

Donor Personality Test:

What Type of Donor Are You?



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How do you **give** based on your personality? Using a simple test, we can define how we as donors prefer to give to the causes that matter most.

This is a recommended step, as it helps you when forecasting your future **giving commitments** and online giving. Remember, giving should feel good. When you give from your heart, supporting a cause that matters to you, you know that your investment is in safe hands.

In this E-Book, we introduce a fun way to find out your Donor Personality Type. It can also be helpful for **church leaders** if they are aware of the type of giver you are.

They could be in the process of creating particular content for your needs on their digital platform, so knowing a bit more about your personality is helpful for their church and ministry goals.

THE ENNEAGRAM PERSONALITY TEST

Do you love taking personality tests online? Doing so can show that you are mindful of improving your self-knowledge. An essential skill for anything in life.

There are many tests that have proven scientifically accurate and can help you define your own personality traits. They also help to breakdown past events and your reaction to those circumstances. These tests show you why you chose to give or not to give in a particular situation.

One of these popular tests is **The Enneagram personality test**. They base it on nine personality types and is one of the most commonly-used tests today.

It derives its name from a nine-sided star polygon, the symbol used to represent 9 core personality traits.

The Enneagram test is commonly used in the corporate world when hiring staff and managers and in the self-help arena. Because we all know that the best way to reach your goals is to envision them and then find out where you are in relation to your goals.

The “finding out where you are” is often the tricky part. How many times in a day do we have a chance to really sit down and ask ourselves deep questions about our personal journey?

Taking a personality test might seem trivial, but in fact, it can give you a lot of insights into your Self. If you want to grow, meet the challenges that will arise this year, and also be an asset to your church and community, self-reflection is key.

PERSONALITY TESTS SPECIFIC TO CHURCHES AND DONORS

However, we know that church members and donors have specific needs, and a test must take into consideration their spiritual personalities as well. Hence, we have formulated a test similar to the Enneagram, enabling you to define your own personality in relation to your spiritual and emotional senses.

It's important to know the theory for this test: you are born with a dominant personality type that does not change throughout your life. That said, it does not set this dominant personality type in stone.

On any given time in your life, circumstances could change, and your reaction to them. So don't be surprised if you notice similar familiar traits of these other 'wing' personality types.

TYPE 1

YOU ARE MOTIVATED BY

- Your mission to make the world a better place

YOU ARE PASSIONATE ABOUT

- Leaving a positive legacy
- Showing up
- Integrity

YOU LOVE SERVING BY

- Advocating for change
- Improving your surroundings

YOU ARE BEST DESCRIBED AS

- Principled
- Purposeful
- A true leader
- Humanitarian

YOUR DONOR SUPERPOWER

Your natural charisma and deep sense of purpose in everything you do becomes your Midas Touch!

The Purposeful Donor

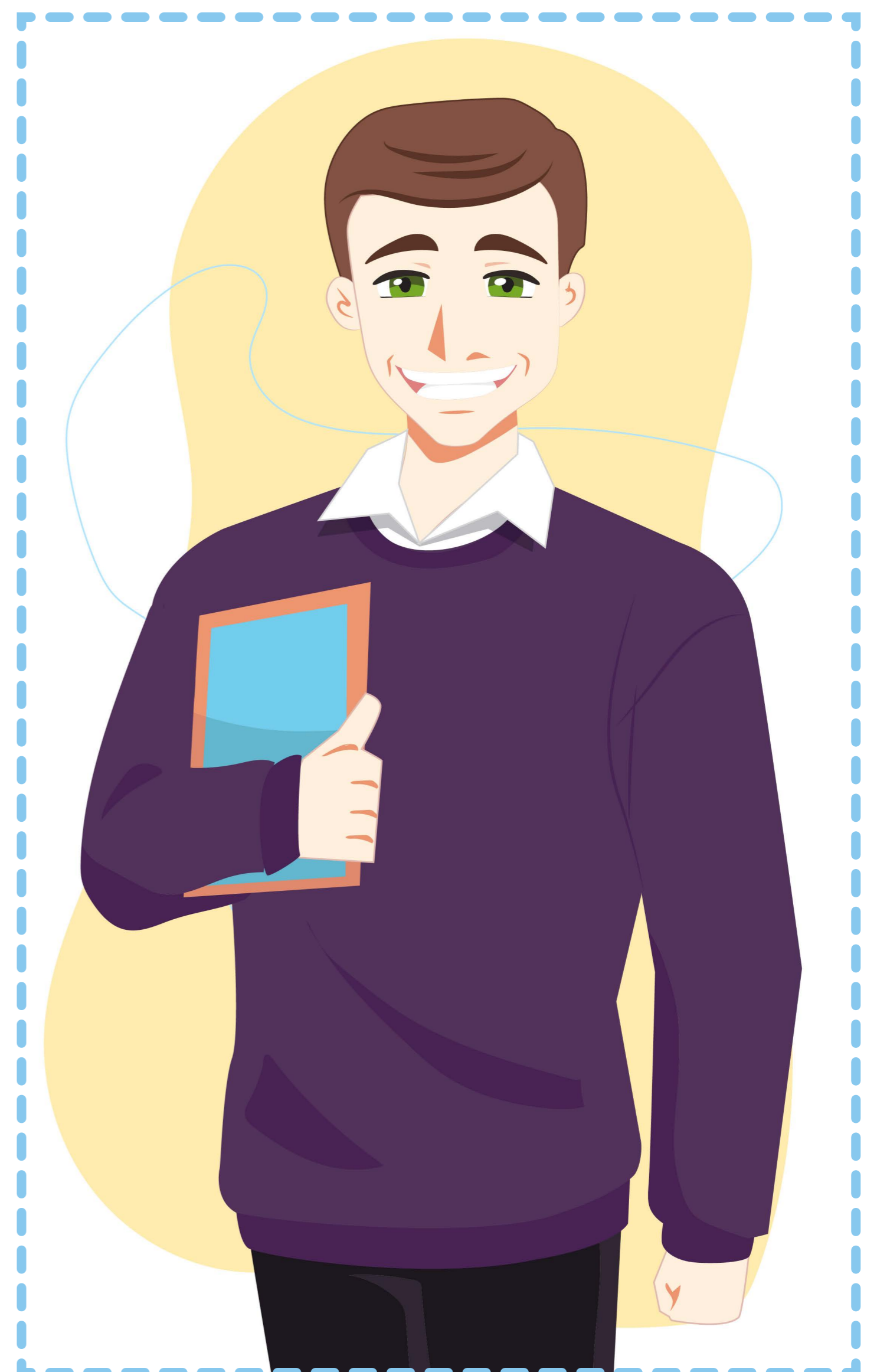
Type one personalities are principled and purposeful. They are self-controlled and can be perfectionistic.

