

# Torrey 1988 Knowing Your Strengths and Weaknesses

## By Lee Ezell

Thank you. I'm glad to be back in Sutherland Hall. It's been probably 20 years since I've sat here. I'm finally old enough to say 20 years and I can still stand and say it. Spent many hours listening to Dr. Mitchell pound away on us down there. And you'll see how, brother, I'm grateful for all I learned and put in my pockets and took out with me into the real world outside of Biola, which has been very helpful to me over the years.

My area of teaching basically winds up to be how to help people improve personal relationships because I have a lot of turkeys in my life and I need all the help I can get. And mostly I find myself speaking in the areas of well, kind of the difference between what makes people tick and what makes them ticked. And this is very crucial to know in life in order to make it through. And to that end, my books are in the back. If you are interested, I'd be happy to autograph them for you back there afterwards.

And an outline, an eight page outline of what we'll be doing today and tomorrow is available for you at the book table in the back there. It's a lot of fun to have it and torture your friends with it, I've found. And also a sign for those of you who are living on campus who live with a difficult person. How many of you live with a person who could be so much better if they'd only listen to your advice? How many?

Yes, I see that hand, two hands. All right. Well, for those of you who are dealing with a difficult person, there is something at the book table you can just pick up as you go by. It's a little sign

you can hang on their side of the room. It says God loves you, and I'm trying. And that's where a lot of us are today.

I'd like to know how many of you cheated in high school. Don't look, just raise your own hand.

Okay. Very good. Well, that's nothing to be proud of. But wouldn't you be less proud if you were still in high school? Think of it that way.

I'm glad you finally passed on here to Biola, where you can get some good stuff under your belt to help you in life. The session today and tomorrow will be in the area of self-examination to really better discover who God has truly made you to be, the real you, and understanding yourself better. You'll also be gaining an understanding of other people, perhaps even difficult people that you live with, and you'll be able to better interpret God speaking to you and giving direction to you in your lives.

We're going to be studying basically from a Greek philosopher who put people into four different categories, basically in personalities. And when you understand these through life, it makes it so much easier to love people, to understand people, to live with difficult people, to room with them, to go through school, to know what your area is in life. And it's really a comfort to know these things. So if you have a piece of paper, you'll probably want to use it as we go through writing down a few notes. I think it's important that we first cast the beam out of our own eye before we go out there to help people find the beam that's in their own.

And we need to recognize our strengths as well as our weaknesses. Jesus said, this is my commandment, that you love one another as I have loved you, knowing who we are and helping us and enabling us to love our neighbors. We love ourselves. How important that is. I think the knowledge is necessary for those reasons. And today we're going to be looking at the strengths, that is, the intrinsic gifts and strengths of character and personality and temperament that have been placed in you by a God who had a particular purpose and a plan in mind for your life to help move you on into that direction.

This funny Greek philosopher Socrates did an analysis of body chemistry and seemed to put people into four different categories, and you might want to write them down. These are the four we'll be studying these days.

He called the first one whom he analyzed the sanguine, because he found the body, the blood chemistry of this person was very hot and it was moving all the time. It was very active and intense. This kind of a person, he categorized as a temperament we refer to as the sanguine. The second one he found was, he analyzed and called the choleric. And the choleric, he found, had a different kind of a yellow kind of a bile, and more of the challenger type person in life. Rock hard person, a strong leader.

And the third one he analyzed by body chemistry, we call the melancholy. This was a person with a dark stream in their chemistry. They were more introspective and analytical, a more introverted type of a person. And fourthly, he categorized a phlegmatic, which is the kind of a person will be studying that their blood just really doesn't seem to move and either do their

bodies. And these are the more slow people in life, not slow in the head, but more easily reconciled, just kind of "whatever" type of people.

When we realize that you will be finding as we go through our analysis, and if you've made any study in temperaments before, perhaps you'll see a little different slant in the way we like to do it, that you will find yourself falling into two categories very easily. Everyone is a blend. There are very few people in the world that seem to be 100% of one kind of a temperament. So I encourage you as we go through our analysis to be looking for yourself to better know yourself.

Now I know you're going to find that turkey that just bugs the life out of you as we go through this, we're going to--don't point at that person, that was naughty. But even if you do find them, kind of stick them in the back of your head in our study today and try to analyze and look introspectively at yourself. The Bible says "Examine yourselves" and that's what we'll be doing as we go through this study.

