



# personality QUIZ

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## Money Personality Report For Joe Sample

### Your Primary Animal



Dolphin

### Your Secondary Animal



Labrador

Section One:	Important notes on your Personality Report	2
Section Two:	Your Personality Chart	3
Section Three:	About your primary and support animal	6
Section Four:	Applications for Dolphin with Labrador Support	9
Section Five:	Summary	17



# personality QUIZ

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## Section One: Important notes on your Personality report

Your Personality Report is based on the way you responded to the questions in the Personality Quiz.

Importantly, when you look into human behaviour through the perspective of Personality it is important to have at least a basic understanding of the Personality Quiz model.

Essentially, Personality Quiz uses four animals - Owl, Monkey, Dolphin and Labrador - to describe your Personality preferences.

You have all of these animals in you; it is just that one animal is likely to feel "more like you" than the others. In this sense you will have a primary animal, a support animal and so on. You will also have an animal you probably feel you don't have much in common with.

In your Personality Report you will be introduced to your primary Personality animal. Your primary animal is the one that wants to come out to play, and when permitted to do so tends to work and play with ease. When circumstances require the use of the other animals, more effort and greater focus is typically required.

This is a similar concept to being left- or right-handed. For most people they have a preferred hand to write with, throw with and so on. The hand you prefer to use can also be considered your primary hand. While you could develop your ability to use your "non-preferred hand", doing so will take greater effort and focus than using your preferred hand.

Lastly, developing an exact science that accurately predicts the complexity of human behaviour all of the time is challenging, and arguably impossible. While we receive regular feedback acknowledging the accuracy of the Personality Quiz Reports, we recommend you take the report for your own reflection and not as a tool for decision making without your own thoughts and analysis.

Enjoy learning about your Personality and we hope you find it insightful and memorable!



# personality QUIZ

## Section Two: Your Personality Chart

### How to read your Personality Chart

Each Personality animal has two bars. The bars range from 0 to 100%. Your primary Personality animal is the one with both bars at or over 50%.

While your primary Personality animal is likely to be dominant for you, the other animals provide support to your primary animal, some more so than others. How the other animals work for you is explained throughout your report.

### Certainty of your Personality animal

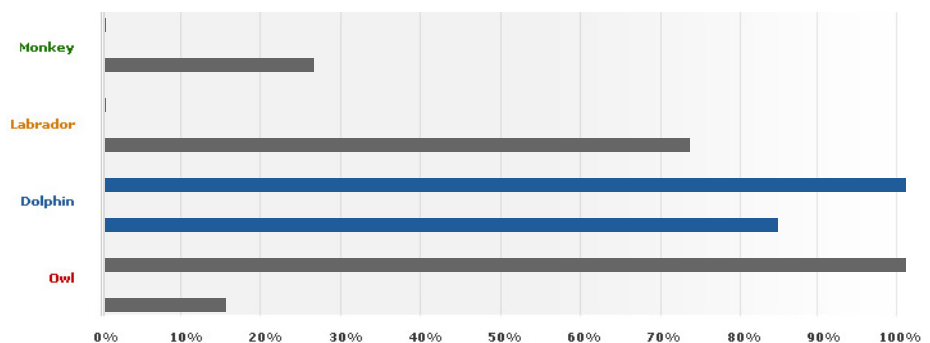
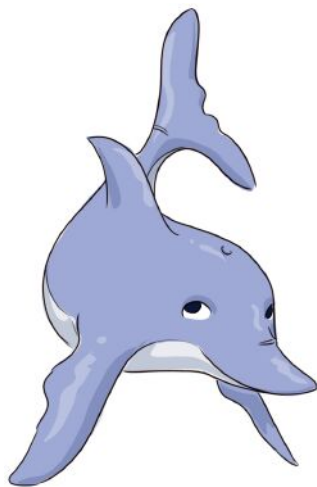
The certainty that your Personality animal feels true to you can depend on how consistent you were when answering the questions.

The certainty is shown in the chart below: bars at or near 50% shows less certainty than the bars that are closer to 0 or 100%.

It is important to highlight that more certainty is not necessarily better. Even those who report with low certainty usually indicate their reported Personality description is remarkably accurate.

### Your Personality Chart

Below is your Personality Chart. Your primary Personality animal is the Dolphin.



