



January 15th, 2008

My definition of *success*:
The freedom to be yourself.
-Kathy Kolbe



Nikolee Turner
Director of Operations, Kolbe Corp



The Kolbe Wisdom™

What it is...

- it identifies the striving instincts that drive your NATURAL behaviors.
- it describes “MO”
- it focuses on strengths
- it identifies traits that are universal and equal (unbiased)



The Kolbe Wisdom

What the Kolbe Wisdom is not about...

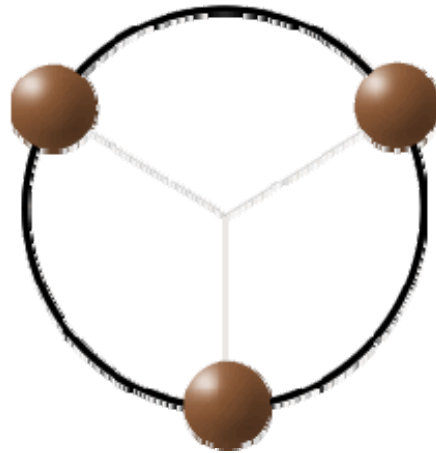
- how smart you are
- how capable/skill level
- what you can and can't do
- personality
- social style



Three Parts of the Mind Summary

Cognitive

IQ
Skills
Reason
Knowledge
Experience
Thought
Education
Training



Affective

Desires
Motivation
Attitudes
Preferences
Emotions
Values
Beliefs

Conative

Drive
Instinct
Necessity
Mental Energy
Innate Force
Talents

RED BLUE WHITE
YELLOW GREEN
PINK RED GREEN
WHITE PURPLE RED
GREEN PINK GREEN
ORANGE RED BLUE RED
YELLOW WHITE GREEN
RED PINK



Kolbe Action Modes

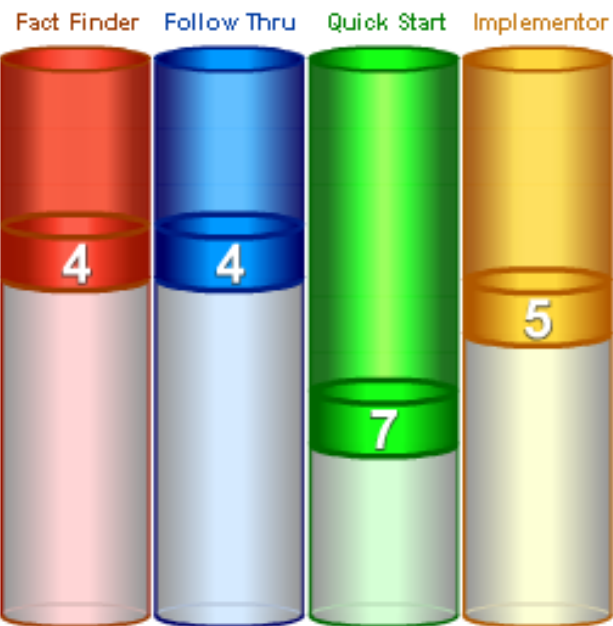
Fact Finder: Gathers and shares information

Follow Thru: Arranges and Designs

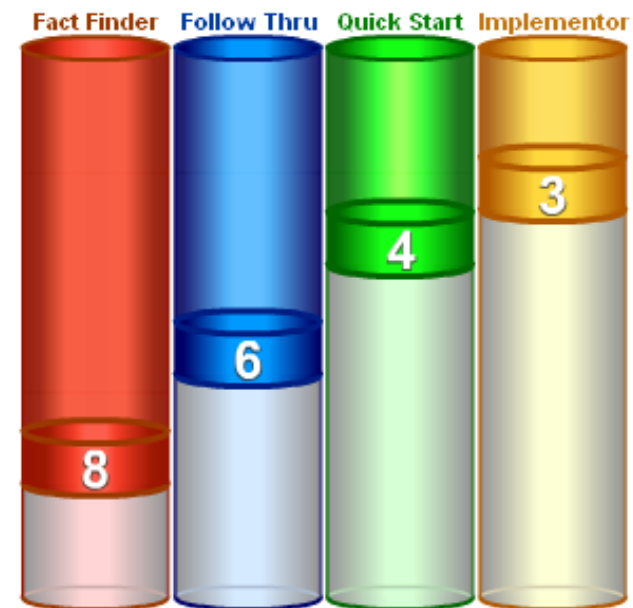
Quick Start: Deals with risk and uncertainty

