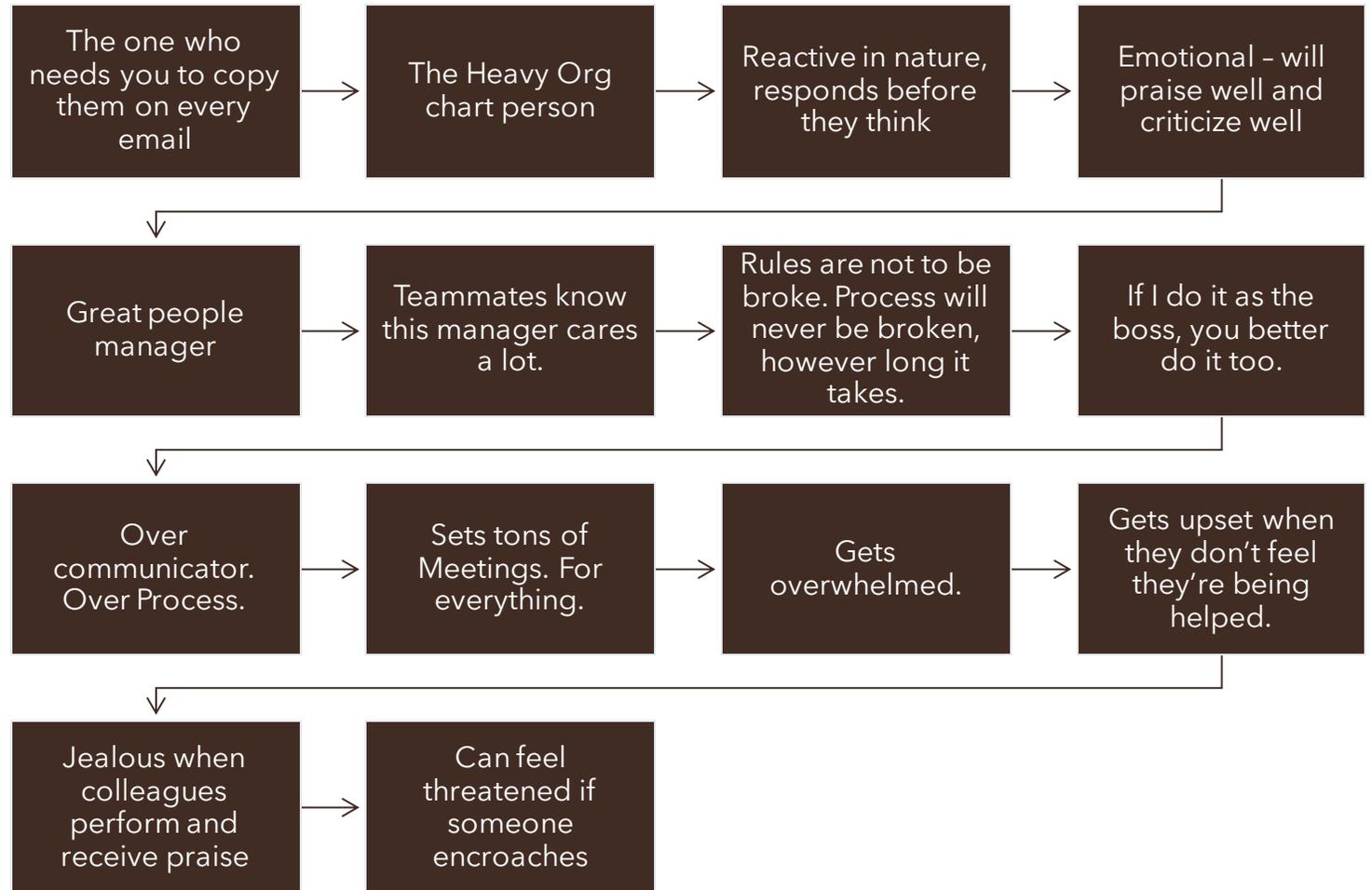


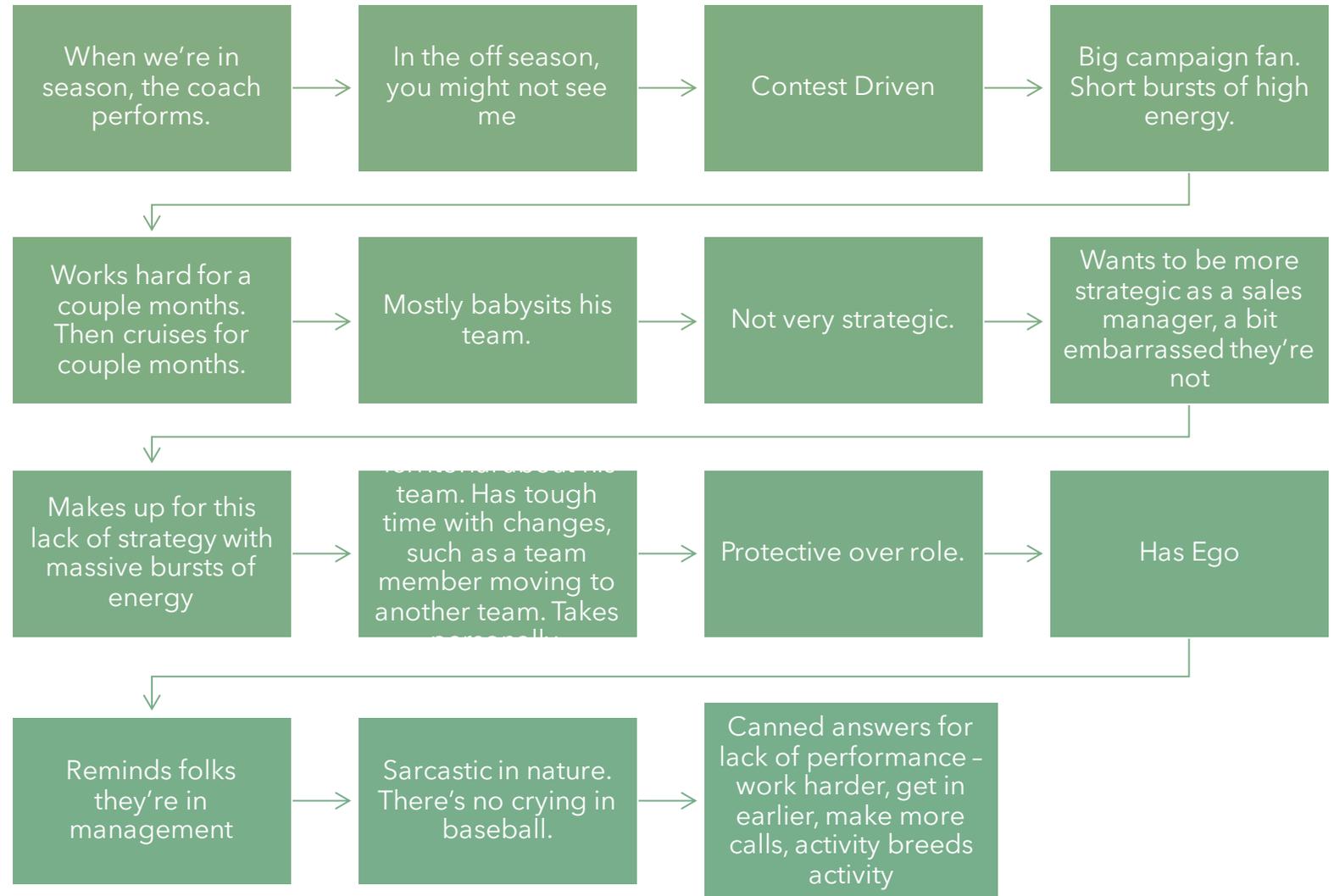
Management Types

Taylor Barnes
The Sales Machine

The Controller



The Coach



The Story Teller

Overly positive.
Annoys some people.

Relies on memory
versus structured
organization

Goes with the flow if
energy is good. Right
or wrong

Struggles with
process, but respects
and wants it

Regurgitates
information and
updates without a full
understanding of the
real story

Can exaggerate

Has ego

Confident until boss
kills idea

Gets excited too
quick

Is self conscious

Wants to be the
person that fixes
everything for his
reps

The Bullet Dodger

Hands off management style

Acts more of a team lead

Great at sales

Won't have face to face tough conversations

Will email anything important rather than talk about it

Doesn't like to present

Unorganized

Goes with the flow with everything

Low stress 90% of the time. Very high stress 10% of the time.

Can be irrational and insensitive when things are bad

Only will over communicate on high priority stuff

Minimal communication during business as usual

Often forgets to follow up or drive an action item further

The Marine

Sink or swim mentality

Gossips a lot

Important to be the cool guy / tough guy

Complainer

Leans on the negative, doesn't want to talk about the positive

Will rarely praise

Kind of a martyr when anything goes sideways

Stubborn

Funniest and most fun guy in the room. Everyone wants them there

Great salesperson

Great opportunity chaser

Limited balance in home and work
