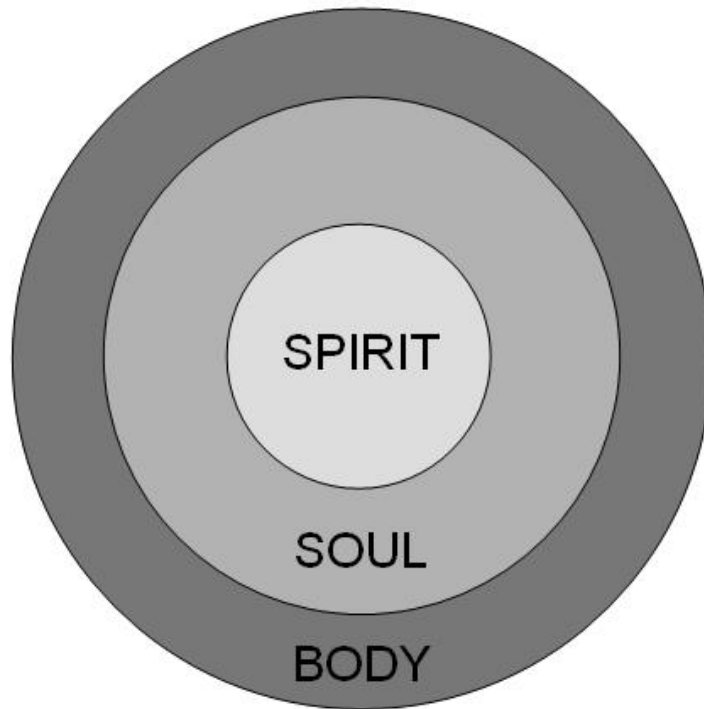
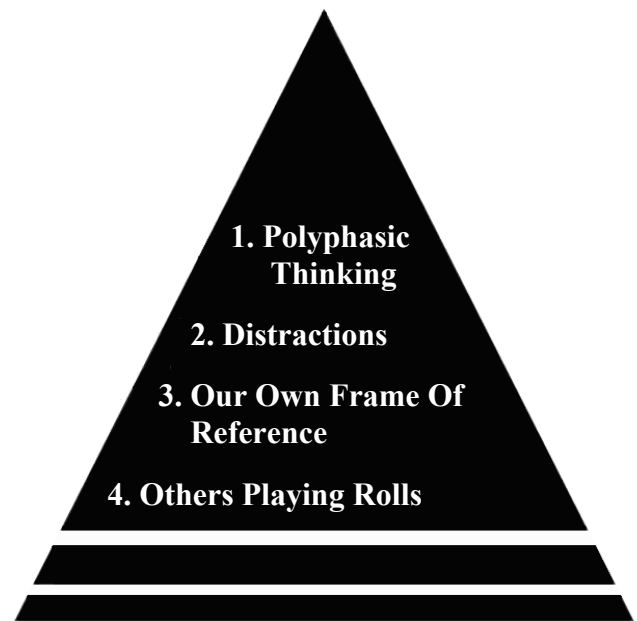