### Dolphin



# personality QUIZ

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With the Dolphin as your primary Personality animal, you are likely to:

- enjoy creativity, curiosity and possibility
- be interested in the wellbeing and growth of yourself and others
- want to live an authentic life which is in alignment with your internal values
- be adaptable, flexible and accommodating until a value is compromised.

Although it may not be clear from the chart above, your support animal is the Labrador. This is further explained below.

## **About the two bars for the Dolphin and the bottom bar for the Labrador**

To help you understand your Personality it is helpful to understand what the two bars for the Dolphin represent, and what the bottom bar for the Labrador represents.

The top bar for the Dolphin is looking at how you prefer to collect information, or perceive.

There are two core preferences for perceiving being considered. The first is a preference to collect facts and details; the second is a preference to perceive patterns and connections.

The Dolphin is more oriented to the second preference for perceiving; that is, a preference for perceiving patterns and trends, connections and possibilities.

The Dolphin has this preference in common with the Owl. This is why the top bars for Owl and Dolphin are the same.

The bottom bar for the Dolphin is looking at how you prefer to make a decision or form a judgement.

There are two core preferences for decision making or judging being considered. The first is a preference to use thinking, logic and analysis, basing decisions on principles and reason. The second is a preference to use feeling, humanitarian-type values and emotional consideration when deciding.

The Dolphin is more oriented to the second preference for decision making and judging; that is, a preference for care, compassion and empathy.

In your graph, notice the Labrador has a bottom bar greater than 50% indicating this aspect of Labrador was strong for you.



# personality QUIZ

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The bottom bar for the Labrador is looking at how you prefer to manage yourself and your environment.

There are two core preferences for managing being considered. The first is a preference to be orderly and structured; the second is a preference to be flexible and spontaneous.

The Labrador is more oriented to the first preference for managing; that is, a preference for being orderly and structured. This creates a desire to bring stability, responsibility and reliability.

Accordingly, you are likely to see these Labrador preferences in your behaviours; however, these will be in support of your inner Dolphin.



## Section Three: About your primary and support animal

### The Dolphin

People with Dolphin preferences desire meaning, harmony, purpose and growth.

People with Dolphin preferences seek to understand the meaning behind decisions and insights into how such decisions will support the development of people, both in their immediate space and globally.

With this interest in people, the Dolphin tends to have a knack for diplomacy and often senses the emotional needs of others, sometimes well before the other person has recognised such needs themselves.

In addition to their people sense, there is also a keen focus on possibility. Dolphins like to collect information through patterns and connections, and then take this to explore possibilities. The possibilities can become many very quickly, with the risk of the Dolphin being overwhelmed and losing focus.

With their preference to explore possibility, environments of little flexibility stifle the energy of people with Dolphin preferences.

From a financial perspective there is more often interest in how money can be used to support the growth and development of others, as opposed to how it can be used to support oneself.

Importantly, people with Dolphin preferences need to be careful not to give away everything they receive before accumulating anything for themselves. It is only once there is mastery in the art of receiving that they will be able to give at the levels that bring them great amounts of satisfaction.

Interestingly, people with Dolphin preferences are the most likely to view money as a "negative" resource. That is, it is acquired by those who are selfish, greedy and similar. While there may be examples of people with these traits who accumulate large volumes of wealth, there are many generous, caring and compassionate people who have acquired large volumes of wealth too.

Importantly, people with Dolphin preferences can benefit greatly by exploring how they think and feel about money.



# personality QUIZ

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With healthy and productive beliefs about money, people with Dolphin preferences can balance the responsibility of day-to-day money management while using their insights and natural instincts to grow themselves and others.

One such person who displays Dolphin preferences is Oprah Winfrey. Oprah's Dolphin preferences come through in her charitable work, and also her support for authors and speakers who some may consider "new age" with their messages of peace, humanity, growth and evolution.

## **Your support animal - the Labrador**

As indicated above, you use Labrador preferences to support your primary animal - the Dolphin.

To understand this, let's first look at the Labrador style and then we will look at how you draw upon these preferences to support your Dolphin preference.

## **About the Labrador**

People with Labrador preferences desire structure, order and belonging.

They trust their experience and what has been proven to work in the past. Accordingly, unless there is good reason to do something differently, people with Labrador preferences are happy in embracing the tried and tested ways. This highlights one of the key Labrador strengths - stability.

Although a challenge for some of the other personality types, stability comes naturally for people with Labrador preferences.

For people with Labrador preferences, money represents security. They are usually happy as long as they know enough money will be coming in to look after the household on a weekly or monthly basis.

