

The Altruistic Attractor

The Altruistic Attractor: This attractor is an expression of the need or energy to benefit others at the expense of self. At times there's genuine sincerity in this dimension to help others, but not always. Oftentimes this is a sign of low self-worth.

General Traits: Average Altruistic

- *You're a stabilizing force between givers and takers and have no extreme view.
- *You can both help and hold back. You are able to discern between real needs and when people simply have complaints.
- *About 7 out of 10 people score like you in this dimension.
- *You can think clearly and logically about the needs of others as well as your own personal needs.
- *You are able to understand both the poor and the affluent equally without harsh judgment of either one.

Key Strengths: Average Altruistic

- *You have a balanced outlook when assisting people who may be scamming the system.
- *You are able to pitch in when necessary and say "no" when you've had enough.
- *You can both take a stand for injustice and let some *seemingly* unjust situations ride.
- *You know when helping becomes a hindrance to long-term success.
- *You are not moved by every sob story that comes down the pike.
- *You appreciate a helping hand and you appreciate hard work while understanding the differences between the two clearly.

Motivational Insights: Average Altruistic

- *You have a general level of appreciation for others in relationship to the over-all working world.
- *You will moderate between giving and taking with balanced judgment.
- *You have no extremes on either end of the "helping others" scale.
- *You are pragmatic in your approach to assisting others in need.
- *You will be a good judge of how often you should bail someone out.
- *You'll likely be uncomfortable with people who give to in excess.
- *You'll likely be uncomfortable with those who only focus on themselves.

Training/Learning Insight: Average Altruistic

- *You're flexible and able to be an accommodating participant and a controlling factor in training and developmental programs.

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- *You can either be on a team-oriented or an individualistic and independent learning activity.
- *Your ability to be supportive of others as opposed to always having to control the show will give you a leg up when involved with team dynamics.
- *You will likely present yourself as a neutral player and will support trainers as opposed to having to be the owner of the team and agenda.

Continual Improvement Insights: Average Altruistic

- *You may need to take more control in certain situations and not remain neutral.
- *You may need to own it more and not hang back and wait for someone else to take control in certain power struggles.
- *Remember, helping others succeed can have practical results that can deliver business results that matter.
- *You can take or leave leadership roles; make sure you are not needed if you decide to sit back.
- *You should respect those who appear self-interested and not always mistake it for being “selfish.”

General Traits: Very Low Altruistic

- *You will likely see others as guilty until proven innocent.
- *You will protect your own turf.
- *You will be difficult to take advantage of.
- *You may think in terms of you first and others last.
- *You may view others as “in your way” as opposed to “on your side.”
- *You will likely be distrusting of most people.
- *You will likely not appreciate people who don’t carry their own weight.
- *You’ll likely see others as a means to any given end.
- *Depending on how far below the mean your intensity is on this scale, you’re experience with most people will not be worth talking about.
- *You will not be moved by emotional appeals.
- *You will likely prefer going it alone.
- *You may view difficult decisions involving people as “just business” and not “personal.”
- *You may be seen as a “survivor” as opposed to a “thrivor” in life and business.
- *If your “influence” line in your DISC is low, some people may feel like hugging you is like hugging a cactus.
- *You will likely be stalwart in chaos.
- *You will easily spot snake oil salesmen.
- *You have low tolerance for people who complain and whine about their problems.

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Key Strengths: Very Low Altruistic

- *You are able to do the harder things when it comes to people decisions.
- *You will likely be able to separate your emotions from necessary actions.
- *You will be difficult to take advantage of.
- *You see certain people coming from a mile away.
- *You are less likely to put up with nonsense.
- *You will have a no nonsense approach to horse sense.
- *You are not afraid to say “no.”
- *You will likely avoid “stupid” people.
- *You will make decisions that will benefit your future.
- *You take problems and challenges seriously.
- *You will likely stop an intruder dead in their tracks.
- *You will likely not shy away from difficult decisions.
- *You’ll have a low tolerance for wasted time and energy.
- *You have little to no patience for ignorance.

Motivational Insights: Very Low Altruistic

- *You connect all outcomes to practical needs as opposed to people needs.
- *Because you will gravitate towards independence when working, pre-set time for independent activities.
- *Your approach will be unemotional and will appear disconnected if your “Influence” measurement is below 50% within your DISC score.
- *You respond better to logic and reason and will likely rebuff touchy-feely approaches.
- *Your no nonsense approach could be taken wrong by the more sociable styles.
- *Remember that there will be a decent amount of people that may believe you don’t like them.