That first person we refer to as the Sanguine. Is that clear? Okay, good. This is the extrovert, the super extrovert in life. This person, New York City breeds, these kind of people. They all talk loud and they laugh a lot. These people are noisy, but they're so much fun. Life of the party type of people. You just enjoy having them in your room, at your lunch table, wherever you are. Very childlike qualities. They seem to wake up every day to a new world and they don't really remember yesterday real well.

But today is a new day and this childlike quality is so beautiful. Jesus said, if we don't become like little children, we won't enter into the Kingdom of God. This talkative storyteller life of the party type of person loves to have you sit at their table so they can talk and you listen and you'll hear the same stories and jokes and things over. They will not remember a lot from the Torrey conference, but the colorful things and the experiences in the people, the colors they wore and the funny things that were said.

This person lives so much in the now because they have such a memory for things like that. This person will be always found with their feelings right on their shirt sleeves. You never have to ask, what are you thinking? Because they always let you know and this person lives in the present very much in the present and loves to be an outgoing, never meet a stranger type of a person. I saw an ad in the Los Angeles Times and down in the corner and it said, "Rent a party guest." And you can call this number and rent a person who will come to your party and liven it up.

And this person will tell jokes or start a fight or do whatever is necessary to get some life into your gatherings. And I know that this person is a sanguine in relationship to work. In relationship to work, they are so friendly to fellow workers. They do never really meet a stranger. They were not at all shy when it came to first day of school or whatever. They went around and shook hands and introduced themselves so readily.

While the majority of people were more reticent in holding back, not knowing what was ahead. Volunteering for jobs desiring to serve man. They have volunteered for six Christian services

because they're very much lived for the now and they want. They have a sincere desire to serve the Lord and to be useful. They have energy and enthusiasm.

Many people ask them, Are you on some kind of a mega vitamin program or uppers or what is it? Because this person, naturally by their temperament, has all this life, going, moving energy and seems to be able to outwork all of us. These are the Tom Sawyers in life that usually sign us up to work and then disappear and we wind up doing their work for them. But in relation to friendships, is that high enough in the back, can you see the bottom? Yes? No? Yes and no. There you are.

In relationship to friendships, and they make friends very easily, as we've said. And they never seem to hold a grudge against other people, basically because they can't remember that you did anything to them because they live so much for the now, that this person really just loves the present, lives in and for the present, which can be a plus or a minus, which we will see as we go through. They prevent dull moments. When I hear a story that's sort of a okay story, but it's not that good, I always figure why pass it on dull? You know? You just add a little and I call this adding color to stories.

My husband calls it lying, but we sanguine people who seem to live for them now and enjoy the colorful things of life, do this, love spontaneous activities. This person, you never know what they're going to do next. Totally unpredictable and impulsive like Peter, you know, nobody but Peter jumped out of the boat to walk on the water. We see this so much in Bible characters. It's really a thrill. In parenting, they are quite uninhibited. You'll be the parents who will be crawling

around on the floor, playing with the monster toys with the kids and really enjoying it. Relieving depression. And it will be so much more fun at home because of this person.

Here we go, and we want to put down a goal for each one of these temperaments that will help you. And I believe the goal for the sanguine person, basically in life is to enjoy, in other words, no matter what they have to do in life, no matter what service they choose for the Lord, the important thing is, enjoy it. Make the best out of it whenever they're always saying things like, break out, let your hair down. Don't be a killjoy, smile.

They're always the up type of people. They are fun. These people are already preparing for Halloween. Oh, yeah, because we just kind of love this strange sort of a thing. Ignorance is no reason to not talk about a subject. Just fill in, fill in and we can definitely do this. They love answer machines. Love to get an answer machine. Hi. Guess who this is. This is Judy. You'll never guess what happened if you don't call me back. You'll never know. Bye.

I get these people all the time on my machine. And most people call the machine. Just hate getting that mechanical sound. But no, no, not this beautiful, gifted person of the Lord. As a Christian, these people are always wind up being the encouragers. They are the visionaries. They're always saying rejoice evermore. Pray without ceasing. They are the ones who are really into the enjoying of the Christian life. They enjoy dramatic presentations of the gospel. They are great in dramatic presentations of that kind.

They love songs in church where they can clap their hands because that's fun, you see. And church, you're supposed to enjoy. And usually these people like to sit in the first rows of the church. Hallelujah, this man says, and yes, because they want to be upfront and totally involved. And usually they marry a person who's a back row sitter. And this is so much fun.

