









BLUEWATER A D V I S O R Y

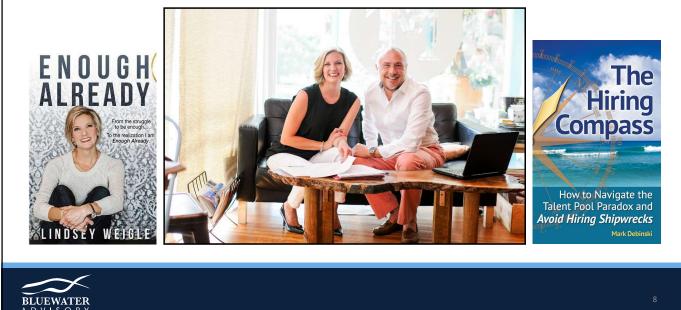








## Bluewater Partners









The keys to tapping into natural motivation:

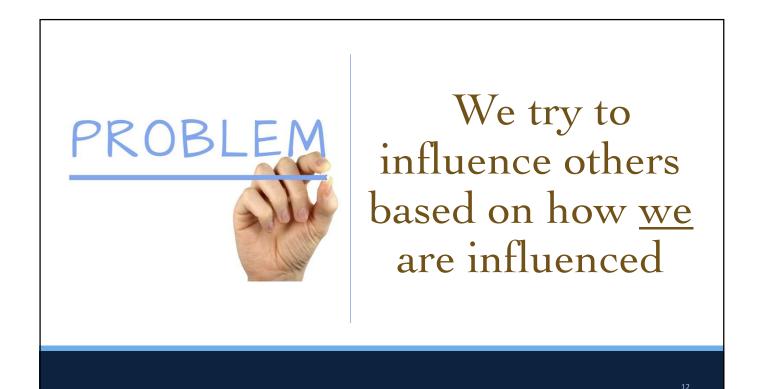
- Driving Forces
- Emotional Intelligence
- DISC