If for some reason cashflow, employment or business becomes rather unpredictable the Labrador type can experience significant levels of anxiety and stress.

Due to the preference for stability and trusting what has been proven, they can have a potential weakness of being slow to change.



# personality QUIZ

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While this may be the case, people with Labrador preferences bring very high levels of reliability, dependability, consistency and loyalty.

One of the most famous and financially wealthy people who displays Labrador preferences is Warren Buffett, the founder of Berkshire Hathaway.

Buffett continues to build one of the most successful investment businesses the world has ever seen. In business, Buffett draws upon his attention to detail and appears to operate in a very ordered and structured way.

Not a risk taker, Buffett speaks of two rules for investing: Rule #1 Don't lose money; Rule #2 Don't forget rule #1.

Buffet's two rules for investing is classic language of people with Labrador preferences.

## **How you use the Labrador personality**

You are likely to see some of the Labrador preferences in you; however, not to the same level as someone whose primary animal is the Labrador.

The part of the Labrador you're most likely to draw upon relates to the desire for order and structure. Following a plan to the letter is likely to be preferable than flying by the seat of your pants.

Environments of little order and structure are likely to be challenging even though your primary Dolphin likes the freedom to explore possibility.

The Labrador preferences support the primary Dolphin by enabling you to be measured and structured as you assess one opportunity from another, checking against your values as you decide where to apply greater time, attention and effort.

Due to your primary Dolphin preference, you do differ to those with Labrador as their dominant preference regarding your level of interest for material security. Sure, you are likely to enjoy the nice things in life, but motivation for such is seldom put in front of your interest for harmony, authenticity and helping people live fulfilling and rewarding lives.





## Section Four: Applications for Dolphin with Labrador support

### Wealth creation

Dolphins have a preference to create wealth in a way that feels authentic to their internal values.

Your internal values are likely to be aligned with humanitarian-type values such as peace, love and acceptance. Closer to home, personal growth, authenticity, compassion and contribution are likely to be highly important to you.

The way you earn income is important to you and, accordingly, you may experience times where cashflow is tight, typically a result of employment and/or business transitions.

Interestingly, if you have not done so already, you're likely to experience more change in work and/or business than many others. This is a reflection of your deep need to work in a way that meets both your material and philosophical needs.

Regarding your philosophical needs, it can take many years, and more often decades, before you feel well connected to your deeper drivers. In fact, you are likely to use both desirable and undesirable experiences to understand just what your internal values and philosophical needs really are.

In addition to using change to understand yourself, your interest in possibilities further encourages you to seek out new opportunities.

Accordingly, your sweet spot for wealth creation is in the innovative realm where the development and support of people is a high priority.

Interestingly, the seemingly inequitable distribution of financial resources can be a source of stress for you, and looking for ways to support the less fortunate is likely to be important.

You may attempt to cater to this through financial gifting; however, in time you're likely to find personal endeavours are needed to look after this need. Examples of such endeavours include sitting on boards of charities, working for socially focused organisations, or even establishing new social enterprises.



In a sentence, your preferred way to generate wealth is through inspiration, harmonising, creativity and growth.

## **Strengths**

With the Dolphin as your primary animal, one of the most natural strengths you have is your capacity to think outside the square.

Scanning the world for new opportunities and seeking ways to improve self and others is not a task but a joy. Ideas come readily for you, but further to that, your interest in sharing these ideas with others can make you a catalyst for change.

With the Labrador in support, you will look for a structured and organised way to execute such change.

Interestingly, your deepest motivator for change is not typically a tangible and commercial benefit as much as you may need to sell it this way to other types but an interest in the wellbeing of the people around you.

This indicates another of your strengths; your awareness of the unspoken emotions and feelings of others. You are likely to be sensitive to the emotional needs of people around you. It may take some time to understand what you can do with this insight.

Sympathy is likely to come readily for you, enabling you to be a supportive and influential friend, manager, mentor or employer, helping those around you understand their emotional needs often well before they would otherwise be aware of them.

With this awareness you can identify those who are open to your support and interest in influencing and inspiring them to live healthy, happy and productive lives.



## Opportunities for growth

Given your connection with other's emotional needs, and your love of growth and change, it is easy for you to become overwhelmed with all that could be done to make your life, and other's lives, better.

It is important to remember that "better" is a subjective opinion, based on one's perception at a particular time. Given your leading Dolphin, you may look for change even when there is a case for keeping things just as they are.