Let's move on to that second person. This beautiful, choleric person. My, how different God has made this temperament from the other. This beautiful person is the leader, the optimist, the challenger, the strong person who gets out there. And this person loves the opening of Star Trek on TV where it says, challenge to boldly go where no man has gone before and this person is undaunted in their Christian service. In emotional makeup.

They are self-determined, self-made man, self-made woman, the profound people. They are the ones that you finally wind up going to when you realize you're going to flunk the course. And after they have chided you for not sleeping enough and studying enough, then they will help you. And this person is a born leader, must correct the wrongs of life. Those who get involved in politics, the Phyllis Schlafly's, those who are truly undaunted and they're wanting to reach out to other people. They are strong-willed and decisive, less emotional than the rest of us, not easily discouraged, not deterred from Christian service.

Wow, independent and self-sufficient. They can run anything. And they will say if anything is worth doing, it's worth doing right. And this person will definitely do it right. If this person has some free time, they won't be sitting over in the lunchroom gabbing and chatting and telling jokes.

This person will be digging deeper into the word, going beyond what is required in the classroom because they are so challenged with this idea. In life, in relationship to work, they will be crawling up the ladder. They are going to be the moving up, more easily goal-oriented people. They see the whole picture. Excellent managers, terrifically, well organized.

You should see their room on campus. Everything has a place. Why shouldn't it be in its place?

This person goes to weight watchers and never gains back the weight. Well, they thrive on opposition and controversy. This kind of a person when everyone is in a kind, loving discussion of Israel, will say, Well, the PLO have rights too, you know. Then the whole thing blows up and they walk off and let you fight over it because they just enjoy and thrive on this kind of living in relationship to friendships. This person has less need for friendship because this beautiful leader will always be saying something like, I have my work.

This person is so dedicated, totally, to what they have to do as a pastor, as a businessman, as a nurse. They will work for group activity. But basically they will put you to do the menial tasks. Look dear, just take this envelope like that and put it on the pile. Thank you very much. Because they motivate other people to work and to get involved.

This person is usually right. They will say no. We shouldn't really go to Marie Callendars to have the dinner because the last time we were there, they were all out of pies and we had to wait in the room for 45 minutes before we could even get a seat.

Now this is true. This is true, but it isn't always popular because this person can see right through to the heart of the problem and the obstacles right along the way. In sports, they will get into the sports that are difficult that are exacting that take the discipline, which is easy for them and natural for them. They don't want to do some stupid little game. They want to do something that counts.

Now I'm basically a sanguine and nobody ever picks me to be on their sports team. But the team that has to get me has fun because fun is the most important thing. But to a choleric, there's something totally different and much more important. Their goal is to not to enjoy, but to achieve. Because it is important that we do these things in life. We accomplish something. We make something of ourselves. We inspire others. And I believe that strong is not wrong when it is under control.

And certainly the strengths of this person make them very dependable. You can count on him if he volunteers for something, buddy, he's there and he's on time and he's prepared and he didn't copy anybody's notes and he has got it all together. This dependable person who seems to be quite perfect can often be very intimidating to others because it's awful hard to measure up to what they seem to have. So naturally, this disciplined person, my father-in-law is a 98% choleric person and he runs a church. Man, runs like a concentration camp.

Boy, you move over there, you are the greater today and you will smile and you will go over to the children's room and everything works great perfectly in his church because these great, disciplined people can keep things running like that. They're always saying things like great is

my boldness of speech to you. I am exceeding joyful in all tribulation because this person cannot be stopped. They're like a tank going through life. They have a great capacity for memorizing scripture, love apologetics. The deeper you can get into that argument, the better they like it because it's a challenge, and they want to achieve something. Very, very interested in truth, rather than things of the spirit. We'll be talking about that.

And thirdly, let's look at that melancholy person. They have some beautiful strength.

Melancholies, you are, in my opinion, the most talented and creative of any of the temperaments that God made. This beautiful melancholy is the contemplative one, the pessimist, the person who's always looking introspectively, talented and creative, philosophical and poetic. If you get a note of encouragement from someone at school who is basically a melancholy temperament, you never want to throw it away. It is so well thought out. It is so sweet and thoughtful because they are conscientious. They enjoy the solitude. They seldom think more highly of themselves than they ought, as the Bible says, in relationship to work, quality, work. Beautiful. They're checking accounts, everything is kept right up to date.