Implementor: Handles space and tangibles

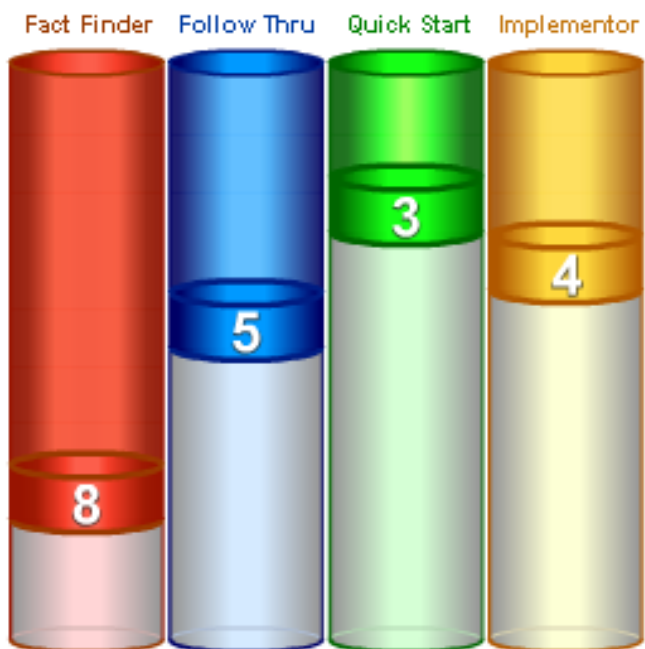
Kolbe Action Modes™



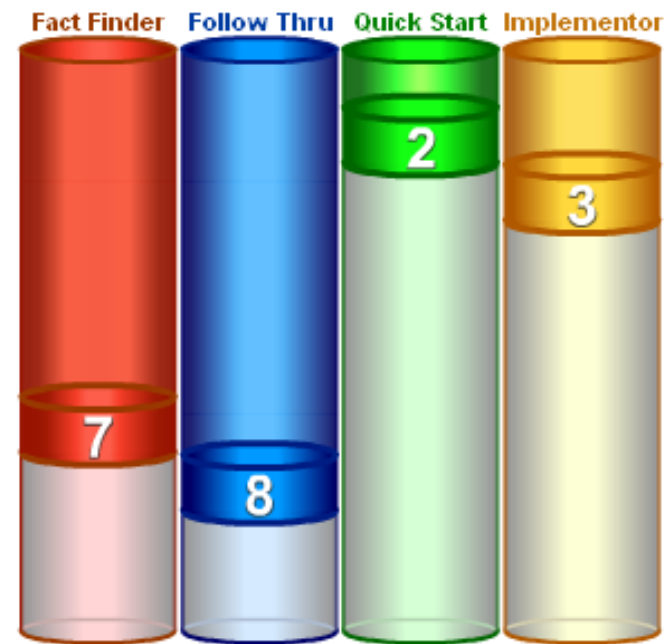
Kolbe Action Modes™



Kolbe Action Modes™



Kolbe Action Modes™





Kolbe A™ Index Transition Result