Typically, this type is a perfectionist, always looking for reform. If you are this type of donor, you are constantly improving your surroundings. You live to make the world a better place and want to leave this earth with a positive legacy.

You constantly advocate for true change. You get behind churches that do what they say and don't just speak about their mission. You have had plenty of experience with nonprofits and usually get involved on a very personal level. In fact, you may already be a leader in the church. You might have spearheaded some humanitarian missions in the past. Whenever there is a fundraiser or outreach drive with a mission that means a lot to you, you show up — front and center.

CHARACTER EXAMPLE:

Think of the Bible character Moses as a Type One. He was a true leader, whether advocating for change in the palace as a Prince of Egypt or leading the children of Israel across the Red Sea. He spent his whole life on his mission and left behind an amazing legacy.



TYPE 2

YOU ARE MOTIVATED BY

- Churches who serve and don't just gather at services

YOU ARE PASSIONATE ABOUT

- Serving others
- Selflessness
- Hands-on missions

YOU LOVE SERVING BY

- Helping and giving to anyone in need
- Spearheading volunteer teams

YOU ARE BEST DESCRIBED AS

- "Heart of gold"
- Emotionally-driven
- Caring
- Sentimental
- Empathetic

The Engaging Donor

Type two personalities are generous and demonstrative. They aim to please others and can be possessive.

This empathetic type is naturally helpful and giving. You were born with a heart of gold. You can't pass by someone in need without stopping to see if and how you can best help them. At the heart of your mission in life is selflessness. Serving others is your priority. You look for churches that serve, not just gather at services. You are emotionally driven, and the nonprofits who speak to your sentimental side are those who benefit from your strong support.

CHARACTER EXAMPLE:

Think Lady Gaga, who uses her lyrics and performance art to make a change and raise funds for a good cause. She is not just a performer, but a philanthropist who lives to make the world better for those both in and out of her circles.



Some women choose to follow men, and some women choose to follow their dreams. If you're wondering which way to go, remember that your career will never wake up and tell you that it doesn't love you anymore.

—Lady Gaga



YOUR DONOR SUPERPOWER

The ability to see and respond to a need at the right time makes you a valuable superhero to anyone in need.

TYPE 3

YOU ARE MOTIVATED BY

- Other high achievers
- Churches with great statistics in their missions
- People who influence others positively

YOU ARE PASSIONATE ABOUT

- Creating a positive, strong image
- Driving change forward

YOU LOVE SERVING BY

- Influencing others to serve
- Championing a good cause
- Showing your unwavering support

YOU ARE BEST DESCRIBED AS

- High achiever
- On top of your game
- Powerful speaker
- Great stage presence
- Workaholic
- Naturally charming
- An influencer

The Driven Donor

Type three personalities are adaptable and typically excel. They are driven but can be image-conscious.

If you are a high achiever, always on top of your game, known for your energy, stamina, and powerful presence, you might be a Type Three. Sure, you are a workaholic much of the time, but you don't mind doing overtime if it means you can support your favorite charity with the extra funds. Around others, you are naturally charming, and people are drawn to you because of what drives your passions.

CHARACTER EXAMPLE:

Who can we think of as a Type Three? The first name that comes to mind is Oprah Winfrey. Topping the list of 50 most generous Americans, besides being the only black woman on the list, her list of achievements is endless. Those who have been in her presence are inspired because what drives her is an honest interest in people and humanity.

Here is inspiration from the queen of talk herself, on giving back:



Your calling isn't something that somebody can tell you about. It's what you feel. It is the thing that gives you juice. The thing that you are supposed to do. And nobody can tell you what that is. You know it inside yourself.

—Oprah Winfrey



YOUR DONOR SUPERPOWER

Your drive inspires others to support those who are in the mission. You have a lot of influence and perhaps have already quite a following of people who admire you and your work.

TYPE 4

YOU ARE MOTIVATED BY

- Church or non-profit whose missions resonate with your creative and self-conscious personality

YOU ARE PASSIONATE ABOUT

- The arts and communities that create opportunities through emotional avenues

YOU LOVE SERVING BY

- Supporting local artists
- Philanthropic ventures

YOU ARE BEST DESCRIBED AS

- Romantic
- Melancholic
- Moody

The Decisive Donor

Type four personalities are expressive and dramatic. They can be self-absorbed and temperamental.

