

# I SAID THIS, YOU HEARD THAT

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## THE PHLEGMATICS: ABIGAIL AND ABRAHAM

**In their strengths, they commonly say...**

Oh, I've got a story about that... wait 'til you hear this!

That sounds fun!

**In their weaknesses, they commonly say...**

Do you always have to be so serious?

Oops! I completely forgot.

**In their strengths, they commonly say...**

How about we do it this way?

Can you get that finished for me today?

**In their weaknesses, they commonly say...**

Just do what I said.

Hurry up!



**SANGUINES**



**CHOLERICs**

**In their strengths, they commonly say...**

I'm good with whatever.

I think we can make that work.

**In their weaknesses, they commonly say...**

I'll do it later.

I don't know.

**In their strengths, they commonly say...**

I've been giving it some thought...

I'm almost finished. I just want to fix one thing.

**In their weaknesses, they commonly say...**

No one understands me.

I'm worried about that.



**PHLEGMATICS**



**MELANCHOLICS**

**SANGUINES**

MANIPULATE WITH

**Charm  
& Flattery**

**CHOLERICs**

MANIPULATE WITH

**Tone  
& Volume**

**PHLEGMATICS**

MANIPULATE WITH

**Procrastination  
& Stubbornness**

**MELANCHOLICS**

MANIPULATE WITH

**Moods  
& Silence**



### **PHLEGMATIC STRENGTHS:**

RELAXED, QUIET AND CALM, CONTENT WITH THEMSELVES, KIND, CONSISTENT, A STEADY AND FAITHFUL FRIEND, ACCEPTING, AFFECTIONATE, DIPLOMATIC, PEACEMAKING, RATIONAL, CURIOUS, OBSERVANT, AN EASY FRIEND MAKER

### **PHLEGMATIC WEAKNESSES:**

SOMETIMES SHY, FEARFUL OF CHANGE, JUDGES OTHERS, STUBBORN, PASSIVE-AGGRESSIVE, INDECISIVE, PERMISSIVE, MAY AVOID RESPONSIBILITY, UNENTHUSIASTIC, TOO COMPROMISING, INDIFFERENT, SARCASTIC, DISCOURAGING, NON-PARTICIPATIVE

### **UNHEALTHY PHLEGMATICS STRUGGLE WITH BEING....**

1. FEARFUL - GENESIS 12:10-13
2. PASSIVE - GENESIS 16:1-6
3. WITHOUT FAITH - GENESIS 20:1-2

## SPIRIT-LED PHLEGMATICS ARE OFTEN....

1. PEACEABLE - GENESIS 13:5-9
2. RELIABLE - GENESIS 14:11-14
3. FAITH-FILLED - GENESIS 22:1-3

## ABIGAIL THE PEACE-MAKING PHLEGMATIC!

1 SAMUEL 25:1-3, 14-33

### Practice

Regularly doing something - a class, hobby or new skill - that interests you

Advocating for yourself rather than letting resentment build

Jumping into the conversation and sharing your ideas and opinions (even before you're asked)

Matching the emotions and/or energy of others

Trusting in your abilities and remembering the times you've succeeded in the past

Responding enthusiastically

Volunteering to be the leader, captain, or point person

Committing to deadlines and meeting them

Expressing your preferences when you're offered choices

Explaining that you need time to think, rather than leaving others confused by your silence

Sticking around until conflicts are fully resolved

Vocalizing your admiration and/or appreciation of others (bonus if you do this directly to them)

## Build them up by...

Letting them do one task at a time

Being kind in your criticism

Asking their thoughts, opinions, and feelings

Showing curiosity about their interests

Encouraging their involvement

Listening completely, without interrupting

Giving them time to process

Handling conflict calmly and quietly

## Caution! You may tear them down by...

Expecting things done in your timeframe, not theirs

Pushing their involvements or interaction with others

Not listening when they speak up

Mistaking their quiet for apathy

Speaking down to them

Stressing them with expectations and orders

Not verbalizing their value - assuming they know how you feel about them, so you don't have to say it out loud

(KATHLEEN EDELMAN)