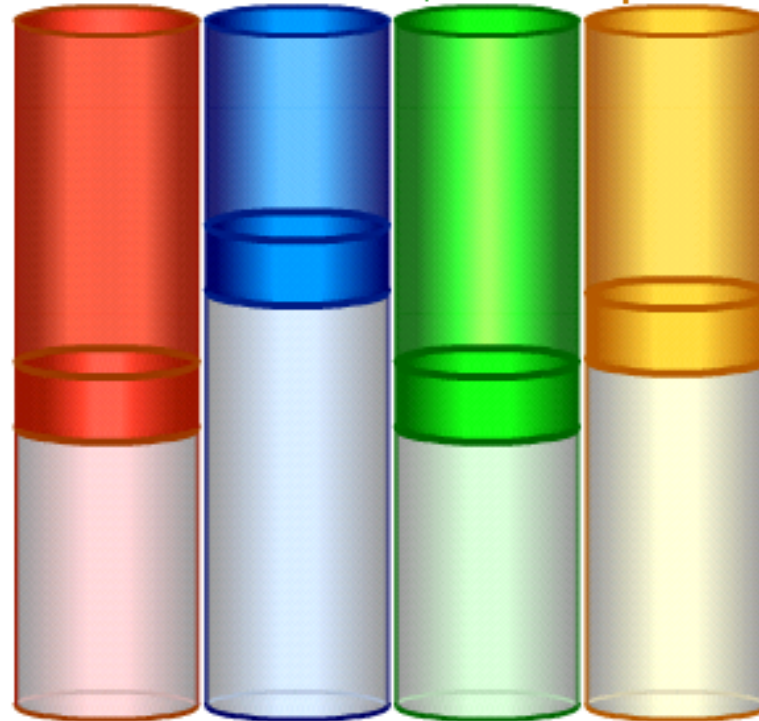
Sample Index

Continuum

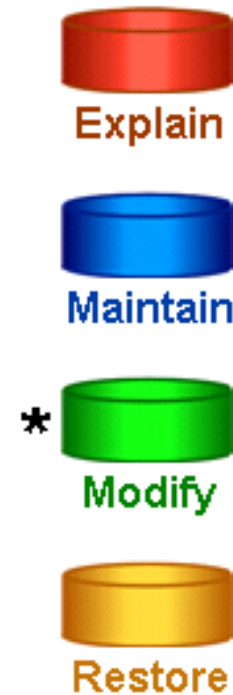


Kolbe Action Modes

Fact Finder Follow Thru Quick Start Implementor



Modes In Transition



*

Mediator/Facilitator Result

