

# Advisor Styles

Although all advisors relate to some elements of each style, each is predisposed to one style.

	Sales	Advice	Discernment
<b>Style Attributes</b>	<input type="checkbox"/> Sell	<input type="checkbox"/> Tell	<input type="checkbox"/> Listen
	<input type="checkbox"/> Commodity	<input type="checkbox"/> Service	<input type="checkbox"/> Unique Experience
	<input type="checkbox"/> Self-Oriented	<input type="checkbox"/> Credibility/Reliability	<input type="checkbox"/> Intimacy
	<input type="checkbox"/> Salesmen	<input type="checkbox"/> Technician	<input type="checkbox"/> Generalist
	<input type="checkbox"/> Task	<input type="checkbox"/> Planning	<input type="checkbox"/> Management
	<input type="checkbox"/> Team Evasion	<input type="checkbox"/> Team Participation	<input type="checkbox"/> Team Leadership
	<input type="checkbox"/> Guarded	<input type="checkbox"/> Trusted	<input type="checkbox"/> Most Trusted
	<input type="checkbox"/> Income Earner	<input type="checkbox"/> Business Manager	<input type="checkbox"/> Business Owner
	<input type="checkbox"/> Solicitous	<input type="checkbox"/> Consultative	<input type="checkbox"/> Reflective
	<input type="checkbox"/> Fatal Alternative	<input type="checkbox"/> Options	<input type="checkbox"/> Single Best Solution
	<input type="checkbox"/> Sales Proposition	<input type="checkbox"/> Planning Proposition	<input type="checkbox"/> Value Proposition
	<input type="checkbox"/> Transaction Oriented	<input type="checkbox"/> Fee Oriented	<input type="checkbox"/> Relationship Oriented
	<input type="checkbox"/> Client Quantity	<input type="checkbox"/> Client Continuity	<input type="checkbox"/> Client Quality
	<input type="checkbox"/> Fear	<input type="checkbox"/> Responsibility	<input type="checkbox"/> Inspiration
	<input type="checkbox"/> Product	<input type="checkbox"/> Information	<input type="checkbox"/> Wisdom
	<input type="checkbox"/> Solution Superiority	<input type="checkbox"/> Objective Process	<input type="checkbox"/> Client Intimacy
	<input type="checkbox"/> Give Away Value	<input type="checkbox"/> Sell Advice	<input type="checkbox"/> Paid For Wisdom
	<input type="checkbox"/> Product-Based Compensation	<input type="checkbox"/> Product-Based Fee	<input type="checkbox"/> Results Based Fee
	<input type="checkbox"/> Happenstance	<input type="checkbox"/> Planning Process	<input type="checkbox"/> Turnkey System
	<input type="checkbox"/> Tactical	<input type="checkbox"/> Comprehensive	<input type="checkbox"/> Strategic
	<input type="checkbox"/> Handoff	<input type="checkbox"/> Delegation	<input type="checkbox"/> Integrated Team
	<input type="checkbox"/> Paid Per Transaction	<input type="checkbox"/> Paid Per Plan	<input type="checkbox"/> Paid Per Relationship
	<input type="checkbox"/> Short-Term Focus	<input type="checkbox"/> Annual Focus	<input type="checkbox"/> Lifetime Focus
	<input type="checkbox"/> Minimize Liberty	<input type="checkbox"/> Overcome Liberty	<input type="checkbox"/> Maximize Liberty
	<input type="checkbox"/> No Insight	<input type="checkbox"/> Advisor Insight	<input type="checkbox"/> Client Insight
	<input type="checkbox"/> Minimize Contact	<input type="checkbox"/> Maintain Contact	<input type="checkbox"/> Maximize Contact
	<input type="checkbox"/> Improvisational	<input type="checkbox"/> Logical	<input type="checkbox"/> Curious
	<input type="checkbox"/> Strategies, Tactics and Tools	<input type="checkbox"/> Goals	<input type="checkbox"/> Mission and Vision