Bonus: Bluewater's Five Tripping Hazards



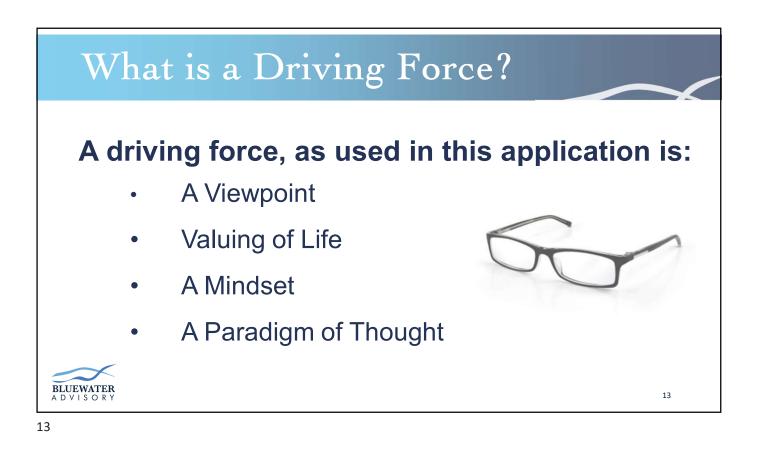


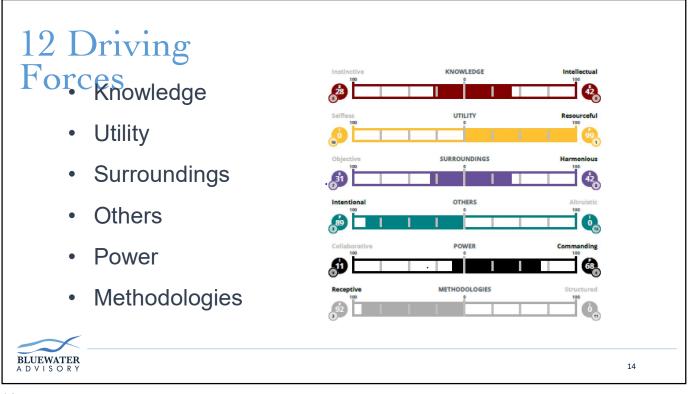






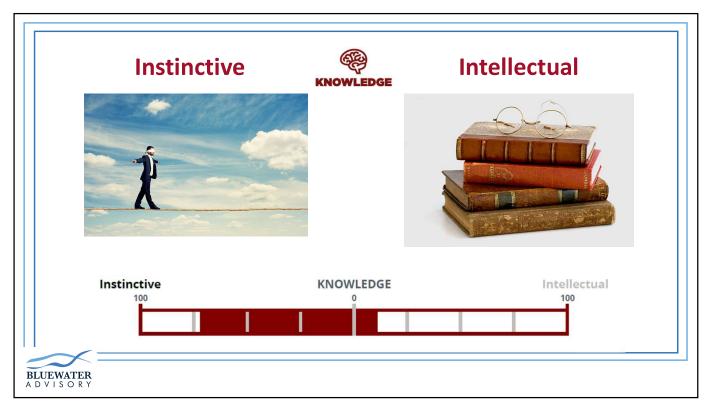




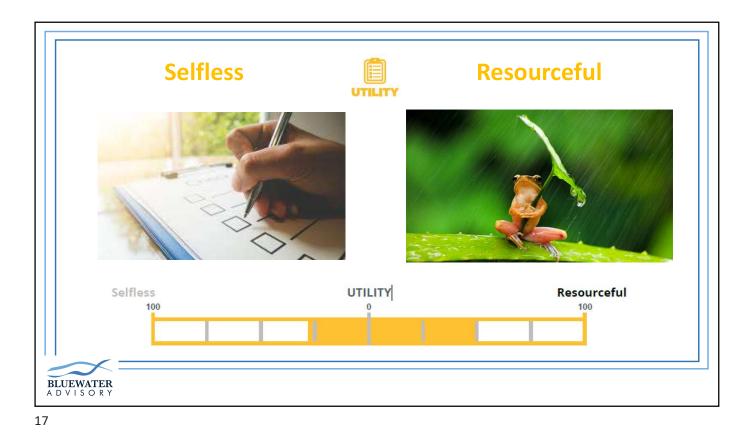


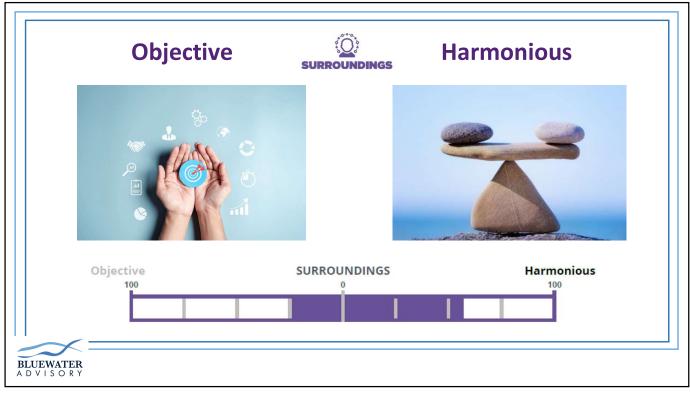


12 DRIVING F	ORCES® CHAR	ACTERISTICS	
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INSTINCTIVE	KNOWLEDGE	INTELLECTUAL	
Relevant Knowledge Intuition Current Needs		Identifying Truth Discovery Knowledge	
SELFLESS	UTILITY	RESOURCEFUL	
Accomplishment Willing Accommodating	Q	Efficiency Practical Results Return on Investment	
OBJECTIVE		HARMONIOUS	
Function Compartmentalization Detachment	000	The Experience Balance Subjective	
INTENTIONAL	OTHERS	ALTRUISTIC	
Personal Benefit Self Interest Opportunity	Ì	Serving Others Compassion Caring	
COLLABORATIVE	POWER	COMMANDING	
Sharing Cooperation Supporting	BOR	Status Recognition Individuality	
RECEPTIVE	METHODOLOGIES	STRUCTURED	$\wedge$
Possibilities Options New Methods		Ideology Proven Methods Structure	
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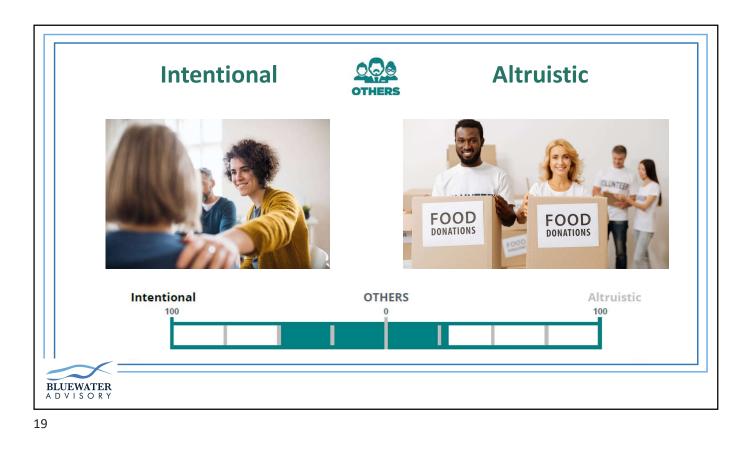