Training/Learning Insight: Very Low Altruistic

- *You will likely enjoy group activities that have less personal agendas.
- *You may not enjoy cooperative learning activities as opposed to activities that require directing and controlling.
- *You may not feel at home when working emotionally with teams.
- *You may likely be quiet and in the background when involved in training activities.
- *You may need to step back and realize your strength when working with passive types.
- *Being forceful isn’t bad, but sometimes it scares people if it’s too strong.
- *Be aware of your no nonsense approach to other people.

Continual Improvement Insights: Very Low Altruistic

- *You will likely be avoided by emotional “feeler” types.

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- *Some may think you are selfish and self-absorbed.
- *Remember that helping others helps yourself.
- *Many will see you as reserved and closed to their emotional appeals.
- *Many people will misunderstand your motive.
- *Even though you may care about people, some will think you have a funny way of showing it.
- *You may be cutthroat when competing with others.
- *Because you have little patience for stupidity, make sure the person is at least trying before passing judgment.
- *Remember that some people simply take longer to learn.
- *Not everybody is an idiot.
- *You may benefit from placing yourself in someone else's shoes more often.

General Traits: Very High Altruistic

- *Your high service ethic allows you to put others first and yourself last.
- *You are always cognizant of the underdog.
- *You will feel compelled to assist the unfortunate.
- *You believe it is better to give than to receive.
- *You believe "you can't take it with you."
- *You will see others as more important than yourself.
- *You will see the value in others much quicker than you will see it in yourself.
- *You are likely very sincere.
- *You find value in what you do for others as opposed to what they can do for you.
- *You might rather give it away as opposed to sell it.
- *When your loss creates a win for someone else, you win.
- *You connect personally before you connect professionally.
- *You will appreciate kind and good-hearted people.
- *You will be turned off by people who speak excessively about their personal gains.
- *You are rarely in it to win it.
- *With you, it's all about cooperation and consideration.
- *Selfish people turn you off.
- *Asking for something may feel wrong to you whereas giving will feel right.
- *You are mission minded in your endeavors.
- *You are looking for purpose in everything you do.
- *You believe you are here for a reason.

Key Strengths: Very High Altruistic

- *You are always willing to volunteer your time and efforts.
- *You are a great team player.
- *You treat others with respect and care.
- *You put the needs of others before your own.

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- *You are far more open to the needs of others than closed.
- *You are always looking for ways to help.
- *You are likely compulsory when caregiving.
- *You say, “yes” more often than you say, “no.”
- *You are actively looking out for others.
- *Your ambitions are typically focused on others.
- *You are likely a good listener.
- *You will assist others in solving their problems.

Motivational Insights: Very High Altruistic

- *You will be sincere when communicating.
- *You should be more involved in emotional intelligence efforts at work.
- *You should allow time for socializing outside of the workplace.
- *Make sure you don’t allow others to take advantage of your good nature.
- *Be careful you don’t become the company doormat.
- *You provide ample time for servicing the needs of others on the team.
- *Be careful your giving attitude does not create personal burnout.

Training/Learning Insight: Very High Altruistic

- *Your learning development should be connected to benevolence.
- *You should be exposed to others and allow them the benefit of being around you.
- *Your training and development should involve community efforts.
- *Your learning and development should connect knowledge to be shared with others.

Continual Improvement Insights: Very High Altruistic

- *Your excessive need to help others may not be rooted in benevolence, but rather in a fear of not being a “good person.”
- *Be careful you don’t give away the whole farm.
- *You will settle for what you can get and not likely fight for what you want.
- *Because you see yourself as last and others first, you will likely always end up with the short end of the stick.
- *Just because you are excessive in your sense of service it doesn’t mean others who are more balanced don’t care.
- *Your need to please is likely rooted in low self-worth as opposed to only a high regard for others.
- *Seeing others as more important than yourself is unsustainable over the long haul.
- *You need to strike a balance between saying “yes” and saying “no.”
- *Seeing that balance is the key to life, over involvement in the lives of others can have negative effects later on.
- *Make sure you are not paying more attention to those outside than you are paying to

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those within your own family.

*Make sure you find time for yourself and a balance it between the needs of others and your own.

*Remember, wisdom is found in moderation.

*Realize you are in a small minority when it comes to sacrificial living and that it does not mean you are better than those who are more moderate.

*Remember, rationalizing is telling yourself rational lies.

