

Chapter 4

Who Is Holding Down Your Helium Balloon?

Only a few got away. They slipped through their fingers. Could it be that the vast majority of personalities never make it out of the grip of somebody? It's serious business, look at their faces. They don't want those balloons to rise up and get away with themselves. This chapter will help to free your personality balloon so that you can feel the excitement of soaring high in the sky. *Think about the reasons why your personality can be held down.*

Reason #1: You Are Failing to Know Your Personality Type

Most people have never studied personality very much. Many people do not even know their own personality type. Before this book was first published, over 70% of the people who had registered for our free personality test on the Internet did not know their personality type. Less than one-third of the registrants claimed to know it with certainty. That's like if you had a family of ten brothers and sisters, only three of them would know what their personality type is. So should you be surprised if you don't know your type? No. But realize this, you could be holding down your own balloon since you are failing to study and to know your personality type.

Step 1 - Get on Your Mark

If you have not yet discovered your personality type, the first step you must take is to get on your mark—personality mark, that is. Do the following to know with certainty what your personality type is:

- Read about personality types in this book and others.
- Carefully compare your knee-jerk reactions to the main upside and downside of each personality type (Chapter 5).
- Carefully compare yourself to all the ups/downs of each type (Chapter 5).
- Write down answers to all the discovery questions in Chapter 9.
- Complete our personality tests (*Mini* – Quick and fun!, *Individual* – Measure yourself in depth, *Relationship* – Measure each other, fun!). We have self-scoring workbooks, or you can complete a FREE automated version of them at: www.PersonalityReality.com.
- Consider what you can remember about your past, including your childhood, that indicates your type.
- Continue to observe personality types as you experience life so that you can gain more insight into personality.