

T² TERESA THOMPSON

According to the Myers-Briggs Type Indicator assessment (personality test), I am an ENTJ. For those of you who are not familiar with this particular personality test, it is a psychometric questionnaire designed to measure psychological preferences in how people perceive the world and make decisions. There are 16 different “types” of personalities that contain an abbreviation of four letters, each letter indicating a portion of an individual’s psychological personality and essentially which trait is dominant over the other traits and/or complimentary to the dominant trait. With that said and as I previously stated, I am an ENTJ and effectively here is what that means:

- **E = Extrovert** – indicates that in terms of “attitude,” I am a person who draws energy, has a tendency to take action, reflect upon the action(s), and then act further. My ability to draw energy from others makes me a team player, or better yet, a team leader. For most people (including Myers and Briggs) this energy is a result of collaboration and participation with others and is a strong point for people who believe in teamwork, etc.
- **N = iNtuition** – indicates how I typically “function” and/or how I go about obtaining information and how I understand and interpret any set of given information.
- **T = Thinking** – this too is an indication of how I “function,” and how I use the “thinking” trait to make rational decisions, based on data received from the information-gathering function—N in my case. The N combined with the T means that I tend to make decisions based on reasonability, logic, and consistency, and do so in a more “detached” manner meaning I like structure and rules (most of the time)! Typically, if I perceive a certain process or procedure is reducing efficiency, causing redundancy, and/or having no logical function in any particular situation, I may decide to politely dismiss “the norm” for contingency planning, organization, and functionality.
- **J = Judgment** – this identifies those of us who have a preference for using the judging function and/or their perception function, in my case the T is my perception.

All in all, my particular personality is considered to be rare and is said to account for only 2% of the entire population and is commonly referred to as a *Rational Fieldmarshal*. With all of that being said, I would consider myself to be an outgoing professional who thinks things through, not afraid of failure, and has the ability to act on any given set of information diplomatically and without prejudice. More recognizable figures that share my personality are people such as: Bill Gates, Steve Jobs, Napoleon, Carl Sagan, and Margaret Thatcher. Although I am still relatively young (31 years of age), I have made many accomplishments and have many, many more to go; frankly, I am sold on myself and/or the services I have to offer. I do not nor will I ever compromise my personal or professional integrity and my own reputation. It takes more time, effort, and energy to repair a person’s reputation than a person’s credit score!

On a more professional note, I have held the position of *Director of Operations* for a medical equipment company for 10 years, then moved on to *Development Director* for an Internet-based dynamic learning content management system (LCMS) that focused primarily on healthcare education and dynamic online policy and procedure creation. Within both capacities, I have 12+ years of professional experience. Currently, I am forming my own Internet education company amongst other things.

My experience has provided me with a wealth of knowledge that includes assisting with building an online virtual consultant, being the project manager, which included the design, layout, and logic for the only online policy and procedure manual generator that collects customer information and then uses that data to immediately customize a completely customized set of policies and procedures. In addition to these projects, I also cofounded and designed a new industry magazine that became a huge hit and was one the most successful marketing campaigns in our company’s history.

Additionally, I developed marketing plans, tradeshow booth design and staging, staff assignments, and coached sales staff during sales events. (I enjoy talking to people rather than a computer although each has their own distinctive advantages and disadvantages).

Overall, I am the hire to fire kind of gal who knows “what is going on” or “what is going wrong” in regards to business and marketing practices.

With my sincerest regards,

Teresa Thompson