They are schedule-oriented, wonderful, detailed person. They require completion of work. And I think the greatest strength they have is that they are more sensitive. They sense the needs of others. The most sensitive, compassionate person comes from the life that is inside of a melancholy person.

In relationship to friendships, this person is a very faithful, loyal friend. Since they have been on campus. They have made one friend, but they will never forget that person's name. They will

track them after school is over. This person will be a loyal friend whom you know you can count on. They're content to stay in the background. They are often seeking the ideal mate because they're very much same thing because they're very much.

And speaking of meat, I tell you by all the students look a lot better than they used to when I was here. I got to take my hats off to you. There's some good looking people. Well, anyway, in relationship to parenting, this person has set very high standards for children because they're always thinking and analyzing because that is their goal not to enjoy or to achieve, but to analyze.

That is the chief important thing to them in life. This compassionate person, as a little kid, was always bringing home little things that needed help. As a child, they were always picking up. Look at this little bird that I found on the street and his little foot turned out like this. His little eyes smashed in and "Can't we keep him?" And then they get older and they're saying to their mate, look at this alcoholic I found on the street and this drug addict and they're always bringing in to their lives people who need help because of their love and compassion for other people.

You will note right away that this kind of a person is less of an extrovert than the other two, which we have looked at. This person is much more analytical. Looking down inside, they don't need 83 friends on the campus. They just need a couple and to whom they are totally dedicated. They know their limitations. This person is often an excellent--when I have a person whom I would analyze as a melancholy temperament, say to me, "Mrs. Ezell, I will pray for you," I know I'm getting prayed for, you know what I mean?

Whereas I often have people. "Oh, that was terrific. I loved every minute. I'm going to pray for you every day." I know that there's something that--I don't know. We sanguines kind of have a Teflon brain. Things slip right off of it somehow. This melancholy is a good Samaritan, a person who is out there caring for people on the side of--when he saw him, the good Samaritan had compassion on him. And this is often the way with the melancholies, terrific people. And they would rather have a small group or a small church rather than the mega-churches that other people go to for all the different selections.

And fourthly, let's look at the strengths of that fourth one, the phlegmatic. That's how you spell it. Phlegmatic. This fourth person is totally different, as God has created them from the other three. You will notice this is more the easy-going, calm, cool and collected kind of the watcher in life like to go to the mall and watch the people doing things because this person is tranquil and content.

This is the kind of a roommate. If you have that everybody comes to your room. They kind of congregate there because this person is so easy to get along with. Inoffensive, lovable, downright, consistent and they keep their emotions hidden. They don't get--they don't get really high and they don't get "I'm so down today." They just are stable, even, easily reconciled to life. And if they have spare time, they won't be up digging deeper into the word or they won't be out there. They'll probably be taking a nap.

See, all the time the phlegmatic is up, he's thinking about sleeping and all the time the choleric is sleeping, they're thinking about getting up, because they want to achieve and get something done in life. How different is this? How wonderful that God actually figured this thing out and put it together for our good relationship to work.

They're not tense. They always have their feet up on the desk as they're studying because they're very relaxed, competent, steady, peaceful. Agreeable. They will find the easy way to get things done. They never see things say things like, oh, no, because they don't move that fast actually. You'll never see them move that fast. In relationships and friendships. They have a lot of friends, because they're so easy to get along with. They don't offend people. They don't intimidate people. They don't scare people.

They don't hug people and they don't do things that are too irrational as others might interpret it. They have a very dry sense of humor. They won't be telling you some slapstick, "ha ha" joke, but they'll just crack one little line that will break up the whole group, because this person has such a dry sense of humor, a compassion, a concern. If you want them to go into sports, they'll probably keep score. I'll keep the stats because I find that this person's goal is not to enjoy or to achieve or to analyze, but basically to observe.

And because this person spends more time listening and observing, they have some fantastic gifts that come to them very naturally from the Holy Spirit because they're not as loud and talkative as others are. If they're married and parenting, they are not easily rattled. They enjoy

playing around with the kids, and they enjoy a lot of things that are to do with just easily being reconciled to life. Competent and steady.

I find so many phlegmatics that seem to enjoy the lazy laidback sport of golf. You got your Gerald Ford and your Pericomo and Bob Hope and Mary spread your pretty wings and fly away just that's kind of the way that they look at life because everything is Mr. Nice Guy, very inoffensive, and often, no matter what you give them to choose from, you say, I'm going to the cafeteria. You want to coke, or what do you want? Coffee? They'll say, I don't care. Okay, well, which do you want? Coke or coffee? Because I'm going up. Whatever they have the most of, it doesn't matter.