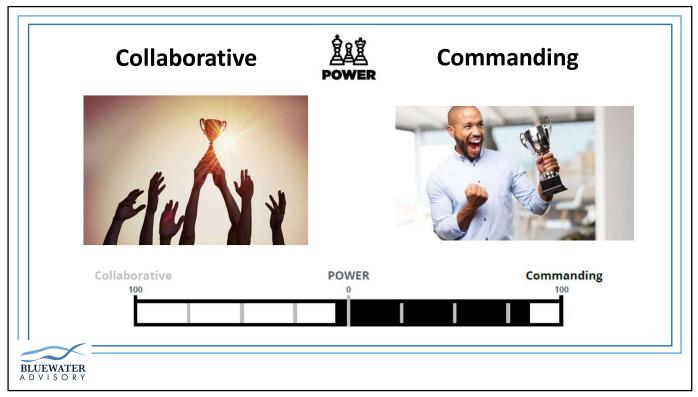




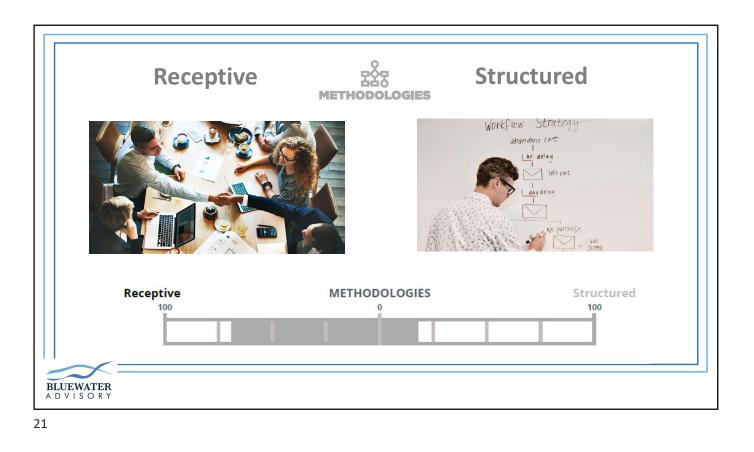


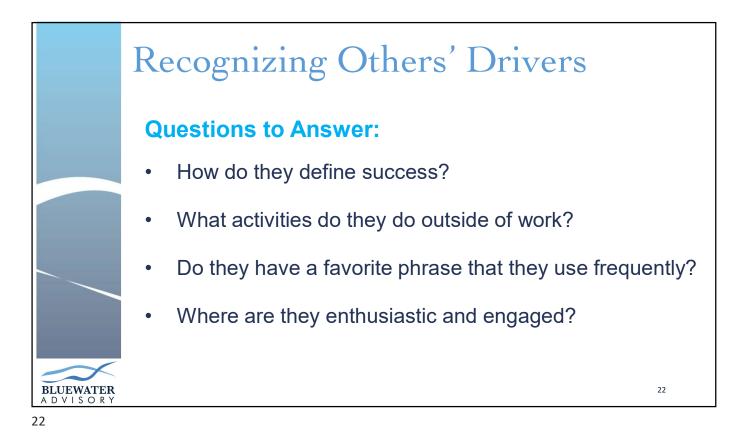




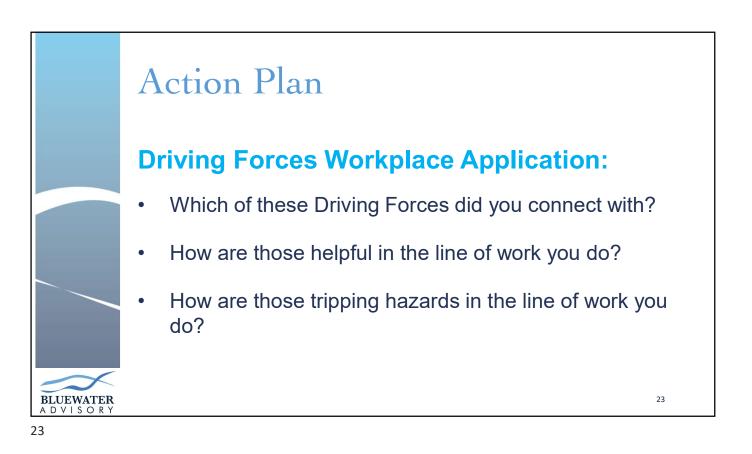


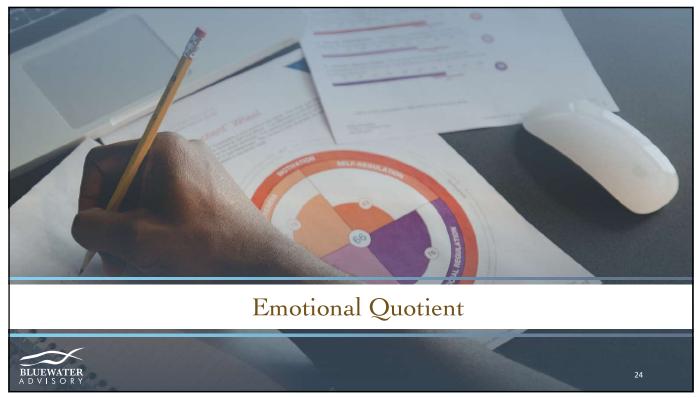








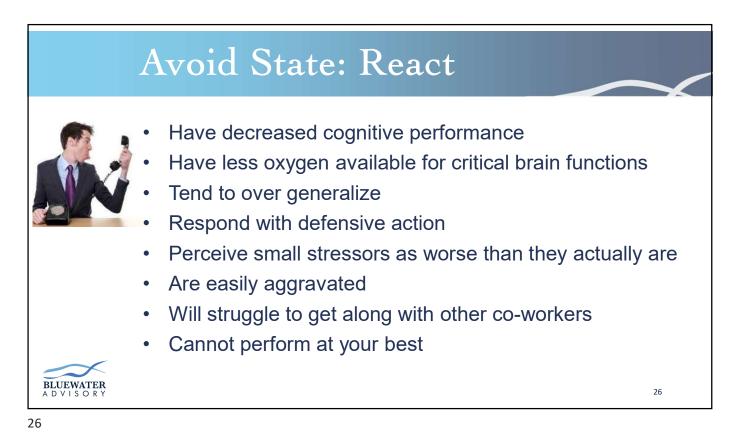










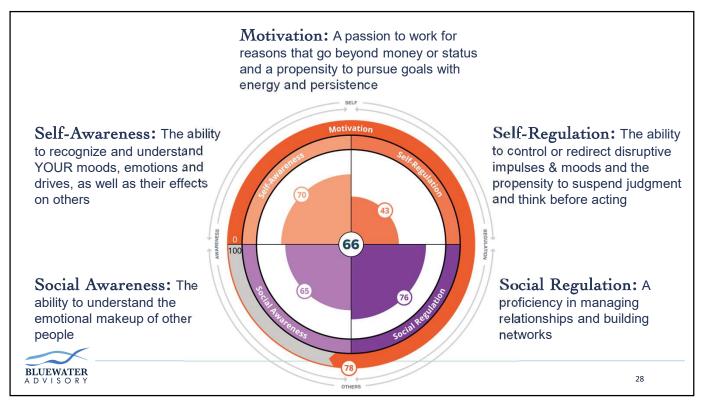




