

## **Asking for Help \*** **Spranger Guiding Values**

Identifying guiding values is more difficult than identifying behavior styles.  
Pay attention to how people use their time, money; and energy.  
Remember that you are asking people to *help* you, not to *do* for you.

Visit Smiles Spark Success on Facebook for verbal clues to each guiding value.

Usefulness    Creating the greatest benefit from the least action

Ask a Usefulness person for help with:

Accumulating wealth  
Reducing wastefulness

Belief        Living & expressing a moral consciousness

Ask a Belief person for help with:

Converting others to your beliefs  
Finding causes that express your beliefs

Knowledge    Finding evidence to solve problems

Ask a Knowledge person for help with:

Seeking ideas  
Identifying & organizing information

Helping        Staying loyal to people in need to make society better

Ask a Helpings person for help with:

Understanding the situational factors that create need  
Identifying steps to change those factors

Harmony        Appreciating physical, mental, & emotional forms that create fulfilling experiences

Ask a Harmony person for help with:

Ways to seek healthy fulfillment  
Appreciating fulfilling experiences

Position        Using personal will & beneficial connections to advance in life

Ask a Position person for help with:

Planning winning strategies  
Fitting into a chain of command

\* Resource material for two Success Steps/Failure Flubs Posters:  
Be a Networker  
12 Girl Goodwill Steps to Success & Equality  
Available from the Speaking From Triumph Store at [speakingfromtriumph.com](http://speakingfromtriumph.com)