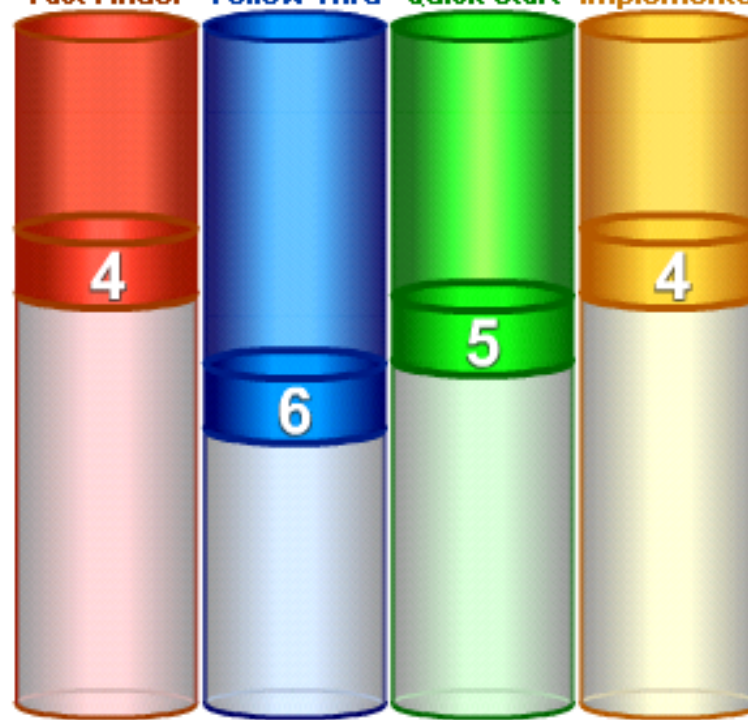
Sample Index

Continuum



Kolbe Action Modes

Fact Finder Follow Thru Quick Start Implementor



Kolbe Strengths



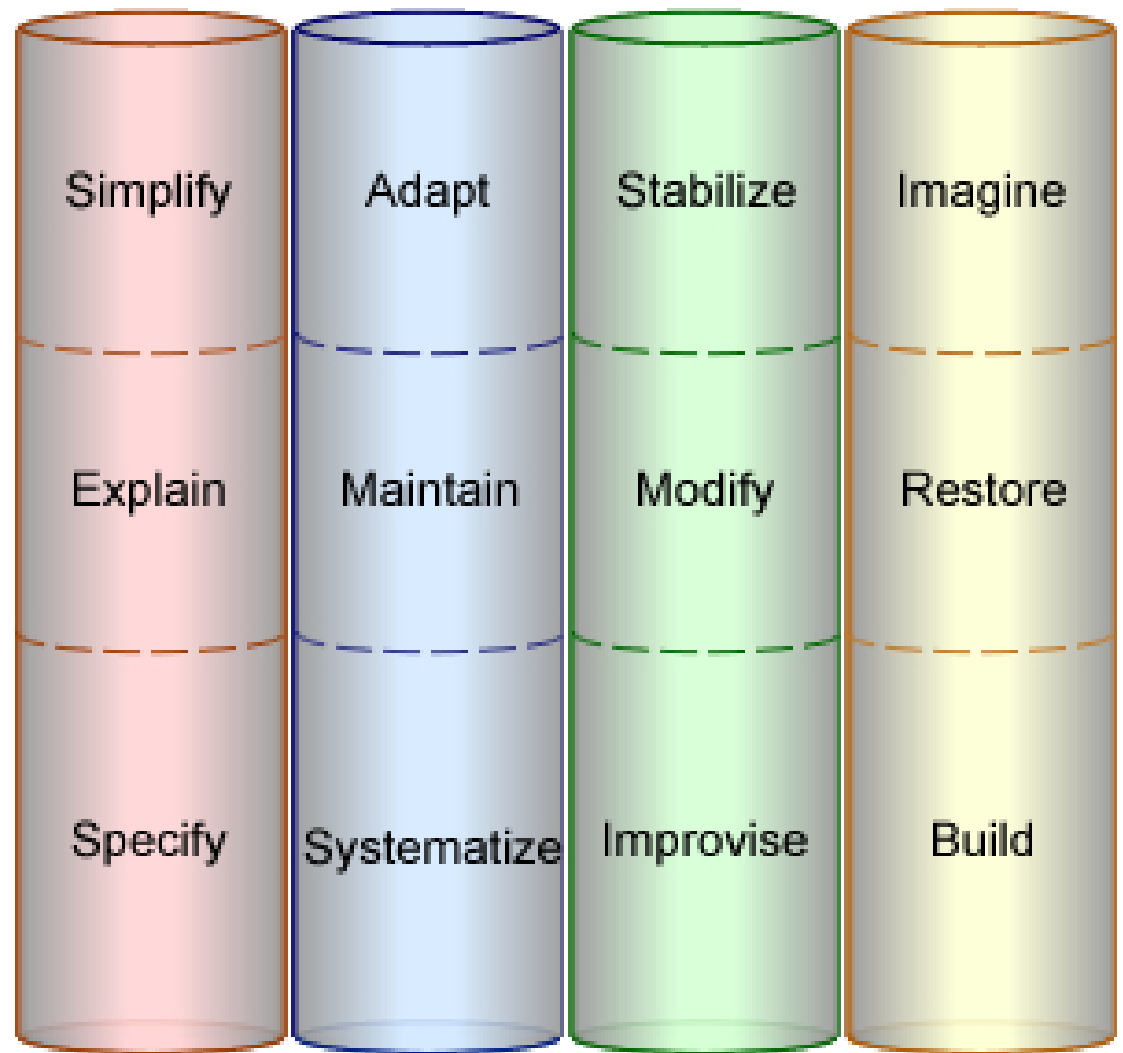


12 Kolbe Strengths™

Everyone has a strength in each mode.