## Approach State: Respond

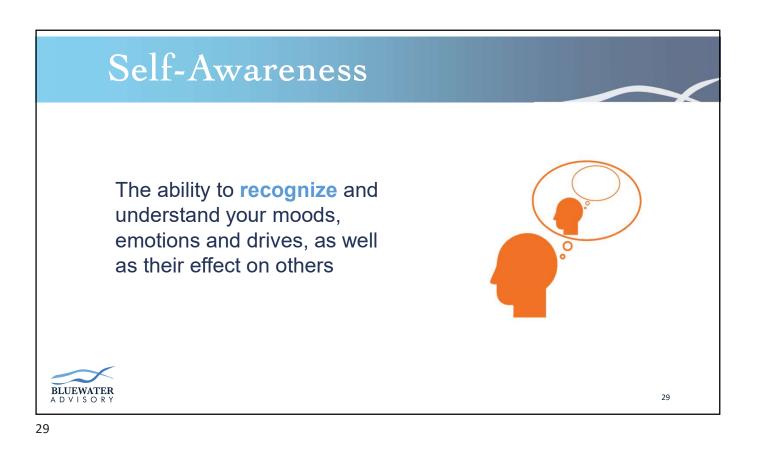
- Are intrinsically motivated
- Have improved cognitive functioning (i.e. rational, creative thought)
- Are willing to do difficult things
- Are willing to take risks
- Think deeply about issues developing creative solutions
- Collaborate productively
- Are engaged
- Perform at higher levels











