p>Loyalty Sense of Control Appreciation Credit for Work</p>	<p><b>PHLEGMATICS</b></p> <p><b>NEED</b></p> <p>Harmony Feeling of Worth Lack of Stress Respect</p>	<p><b>MELANCHOLICS</b></p> <p><b>NEED</b></p> <p>Safety Sensitivity Support Space &amp; Silence</p>



