



Alex Giorgio developed a quick and fun quiz to see if you have Type E personality tendencies. It takes only a few minutes, and you might see someone you know well in the answers. Of course, there is no right or wrong. This is all about understanding yourself better, and recognizing traits that can be an advantage for a real estate agent. Here we go....

The Type E Quiz

Directions

Please circle **Yes**, **Sometimes** or **No** for each of the following 10 questions.

1) Do you love starting new projects, especially "impossible" ones?	Y S N
2) Does the thought of having a typical 9-to-5 job make you break into a cold sweat?	Y S N
3) Do you quickly lose interest in a project or job once it is up and running?	Y S N
4) Has delegating responsibility been a major challenge for you	Y S N
5) When contacted by an old friend you haven't heard from in years, do you immediately pick up where you left off, as if no time has passed?	Y S N
6) Do you love having time to yourself when you can find it?	Y S N
7) Do you usually find small talk a waste of time?	Y S N
8) Do your projects or jobs or romantic relationships usually last between six months and five years?	Y S N
9) Did you grow up feeling that your view of life was different from that of most people?	Y S N
10) Do you consider yourself an intensely passionate person?	Y S N

Scoring

Give yourself:

- 3 points for each **Yes** answer
- 2 points for each **Sometimes** answer
- 1 point for each **No** answer.

TOTAL THE POINTS to figure your score.

My TypeE Quiz Score _____

Now that you have your score, let's look at what it means...

TypeE Quiz Results

Less than 10 points: Replace your calculator battery!

10 - 19 points: You're probably not a Type E.

You may be best suited for a regular 9-to-5 job. You're most likely steady both at home and at work. Follow-through is your middle name. You are an invaluable resource to any company. You also get a purple heart if you have to spend extended periods of time with TypeEs.

20 - 30 points: Within the Type E range.

The higher your score within this range, the greater your Type E tendencies will be.

This Type E range is divided into three subtypes:

20 - 23 points: Type E Manager

24 - 27 points: Type E Translator

28 - 30 points: Type E Mystic

Whether you are within the Type E Manager, Type E Translator or Type E Mystic range, all three aspects of the Type E personality are alive and well within you to some degree. While some Type E's can operate from all three modalities simultaneously, there is usually one mode where you will feel most comfortable. This is the one you will find yourself utilizing most of the time.

20 - 23 points: Probably a **Type E Manager**

You're a practical visionary who, unlike traditional managers, won't shy away from risk. You know how to get the ball rolling and how to keep things on track. Action is your calling card.

The Type E Manager understands that to succeed there is a certain amount of risk one needs to take to move things ahead to the next level. The TypeE Managers aren't afraid of risk because they have learned to understand and work with it.

Type E Managers have said that less than seven out of ten failures mean they aren't pushing the "success envelope" enough. Striking out with that many failures is part of the process for hitting those remaining three spectacular home runs. Babe Ruth, baseball's home run king, was an exceptional example of this process. Of course, he was also baseball's strikeout king.

24 - 27 points: Most likely a **Type E Translator**

You're a bilingual visionary who is a vital link between the Type E Mystic, the Type E Manager and the rest of the world. You excel at being able to think and communicate in two very distinct styles, both globally and linearly. It's that extraordinary ability to take lofty visions and bring them down to earth that makes you an invaluable--and scarce--resource.

Type E Translators are essential for creating a balanced, successful work, home and school environment for other Type Es. They have an unequalled ability to understand the ideas a Type E Mystic entertains and effectively communicate them to the rest of the world.

Without a Type E Translator, most Type E businesses and families are destined for continual crisis. Type E Translators appear to be quite rare. If you have one in your group, do whatever it takes to keep them happy, content and well fed.

28 - 30 points: Undoubtedly a **Type E Mystic**.

You're a mystic visionary who operates so far outside the box you can't remember where the box is most of the time. Since you have more than just your head in the clouds, it can be a challenge to communicate your ideas and passions to other people.

You've also got the gift of time travel, that is, the ability to bring the vision of our world's future into the present. Without you, human experience would be an endless stream of mundane routines, never reaching for the limitless possibilities that you bring to the rest of us.

Type E Mystics have an uncanny ability to see the big picture even before anything can be seen on the horizon. Their challenge lies in dealing with the details and communicating their vision to others. They require the help of a Type E Translator to put their ideas into action and a Type E Manager to keep things running smoothly.

When in balance, Type E Mystics are the picture of creativity, enjoying every second of life. Out of balance, they likely will experience a roller coaster ride that creates extreme levels of stress for themselves, their businesses and families as well.

Type E personalities are in every profession, but you'll find quite a few in real estate. To learn more about how being a Type E has been an important part of my career, pick up a copy of my book, **Real Estate the Right Rome Way** at <http://homerome.com/book>.