## Self-Regulation



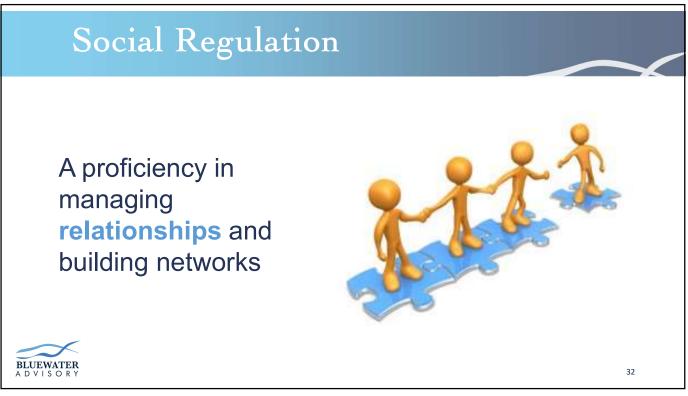


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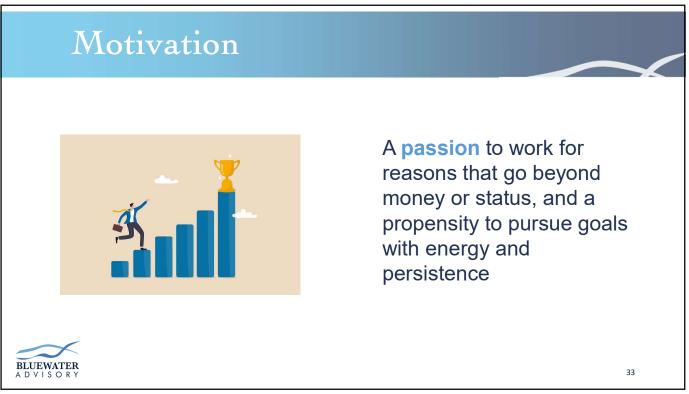


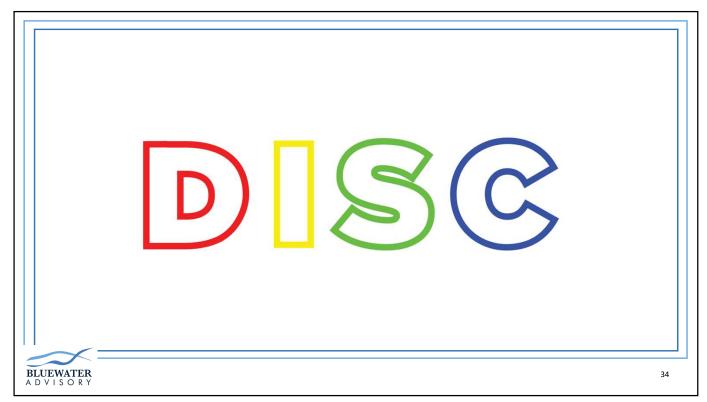
Self-Regulation is the ability to **control** or redirect disruptive impulses and moods and the propensity to suspend judgment and think before acting



