

Which Bird Are You?



Over the summer, I attended a Young Professionals event where keynote speaker and author, Merrick Rosenberg from *Take Flight Learning* discussed his book, *"The Chameleon."* He creates four "DISC" personalities and compares them to four types of birds. DISC is an acronym for Dominance, Influence, Stabilizing and Cautious. Listening to Rosenberg's in-depth explanation of this model made the concepts much easier to understand and to apply them to real-world, real-life scenarios.

The overall idea is relatively easy to explain. The Owl is the typical "Type A" personality who is all about the bottom line. The Parrot is flamboyant and fun, full of excitement and always has a smile on his or her face. The level of excitement in which something is discussed is as important to the parrot as the actual words being used. The Dove is the emotional bird and a good listener. The Dove focuses on feelings. When communicating with a dove, it's important that everyone is on the same page and concerns are addressed. Owls are inquisitive. They need to know the Who, What, Where, Why, When and How. Give them an Excel sheet with every detail and they are good to go!

The DISC profile personality is near and dear to my heart. My first professional presentation was on this topic many years ago at an industry conference. *"The Chameleon"* delves into these personality types and explores how we interact in our daily communication.

For example, we learn how an eagle can best communicate with a dove. You get the idea. In business and in life, it's critical to know ourselves and everyone we surround ourselves with. To be successful, we must be like a chameleon and adapt to each environment and each relationship. We must speak the language of our partners. People encode and decode messages differently and according to Rosenberg, it depends on which type of bird we identify with.

It's been nice to revisit this interesting topic. We at Forwarders List want to help you make sure your animal kingdom is working as efficiently as possible! Give us a call to discuss your bottom line and explain to us exactly why you are a satisfied customer or not. Tell us how you feel and we will listen to address your concerns. We adapt to our customers' needs-not collectively but individually. Every interaction matters and is another opportunity for success for all of us.

-Gary

Trivia:

1. In what year was the bald eagle chosen as the emblem of the United States of America?
 - a. 1799
 - b. 1782
 - c. 1875
 - d. 1922

Did you Know?

There are over 10,000 different species of birds!

To participate in our trivia questions, submit your answer by clicking [here](#).



The Creditors Rights Industry's Premier Conference

Don't miss the upcoming NCBA (formerly NARCA) conference in Nashville!

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Tesla Is Facing U.S. Criminal Probe Over Elon Musk Statements

Tesla Inc. is under investigation by the Justice Department over public statements made by the company and Chief Executive Officer Elon Musk, according to two people familiar with the matter. The criminal probe is running alongside a previously reported civil inquiry by securities regulators.

[Read more](#)

IMF Warns Ireland Faces Economic Hit From 'no deal' Brexit

Ireland's economy could suffer a 4% hit if the UK and the EU fail to reach a deal following Brexit, the International Monetary Fund has said.

The IMF said that because of the highly integrated nature of the Irish and UK economies, Ireland could face economic consequences as sharp as the UK's.

[Read more](#)

Quotes

"If we learn nothing else from this tragedy (September 11th), we learn that life is short and there is no time for hate."

- Sandy Dahl

"America was not built on fear. America was built on courage, on imagination and an unbeatable determination to do the job at hand."

- former President Harry Truman

Calendar of Events

If you would like to meet with [Gary Tier](#) at any event he is attending, please click [here](#) to request a meeting.

CLLA
Universal City, CA
September 21, 2018
www.clla.org

NCBA
Nashville, TN
October 3 - 6, 2018
www.creditorsbar.org



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