

## Some Types Just Wanna Have Fun

Continuing the series on personality types, we arrive at the one easiest to spot, often because it's the one easiest to hear. Every office has a character who turns what should be a brief interaction into an opportunity for rabbit-chasing—all paths are taken and commented upon! Maybe you live with a child who doesn't just provide information: he or she tells a detailed story and you can't understand how a simple event can be turned into a full-blown production. Perhaps you've noticed your spouse works out problems by talking, talking, talking, and it makes you crazy, crazy, crazy!

You've encountered the Popular Sanguine personality. "Sanguine" is a Greek word meaning "blood," and thousands of years ago it was thought that some people had more blood than others and this made them full of energy and good cheer. I like to use the Greek names for each personality but I also use an identifying word, and "popular" is the identifier you might remember long after you've forgotten how to say "sanguine" (pronounced SANG-gwinn).

Many times at business meetings I have been told, "Sue, I didn't know if you were here, and then I heard you!" It's usually easy to locate the Popular Sanguine in the room, because he or she is often entertaining a small crowd, telling stories, and enjoying the attention. Popular Sanguine folks are colorful. They like to stand out. They want to be noticed. They are often dramatic storytellers. Keep in mind that none of these things are bad or wrong; they are indicative of a certain hardwiring.

These are extroverted, charming, optimistic people. Their work motto might be, "If it's not fun anymore, it's time to look for a new job." Sanguine people are not necessarily prone to making a goal and heading toward it. What's the fun in that? It's far more interesting for these Populars to

take the road that looks interesting and see where it leads. If it doesn't work out, well, so what? Keep in mind, though, that no matter how much their love of serendipity, underneath it all there are three very essential needs: affection, attention, and acceptance.

Everyone needs affection, of course, but for a Popular it is the nectar of life. I once had to counsel an employee on a difficult subject, and when we were done, this 40-ish professional asked me with all sincerity, "Do you still like me?" As a Popular Sanguine myself, I am unashamed to tell you that the greatest praise I ever received at work was many years ago when my boss at The Brookings Institution threw out his arms one day and exclaimed, "Oh, Sue, you're the best secretary I've ever employed!" I would not have batted an eyelash had he immediately followed his compliment with a cut in my pay. I would have crawled on broken glass for him. He liked me.

Your Popular Sanguine friends are energized by people, so they are skilled at cultivating relationships. These folks seem to know everyone. Each new acquaintance has the potential of becoming a new best friend, and they are never too tired for a party or a lunch with pals. They naturally draw folks into conversation and create a memorable encounter. Sanguines need to talk to process life events, and they don't really need to know someone well in order to share their thoughts. Very little is considered private: they may regale a perfect stranger with the positive

continued ▶



*Sue Thompson is a personality expert, etiquette trainer, and an instructor in life lessons. Her seminars on recognizing and developing talent, identifying personalities and working effectively with the people who possess them, responding appropriately to difficult experiences, treating others with respect, and behaving like a professional have caused listeners at companies and business*

*organizations throughout the country to rate her presentations as "the best seminar of the conference!" She trains those entering the workforce how to present themselves with style and authority; new employees in the importance of respecting one's work and the workplace; managers in the value of understanding employees' talent and temperament; and everyone in the timeless rules of behavior that will always bespeak excellence.*

### Quick Links

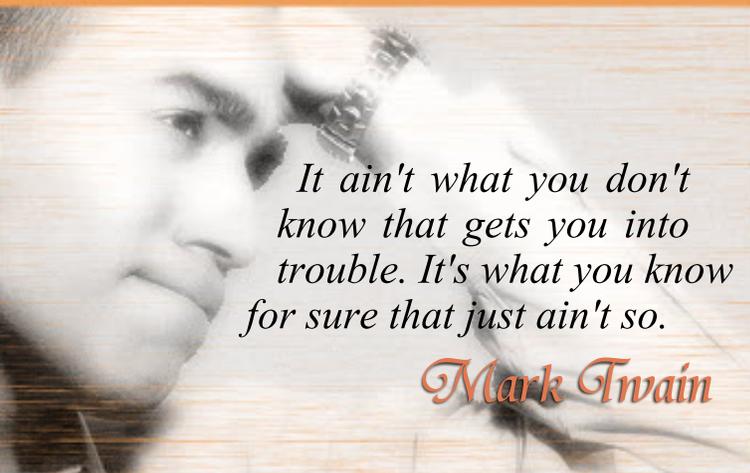
How We Know What Isn't So  
San Francisco Chronicle  
American Society of Nephrology  
Adopt-A-Greyhound

Sue@SetFreeLifeSeminars.com  
www.SetFreeLifeSeminars.com  
877.231.6993

results of a colonoscopy. (And yours—because even your stories become part of the dramatic narrative in which they love to engage.) So what if they embellish things a bit? It just makes it all more interesting to listen to.