A key opportunity for growth is developing your instincts around who is interested in change, and what to change, and knowing who and what to leave alone. You may find yourself overstepping the mark until you have developed this awareness.

With your keen interest in possibilities and opportunities, you may find yourself over-committing to new projects and initiatives and, in time, find it difficult to meet your intentions and/or deadlines.

On the flipside, your support Labrador may mean that you leave desirable change much longer than is healthy due to your desire to be loyal, reliable and steadfast to others.

It's important that while being kind and considerate to others is important to you, you don't forget about being kind and considerate to yourself.

## Goal setting

The goal-setting preference for Dolphins is multiple, long-term goals backed by purpose.

Such idealism may mean you forget about the practical realities of bringing a goal to life.

Fortunately, your supporting Labrador likes to keep your feet on the ground, and therefore may take charge of your goal-setting activities by creating short-term measurable targets.

While this can help from a practical sense, you can become addicted to achieving goals in the Labrador way, only to discover in time that the goals which make sense from a practical and material perspective may leave the Dolphin wondering, "Is this it?"



# personality QUIZ

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It can therefore be useful for you to stop on a regular basis to assess what you are working on and the practical realities of what you are achieving through your efforts.

Through this process you can refine your activity and ensure that your philosophical needs are being supported, without foregoing your physical and material needs.

## **Communication**

The Dolphin prefers to use visionary and diplomatic language.

Other communication tendencies of the Dolphin include:

- being eager to discuss possibilities
- enjoying talking about what they value
- asking "why" questions
- using abstract descriptions and talking in general terms
- being interested in how others have been considered
- preferring "rules of thumb" as opposed to facts and details.

When it comes to communicating with people of Dolphin preferences, it is beneficial to demonstrate the meaning and purpose behind recommendations or suggestions, provide possibilities, and respect their deep desire to be emotionally considerate when making decisions.

## **Stress**

With your primary animal being the Dolphin, you're likely to experience stress from insincerity, dishonesty, lack of authenticity and conflict.

Your high value on harmony means you are susceptible to stress and anxiety when people are not getting along. If you believe a contentious issue can be worked out then you may participate in view of a resolution, but if you think a satisfactory resolution is unlikely, you are likely to withdraw.



# personality QUIZ

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Given your interest in "what could be", more so than "what is", facts, figures and details can be a source of stress to you. While it is freeing to believe you can deal with the practical realities of life as needed, keep in mind that the facts and figures do paint a picture, just as your intuition does. Using facts and figures to look at patterns and trends is healthier for you than getting overly consumed by the detail.

You are also likely to experience stress when your support Labrador feels out of control. Getting organised and on top of unfinished projects can assist with alleviating this sense of anxiety.

When others question your integrity you're likely to notice a strong emotional response, indicating that such an event is a stress trigger.

For many, the concept of integrity is confused with authenticity. It is important to highlight that holding integrity to something that is misaligned from what you truly value will not last anyway. Being authentic to self and your personal values is the true form of integrity for the Dolphin type.

Keep in mind not everyone lives through your desired values of harmony, consideration, compassion and acceptance.

When you become judgemental, critical, harsh or blunt, look within yourself as it is likely you are in a stress state.

To reduce stress, take some time out to reflect and ponder. Uplifting movies and self-help books are often sought by Dolphin types during times of stress.

Meditation, relaxation and engaging in gentle exercise in the outdoors and nature are also healthy stress releasers for your type.

## **Sense of balance**

While your primary preference is Dolphin and your support is Labrador, being able to draw upon the other animals when circumstances require is important. Further than the practical need, being able to do so enhances your sense of balance.



## **You and your Owl**

Both the Owl and Dolphin have a keen interest in possibilities, patterns, and what could be. However, the motivator is different with the Dolphin more highly focused on making the world a better place from a humanitarian-type perspective, and the Owl more focused on making the world a better place by building better businesses, organisations, structures and models.

At times it will be important for you to draw on the Owl's preference for competence, logic and intellectual reasoning, particularly when making business, career or financial decisions.

In saying this, keeping these considerations in balance with your deep people-oriented values is important to deliver conflict free and sustainable plans or strategies.

## **You and your Monkey**

The Monkey in you likes spontaneity, activity and short-term, impulse-oriented activity. It doesn't like order, structure and appropriateness.