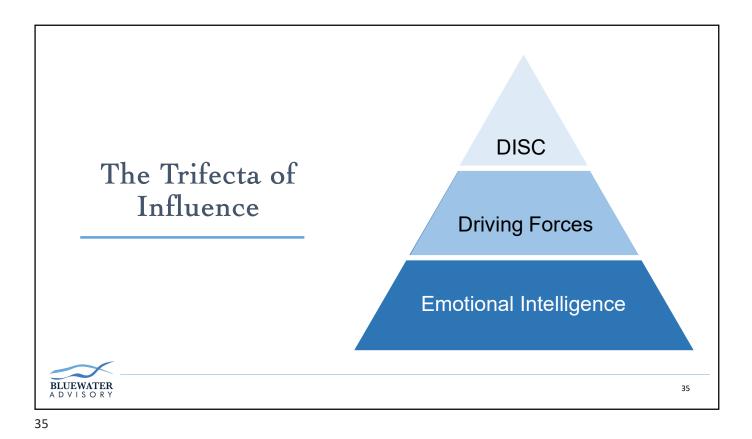








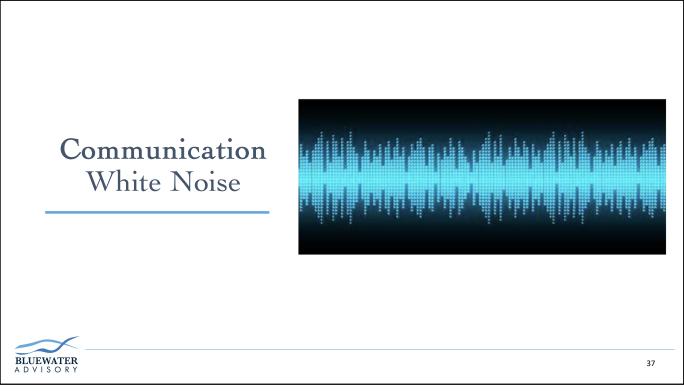


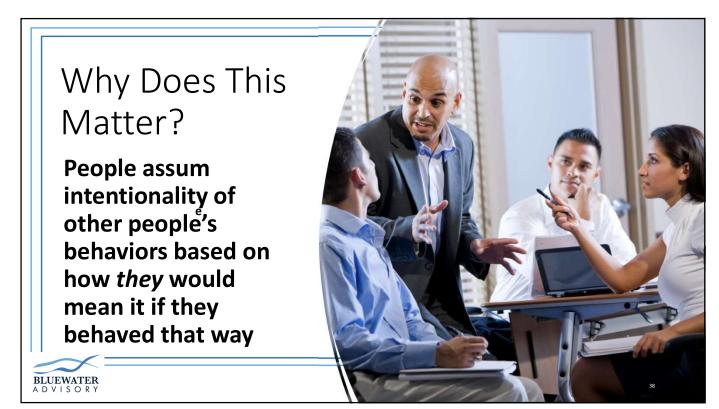




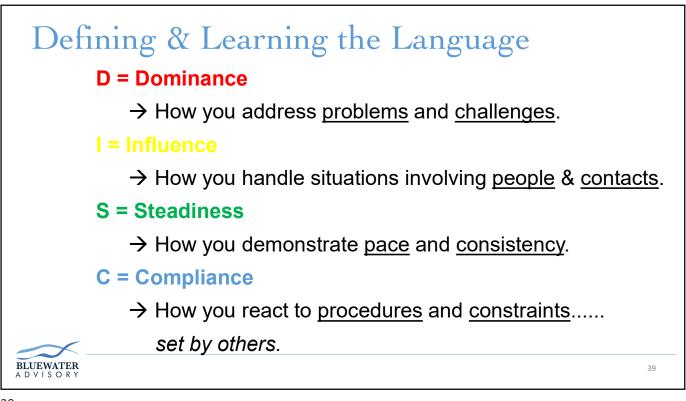


