Here's what Popular Sanguines don't get: Too much perkiness can breed contempt. Some folks don't feel like turning a brief chat into a marathon conversation. Not everyone appreciates questions about one's personal business. When Sanguines cannot step back and critically observe themselves and tone it down, they may wonder why no one takes them seriously. Constantly interrupting someone else can be extremely offensive. Listen up, Sanguines: what you have to say may not always that important, so let other people talk. Or not. Every silence does not have to be filled.

Populars aren't this way just to make you crazy: it is the way their brains work. Don't try to corral their high spiritedness. They may be forgetful, they may seem scattered, they may appear to be all over the map, but their charm and great humor put them in great demand for those who need a dose of joy. Help your Sanguine friends by providing an anchor and a compass when necessary. Let them supply the fun. We all need each other! 🌱



*It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so.*

*Mark Twain*

I love the title of a book I think may still be in my library: [How We Know What Isn't So: The Fallibility of Human Reason in Everyday Life](#), about all of the things we believe without question when, in fact, they are not at all so. They've just been repeated enough they've gained the status of truth.

I've been thinking about one of the immortalized myths we simply accept: we must drink at least 8 glasses of water per day. Along with the 50% divorce rate and the need for vitamin supplements, we never question it, and we give it a great deal of power. "Drink more water," says a recent issue of a very popular magazine. "Try this easy rule. Figure your height in inches. That number is the minimum amount in ounces you should be drinking each day. So if you're 5'6", that's 66 inches, or 66 ounces." That is an easy rule, but someone just made that up. Here's

another fiction, from a website: "Studies show that with enough water, fat deposits are literally flushed from the body. In other words, the more water you drink, the less fat you're likely to store." Actually, no studies confirm this, but it sounds scientific, doesn't it?

No one knows where this more-water-is-better idea started. About 200 years ago, a German doctor wrote a book in which he referred to a gentleman who had lived to a vigorous 80 years old and attributed his longevity to drinking 7 to 8 glasses of cold water a day. Health fads throughout the 19<sup>th</sup> and 20<sup>th</sup> centuries encouraged the drinking of copious amounts, and in our current body-conscious society it is not even disputed; the "8x8" water rule is so widely embraced that one risks seeming a lunatic to disagree.

But here is The Truth—the scientific, medical, confirmable truth: we get all the water we need from the food we eat and the liquids we consume. What our bodies actually require is about 32 ounces of fluid per day (doesn't have to be pure water!), and we receive most of that from what we eat. Dr. David Katz, who writes "The Way to Eat" column for *O Magazine*, noted in the June issue: "[A]ny liquid you drink—juice, milk, soda, tea, coffee—counts toward your daily total. (Caffeine is a diuretic but doesn't negate the hydration benefit.)"

We like to think the more water, the better, but guess what: drinking a lot of water can, in some cases, actually decrease healthy kidney functioning instead of improving it. We can only excrete so much fluid before the sodium our bodies need to survive is sucked out, and with catastrophic results. I overheard a woman telling a friend experiencing our east coast heatwave, "Make sure you drink tons of water!" I guess she didn't have access to the 2002 issue of the journal *Military Medicine*, which documented the deaths of three recruits who attempted to avoid heat stroke by drinking enormous amounts of water. It's called water intoxication. You may have heard of the Sacramento woman who competed in a [radio station's contest](#) to win a Nintendo Wii game in January of 2007. She died of water intoxication after downing just two gallons in less than five hours. That doesn't seem like a lot, does it? But the kidneys can only process so quickly. "Moderation in all things" applies to even the simplest elements.

