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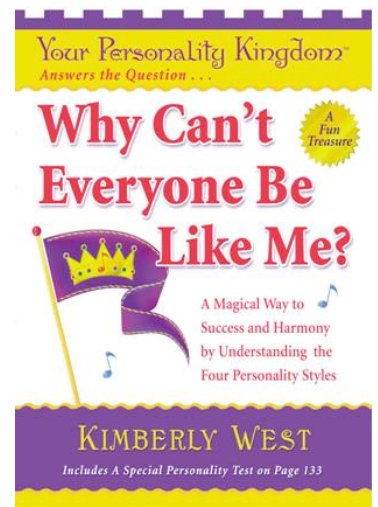
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## INTRODUCTION

"Simplicity is the key-note in any endeavor."

OG MANDINO—THE GREATEST SECRET IN THE WORLD

Written for all ages, this quick-reading, simple story introduces you to the world of four personality styles, enlightening you to the concept that we are not all the same—and that's a good thing!

How does this book differ from the many other books on personality styles?

- INTRODUCTION FOCUS—*Why Can't Everyone Be Like Me?* is more an introduction to the concept without going into a lot of detail. It is a fresh approach for those readers who love to study personality styles and the many people who normally wouldn't read a lengthy "how-to" book on understanding human behavior.
- STORYTELLING FORMAT—This is the only book to use a parable, or storytelling format, with characters representing each personality style. Instead of only telling you about each personality trait, I also wrote a fun and engaging story, showing you how each style lives.
- EACH STYLE = TYPE OF DANCE/MUSIC—This is the only program to use musical concepts to personify each style. Named after a type of dance, four characters represent each style:
- Waltz the Warm-Hearted: low-key, flowing, gracious, warm and friendly, introvert.
- Tango the Thinker: formal, likes facts, slow and cautious, introvert, detail oriented.
- Swing the Star: informal, chatty, life-of-the-party, extrovert, spontaneous, dramatic.
- Salsa the Supreme: formal, bold, goal-oriented, dynamic, high-energy, extrovert.

Or, Waltz, Tango, Swing, and Salsa for short!

- VISUAL MAPS—Because this story is set in an enchanted land, visual maps of the Personality Kingdom show you what kind of place a certain style would live in. For instance, one

side of the river is planned out with neatly placed rows of trees and flowers, while the other side is more sporadic with trees dotted through out the land. You get to see how each style lives, bringing an abstract concept to life.

In other words, *Why Can't Everyone Be Like Me?* is fast, to the point, easy, and just plain fun!

Who should read this book? *Why Can't Everyone Be Like Me?* is written for a broad audience. Parents, teachers, husbands and wives, young people, and those in business would benefit from this simple, yet profound story. In the business world, all employees, not just the managers or sales force can benefit from its easy format.

Why should you read this book? Using the principles—called **The Harmony Habit**—in *Why Can't Everyone Be Like Me?* can create more harmony and less stress in your relationships with your significant other, friends, co-workers, and your children. Understanding this concept can help steer you in the right career, or as a student help you decide the proper education major. As a teacher, understanding your students can decrease class tension. As a single person searching for “Mr./Ms. Right” it can help you understand why opposites attract. As a young person it would help you appreciate yourself better and your parents, too!

**Benefits of The Harmony Habit include:**

- Save time, energy, and money by accepting yourself and others as they are.
- Understanding who you are increases self-esteem.
- Speaking the other person's language is the key to business success—make more money!
- Knowing what to expect from others reduces stress.
- Enhance your marriage by cherishing your differences.
- Save therapy bills by avoiding misunderstandings.
- Increase your child's self-esteem, which enhances learning.

What is a personality style? It is a set of predictable behaviors or actions that are consistent throughout a person's life. This concept of human temperaments has been documented in dozens of books. In fact, 2,500 years ago Hippocrates—the famous Greek physician—devised a method to categorize groups of people by their similar actions. Learning this important concept is not meant to label people, but rather to help understand others and ourselves.

Basically, there are four types of personality styles, divided into extrovert or introvert and thinking or feeling approaches to life. Some people are a combination of styles, and some people do change a bit over time. Some debate still lingers as to whether these traits are inborn or acquired over time. While upbringing and environment certainly play a part in your personality development, most agree that the basic structure of human temperament is inherited.

### **How this book is organized**

As you read this book, you will find a quartet of sections. In the first section, *Modern Problems*, four co-workers—each with a distinct personality style—talk about their communication problems at work and in their personal lives. You will start learning about each personality style right from the first paragraph.

The heart of the book is in the second section, *The Legend of Why Can't Everyone Be Like Me?*, where a mysterious woman tells the four co-workers an enchanting story giving them answers to some puzzling communication problems. She introduces them to a magical kingdom where the royal spirits of personality styles live. With a smile, the four friends realize that these royals seem a lot like each one of them!

The four friends learn how the spirits brought their unique talents and skills to the land and how they prospered together until a stranger led them astray. How they find their way back is the key to **The Harmony Habit**.

In the third section, our co-workers discuss who they could relate to in the story, and how to use **The Harmony Habit** in their work and at home. And, they take a magical journey themselves!

The fourth section finishes with a summary of the four personality styles and charts for easy reference. A quick personality test completes this section.

**After reading and using this book, you will be able to:**

- Identify the four basic personality styles, strengths, and weaknesses.
- Know what your Personality Kingdom is—how you dance through life.
- Find out where you get energy, how you make a decision, how you relate to people, and how you problem solve.
- Appreciate the special person you are and recognize that we need all four styles in the world to create a place of perfect balance.
- Find yourself amused, not frustrated, when you recognize certain personalities. Your relationships will become richer and more harmonious. You will be able to get along with just about anyone!

Some readers of an early manuscript chose to stop at the end of *The Legend*, anxious to apply what they had learned. Others, depending on their personality style, enjoyed reading the whole text because it showed them examples of how to apply **The Harmony Habit** to their own lives—and because they wanted to know how the story ended!

However you read this book, I know that each time you read *Why Can't Everyone Be Like Me?* you will find something unique and valuable in it. You may read it quickly, able to appreciate the basic message right away, or you may go back and use it as a reference guide, as it is rich in information. I know you will continue to enjoy this valuable story for years to come, and remember to sing your special part to make a world full of perfect harmony!

Happy dancing through life in perfect harmony,

Kimberly West