

## How to speak different type: Capturing attention and engagement

<b>ESTJ</b>
Here is the plan! We have a process. Let's cut to the chase. Here's the bottom line. Let me net it out for you.
<b>ISTJ</b>
I have documentation! Here is what worked before. Anything worth doing is worth doing well.
<b>ESFJ</b>
Can you help us! Here is how I feel about it. What is the right thing to do? "Please....thank you."
<b>ISFJ</b>
I promise you have my word on it. May I share something private with you? What would make you feel comfortable? Take some time to think about this.
<b>ESTP</b>
Let's make this fun! What have you got to lose? I'm game if you are. The sky's the limit.
<b>ISTP</b>
I'll leave you alone to work on that! Can you help me figure this out? Live and let live. What's the logical choice here?
<b>ESFP</b>
Surprise! A bunch of us are going over to.... Can you cheer me up? I need some help with this project, how about it?
<b>ISFP</b>
Help! Can you keep a secret? It's important to consider others. Take your time, I'll wait for you. How thoughtful of you.
<b>ENTJ</b>
We need someone to take charge of this project! What so you think the strategy should be? What's wrong with this picture?
<b>INTJ</b>
We need an original approach! We've got a very complicated problem. What's your opinion? What are the long range implications?
<b>ENTP</b>
There're some people I'd like you to meet! Let's brainstorm! I've got an idea for you.... This may be a bit off the wall but....
<b>INTP</b>
Here's an interesting Challenge! Take all the time you need. Would you give this some thought? I don't know how you are going to figure this out...
<b>ENFJ</b>
I have a problem! Can I tell you how I feel? How do you feel about this? That's fantastic, what a great idea! What's our plan?
<b>INFJ</b>
I need a creative solution, can you help me? What are we missing here? What do you feel is the right thing to do? Take your time and we can talk when you are ready.
<b>ENFP</b>
It's impossible....it just can't be done! We've got plenty of time, let's finish it tomorrow, I've got an idea! We're having a party!
<b>INFP</b>
I'd love to hear about your latest project. Can I speak with you privately about something? What feels right to you? There's no rush, take all the time you need.