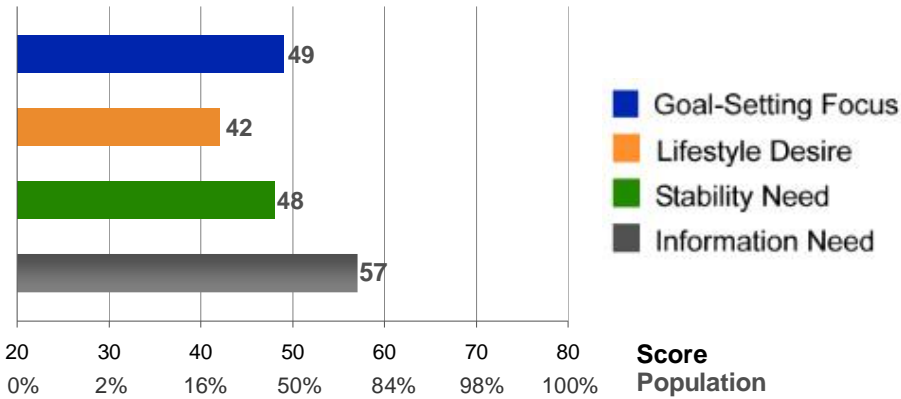


Your Communication DNA® Report

Michael B Loberiza

Your Primary Communication Style:

- Goal-Setting Focus
- Lifestyle Desire
- Stability Need
- Information Need**



A person with a need for information likes to analyze and focus on the tangible.

You would like to be communicated with on the following terms:

- Provide Facts when Communicating
- Use Specifics
- Closed Ended Questions
- Demonstrate Transparency

Your preference would be to have products and services provided to you recognizing the following needs:

- **Life Need:**
Order
- **Financial Approach:**
Budgets
- **Risk Approach:**
Minimize risks
- **Service Delivery:**
Reliable
- **Meeting Conduct:**
Structured
- **Information Requirement:**
Research
- **Relationship Management:**
Newsletters
- **Learning Style:**
Tangible