Do you have romantic ideas yet consider yourself an individualist? Type Four can be quite the melancholic donor. Although you are very self-aware and have these strengths, the tendency to be moody dictates how, why and to whom you donate. If you find yourself withdrawing during a difficult time, whether in personal or professional life, try to turn those emotions into positive energy.

Look for a church or nonprofit whose missions resonate with your creative and self-conscious personality. You might be inspired to move the world in ways you didn't know you were capable of. The church you choose may just be the perfect partner to help you reach your philanthropic goals.

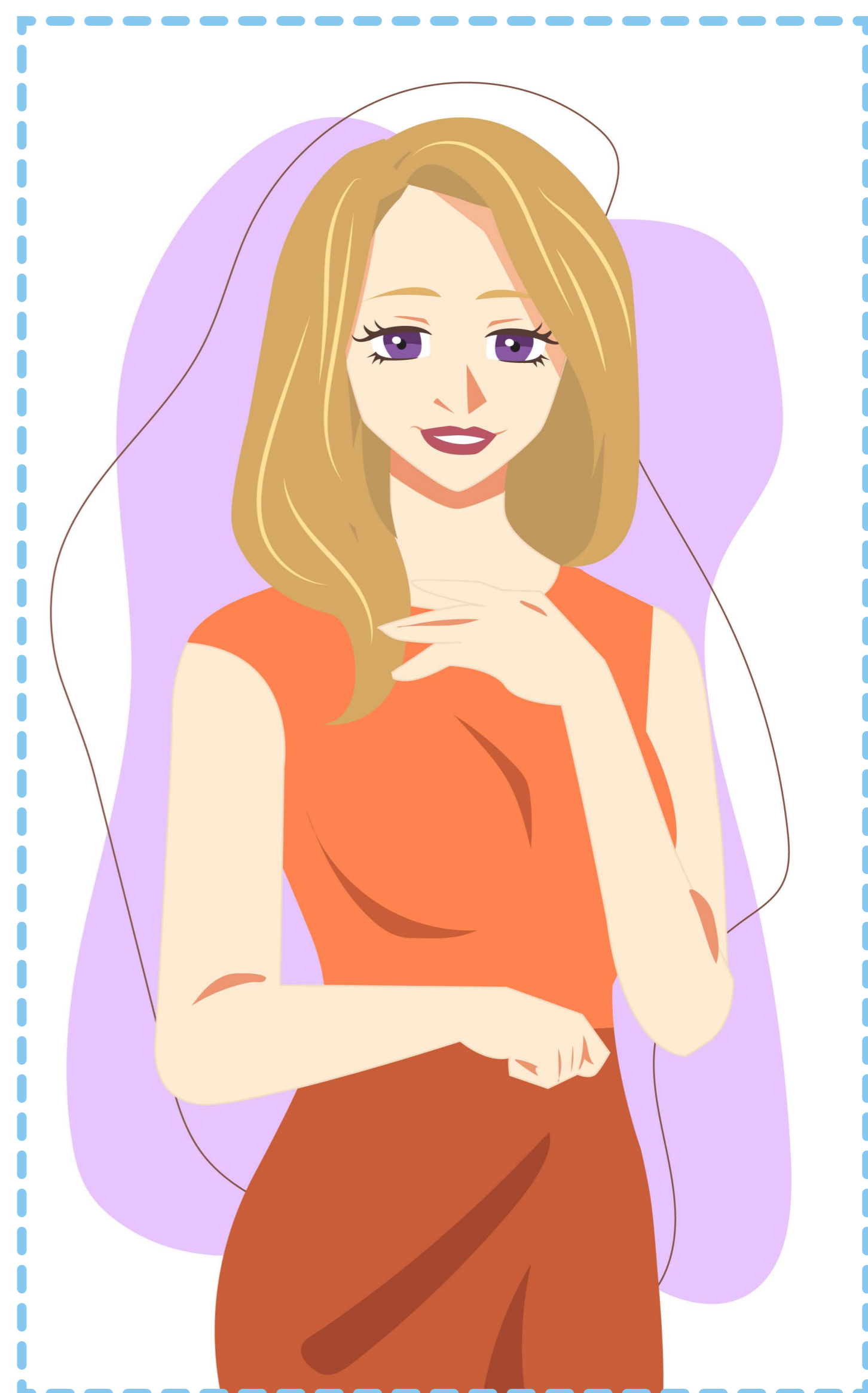
CHARACTER EXAMPLE:

Take a tip from John D. Rockefeller, one of the greatest givers the world has ever known. He once said:



I believe the power to make money is a gift from God... to be developed and used to the best of our ability for the good of mankind.

—John D. Rockefeller



YOUR DONOR SUPERPOWER

Your ability to make decisions that are not based on short-term goals or changing moods makes you reliable and trusted.

TYPE 5

YOU ARE MOTIVATED BY

- Your own curiosity
- A good challenge

YOU ARE PASSIONATE ABOUT

- Causes that are sensible
- Practical service
- Meeting goals and visions

YOU LOVE SERVING BY

- Supporting new innovations
- Working with promising young people, new church members

YOU ARE BEST DESCRIBED AS

- Perceptive
- Innovative
- A true visionary
- Insightful
- Observant
- Intellectual

The Wise Donor

Type five personalities are perceptive and innovative. They can be secretive and isolate themselves.

