

THE 4 COMFORT ZONES

The ACHIEVER

“Notice my accomplishments”

- Most comfortable when in charge of people & situations
- Confident in a crisis and throw themselves into challenges
- Accomplish as much as possible as quickly as possible
- Happiest when bending the rules

THE 4 COMFORT ZONES

The INFLUENCER

“Notice how influential I am”

- Most comfortable when where the action is!
- Confident, optimistic risk-takers and great ‘ideas’ people
- Use their charisma to get others to buy into their ideas
- Happiest when engaging with people socially

THE 4 COMFORT ZONES

The INCLUDER

“Notice how well liked I am”

- Most comfortable when they know where they stand
- Approachable, receptive, and make excellent listeners
- Establish rapport easily and build strong relationships
- Happiest when operating collaboratively

THE 4 COMFORT ZONES

The ANALYSER

“Notice how efficient I am”

- Most comfortable when working with detail and tangibles
- Deliberate, systematic and persistent problem solvers
- Think logically to achieve outcomes, handle many variables
- Happiest when following a proven process