



01 / ILLUSTRATIVE PROFILE EXCERPT

Your insights in practice

Jordan Sample • Fictional business owner

A connected understanding of the person. A practical pathway toward the work that matters.

This six-page excerpt illustrates the synthesis and coaching conversation a Profile can support. Jordan, the observations, and the proposed practices are invented. No assessment was administered, no vendor scores are reproduced, and no outcomes are claimed. It is not a complete personalized report.

What this report is for — and what it is not

This report is a development tool. It describes how you tend to operate right now — not your worth, your potential, or your IQ. Scores move over time. Moving them is the whole point.

Because of that, the EQFIT® Edge™ assessments are not to be used to make personnel decisions. They are not selection instruments or promotion instruments. They are research-based, for growth and development purposes. Results should not be used to decide who gets hired, promoted, retained, reassigned, compensated, or let go.

If you are a leader holding someone else's report, treat it as confidential and as a conversation starter, not a verdict on that person. Work with them and with the report, and grow them through the process as it is intended.

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Connect the insights to the person

Jordan's chosen priority

Build a more consistent client-acquisition practice that fits Jordan's thoughtful, relationship-oriented way of working. The first goal is a repeatable outreach and follow-up routine, with useful conversations as the direction of travel.

A Profile draws on selected assessments and personal context. The observations below are fictional coaching material, not interpreted vendor results. In an actual engagement, findings would be checked against the source reports and the person's experience.

Perspective to explore	Fictional observation to discuss
Habits and responses	Jordan prepares carefully and follows through once expectations are clear. Uncertainty about how an invitation will land can prolong preparation.
Emotional intelligence	Jordan notices other people's concerns readily. The growth opportunity is recognizing personal discomfort early enough to ask a clear question.
Motivation and work preferences	Autonomy, meaningful relationships, and space to think appear helpful. A rigid high-volume outreach script feels difficult to sustain.
Experience and business context	Jordan describes strong delivery work and positive referral relationships, but an inconsistent rhythm for starting new conversations.
AI use and readiness	Jordan is interested in drafting help but wants control of voice and final decisions. A small, repeatable preparation routine is a useful place to begin.

Possible assessment inputs include Habit Story® by Two Story, Inc., selected LifeThrive instruments from Dr. Charles Coker, and an EQFIT® Edge™ assessment. The mix depends on the engagement; this excerpt does not imply all instruments are included in every pathway.

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From familiar patterns to useful habits

The value is in the connections. A strength can help in one situation and need a different expression in another. Explore these possibilities with Jordan before treating them as an accurate account.

Pattern to explore	Habit that can follow	A different practice
Care for the relationship	Rewrite an invitation repeatedly to avoid seeming pushy.	Use a brief, relevant invitation and give the other person room to choose.
High standards for preparation	Keep researching after the information is sufficient to begin.	Define “ready enough” before starting: one useful observation and one honest question.
Responsiveness to clients	Let incoming work displace every outreach block.	Protect a short recurring block, with a clear rule for rescheduling when delivery needs intervene.

Keep the strength. Change the expression.

Jordan does not need to stop being thoughtful. The experiment is to express thoughtfulness through relevance, listening, and dependable follow-up rather than endless preparation.

Questions for the coaching conversation

Where does this fit your experience? Where does it miss something? Recall a conversation you started comfortably: what made it easier? What would a useful invitation sound like in your own words?

The pathway being explored

Prepare briefly → start a relevant conversation → listen → agree on a next step → follow through. Repeating that sequence is a practice to test, not a prediction of sales results.

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Build the ecosystem around the outcome

Client acquisition depends on more than sending messages. Jordan's first working ecosystem connects the person, the offer, the relationships, and the way the work gets done.

Supporting piece	What Jordan could put into practice
Core Self	Notice the point at which care becomes hesitation. Use a short pause and a clear intention before outreach.
Capabilities	Build on listening and problem-solving strengths. Practice explaining one useful outcome in plain language.
Story & Context	Use relevant experience to explain the work. Keep the language natural to Jordan and appropriate to the person receiving it.
Operating System	Keep a simple outreach list, calendar block, follow-up reminder, and AI preparation routine in one workable process.
Connections	Begin with relevant existing connections. Ask questions and make room for the other person's priorities.
Marketing & Selling	Describe the specific problem Jordan helps address and the outcome a prospective client wants to pursue.
Direction	Choose a manageable practice, review what happened, and adjust with coaching. Check that the rhythm fits delivery capacity.

One outcome keeps the work focused

The first version does not require rebuilding the whole business. Agree on the supporting pieces needed for this priority, put them into use, and learn from what happens.

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Make AI support fit the person

Jordan's companion supports preparation and reflection. Jordan supplies the context, checks the work, and decides what to use.

Personal context	How the companion can respond
Jordan prefers thoughtful, natural conversation.	Offer two short invitation drafts in Jordan's voice. Avoid pressure, inflated claims, and generic sales language.
Preparation can expand beyond what is useful.	Ask for the purpose, relevant context, and one useful question. Then propose a concise next step.
Jordan learns from real examples.	After a conversation, help separate what was observed from assumptions, and identify one practice to retain or adjust.

Example companion instruction

Help me prepare a relevant, low-pressure invitation. Ask what I know about this person and what useful conversation I want to begin. Use only the context I provide. Draft two concise options, flag assumptions, and leave the final wording and decision to me.

Turn insight into instructions

The Profile helps the coaching conversation identify useful working preferences. Jordan chooses which preferences to translate into companion instructions. Raw assessment reports and private information about other people are not needed for this example.

Review for usefulness

Does the draft sound like Jordan? Is it grounded in known facts? Is the next step appropriate? Does the preparation routine make starting easier without reducing care or judgment?

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Practice, review, and keep developing

This is an example experiment to agree in coaching, not a fixed program or promised result. Start small enough to learn from the work.

Stage	Proposed practice	What to notice
Choose	Pick one relevant group of connections and define the conversation worth starting.	Does the purpose feel useful and specific?
Prepare	Try a short preparation block using the companion, then edit in Jordan's voice.	Where does preparation help, and where does it become delay?
Act	Send an appropriate invitation and record any agreed next step.	What actually happened, separate from what Jordan expected?
Review	Bring examples and observations to coaching. Keep, adjust, or stop the practice.	Is the routine sustainable? What needs to change before repeating it?

Evidence of learning

Track actions completed, preparation time, follow-up commitments kept, and the usefulness of conversations. Establish a starting point before comparing changes. A response or sale is influenced by factors beyond Jordan's habits and this practice.

A working reference, not a fixed identity

Return to the Profile when priorities change or a familiar pattern appears. Use what fits, question what does not, and update the practical pathway through experience and coaching.

How to access the full Profile

The complete EQFIT® Patterns & Pathways™ Profile is included in The Full Path. It is not included in Path Starter. Developing or updating a Profile through The Extended Path is agreed in conversation. This excerpt illustrates selected sections; the actual report and supporting work depend on the agreed scope.