They investigate, observe the world around them, and are true visionaries. Oftentimes, Type Five is extra curious, but this drives them to find better solutions to complex problems. They love a good challenge and can be instrumental in fundraising for the church. Because they are motivated by their intellectual skills, they will only give to a certain cause if it makes “complete sense” to them.

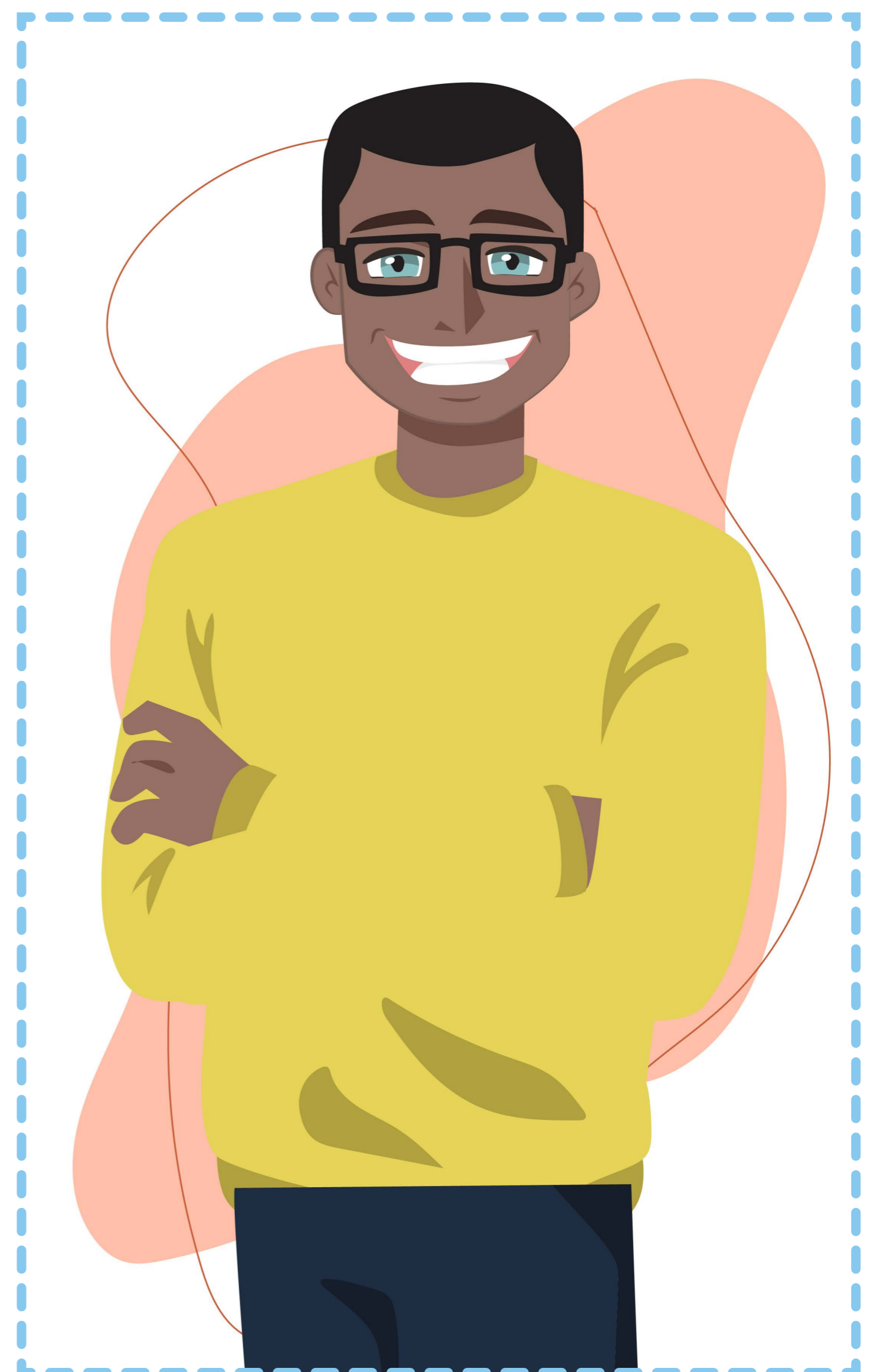
CHARACTER EXAMPLE:

Think of Bill and Melinda Gates, who are known for their generosity. They are typical Type Five Doors. Under this category might also fall Elon Musk’s mother, May Musk. Here is a quote she is famous for:



If at the moment you feel as though you don't have any talents, go to a time in the past when you felt confident about some aspect of your life. Work on that section, study it, share it, and become more interesting. If you have a profession, a hobby, or a special interest, read about it, and mention it in conversations. Be excited about it, and you'll be more interesting and more intelligent.

—Maye Musk, *A Woman Makes a Plan: Advice for a Lifetime of Adventure*



YOUR DONOR SUPERPOWER

Your natural curiosity in the world, and easy going personality makes people love to be around you and give you their full support in return.

TYPE 6

YOU ARE MOTIVATED BY

- Solid principles
- Church leaders who serve by example

YOU ARE PASSIONATE ABOUT

- Long-term missions
- Family & community

YOU LOVE SERVING BY

- Tithing regularly
- Donating funds to a worthy cause

YOU ARE BEST DESCRIBED AS

- Hard-working and responsible
- A family-oriented person
- Never disappointing anyone

The Principled Donor

Type six personalities are engaging and responsible. They can be anxious and suspicious.