You want to punch them because you just want them to decide what they want, but they don't want to be offensive. They're just easy going, whatever these often to wind up to be the peacemakers in the body of Christ loving scriptures like lecture moderation be known unto all men. The Lord is at hand. Be anxious for nothing, and then the peace of God that passes all understanding will keep your hearts and minds just like mine in the knowledge of Jesus. These people are so easily reconciled to life.

Now. I find in the strengths of these four such a beautiful description of our Heavenly Father that wanted to blend all these things together. You will find yourself as a blend of two. I am basically primarily a sanguine and I have some choleric that comes up underneath me to keep me in line. Sanguines in school, I find often sign up in music and communications because they can enjoy that.

That's a lot of fun. Choleric will take history, Bible science, the deeper things of life where they can truly achieve something for the Lord. Melancholy, sign up for nursing. It's difficult. Art because they're so creative, compassionate, introspecting. Phlegmatics change majors a lot never really sure which sounds best to them for Christian service.

Those who sign up for children's work are usually sanguine because they can have so much fun with the puppets and all of that kind of thing. Choleric love that inner city work in the difficult, challenging ways, tutoring and helping the rest of you dummies, who won't study enough. And Melancholies are out there taking those mission trips and self-sacrificing things in Christian service and phlegmatics are doing the numbers. The Chapel, they're pushing in the bleachers after it's over.

How do you see yourself? Okay, I see that hand. Yes. How do you see yourself? Oh, yes. You will be basically one with a blend of another. And when you see yourself more clearly, these people who have strengths and weaknesses, I have found that the stronger the strengths, the stronger the weaknesses. So that none of us can look admiringly at another one and say, oh, I wish I were that kind, that she did before, but I'm this kind. That there is no one kind that is preferable to be over another.

Let's take a look at the weaknesses of those four and we'll look first at the sanguine. Not that they have any significant weaknesses of any kind. Yes, that beautiful, outgoing person who can seem pretty dingy at times. But that person needs to know that there is a difference between being

childlike and childish and that they are not synonymous one with another. As far as God is concerned, this person needs to restrain themselves and stop the compulsive talking that can turn people off because we tend to be less sensitive to how you are responding and reacting. We just keep boring you and going on and on and on and on. And Gee, we need to be able to ask some of our friends, do you think I talk too much?

Oh, boy. Now that'll take the Holy Spirit for somebody to ask that question. They cannot remember names or dates because they live in the now and they'll go, oh, no, I had science. I forgot. What time is it? Is it Thursday, Wednesday. What is this today? Because living in the now has its special problems with it. They scare other people off by overwhelming them because they love to hug and let's pray right now and they're always grabbing you. I don't know.

They like to use their hands a lot and that can be a problem. Egotistical, blustering and complaining, always letting you know. Oh, I overslept this morning. Oh, this is going to be one of the worst days of my whole life. Or else this is the day the Lord has made, now rejoice and be glad! It's a fantastic, best day of the rest of my life!

Who cares? You just get to feel that way about it. They have a very loud voice and laugh. And if you happen to be fortunate enough to work next to or live next to a person like this, they can drive you bananas because they're always talking out, oh, I forgot to do this. All my--gee, I haven't finished these phone calls. Talk, talk, talk, talk, talk.

It's not normal except for the sanguine, comes very easily in relationships to work, they think out loud and disturb others. As we've said, they don't really follow through. They need to let their Yay mean yes and their nay mean no. Too often their yes means no really and their no can often mean yes undisciplined with their priorities out of order very easily because they're living for the now which can really be a problem making decisions too much by their feelings. I don't know. I don't really feel like the Lord wants me to go there rather than by the Holy Spirit because feelings are so prominent and so easily sensed by this kind of a temperament.

Sorry, I can't get it up any higher there. In relationships to friendships, they do seek the approval of others and will do almost anything for it, which has its own personal set of problems. How much this person needs to know that they are loved by God and don't need to seek that approval and that pat on the head from other people, which they do. They hate to be alone. They always like to have people in action and music all the time, music going. Walkman, whatever.

Because they like things and they do talk too much. They're always saying things like I can't stand anyone who talks while I'm interrupting. Because they're constantly jumping in there whenever there's a little space of air left, insensitive to the needs of others. This person often gets in trouble because of that. Fickle and forgetful in relationship to parenting. They never follow through. They're always saying if you do that one more time, I'm warning you now. Because they want to go on and move on to something that they can enjoy. And discipline is not fun, but a very necessary part of a person's life who would be used by the Holy Ghost for God's own purposes.

