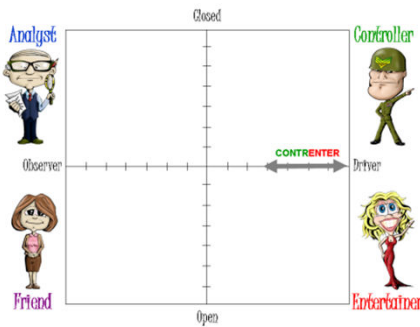


FACE of the Month

“Whoosh! At break-neck speed, we enter the room – shake hands, chit-chat, eat, network and leave. Everything we do is with a sense of urgency. We make great first Impressions. We’re always on a mission and we have the potential to create absolutely anything in record time. Who are we? We are CONTRENTERS!”

Yep, that’s us. We occupy the double-pointed line on the FACE Matrix below. CONTRENTERS sit on the border that separates the CONTROLLER and ENTERTAINER FACES. More specifically, **we are a combination of the Entertainer-CONTROLLER and the Controller-ENTERTAINER.**



We are incredibly impulsive. Lightning fast! Sometimes we make decisions so fast that we can be well travelled down a certain path before we realize what’s happening and then we may ask ourselves *“What am I doing?!”*

When CONTRENTERS latch onto an idea or a belief, you can be sure that we will be zealous and unrelenting for that cause. We CONTRENTERS have no limit to our energy reserves and **we will persist with whatever we’re doing, well beyond the point where most people would naturally give up.** If you have a certain purpose that you’re pursuing and one of us joins you in that purpose, you will have the most powerful ally you could ever possibly imagine.

It has been said that CONTRENTERS are really quite opinionated people. Well, there may be some perceived truth in that; but we’re not opinionated

in a bad way; nor are we intentionally rude. It’s just that **we have very firm views on just about everything** and we have no hesitation letting others know what we think – good, bad or indifferent. Why should we? Haven’t you heard, ‘The truth shall set you free’?!

Another common criticism of us is that we just don’t listen. Not true! In any case, and in our defence, **we are rarely wrong. Just ask us... we’ll tell you.** 😊



As CONTRENTERS, we share many of the traits that are typical of CONTROLLERS and ENTERTAINERS in general. This is one of the reasons why we are such single-minded characters. And, did you know that **CONTRENTERS are quite adept at positions of leadership?** We are! This strength is particularly applicable to vocations and endeavours that require people to have the skill of quick decision-making and the ability to follow-through (equally as quickly). Yep, that’s us.

Now, because of the significantly Driver pace of CONTRENTERS, **there is a chance that we can sometimes become a little impatient.** Ok, we’ll be honest... it happens a lot! Oh my goodness, the speed of progress can be so frustratingly slow sometimes.

Anyway, as a consequence of our impatience, we **CONTRENTERS have been known to impulsively and aggressively barge into action without necessarily considering all the consequences in advance.**

Consequently, this ‘knee-jerk’ reaction can occasionally land us in leadership roles and other demanding situations before we are truly up to the challenge. You might say that we are a little susceptible to biting off more than we can chew. Ok, ok, so it’s a lot susceptible.

Here is another way to describe it: When considering the 3 logical and chronological steps of ‘Ready→Aim→FIRE!’... CONTRENTERS are prone to mixing that up with a Ready→FIRE!→Aim approach.

In light of that last insight, it may come as no surprise that **CONTRENTERS are rather prone to upsetting some people with our blunt and somewhat bullish style.** In our defence, these behavioural traits are neither malicious nor ill-intended. Rather, they are the natural by-products of our can-do, “let’s make it happen”, never-give-up gusto and spirit.

In the 1970s hit song “Billy, Don’t Be A Hero” by Paper Lace, Billy had enlisted for the Vietnam War and all his fiancé asked him to do was to stay safe and not do anything silly or overtly heroic. She wanted him to come home and to make it back in one piece.

When Billy’s platoon leader called for a volunteer to brave the enemy’s bullets and carry out a certain, risky task; you guessed it... Billy forgot about his fiancé’s request and put his hand up in a flash. Billy got killed. Chances are Billy was a CONTRENTER.

See ya!



CONTRENTER