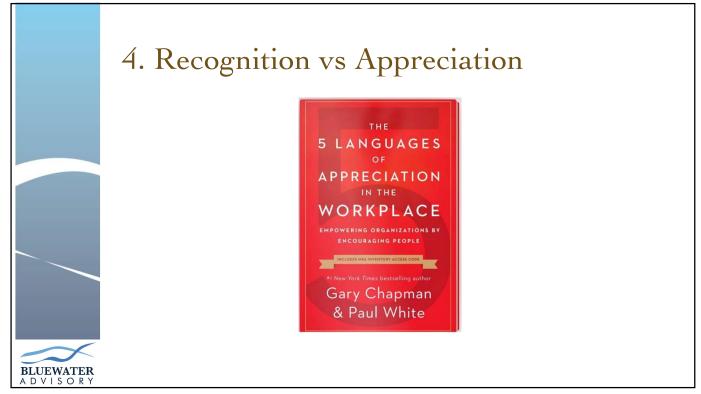




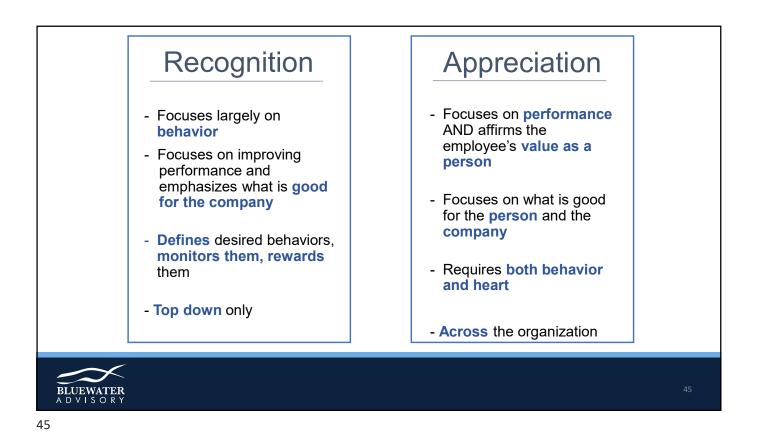


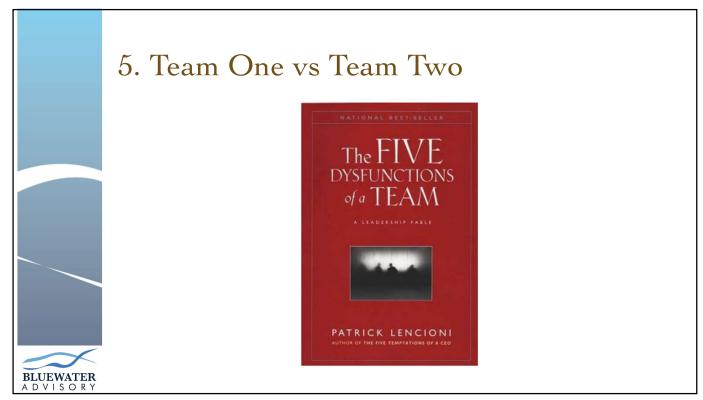




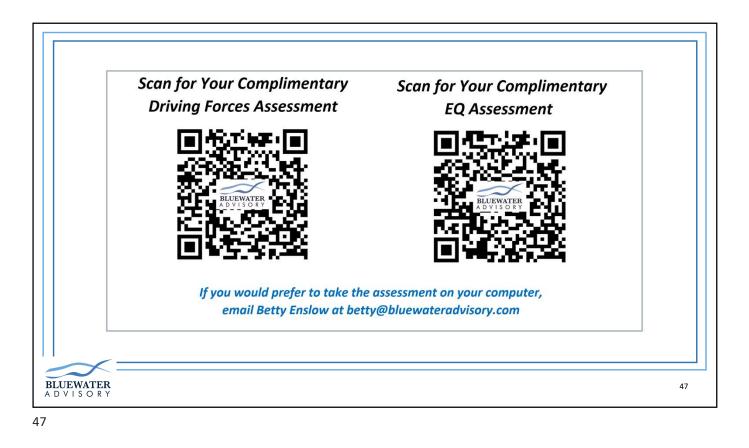














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