

How high is your Likeability Factor?

Everyone has an L-Factor (from 10-100) that helps to measure the positive or negative feelings one can produce in another. The higher your L-Factor, the greater your likelihood for success.

Directions:

Place an (X) in the box next to each statement that indicates how often these things are true for you, according to the key below. Don't exaggerate; be completely honest with yourself!

0 = Never 2 = Rarely 5 = Occasionally 7 = Often 10 = Daily

Likability aspects: Frequency / Value 0 2 5 7 10

I smile often and have a pleasant tone of voice.					
I maintain a positive, optimistic attitude even when things are going very badly.					
People tell me their problems because I am approachable and a good listener.					
I build other people's self-confidence and make them feel good about themselves.					
I have a unique ability to help others accomplish their tasks and reach their dreams. I am very helpful.					
Others see me as completely honest, trustworthy, sincere and genuine.					
I am very skilled at being sensitive and understanding of other people's thoughts, feelings & experiences.					
I feel happy and peaceful on the inside and it shows clearly on the outside.					
I connect with others' interests such as hobbies, hometowns and affiliations. I love to talk about them.					
People see me as relaxed and easy to get along with.					
Sub-Total: Multiply the number of marks (X) in each column by the value of that column					
Total All Columns Likeability = _____					

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increasing your I - factor © Tim Sanders

Directions:

Place an (X) in the box next to each statement that indicates how often these things are true for you, according to the key below. Don't exaggerate; be completely honest with yourself!

0 = Never 2 = Rarely 5 = Occasionally 7 = Weekly 10 = Constantly

Un-likability aspects: Frequency / Value	0	2	5	7	10
There are times when I am dishonest with people.					
Others have said they think I am self-centered.					
People ask me why I don't laugh or smile more.					
I lose my temper.					
I get distracted when listening to others.					
I make mistakes in reading other people.					
I am critical and intolerant of others.					
People have complained that I am loud and argumentative.					
I have conflict inside that probably shows.					
I talk more than I listen.					
Sub-Total: Multiply the number of marks (X) in each column by the value of that column					
Total All Columns Un-likeability = _____					

Your L - Factor: L Score _____ **less U Score** _____ **=** _____

Legend:

80 -100 you are highly likeable.

50 -79 you are average to above average.

Less than 50, you might have relationship difficulties due to low L-Factor.