If this style of apparent reckless abandon sounds foreign to you, it is because the Monkey is likely to be the animal that gets to play the least, or, if it does play, the one that provides greatest stress and anxiety.

Occasionally it can be helpful for you to have a "Monkey day" where you just go with the flow and follow your impulses.

It is healthy to occasionally do something "just for the sake of it".



# personality QUIZ

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## **In teams**

Dolphin dominant types are capable of being gently influential in teams. Your interest in the wellbeing of people around you and your interest in improving what the group does, and how it does it, is valuable.

You're likely to have a desire to contribute ideas and possibilities to serve the values and underlying emotional needs of your team. Your interest in different viewpoints can enable you to deliver your opinion with diplomacy and sensitivity.

If you're not doing this, it's either because such contribution is not valued or you're still building your confidence to contribute in this way.

Teams also need a sense of stability. Your support Labrador provides this to teams of which you are a part.

To increase your effectiveness it's important you use your support Labrador to attend to facts and details to ensure your contributions support the practical needs of teams, as well as the needs of the individuals within the group.

Such an approach is of benefit at home and at work.

## **Working with others**

### *Dolphin and Owl*

The Dolphin and Owl both have a possibility focus. This is useful common ground.

Owls seek logical reason behind decisions whereas the Dolphin seeks meaning and purpose.

Accordingly, Owls are well suited to analysing and assessing how a decision or strategy can be implemented, and the likely outcomes. The Dolphin is likely to assess how the process of change and outcomes may impact on people.

If you feel the emotional cost of a particular strategy will be high, you can highlight this with the Owl.

Together you can then discuss ramifications and, if necessary, explore another possibility which may have been previously dismissed because it wasn't the "ultimate" logically.





# personality QUIZ

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## *Dolphin and Monkey*

The Dolphin is likely to have an idealistic and global vision, however, may be a little slow to take a tactical sidestep which will help you move forward. The Monkey can help by providing short-term tactical considerations the Dolphin hadn't previously thought of or, if so, hadn't had the short-term energy to execute.

The Monkey may need time and guidance to understand the meaning and purpose the Dolphin carries into all of their projects, and through such awareness can then consider the adverse impact of any tactical suggestions on harmony and people.

On the flipside, the Dolphin can assist the Monkey develop longer term direction, potentially leading the Monkey to much greater satisfaction upon the achievement of their goals.

## *Dolphin and Labrador*

Even though the Labrador is your support animal, you're unlikely to have the same level of stability and structure as someone whose primary animal is the Labrador.

The beauty of this relationship is the interesting combination of idealistic visionary and traditional doer.

The Dolphin is likely to have ideas as to how to make the world a better place, whereas the Labrador will be able to see what makes the world a great place today.

The Labrador values tradition and the tried and tested way; Dolphins risk "throwing the baby out with the bathwater" if their intuition and possibilities aren't grounded.

When the Dolphin gives birth to a new idea, the Labrador can work with them to make it more tangible, practical and attainable.

The Labrador has the gift to keep the Dolphin's idealistic dreams grounded in reality, while the Dolphin can develop long-term possibilities the Labrador may have never considered, typically encouraging the Labrador to follow their heart and passions.

As a result, the Dolphin is likely to see more of their ideas and visions turn into reality, while the Labrador is likely to become more engaged and connected with what it is they are working on, committed to, and achieving.





# personality QUIZ

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## Section Five: Summary

We hope you have found your Personality Report interesting.

Remember your Personality is just a set of preferences. When you get to use these preferences it will probably feel like your life is in harmony. However, for some tasks or activities it will be beneficial to draw on some of the other animal types. With practice you'll refine how to draw upon your dominant animal preference in balance with the other animals.

It takes all animals to make up the world. When you think one animal is better than the other, think again - all animals have their place and offer equally valuable contributions to our society.

We encourage you to embrace your personality type and encourage others to embrace theirs too.

Now you have learnt about your Personality, here are some things you can do.

### Share your report

You're welcome to share your report with family, colleagues and professional advisers. This will enable them to understand you better and support you in a way that is more aligned to your deeper needs and wants.

To share your report, first save it to your computer or portable drive and then you can either print or email it. Alternatively, you can forward the link on.

### Invite others to complete the quiz

Would you like to invite a friend, family member or colleague to complete the Personality Quiz?

If so, just send an email to [info@personalityquiz.com.au](mailto:info@personalityquiz.com.au) and we can arrange it for you.

Thanks for visiting Personality Quiz and learning about your personality!