General Traits: High Altruistic

*Your high service ethic allows you to put others first and yourself last.

*You are always cognizant of the underdog.

*You will feel compelled to assist the unfortunate more often than not.

*You believe it is better to give than to receive.

*You believe “you can’t take it with you.”

*You will usually see others as more important than yourself.

*You will see the value in others much quicker than you will see it in yourself.

*You are likely very sincere.

*You find value in what you do for others as opposed to what they can do for you.

*You might rather give it away as opposed to sell it for profit.

*When your loss creates a win for someone else, you win if your economic factor is below the mean.

*You connect personally before you connect professionally with most people.

*You will appreciate kind and good-hearted people.

*You may be turned off by people who speak excessively about their personal gains.

*You are not always in it to win it.

*With you, it’s all about cooperation and consideration.

*Selfish people probably turn you off.

*Asking for something may feel wrong to you whereas giving will feel right.

*You are typically mission minded in your endeavors.

*You are likely looking for purpose in everything you do.

*You probably believe you are here for a reason.

Key Strengths: High Altruistic

*You are often willing to volunteer your time and efforts.

*You are a great team player.

*You treat others with respect and care.

*You put the needs of others before your own most of the time.

*You are far more open to the needs of others than closed.

*You are usually looking for ways to help.

*You are often compulsory when caregiving.

*You say, “yes” more often than you say, “no.”

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- *You are more often than not actively looking out for others.
- *Your ambitions are typically focused on others.
- *You are likely a good listener.
- *You will assist others in solving their problems when you have the time.

Motivational Insights: High Altruistic

- *You will be sincere when communicating as a rule.
- *You should be more involved in emotional intelligence efforts at work.
- *You should allow time for socializing outside of the workplace.
- *Make sure you don't allow others to take advantage of your good nature.
- *Be careful you don't become the company doormat.
- *You provide ample time for servicing the needs of others on the team.
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- *Your need to help others may not always be rooted in benevolence, sometimes it's a fear of not being a "good person."
- *Be careful you don't give away the whole farm.
- *You will settle for what you can get and not likely fight for what you want in some instances.
- *Because you see yourself as last and others first, you will likely end up with the short end of the stick at times.
- *Just because you are excessive in your sense of service it doesn't mean others who are more balanced don't care.
- *Your need to please could also be rooted in low self-worth as opposed to only a high regard for others.
- *Seeing others as more important than yourself is unsustainable over the long haul.
- *You need to strike a balance between saying "yes" and saying "no."
- *Seeing that balance is the key to life, over involvement in the lives of others can have negative effects later on.
- *Make sure you are not paying more attention to those outside than you are paying to those within your own family.
- *Make sure you find time for yourself and a balance it between the needs of others and your own.

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- *Remember that wisdom is found in moderation.
- *Realize you are in a small minority when it comes to sacrificial living and that it does not mean you are better than those who are more moderate.
- *Remember, rationalizing is telling yourself rational lies.

General Traits: Low Altruistic

- *You will likely see certain people as guilty until proven innocent.
- *You will think of protect your own turf at times.
- *You will be difficult to take advantage of.
- *You may think in terms of you first and others last.
- *You may view others as “in your way” as opposed to “on your side” in certain situations.
- *You will likely be distrusting of some people.
- *You will likely not appreciate people who don’t carry their own weight.
- *You’ll likely see certain people as a means to any given end.
- *Depending on how far below the mean your intensity is on this scale, you’re experience with most people may not be worth talking about.
- *You will not likely be moved by emotional appeals.
- *You will prefer going it alone at times.
- *You may view difficult decisions involving people as “just business” and not “personal.”
- *You may be seen as a “survivor” as opposed to a “thriver” in certain life and business situations.
- *If your “influence” line in your DISC is low, some people may feel like hugging you is like hugging a cactus.
- *You will likely be stalwart in chaos.
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- *You are usually able to do the harder things when it comes to people decisions.
- *You will likely be able to separate your emotions from necessary actions.
- *You will be difficult to take advantage of in business.
- *You will likely see certain people coming from a mile away.
- *You are less likely to put up with emotional nonsense.
- *You will have a no nonsense approach to horse sense.
- *You are not afraid to say “no” when it’s warranted.
- *You will likely avoid “stupid” people if you’re highly cognitive.
- *You will likely make decisions that will benefit your future.
- *You take problems and challenges seriously.
- *You will probably stop an intruder dead in their tracks.
- *You will likely not shy away from difficult decisions.
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