Your Top 5 Motivations

http://www.oxygenforyourrelationships.com/56motivations

The Three R's: Respond, Relate, Reinforce

How To Respond to Control Country
- Be firm and direct
- Focus on actions and goals
- Caring confrontation may be necessary to get their attention

How to Relate to Control Country
- Be brief and to the point
- Explain "how to achieve goals"
- Allow them time to consider your ideas

How to Reinforce Control Country
- Offer appreciation – this is their greatest need
- Give bottom-line instructions
- Get out of their way

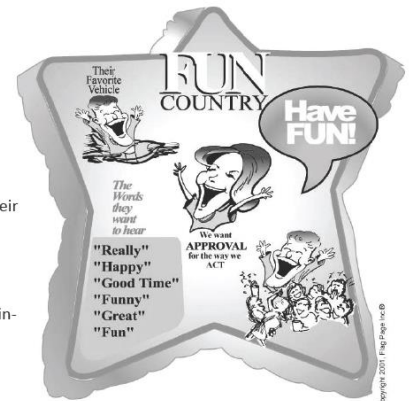**How To Respond to Fun Country**
- Be friendly and positive
- Allow for informal dialogue
- Allow time for stimulating and fun activities

How to Relate to Fun Country
- Use friendly voice tones
- Allow time for them to verbalize their feelings
- You transfer talk to an action plan

How to Reinforce Fun Country
- Offer positive encouragement and incentives for taking on tasks
- You organize the action plan
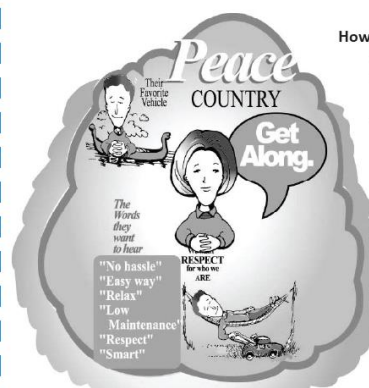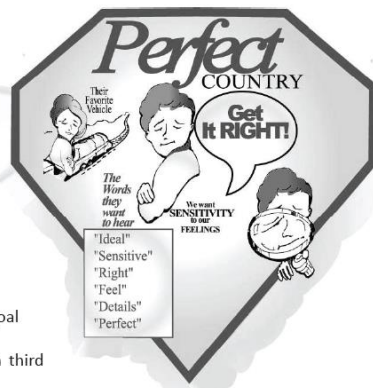- Communicate positive recognition

How to Respond to Perfect Country
- Be specific and accurate
- Make allowance for initial response to be cautious and/or negative
- Allow freedom to ask questions

How to Relate to Perfect Country
- Answer questions in a patient and persistent manner
- Mix accurate information with assurances
- Allow time to validate information

How to Reinforce the Perfect Country
- Provide a step-by-step approach to a goal
- Provide reassurance of support
- Give permission to validate data with third parties

How to Respond to Peace Country
- Be non-threatening and patient
- Allow time to process and adjust to change
- Make allowances for family

How to Relate to Peace Country
- Use friendly tones when instructing
- Give personal, nonverbal acceptance and assurances
- Allow time to process information

How to Reinforce Peace Country
- Repeat any instructions
- Provide hands-on reinforcement
- Be patient in allowing time to take ownership