Loyal yet skeptical might best describe the Type Six, who always stand their ground on principles. They are hard-working and responsible and will never go back on their word — even when it comes to tithing and donating to the church. They also have heavy emotional connections to their giving. These types of donors are invaluable to the church.

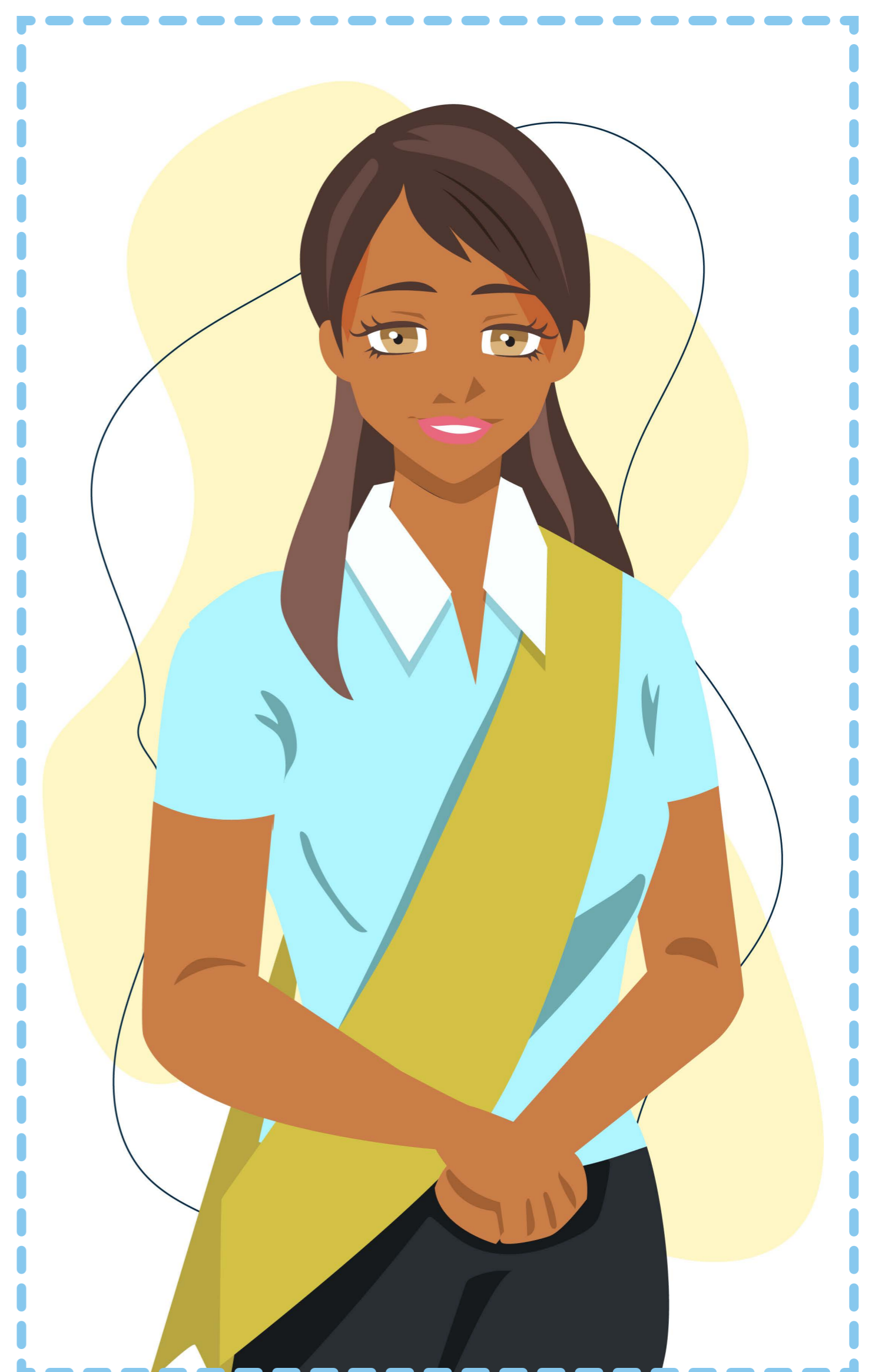
CHARACTER EXAMPLE:

A power couple who set the example for Type Six Donors are George and **Amal Clooney**. She is the president of the Clooney Foundation for Justice, founded in late 2016 to advance justice in courtrooms, communities, and classrooms worldwide. The Simon Wiesenthal Center recently honored Amal and George Clooney with its Humanitarian Award at its 2020 virtual gala.

At the 17th Annual Texas Conference for Women at the Austin Convention Center, Amal said:



As women, there is a bond we all share. It's not a bond of geography or culture, but of shared experience. There are struggles that only women face. The worst thing we can do as women is not stand up for each other. [But] if we are united, if we keep up the fight for each other's rights, there is no limit to what we can do.



YOUR DONOR SUPERPOWER

You know the value of working behind the scenes to make a difference in the world. You are often not seen or heard, but the mission work would not be possible without them.

TYPE 7

YOU ARE MOTIVATED BY

- Big passion projects
- Spiritual leaders who can guide you through the ups and downs

YOU ARE PASSIONATE ABOUT

- Giving your time
- Using your natural talents and skills to make a difference

YOU LOVE SERVING BY

- Organizing events for the church
- Volunteering with youth

YOU ARE BEST DESCRIBED AS

- Spontaneous
- Emotional
- Life of the Party

The Spontaneous Donor

Type seven personalities are spontaneous and versatile. They are acquisitive and can be scattered. But with patience and care, this is the donor that remains faithful.