This disorganized person has very good intentions, very sincere, but needs that discipline insensitive to the needs of others. They often seem to be kind of schizophrenic. I have a friend like this. It's very schizophrenic, but I think it beats being alone. At least you got another one. That's for the deeper students.

This person finds it very hard at times to be a consistent Christian, because they can often produce the flowers of faith, but the fruit of the Spirit is what God wants. Really, in the end, making commitments that they stick to. They often will commit to 2 hours every morning. I'm going to give to prayer. Well that's an unreasonable commitment, but they volunteer for reservations for a guilt trip very often.

Now those weaknesses were so minor. I don't know why we even spent time on them, but let's go on to the next person. The choleric. This person has some weaknesses even though they are the type we look at and we admire. I could only be more like her. I tell you, she's got it all together. I got it all together once, but I couldn't lift it.

These are the people in life who are strong, self-motivated, perfectionists who not only require it of themselves, but of you, and few of us can measure up to that. Bossy and impatient. I once had a woman say to me, well, it is non-productive time to listen to a non-productive talker. Quick tempered in a flurry of projects and activities. Forgetting that people are more important than projects is a downfall, we often fall into. Using this great insight they have not just to correct but to criticize and judge others. You will often be found as a choleric to be right. But too many times you will be dead right. Inflexible, not complimentary, dislike tears and emotional display.

Heard one man say once, we would like to have you leave the evening meeting in prayer. If you could manage not to cry because the last time you did it you broke down and it really was not appropriate. Competitive, unsympathetic. This person is strong. They are achieving something in life and often like that tank rolling over people and things in their way.

In relationship to work, they tend to be the workaholics of life, the men who burn out in ministry, the women who burn out as wives because they are working so hard, having little tolerance for mistakes. They get bored by trivia and by people who are shallow, whom they analyze as shallow. They may be rude or tactless, argumentative, because winning is everything, they think. Demanding and cold.

Feeling the end does justify the means, really. How wrong this is. In relationship to friendships, they tend to use people to achieve their goal. Yea, even in ministry, you will find many people with whom you work who seem to be using you for their goal and for their ends.

This person will be a choeric. Dominating, decides for others. You will find that when you feel a little indecisive on something, they'll be very quick to tell you precisely what you should do. Superior attitude and they cannot say I'm sorry, or excuse me, or I blew it.

In relation to parenting, they tend to be very exacting in punishment. When a choleric parent says, if you do that one more time, that kid knows man, his head is on the block. He better not do it one more time. Gives answers too quickly, too easily. This is the child, the choleric child who

is always grabbing for the remote control of the TV because control is very important to a choleric, because the will is so predominant in this person.

They're not good counselors because they really don't listen. They're always formulating in the back of their mind while you're talking exactly what the answer is and where you've gone wrong and five steps you can do to be different now. This may be right, but it may not always be what's going to help that person. This choleric person will never read directions.

Honey, you can drive all around that city with that person. Never stop at a gas station to ask directions. I know it's in this vicinity, and we will find it well, hopefully before Jesus comes because it's very late. But no, this person, really. I love General Hague when he was formerly in the administration.

That great military man. That choleric. But there was only one problem with General Hague. As soon as there was a lapse in leadership, he stood up on the front of the Time magazine and said, I'm in charge. But you see, nobody appointed him to be in charge. And that's the problem. We choleric take over small groups, class sessions, fun social gatherings. Because something must be achieved.

We've got to move on and accomplish something here. Self-sufficiency often causes that rebellion against God. And I certainly go after a little child that I see has the choleric tendency. How much easier to get them when they are young rather than when they are older. This is the

choleric baby that just grabs the bars of that crib and peers out there saying, how much longer before I can take control over this family?

This is a strong-willed child. This kid who has a will of iron for sure. Now, let's look at the melancholy. This person whom I believe is the most talented and creative of them all. How could this person have any intrinsic weaknesses?

Our weaknesses actually come from the stem of our strengths. Weaknesses and strengths go together. And this person who is the introspective analytical person is full of regrets. I should have gone here. I ought to have changed my major. I should have stuck to my piano lessons.

I ought to read the newspaper more. I should have married Horace. Then I wouldn't have had to come here. And this kind of a person. It's tuned to negative impressions. Things that go inside of them in a negative way, almost never get out.