The Motivational Code

- **B** Believers see the possibilities of the future and often forget about the now.
- A Achievers work great under stress but are often not great planners.
- **C** Collaborators are true team player and feel that if the team fails they fail.
- O Optimizers are more concerned with creating a better way than doing the job.
- **N** Narcissists will score the touchdown and desire all the glory.
- **S** Scholars need to learn everything before making a decision.



B	A	C	0	N	S	Chat with all of your employees and determine which of these 6 Motivational Codes they fall into. They will lean towards one but be a combination of most if not all. Give them responsibilities based on their motivation. At a glance, you can see which players your team is missing.
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