### “The Doer”

**CHOLERIC**

**Strengths:** Sharp intellect, strength of will, goal oriented, resolute, confident, passionate, comfortable in command, energetic, productive, quick learner, decisive, ambitious, aspires to greatness, enterprising, persevering, zealous, a dynamic leader, forceful, industrious, effective

**Weaknesses:** Dominating, not empathetic, bold, brash, stubborn, opinionated, domineering, contemptuous, prideful, easily incited to anger, impatient with others’ slowness and lack of intelligence, holds grudges, pushy. Finds it difficult to apologize or admit mistakes, hardness of heart

**Famous choleric:** Franklin D. Roosevelt, Michael Jordan, Rush Limbaugh, St. James, Patton

**Relationship needs:** sense of control, credit for achievements, loyalty

**CAUTION:** Don’t try to break their will!

**Response time:** Quick to react, long-lasting, active

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### “The Thinker”

**MELANCHOLIC**

**Strengths:** Analytic, perfectionist, deliberate, idealistic, deep thinker, reflective, religious, discrete, scrupulous, sensitive, sacrificial, quiet, reliable, purposeful, orderly, lofty, introverted, dedicated, sensitive to injustice, appreciates silence and solitude, has strong interior life, decorous, noble, cautious, particular

**Weaknesses:** Slow, moody, brooding, easily discouraged, prone to depression or despondency, irresolute, confused by noise and crowds, fearful, reserved, finds it difficult to make friends, tends to passivity, resentment, holds grudges, lacks confidence, indecisive, second-guesses decisions, critical and suspicious of others, makes mountains out of molehills, requiring cheering up, aloof, tends to find problems everywhere

**Famous melancholic:** Abraham Lincoln, “Pistol” Pete Marovich, Albert Brooks (Nemo’s dad), St. Paul

**Relationship needs:** sensitivity, support, “space”

**CAUTION:** Encourage them with patience!

**Response time:** Slow to react, with increasing intensity, and very long duration

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### “The Talker”

**Sanguine**

**Strengths:** Optimistic, extroverted, fun-loving, enjoys being with people, talkative, eager to please, compassionate, forgives and forgets, quick learner, always interested in new projects, idea-person, creative, non resentful, candid, obliging, funny, mercurial, vivacious, lively, clever

**Weaknesses:** Superficial, disorganized, faddish, concerned about what people think, tendency to the external, succumbs to flattery, not good on follow through, inordinate love of pleasure, doesn’t think things through, jumps to conclusions, interests fade quickly, makes fun of others to gain attention, decisions may be made rashly, flirtatious

**Famous sanguine:** Magic Johnson, Tom Sawyer, Lorelei Gilmore, Bill Clinton, St. Peter

**Relationship needs:** attention, affection, fun

**CAUTION:** Don’t take away their fun!

**Response time:** Quick to react, short-lived duration, active

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### “The Peace Maker”

**Phlegmatic**

**Strengths:** Peaceful, respectful, gentle, steady, non-confrontational, level-headed, deliberate, persevering, practical, calm, dispassionate, detached, thoughtful, not easily offended, keeps head under pressure, non-argumentative, non judging, non demanding, willing to take blame, hidden drive, dry wit, compliant, traditional, patriotic, serene, modest, unflashy, a “servant leader”

**Weaknesses:** Slow, indecisive, indifferent, lack of ambition, tends to laziness, passive, will agree just to avoid confrontation, avoids leadership, avoids pressure, make lack self-worth if they are neglected because they are so demanding, indifferent, will resort to “I don’t care” or “it doesn’t matter”

**Famous phlegmatic:** Tim Duncan, Sandy Koufax, Keanu Reeves, St. Thomas Aquinas

**Relationship needs:** peace and harmony, respect and appreciation, motivation

**CAUTION:** Don’t dump on them because they are willing to take it! Hates conflict

**Response time:** Slow to react, with short duration

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