Enthusiastic and spontaneous, this type is a great donor to have present during public fundraising events and projects. They are simply a joy to be around. However, experienced church leaders know that they are prone to sudden bursts of emotion as well, and their giving is largely based on their feelings that day.

These are donors who must be nurtured. Churches would be wise to build deeper relationships with these types of donors and have a giving attitude toward them as well. They need to be treated with patience and acceptance.

CHARACTER EXAMPLE:

Robin Williams put a lot of his passion and emotion into his craft. He was known for his amiable personality, and his genuine interest in other human beings. We remember him for his huge heart, the times he laughed and shed tears, and his spirit of giving.



YOUR DONOR SUPERPOWER

Your enthusiasm is contagious, as is your giving attitude. Your superpower is the ability to influence others and spark great, lasting change.

TYPE 8

YOU ARE MOTIVATED BY

- The bigger picture of a society's needs
- A strong heritage and foundation of giving

YOU ARE PASSIONATE ABOUT

- Meeting great challenges
- Foundations and Non-profits that are influential

YOU LOVE SERVING BY

- Donating to causes
- Improving the lives of those less-fortunate

YOU ARE BEST DESCRIBED AS

- Assertive
- A good leader
- Confrontational
- Self-confident

YOUR DONOR SUPERPOWER

You are a natural-born leader with the ability to stay in control, even in the most challenging of situations.

The Motivated Donor

Type eight personalities are self-confident and decisive. They are willful and can be confrontational at times.

Do you meet challenges well and consider yourself largely in control of the current situation? If there is a fundraising project, do you assert yourself, feel confident about why you want to give to this cause, and see it as your moral duty to donate?

Type Eights often reflect resourceful and decisive attitudes. (Quite contrary to Type Sevens.)

CHARACTER EXAMPLE:

A most notable Type Eight is Franklin D. Roosevelt, who suffered from polio but did still founded March of Dimes, a foundation that worked tirelessly to improve the lives of polio victims. His generosity and financial aid allowed the non-profit to build an iron lung so that polio patients could easily breathe.

Roosevelt famously stated:

“

The man who holds that every human right is secondary to his profit must now give way to the advocate of human welfare.



TYPE 9

YOU ARE MOTIVATED BY

- Friends and family
- The greater needs of the world around you

YOU ARE PASSIONATE ABOUT

- Creating peaceful environments
- Beauty and comfort
- Solid relationships and connections

YOU LOVE SERVING BY

- Giving in any way possible, to anyone in need
- Sharing your abundance; you believe it comes back to you in greater ways

YOU ARE BEST DESCRIBED AS

- A wonderful friend
- A listening ear
- Contented

YOUR DONOR SUPERPOWER

People know you for your love of beauty, and your ability to make their lives feel more beautiful as well. Use your influence to keep being a beacon of hope and light in the world.

The Cheerful Donor

Type Nine personalities are receptive and reassuring. However, they can be complacent and resigned.

A natural peacemaker and mediator, this type often has a large social circle. They depend on these kinds of connections and often surround themselves with friends and family. Giving comes naturally to them because of their desire to see others safe and stable. If there is a mission project or cause that will help other lives live more peacefully or in greater abundance, you can be sure that the Type Nine cheerful donor will be fully supportive.

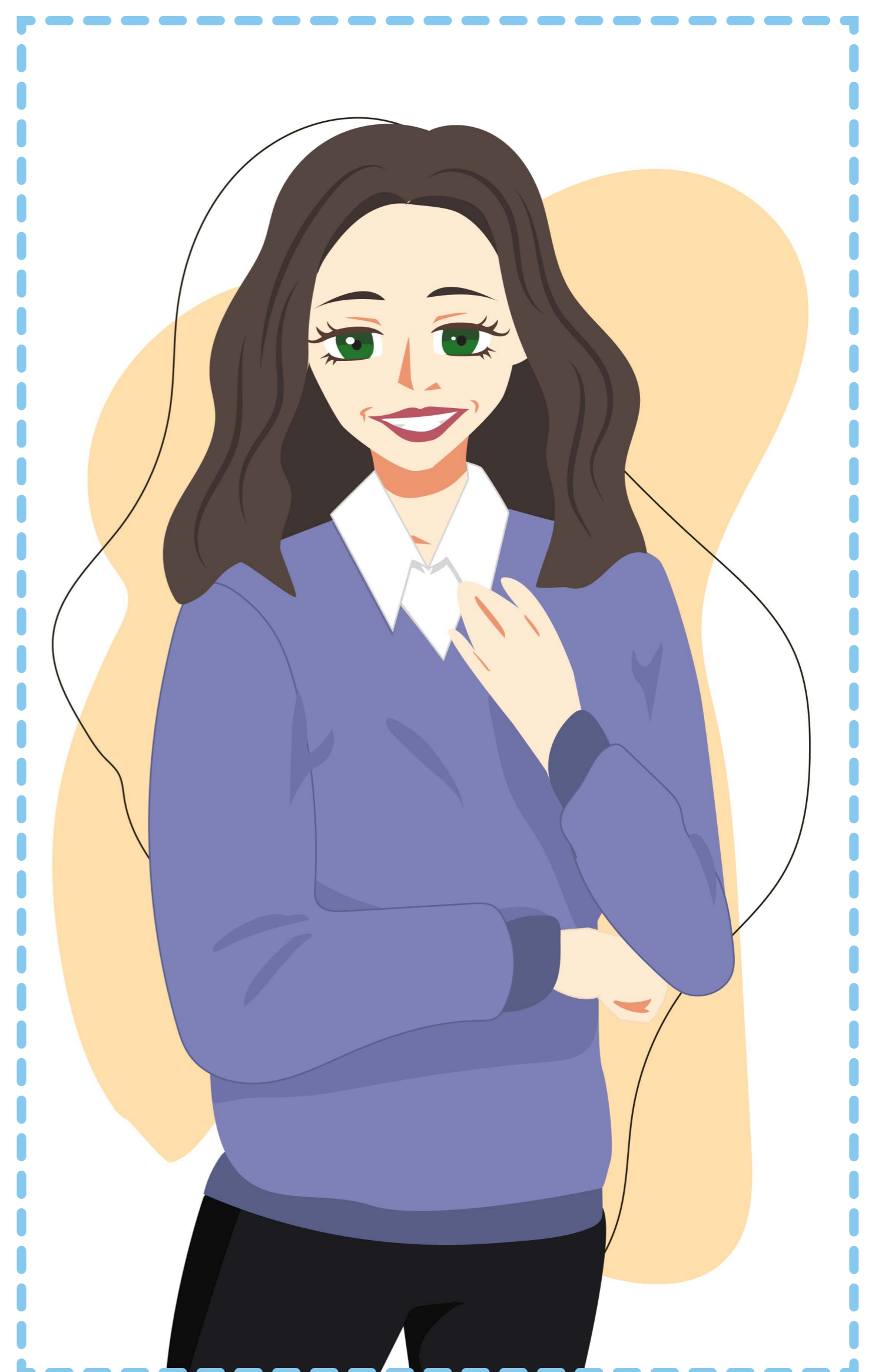
CHARACTER EXAMPLE:

