



Jennifer Johnson—Coach of the Feminine Soul

“You don’t have to be a size 6, to make 6 figures”

<u>Situation</u>	Rate 1-5, Strongly disagree=1, Strongly agree=5	<u>Situation</u>	Rate 1-5, Strongly disagree=1, Strongly agree=5
I am a Spiritual person		Luxury is important to me	
I like to think outside the box		I prefer close vs. casual relationships	
I believe that things happen for a reason		I really LOVE my clients	
All of us have gifts to share		I like deep, emotional connections	
I’d rather work as part of a team, than alone		I like to help others feel special	
I believe anything is possible		I appreciate beauty and style over function	
I like to share my thoughts and ideas		I consider myself loyal, and expect that from others	
<u>Total Section 1</u>		<u>Total Section 2</u>	
I like to belong		I like to be in charge	
I am generous		Clutter and Chaos drive me nuts	
I don’t like saying no		I like a systematic flow of asking for the sale, vs. casual conversations	
I like to help others feel safe		Doing something right is better than taking the easy way out	
When I give, I prefer to do so anonymously		Others look to me for leadership	
I feel I can always give more		Respect is important to me	
People tend to lean on me at crunch time		I am a confident person	
<u>Total Section 3</u>		<u>Total Section 4</u>	
Rules are more like guidelines		I don’t like to think about money	
I’m a loner		I tend to avoid problems; hoping things just get better on their own	
I’d rather stand out than blend in		I enjoy knowing lots of people	
I speak my mind		I have no problem asking others for help	
I am proud of my uniqueness		I prefer others to handle details	
I’ll take big risks, if I believe I will get big results		Making money is not one of my main business goals	
I do things my own way		I often don’t ask for the sale, as I’m concerned about damaging the relationship	
<u>Total Section 5</u>		<u>Total section 6</u>	



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I would spend more for VIP treatments, like first class seats			Saving money for me is important	
I try to always have the latest gadgets			I don't see the value of expensive things, and don't think others will	
I feel that the image my offering portrays is one of it's stongest selling points			I sometimes have trust issues	
I've often spent more than necessary, just to uphold my image to others			I often find it easier to do things myself	
I like to be the center of attention			Safety and security are more important to me than luxury	
I'd rather spend money than save it			I'll often buy things I don't need, because they are on sale	
When I give to charity, I want to be recognized for it publicly			The thought of running out of something causes me stress	
<u>Total Section 7</u>			<u>Total Section 8</u>	