

# ESTP

## “The Doer”

*ESTP = Extraordinarily Smooth Talking Persuader*



ESTP's are hands-on learners who live in the moment, seeking the best in life, wanting to share it with their friends.

ESTP's are high energy extroverts who maximize each moment to get the best out of life. They are gregarious and sociable which often makes them the center of attention whether they are at work or a social event.

An ESTP will be a natural group leader who can quickly identify the strengths and weaknesses of each member of their team.

### **Characteristics**

- ESTPs are outgoing, straight-shooting types.
- Live in the world of action.
- Place little importance on theory.
- Are action-oriented, make decisions quickly.

### **Possible Careers**

Construction Worker, Entrepreneur, Firefighter, Paramedic, Sales

### **Famous ESTPs**

Alexander the Great, Winston Churchill, Madonna, Donald Trump, Franklin Roosevelt