

VISUAL NEEDS IDENTIFICATION

SIGNIFICANCE

- Designed to stand out
- Obvious wealth indicators
- Contributions to a cause on bumper stickers, shirts or bags
- Openly conveying wealth
- Novel and distinctive facial hair
- Showing musculature
- Clothing showing musculature
- Showing cleavage
- Focus conversations on themselves
- Status symbols - watches, cars, clothing, brands
- Want to be first to make decisions in a group - leading the charge
- Latest model of mobile phone or computers

APPROVAL

- Rigidness
- Commonly feel impostor syndrome
- Derive strength from professional success
- More formally dressed or a notch above the rest of the crowd
- Standing out to compensate for impostor syndrome
- Frequent competition participation - regardless of the type
- More inclined to seek singular romantic partners
- Will carry medicine or things to give to others
- Less likely to complain to employees of restaurants
- Less likely to send food back
- Less likely to argue or request refunds
- Overtly pays compliments
- Will be self deprecating in order to hear

ACCEPTANCE

- Prone to membership of all types
- Easily swayed - ideal cult members
- Biker gangs, fitness groups, fitness teams
- Attracted to careers that help others; like cooking, healthcare and therapy
- More likely to have multiple pets
- Will change appearance to suit (please) the environment they are in
- Less likely to have eccentric or unique identity formed and developed
- Smaller dogs
- Strong sense of community
- Wears shirt that indicate membership, tribes
- Returns all eyebrow flashes
- More likely to do favors for others
- Will move out of the way as others approach on the street

VISUAL NEEDS IDENTIFICATION

INTELLIGENCE

- Break patterns and norms
- More likely to be sexually deviant (legally)
- Less effort into appearance than others
- Bowties
- Shirts advertising their university
- College rings after the age of 25
- Deliberately enhanced vernacular
- Asking if you know things they know you don't
- Over-emphasizes the intellectual aspect of stories

PITY

- Typically unhealthy appearance
- Hunched posture
- Visible disapproval on the face
- Prone to bad health
- Attraction of abusive partners - stay with them longer
- Frequently stressed appearance
- Visible reaction to the tiniest pain
- Broken heart tattoos
- Lots of tattoos (I have a story to tell)
- Medical or non-medical marijuana (shirts, talking about it, leaf shape on bags, etc.)

STRENGTH / POWER

- Obvious display of musculature through clothing
- Deliberate loudness or volume
- Exaggerated posture
- Exaggerated arm movement
- Fight brands like tap out, etc.
- Large dogs - aggressive breeds
- Avoids most eye contact
- Makes more aggressive eye contact
- Aggressive behaviors
- Heavy metal or death metal listening
- Creates chances to talk about overcoming challenges
- Discusses how they got one over on big companies or high-level people
- Overly concerned with status and social pecking orders