One of the most generous celebrity donors is Jon Bon Jovi. He is the founder of the Jon Bon Jovi Soul Foundation, which exists to combat issues that force families and individuals into economic despair. But not only this one foundation; to date, Bon Jovi has supported over thirty charities around the world. And—you guess it—he always does so very cheerfully!

Do you remember this famous Jon Bon Jovi quote?



Miracles happen every day, change your perception of what a miracle is and you'll see them all around you.



Remember, no matter what your donor type may be, your gifts still count. You can still make a change, and you can still participate in any of your church's planned fundraisers. As long as you are committed to changing lives for the better and making the world a better place with your donations, your personality will make a positive difference.

Can You Be More Than One Donor Type?

Remember that a Donor Personality type is a mix of inner patterns which take into account many of the following:

- Emotion
- Feeling
- Thinking
- Perceiving
- Habits of attention

The truth is that every one of us is a composite of all nine donor types. In other words, you could see any or all of the patterns we listed to a lesser or greater degree.

What you must look for is the "dominating set", also referred to as the "core point". Your personality could also change depending on your age, circumstances, and interactions with those around you.

Throughout your life, you may experience patterns that cover a wide range of these Donor Personalities. And during any given stage in your life, your desire to give or support the church will vary.

Look at this as the ebb and flow of life. And think of your own personality in constant flow. Know that as you learn, change, and progress, you will move through various stages of awareness. You will also be at different stages in your financial journey. At times, you may have more to give than other times.

The patterns we explained above vary according to the circumstances or situations we find ourselves in. So don't let yourself get bogged down or locked into just one Type. It is important to realize that we can manifest any one or all nine of the Donor personality types.

Still, you may notice one set of patterns is more dominant throughout your life. This will be your "core point."

Why is the Core Point essential?

It helps know where to start in your donor journey. It gives you a base from which to guide the decisions you will make on giving. And, as we said above, it also gives your church and pastors better insight on you as a donor.

Feel free to share your Donor Type with your church pastors. They will appreciate learning about what makes you unique.

How to Find Out Your Type

After reading this, we know you are wondering exactly how to know which type you are? Or maybe you sound like a few or a mix of the types above.

Here is where we dig a bit further to define and discover more about your donor personality.

The Donor Triads

The Donor's original nine numbers can be grouped into threes, and these are also known as the Donor's triads. You see, each number in each triad is connected to a specific emotion in relation to a bodily intelligence center. These triads are:

- ✓ The Gut Triad — 8, 9 & 1
- ✓ The Heart Triad — 2, 3 & 4
- ✓ The Mental Triad — 5, 6 & 7

The groupings help to further describe how people absorb, process and react to life.

The Gut Triad

For individuals with predominant 8, 9, or 1 designations, their ruling emotion is anger:

- ✓ 8s externalize this emotion — explosive outbursts
- ✓ 9s forget about it — moving on without having dealt with the emotion
- ✓ 1s internalize it — can become all-consuming, can affect health

All of these numbers react to life from their gut, sometimes acting before thinking. They also tend to be direct and honest in their responses.

The Heart Triad

Those who are predominantly 2, 3, or 4 are feeling people; they tend to wear their hearts on their sleeves. Their ruling emotion is shame:

- ✓ 2s tend to focus on others' feelings
- ✓ 3s are nearly unable to understand their own feelings
- ✓ 4s focus inwardly on their own feelings

Those in the Heart Triad are the most image-conscious of the entire nine numbers.

The Mental Triad

Those who are a 5, 6, or 7 are most often referred to as “being in their head.” These folks relate to the world around them within their minds. Their ruling emotion is fear:

- ✓ 5s externalize fear
- ✓ 6s forget their fears
- ✓ 7s internalize their fears

These individuals think about their lives in-depth and plan out details before they take action.