A recent editorial in the [Journal of the American Society of Nephrology](#), written by two researchers at the University of Pennsylvania, speaks to every claim big water-drinkers make: it clears toxins from the body, it's retained in various organs and improves their function, it helps weight loss by causing dieters to feel more satiated, it reduces headaches, it improves skin tone. The authors offer their analysis of the ubiquitous claims that we need at least 8 glasses of water per day: "There is no single study—and therefore no single outcome—that has led to these recommendations." They conclude, "There is no clear evidence of benefit from drinking increased amounts of water. Although we wish we could demolish all of the urban myths found on the Internet regarding the benefits of supplemental water ingestion, we concede there is also no clear evidence of lack of benefit. In fact, there is simply a lack of evidence in general."

The point: we all need more water when we sweat a lot due to weather or exercise, and some folks have medical conditions that require greater hydration. But for the most part, we are getting what we need through our regular intake of food and fluid. Dr. Katz says: "Research has found that thirst is an excellent indicator of when to drink, so keep beverages handy, drink when you're thirsty, and you should be fine."

Sip on this for a while, and next month I'll address that ridiculous divorce rate statistic. 🌱

## Teddy Bear Says...



**M**any people are under the mistaken assumption that dogs cannot read. Truth be told, there are some of us smart enough to read well. A lot of this comes from exposing the young ones to newspapers during house training; for the rest of us . . . well, we just can't help how brilliant we are.

Along with the way we dress, smell, act, and speak, the way we convey our thoughts in writing is part of a complete self-presentation. You can be the most presentable, meticulously well-mannered

person around, but when you send an email with misspelled words or place an apostrophe in a proposal where it doesn't belong, a little flag goes up inside the mind of the reader who has internalized the rules of grammar and punctuation. Poor writing says something about you and can destroy a carefully cultivated image of professionalism or serious-minded communication.

Why? Because it's jarring to the eye. It's like driving down an open highway and suddenly encountering a big orange "ROAD WORK" sign as we round a curve. (I usually have my head out the window, so I'm always aware.) It makes us put our foot on the brake and be on the lookout for the next thing that will slow our travel. In social interactions, the mistakes of presentation and etiquette cause others to put on the brakes. They may decide to turn around and find a less troublesome route. Especially in business, we want to do everything we can to eliminate impediments! We want to make it easy for people to move forward and create relationships or establish a connection.

Eye-tracking experiments have revealed that good readers often gather information in images as opposed to viewing each word one by one as they move through a sentence (especially on websites). The eye is trained to see mistakes in an image, and a misspelled word or a poorly phrased sentence can stand out like a red flag. This is one reason some Internet marketers are finding themselves less successful than others: frequent misspellings and poor copy detracts from the perceived image and looks cheesy and cheap. People don't want to do business with cheesy and cheap. If you have not bothered to use spell check on your proposal or memo, or haven't utilized the services of a good proofreader, you may never know that those who read your communication find it painful to peruse.

Here are a few important writing tips:

"It's" is a contraction that means "it is." "Its" is used for everything else.

One does not create a plural by using an apostrophe, but by adding an "s" or "es" (English is not consistent, to be sure, but this is generally so). More than one burrito is not spelled "burrito's."

When you use an apostrophe and an "s," you indicate possession. For instance: "We have burritos today!" signifies many. "The burrito's insides fell out" makes reference to a specific burrito. "It's the people's decision" is a decision that belongs to the people.

"Your" refers to another person; "you're" is a contraction meaning "you are." Consider this for a moment when tempted to write, "Your welcome."

"There" signifies a place, but "their" refers to people. "I left my keys their" doesn't work.

You don't have to be as highly educated as a Greyhound to write and spell well. Take advantage of spell check or find a proofreading friend to review your important written communication. Be like this old dog and learn new tricks to make you look good!



Quotable

**We grow neither better  
nor worse as we get old,  
but more like ourselves.**

**May Lamberton Becker**

*Set Free*  
Life Seminars LLC

Contact Sue today to  
learn how she can meet  
your business needs



**Sue Thompson**  
877.231.6993

[Sue@SetFreeLifeSeminars.com](mailto:Sue@SetFreeLifeSeminars.com)

[www.setfreeliveseminars.com](http://www.setfreeliveseminars.com)