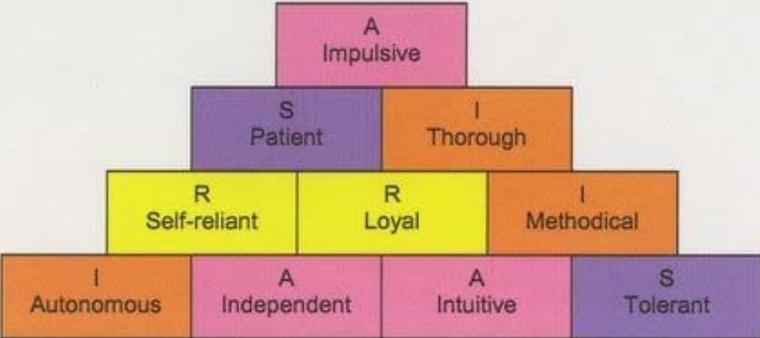
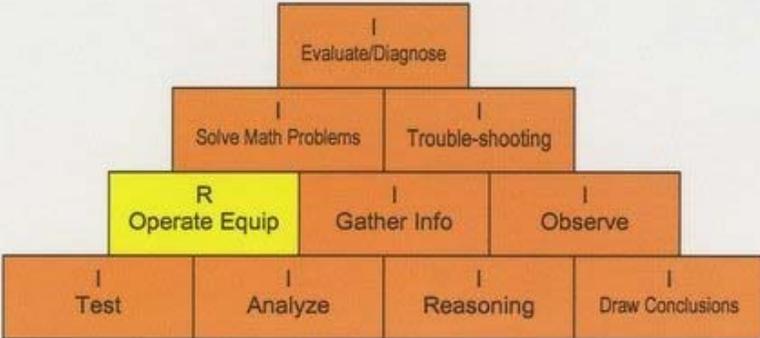


# Pyramids for MM

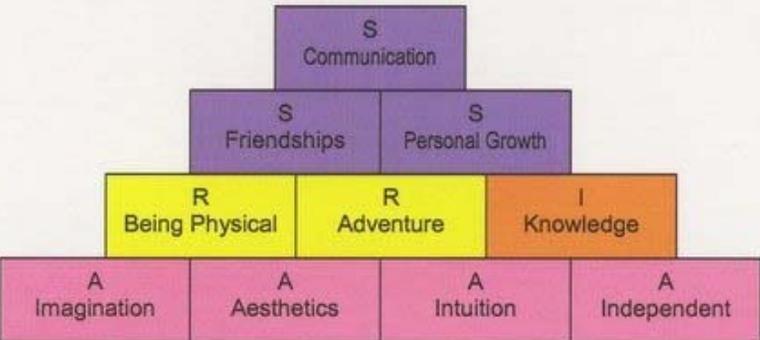
## Traits



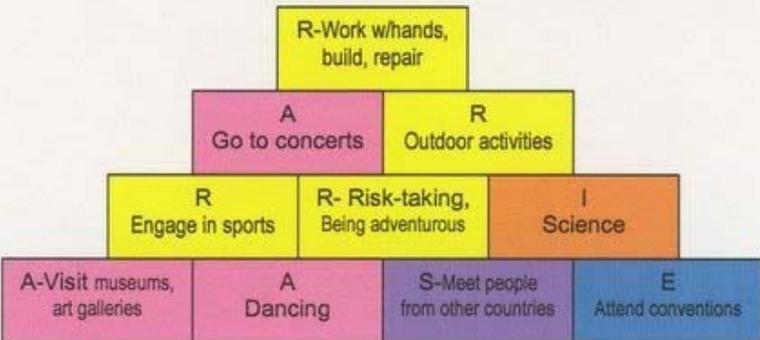
## Skills



## Values



## Interests



Mark repairs computer software and hardware for companies. He has his own business and had not taken a vacation for three years at the time he completed VISTa. He was burned out and trying to decide what to do to get some time off.

In viewing Mark's SKILLS and INTERESTS, it was very clear he was engaging in an ideal occupation for him. He used every one of his nine Investigative and one Realistic SKILLS in his work. Some of his INTERESTS, such as R-Work with hands to build and repair were also used in his work. However, he worked so many hours, he was unable to involve himself in other INTERESTS, those things that might have allowed him reenergize and renew.

The secret to Mark's conflict lay in his "being" cards, his TRAITS and VALUES. As we discussed his Pyramid Profile, he talked about how he wanted to hire someone to work for him, but was hesitant. He felt he had to respond to all client calls himself, something that was evidenced by his R-Loyalty-T card. He believed his clients had hired him, and he was reluctant to send anyone else to see them. Mark was concerned about sharing responsibilities with someone else. This was indicated by his TRAITS cards of R-Self-Reliant, I-Autonomous and A-Independent.

Mark felt he had a close relationship with his clients; he enjoyed them and didn't want them to feel let down. This was evident in the S-Friendships-V card. When Mark really looked at his Pyramid Profile, he gained a deeper understanding of how his strengths might not be serving him.

From the VISTa information, he was able to move forward to correct his situation. Mark used his TRAITS of I-Thorough and I-Methodical to compare clients. Through his analysis, he determined that 80% of his revenue was coming from 20% of his clients. He made the difficult decision to cut back on his client load, keeping the most profitable and enjoyable ones. In addition, instead of feeling pressure to take care of all the clients in his large metropolitan city, he cut back to a geographic area that required less travel time.

From this process Mark was able to reduce his client load without significantly altering his income. As a result of understanding his work habits, he was able to free up his time to develop a new hobby. Wanting to enjoy his INTERESTS of R-Working with his hands, and R-Outdoor activities, he is building a miniature train layout in his backyard. His life and work are more in balance, he is able to renew and get reenergized to better serve his best clients and himself.

Mark's story illustrates the significance of being able to look at the different aspects of your personality in the VISTa Cards. We usually think our weaknesses cause the challenge in our lives. In Mark's case, it was his strengths. Feeling commitment to his clients, he was unable to see how the lack of time off hurt him and his business.