Diversity in the combination of strengths creates a multitude of MOs.

Fact Finder Follow Thru Quick Start Implementor





Use of Time by Action Modes

Fact Finder: Gages how much time something will take through experience and expertise; puts events into a historical perspective.

Follow Thru: Sequences events and provides continuity, paces oneself; sets a rhythm for effort and coordinates with others.

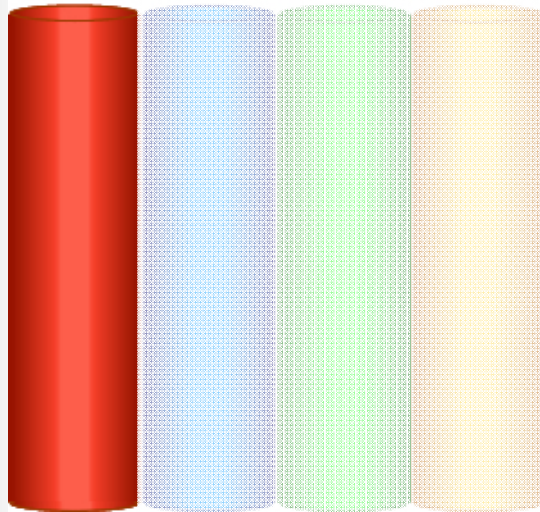


Use of Time by Action Modes

Quick Start: Focuses on the future by forecasting what could be and anticipates change.

Implementor: Grounded in the here and now, wanting the moment to last; creates quality products that will endure through time.

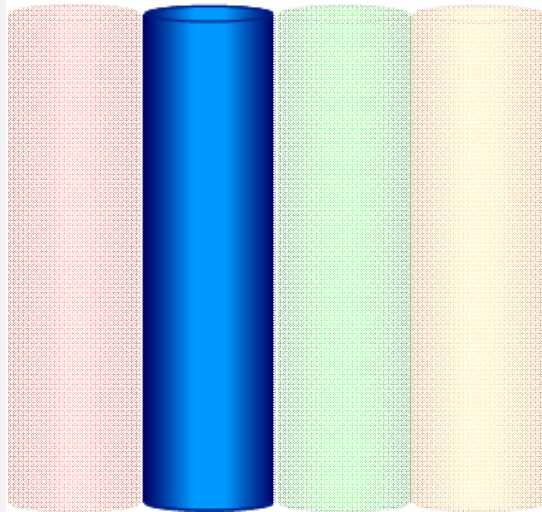
Fact Finder Follow Thru Quick Start Implementor



Fact Finder:

**Written words with
data, citations,
analogies, case
studies, verifications**

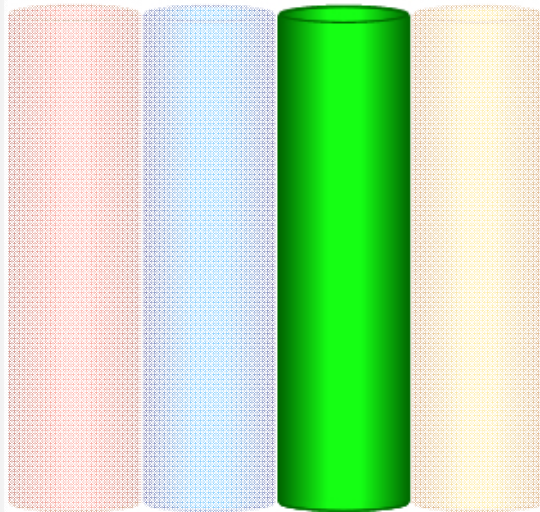
Fact Finder Follow Thru Quick Start Implementor



Follow Thru:

**Visuals with graphs,
charts, diagrams,
posters, outlines,
maps, similes, patterns**

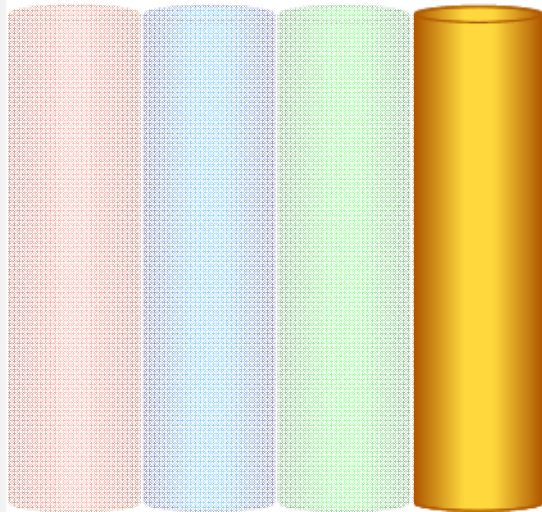
Fact Finder Follow Thru Quick Start Implementor



Quick Start:

Spoken word with
ad libs, improvised
metaphors, visuals,
bullet points, intense
colors

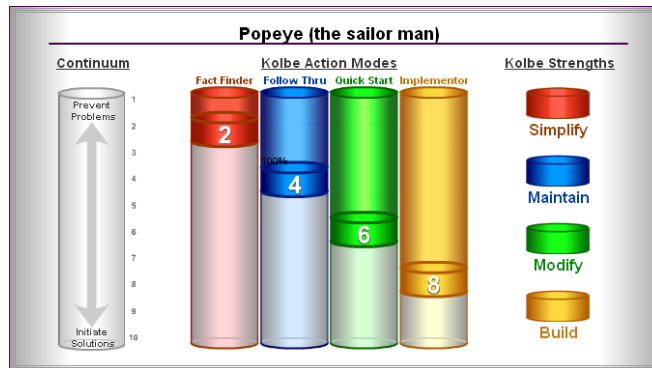
Fact Finder Follow Thru Quick Start Implementor



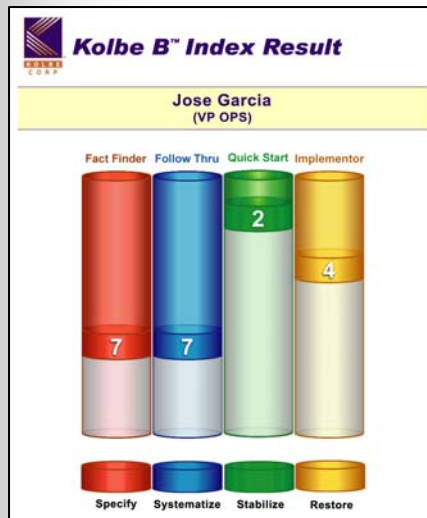
Implementor:

**Tangibles with props,
models,
demonstrations,
texture, machinery,
body language**

Kolbe Indexes

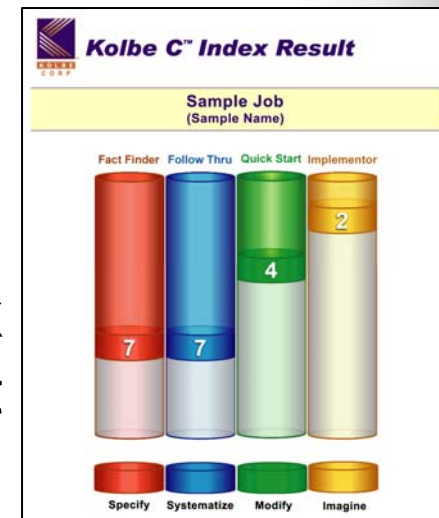


Kolbe A™ Index
our reality
(valid and reliable)



Kolbe B™ Index
self-expectation

Kolbe C™ Index
external requirement
(from anyone)



Contact Kolbe Corp

1-800-642-2822

Option 2

info@kolbe.com



4475

Mindy
Korth

Commercial Real
Estate Agent

8534

Joel
Broder

Managing
Partner

7823

Linda
Mitchell

Attorney

8643

Camille
Patterson

Commercial Sales
Leasing & Development