# How to Walk In Agape Love



**HOW RELATIONSHIPS DEVELOP**



**4 BARRIERS TO LISTENING**



MBS, Inc.  
601 N. Mur-Len  
Suite 16  
Olathe, KS 66062

# Overview of the 4 Temperament Traits

www.strengths.com  
mbs@strengths.com  
(913) 393-2525  
FAX: (913) 393-2288

<p><b>Directness (Red)</b> <b>Characteristics of the High D</b></p> <ul style="list-style-type: none"> <li>A. Focus is on results, being in control, solving problems.</li> <li>B. They act on their environment rather than reacting to it.</li> <li>C. Naturally self-confident, high ego people.</li> <li>D. Hard driving and decisive.</li> <li>E. They are candid (which others may take as criticism).</li> <li>F. Take pride in solving problems.</li> <li>G. Hate having anyone looking over their shoulder.</li> </ul>	<p><b>Extroversion (Green)</b> <b>Characteristics of the High E</b></p> <ul style="list-style-type: none"> <li>A. Focus is on people.</li> <li>B. Outgoing, friendly, cheerful.</li> <li>C. Talkative, fluent.</li> <li>D. They like people and want to be liked in return.</li> <li>E. Usually are enthusiastic and pleasant.</li> <li>F. Natural delegators (of both detail and responsibility).</li> <li>G. Like teamwork, will involve people</li> </ul>	<p><b>Pace (Blue)</b> <b>Characteristics of the High P</b></p> <ul style="list-style-type: none"> <li>A. Focus is on timing, harmony and cooperation.</li> <li>B. Appear calm, cool and controlled under pressure.</li> <li>C. Have a long fuse.</li> <li>D. Do not like to be rushed at the last minute ... plan ahead.</li> <li>E. Noted for good memory and being a good listener.</li> <li>F. Time, schedules and deadlines are important.</li> <li>G. Steady, easygoing and relaxed.</li> </ul>	<p><b>Structure (Yellow)</b> <b>Characteristics of the High S</b></p> <ul style="list-style-type: none"> <li>A. Focus is on being right and doing right; hate to make mistakes.</li> <li>B. Naturally good organizers.</li> <li>C. Usually careful and accurate.</li> <li>D. Will double-check themselves and others.</li> <li>E. Like to gather many facts before making a decision.</li> <li>F. Actively resist change (unless reasons are explained &amp; valid).</li> <li>G. Appreciate knowing the rules, expectations and instructions.</li> </ul>
<p><b>Working with Direct People</b></p> <ul style="list-style-type: none"> <li>A. Be direct and to the point.</li> <li>B. Explain WHAT.</li> <li>C. Focus on results and control.</li> <li>D. Support their goals.</li> <li>E. Talk about taking action.</li> <li>F. Provide freedom and options.</li> <li>G. Act businesslike, time conscious and factual.</li> </ul>	<p><b>Working with Extroverted People</b></p> <ul style="list-style-type: none"> <li>A. Be interactive and enthusiastic.</li> <li>B. Explain WHO.</li> <li>C. Focus on people and teamwork.</li> <li>D. Support their intentions.</li> <li>E. Talk about people &amp; opinions.</li> <li>F. Provide feedback.</li> <li>G. Act friendly, open and flexible.</li> </ul>	<p><b>Working with Paced People</b></p> <ul style="list-style-type: none"> <li>A. Be calm and under control.</li> <li>B. Explain WHEN.</li> <li>C. Focus on timing and harmony.</li> <li>D. Support their schedule.</li> <li>E. Talk about cooperation.</li> <li>F. Provide deadlines and agree as to "when".</li> <li>G. Act patient and unhurried.</li> </ul>	<p><b>Working with Structured People</b></p> <ul style="list-style-type: none"> <li>A. Be detailed with facts in writing.</li> <li>B. Explain WHY.</li> <li>C. Focus on doing the right thing.</li> <li>D. Support their methods.</li> <li>E. Talk about documented facts.</li> <li>F. Provide opportunity to ask questions and check the facts.</li> <li>G. Act organized and specific.</li> </ul>
<p><b>D Below the line: Non-threatening</b></p> <ul style="list-style-type: none"> <li>A. Low key.</li> <li>B. Non-threatening and Non-intimidating.</li> <li>C. Often are modest.</li> </ul>	<p><b>E Below the line: Private</b></p> <ul style="list-style-type: none"> <li>A. Use fewer words.</li> <li>B. LIKE PEOPLE, but in smaller groups (one on one).</li> <li>C. May wish High E would use fewer words.</li> </ul>	<p><b>P Below the line: Urgent</b></p> <ul style="list-style-type: none"> <li>A. Have a great sense of urgency to accomplish goals.</li> <li>B. Often rushing at the last minute.</li> <li>C. Not as good a listener.</li> </ul>	<p><b>S Below the line: Flexible</b></p> <ul style="list-style-type: none"> <li>A. Dislike details and will delegate them to others.</li> <li>B. Independent.</li> <li>C. Can adjust the rules to reach goals.</li> </ul>



