



## Testing for Natural Instincts

### *Kolbe A Index*

If you are interested in learning more about how to work effectively with a current or future associate we highly encourage taking the **Kolbe A Index** as a way to measure ones instinctive method of operation.

IQ tests tell you what you can do. Personality tests tell you what you want to do...the **Kolbe A Index** measures what you WILL or WON'T do. This quick and easy 36-question instrument gives you greater understanding of your own natural instincts and allows you to begin the process of maximizing your potential.

The first part of the Kolbe System is a survey that reveals your individual mix of striving instincts: the instincts that drive you to take action and flow naturally. These striving instincts are divided into four categories called your Action Modes. These action modes are divided into three zones of operation. This creates a 12-part chart of Impact Factors that summarizes how you naturally contribute in each of the four action modes. This is a very comprehensive, yet simple and reliable chart of how your unique instincts help you creatively solve problems.

### *Test Results*

You are welcome to see the results of a test taken by Mark Wilkinson. The results take a few minutes to understand if you are not familiar with the Kolbe Index. Following is a summary of Mark's results:

***Your conative creativity is intuitive, visionary, and highly original. You have a knack for finding alternatives and discovering unique ways to get things done. Your Natural Advantage is: Innovator***

You are welcome to see the test results at <http://www.kolbe.com>. The instructions are as follows:

Click on "User Login" at the top of the home page

Enter the user name "Mark2000" and the password "Mark1000", then click "View Profile"

On the next page is a link on the right that says "View". Click to see the test results.

The results page has nine buttons labeled "View". Clicking on the next to the last button "Full Kolbe A Index Report" will give you an overview of the test results.

### *Call for More Information*

Please call Mark Wilkinson (805-708-6173) for a quick tour of the test results and an interpretation of the findings.

***"I am greatly impressed at how accurate the Kolbe report is."***

*Mark Wilkinson*