



WOO™

PEOPLE EXCEPTIONALLY TALENTED IN THE WOO THEME LOVE THE CHALLENGE OF MEETING NEW PEOPLE AND WINNING THEM OVER. THEY DERIVE SATISFACTION FROM BREAKING THE ICE AND MAKING A CONNECTION WITH SOMEONE.

Woo stands for winning others over. People with strong Woo talents enjoy the challenge of encountering new people and gaining their esteem. They are drawn to meeting new people. They want to learn others' names, ask them questions, and find common interests upon which to build rapport. People with Woo among their top themes can enter a crowd and easily know what to do and say. Some people shy away from starting up conversations because they worry about running out of things to say. People with a lot of Woo do not. They see no strangers — only friends they haven't met yet.

ITS POWER AND EDGE

People with strong Woo talents bring energy to social situations. They can connect with others and act as catalysts in helping people connect with one another. They have an exceptional ability to draw others out of their shell.

IF WOO IS A DOMINANT THEME FOR YOU:

- Spend time every day interacting with numerous people.
 - Deliberately build your network of acquaintances. Tend to it by checking in with each person at least once a month.
 - Join local organizations, volunteer for boards, and find ways to get on the social lists of the influential people in your community.
 - Learn the names of as many people as you can. Build an index of the people you know and add names as you become acquainted. Include a snippet of personal information for each contact — such as his or her birthday, favorite color, hobby, or favorite sports team.
 - Stay in touch with your peers in professional organizations. This will help you build your network and increase the number of experienced resources you can tap for help with any issues that arise.
 - In social situations, take responsibility for helping put more reserved people at ease.

IF WOO IS A LESSER THEME FOR YOU:

- Think about how you meet new people. That Woo is not a dominant theme for you suggests you are likely to be more reserved and move at a slower social pace. It does not mean you can't or won't meet new people.
 - Among your top themes, find those that help you break the ice and connect with others. For example, Input, Learner, or Relator talents can help you initiate conversations on topics of interest, gather information, or seek out people you can learn from.
 - Attend meetings or events with people you know. Lean on them to help you connect with others.
 - Before attending a meeting or event, make a list of current events, questions, or topics that you can leverage as conversation starters.
 - Partner with gregarious partners or friends. Ask them to help you network. They can introduce you to new people, and through conversation you can deepen the connection.