Dominant Types: Qualities

The below dominant type descriptions offer insight into each number:

- ✓ **Superpowers** — Refers to the unique gifts and/or abilities of each type. Knowing a type's superpower allows you to bring out their greatness by encouraging activities that play to their strengths. This helps build trust, boost productivity, and create momentum within the relationship.
- ✓ **Passions** — Contrary to what you might think, each type's passions are actually the fuel for their self-defeating fire. A type's passion is the obsession that prevents their life energy from freely flowing. In this respect, a number's passions can also refer to the temperament presented when a person isn't healthy or functioning in a manner that's good for their well-being. Identifying passions offers insight into behavioral drivers.

- Unconscious motivations** — Each type in the original Enneagram has distinct patterns in how they think, feel, and act arising from powerful unconscious motivations. These are the unknown, secret desires that actually drive their behavior. Knowing an individual's unconscious motivations helps determine their dominant Donor type.
- Communication styles** — Each type has its own specific method of communicating. Knowing the communication styles of the types offers insights into how they see the world around them and how you can best reach each type.

Bonus! Take the Donor Personality Test Now

This Donor Personality test will show you which of the 9 personality types suit you best. See how you score for all nine, and understand where you are in your donor journey.

To take the test, review the 38 questions. Then, select the answer that applies to you. You may skip questions that you feel do not apply. However, try to not avoid questions simply because they are difficult to answer.

Make sure you are somewhere comfortable, and give yourself an accurate amount of time to reflect and think deeply before answering. This test typically takes 5-10 minutes to complete.

I am often described as:

- romantic and imaginative.
- pragmatic and down to earth.

I usually

- take on confrontations.
- avoid confrontations.

In the past, I have been

- diplomatic, charming, and ambitious.
- direct, formal, and idealistic.

I have tended to be

- focused and intense.
- spontaneous and fun-loving.

I have been a

- hospitable person and have enjoyed welcoming new friends into my church life.
- private person and have not mixed much with others at church.

Generally, it's been

- easy to ask me to contribute to donations
- difficult to get me to donate to a cause

I've been more of a

- "street-smart" survivor.
- "high-minded" idealist.

I have

- needed to show affection to people.
- preferred to maintain a certain distance with people.

When presented with a fundraiser, I've usually asked myself if it would be

- useful to me and my professional goals.
- enjoyable.

I have tended to focus too much on

- myself.
- others.

Others have depended on my

- insight and knowledge.
- strength and decisiveness.

I have come across as being too

- unsure of myself.
- sure of myself.

I have been more

- relationship-oriented than goal-oriented.
- goal-oriented than relationship-oriented.

I have

- not been able to speak up for myself very well.
- been outspoken--I've said what others wished they had the nerve to say.

It's been difficult for me to

- stop considering alternatives and do something definite.
- take it easy and be more flexible.

I have tended to be

- hesitant and procrastinating.
- bold and domineering.

My

- reluctance to get too involved with church activities has gotten me into trouble with people and other church members.
- eagerness to have people depend on me has gotten me into trouble with them.

Usually, I have

- been able to put my feelings aside to get the job done.
- needed to work through my feelings before I could act.

Generally, I have been

- methodical and cautious.
- adventurous and taken risks.

I have tended to be a

- supportive, giving person who enjoys the company of others.
- serious, reserved person who likes discussing issues.

I've often felt the need to

- be a "pillar of strength."
- perform perfectly.

I've typically been interested in

- asking tough questions and maintaining my independence.
- maintaining my stability and peace of mind.

I've been too

- hard-nosed and skeptical when it comes to church fundraisers.
- soft-hearted and sentimental when church members ask for donations.

I've often worried that

- I'm missing out on something better.
- if I let down my guard, someone will take advantage of me.

My habit of

- being "stand-offish" has annoyed people.
- telling people what to do has annoyed people.

Usually, when troubles have gotten to me, I have

- been able to "tune them out."
- treated myself to something I've enjoyed.

I have

- depended upon my friends and they have known that they can depend on me.
- not depended on people; I have done things on my own.

I have tended to be

- detached and preoccupied.
- moody and self-absorbed.

I have liked to

- challenge people and "shake them up."
- comfort people and calm them down.

I have generally been an

- outgoing, sociable person.
- earnest, self-disciplined person.

I've usually

- been shy about showing my abilities.
- liked to let people know what I can do well.

I believe

- pursuing my personal interests has been more important to me than having comfort and security.
- having comfort and security has been more important to me than pursuing my personal interests.

When I've had conflict with others, I've

- tended to withdraw.
- rarely backed down.

I have

- given in too easily and let others push me around.
- been too uncompromising and demanding with others.

I've been appreciated for my

- unsinkable spirit and great sense of humor.
- quiet strength and exceptional generosity.

Much of my success has been

- due to my talent for making a favorable impression.
- achieved despite my lack of interest in developing "interpersonal skills."

For statistical purpose only:

I am

- male
- female

(Submit for Results)

In Conclusion

We hope you enjoyed learning a little more about your Donor Personality Type, and that you have also learned a little more about your core self in the process.

We also hope it was a fun way to self-reflect and ask yourself questions you don't normally get to ponder.

It helps to take time out for reflection and thought, and doing Personality Quizzes are a great way to stay connected to your heart and soul.

For more helpful resources and donor advice, [visit us at DonorWerx today](#). We look forward to hearing from you.



donorwerx.com