## MBS FOUNDATIONAL SCRIPTURES

<b>Matthew 6:33</b>	But seek first his kingdom and his righteousness, and all these things will be given to you as well.
<b>Genesis 2:7</b>	the LORD God formed the man from the dust of the ground and breathed into his nostrils the breath of life, and the man became a living being.
<b>1 Thessalonians 5:23</b>	May God himself, the God of peace, sanctify you through and through. May your whole spirit, soul and body be kept blameless at the coming of our Lord Jesus Christ.
<b>John 13:34-35</b>	"A new command I give you: Love one another. As I have loved you, so you must love one another. By this all men will know that you are my disciples, if you love one another."
<b>1 John 3:16</b>	This is how we know what love is: Jesus Christ laid down his life for us. And we ought to lay down our lives for our brothers.
<b>Matthew 18:19</b>	"Again, I tell you that if two of you on earth agree about anything you ask for, it will be done for you by my Father in heaven.
<b>Hosea 4:6a</b>	my people are destroyed from lack of knowledge.
<b>Luke 8:18a</b>	Therefore consider carefully how you listen.
<b>Proverbs 23:7</b>	For as he thinketh in his heart, so is he (KJV)
<b>Philippians 4:6-7</b>	Do not be anxious about anything, but in everything, by prayer and petition, with thanksgiving, present your requests to God. And the peace of God, which transcends all understanding, will guard your hearts and your minds in Christ Jesus.
<b>Proverbs 3:5-6</b>	Trust in the LORD with all your heart and lean not on your own understanding; in all your ways acknowledge him, and he will make your paths straight.
<b>Psalms 19:14</b>	May the words of my mouth and the meditation of my heart be pleasing in your sight, O LORD, my Rock and my Redeemer
<b>Mark 11:25</b>	And when you stand praying, if you hold anything against anyone, forgive him, so that your Father in heaven may forgive you your sins."
<b>2 Timothy 4:11</b>	Only Luke is with me. Get Mark and bring him with you, because he is helpful to me in my ministry
<b>2 John 12</b>	I have much to write to you, but I do not want to use paper and ink. Instead, I hope to visit you and talk with you face to face, so that our joy may be complete.
<b>3 John 13</b>	I have much to write you, but I do not want to do so with pen and ink.
<b>Revelation 12:11</b>	They overcame him by the blood of the Lamb and by the word of their testimony; they did not love their lives so much as to shrink from death.
<b>Matthew 7:7</b>	"Ask and it will be given to you; seek and you will find; knock and the door will be opened to you.
<b>Deuteronomy 11:18-21</b>	Fix these words of mine in your hearts and minds; tie them as symbols on your hands and bind them on your foreheads. Teach them to your children, talking about them when you sit at home and when you walk along the road, when you lie down and when you get up. Write them on the doorframes of your houses and on your gates, so that your days and the days of your children may be many in the land that the LORD swore to give your forefathers, as many as the days that the heavens are above the earth.



## Don't be offended

When people lose control of their temperament we often take their behavior in a personal way. We become easily offended when people act selfishly.

The “younger brother” in Luke 15 wanted to go out on his own. He wanted his inheritance immediately so he could make a life for himself. His father agreed to let him do “his own thing”. He needed to be in control (D). He liked to party (E). His friendly independent nature had control of him. When our temperament has control often things don't go well. The very thing he craved ...to have control of his own life...he lost. However, when he turned back to his father with the attitude of being a servant, he was blessed beyond his wildest dreams.

The “older brother” hung in there at the family business but was offended when his brother returned. He would not even go into the party...probably hated conflict (P). What his brother did wasn't “right” (S). His temperament had control of him. He might later have said “I'll forgive him but I'll never forget it”.

When people act in a selfish way, don't be offended. Don't let your temperament have control of you. Ask the Holy Spirit to show you something considerate that you could say or do to help the other person. When you do this, others will see you acting exactly the way Jesus acts. As He told us in John 15:13 “Greater (Agape) love has no one than this, that he lay down his (soulish) life for his friends.”

*Mike Postlewait*