

## **ESTP "RESCUERS" \*` HOLLYHOCK'**

*\*(excerpted from Blending Temperaments book*

**AS AN ESTP**, you join 13% of the general population. People like you are men and women of action. When you arrive, things begin to happen—lights come on, music plays, the game begins. ESTPs look at life like a game, in fact. Resourceful describes your type. ESTPs are usually very popular.

Life is never dull around ESTPs. They love people but can be very possessive of them, especially family, wanting to be in charge and expecting their orders to be respected. The ESTP's mate may feel at times like an object and as though he/she were the ESTP's property.

ESTPs read people quickly, picking up non-verbal clues which enable them to be shrewd salespersons and persuasive conversationalists. ESTPs are apt to control the conversation, possessing the ability to aim remarks like an arrow or sharp dagger for that matter.

ESTP's unique contribution is finding what will work. They know how to save money, time and effort. Risk does not threaten an ESTP, but only challenges him/her. They are never daunted in their efforts. For this reason, you can expect an ESTP to be several steps ahead in anticipated outcomes. Often, to an ESTP, the end justifies any means.

Their talents at pulling businesses, institutions and households out of financial or administrative difficulty are extraordinary. However, because they dislike the tedious paperwork of wrapping a project up, others often lose sight of their brilliant ideas. Therefore, in order to insure success, ESTPs are dependent on structured helpers and/or mates who enjoy handling small and boring details.

ESTPs know what to do in an emergency and can bark orders without hesitation. They know who is in charge—they are. They think and act quickly, demonstrating selflessness, courage and nerves of steel, never seeming to tire of fighting the worst disaster. If nothing positive is crying for rescue, however, because an ESTP has an insatiable need for excitement and risk, he or she may create a crisis.

ESTPs want every moment to be brimming with excitement and action. They'll invest their total personalities in recounting endless tales and clever jokes embellished with all the charisma they can muster. Nothing is too good for the present moment.

## **THE INDIVIDUAL LETTERS MEAN:**

**E •EXTRAVERSION**—means you need a lot of people and a little bit of privacy. You can talk on your feet—extemporaneous speaking is right down your alley. Being with people charges your battery. The natural self confidence and optimism which characterizes you emanates from extraversion, as with seventy-five percent of the nation.

**S •SENSING**—indicates that you prefer gathering those facts that are expertly gathered from eye, ear, nose, tongue and touch. Using your common sense ability to protect and rescue family, businesses, and organizations provides the physical excitement and action that your temperament demands. Solving emotional difficulties would be quite frustrating because physical action is so attractive.

**T •THINKING**—reveals that after you've quickly gathered physical facts and picked up non-verbal messages, you make shrewd and often impersonal decisions which may seem coldhearted to the onlooker, but benefit many in the saving of time, money and effort. Rarely is anyone successful in taking unfair advantage of you. Developing personal warmth and gaining skills in appreciating other peoples' efforts is a worthy assignment.

**P •(Perceptive) SPONTANEOUS**—is the measurement for which process you use on the world--—Sensing facts. Society is impressed with your expertise in handling emergencies. You extravert your favorite process—your ideas and expertise—on the world. An organized and planned day would be dull to you. 'Work, it must be fun' would be your motto. You can steam work out at the last minute.

**ESTPs** enjoy themselves no matter if others do not approve. The world depends on your confidence and courage. Keep up the good work!

*\*In God's flower-garden, an ESTP is a hollyhock—  
Tall, hardy, colorful, popular. Independent,  
Adaptable Rescuers*

**TIPS ON TEMPERAMENT MANAGEMENT**

**ESTP "RESCUERS" \*' HOLLYHOCK'**

Temperament does NOT label or limit a person, but rather frees one to be who they were designed to be. Discovering temperament completely changes some peoples' view of themselves and others, improving their self esteem and giving them a new lease on life. Others who have not struggled with low self worth, having never been put in a box, just appreciate knowing the legitimate differences in people, and make few immediate adjustments.

Temperament does not determine attitudes. Two people sharing the same temperament preferences may exhibit very different dispositions. Temperament can be compared to musical chords in various keys... distinctive in their own right, but enhanced when blended with tones from other keys. The more skilled the musician, the more beautiful the melody.

Occasionally people will use temperament preferences to excuse inappropriate or tactless behavior such as:

- “Don't fault me for giving you the silent treatment; I'm an Introvert.”
- “I'm late, but it's OK; I'm Spontaneous”.
- “You know how Extraverts are; we can't help but ask personal questions.”
- “I have every right to do this job differently each time because I'm an Intuitive.”
- “I've always done it this way and that's the way Sensing people are.”

Temperament is a wonderful tool, but is not to be used as a hammer to beat someone over the head. Some people dislike being analyzed, categorized or discussed. Respect their privacy.

You are more than just an ESTP. You are like a house with many rooms, acting and responding a little differently depending on which room you're in, with whom and under what circumstances.

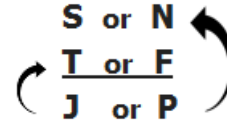
Every normal person is a blend of reserved/cautious Introversion; outgoing/confident Extraversion; fact & figures/hands-on Sensing; ideas & possibility iNtuitive; organized/closure Structure (J); open ended/crises sPontaneous (P). Temperament merely identifies our most natural or favorite way of acting or responding to people and situations

Everyone Extraverts their last letter: 'J' or 'P'. 'J' reflects the decision making preference—Thinking or Feeling; 'P' reflects information gathering preference—Sensing or iNtuition.

Introverts' last letter happens to be their second favorite preference, but because it is used on the world, it becomes their best developed function.

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 Extracted from *Self-Esteem—Gift From God*, (Smyth & Helwys).  
 Other related titles: *Coaching Kids—Practical Tips for Effective Communication* by Jim and Ruth Ward (Smyth & Helwys);

This final column explains the order which individuals access their four preferences. Although the information is beneficial, not everyone desires to digest it fully. Hopefully, a quick reading will reveal understanding for behavior. Don't miss the last paragraph's thumb-nail for your temperament.



Introverts prefer to reserve use of their first and favorite preference for private use. Since Introverts are forced to use their second preference through Extraversion, they develop both the first and second functions.

Extraverts' last letter is their first and favorite preference which they easily Extravert on the world. However, since Extraverts prefer to use their favorite preference on the world, they often neglect developing their second preference.

Opposite our first preference is our fourth (least) preference.

Opposite our second preference is our third preference..

Purposely using less preferred preferences encourages healthy balance and enables better handling of different situations more wisely—produces a clearer and more beautiful melody. We can get “visas” anytime to enter the camps of our less preferred functions. Even though we will feel strange or awkward as we consult the third and fourth functions—our shadow side camps—we'll benefit from the practice and use of those helpers.

**E**  
**S 1 N 4**  
**T 2 F 3**  
**P**

**THUMB-NAIL:**

As an **ESTP**, you Extravert your first preference ( Sensing) which causes the world to see you as a physical crisis/emergency person, which you are. You appreciate and demand physical freedom to take care of your Sensing needs—hunting, hiking, sports, etc. Your second preference (Thinking) supports your Sensing observations. Your least used functions to practice on are Feeling (3rd) and iNtuition (4th).

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