

## Brooks A. Agnew – INFJ

### INFJ PERSONALITY (“THE ADVOCATE”)

The INFJ personality type is very rare, making up less than one percent of the population, but we nonetheless leave our mark on the world. As Diplomats, we have an inborn sense of idealism and morality, but what sets us apart is the accompanying Judging (J) trait – INFJs are not idle dreamers, but people capable of taking concrete steps to realize our goals and make a lasting positive impact.

INFJs tend to see helping others as our purpose in life, but while people with this personality type can be found engaging rescue efforts and doing charity work, **our real passion is to get to the heart of the issue so that people need not be rescued at all.** Brooks is one of those souls who can see into a person; the flaws and the special gifts. Millions of people have heard him speak directly to us, about our own unique challenge. The most remarkable thing is that we listen, and the universe shifts slightly on its axis.

#### Help Me Help You

INFJs indeed share a unique combination of traits: though soft-spoken, we have very strong opinions and will fight tirelessly for an idea we believe in. We are decisive and strong-willed, but will rarely use that energy for personal gain – INFJs will act with creativity, imagination, conviction and sensitivity not to create advantage, but to [create](#) balance. Egalitarianism and karma are very attractive ideas to INFJs, and we tend to believe that nothing would help the world so much as using love and compassion to soften the hearts of tyrants.

INFJs [find](#) it easy to make connections with others, and have a talent for warm, sensitive language, speaking in human [terms](#), rather than with pure logic and fact. It makes sense that our friends and colleagues will come to think of us as quiet Extraverted types, but we would all do well to remember that INFJs need time alone to decompress and recharge, and to not become too alarmed when we suddenly withdraw. INFJs take great care of other’s feelings, and we expect the favor to be returned – sometimes that means giving us the space we need for a few days.

#### Live to Fight Another Day

Really though, it is most important for INFJs to remember to take care of ourselves. The passion of our convictions is perfectly capable of carrying us past our breaking point and if our zeal gets out of hand, we can find ourselves exhausted, unhealthy and stressed. This becomes especially apparent when INFJs find ourselves up against conflict and criticism – our sensitivity forces us to do everything we can to evade these seemingly personal attacks, but when the circumstances are unavoidable, we can fight back in highly irrational, unhelpful ways.

To INFJs, the world is a place [full](#) of inequity – but it doesn’t have to be. No other personality type is better suited to create a movement to right a wrong, no matter how big or small. INFJs just need to remember that while we’re busy taking care of the world, we need to take care of ourselves, too.

## INFJ STRENGTHS AND WEAKNESSES

### INFJ Strengths

- **Creative** – Combining a vivid imagination with a strong sense of compassion, INFJs use our creativity to resolve not technical challenges, but human ones. People with the INFJ personality type enjoy finding the [perfect](#) solution for someone we care about, and this strength makes us excellent counselors and advisors.
- **Insightful** – Seeing through dishonesty and disingenuous motives, INFJs step past manipulation and sales tactics and into a more honest discussion. INFJs see how people and [events](#) are connected, and are able to use that insight to get to the heart of the matter.
- **Inspiring and Convincing** – Speaking in human [terms](#), not technical, INFJs have a fluid, inspirational writing style that appeals to the inner idealist in our audience. INFJs can even be astonishingly [good](#) orators, speaking with warmth and passion, if we are proud of what we are speaking for.
- **Decisive** – Our creativity, insight and inspiration are able to have a real impact on the world, as INFJs are able to follow through on our ideas with conviction, willpower, and the planning necessary to see complex projects through to the end. INFJs don't just see the way things ought to be, we act on those insights.
- **Determined and Passionate** – When INFJs come to believe that something is important, we pursue that goal with a conviction and energy that can catch even our friends and loved ones off guard. INFJs will rock the boat if we have to, something not everyone likes to see, but our passion for our chosen cause is an inseparable part of our personality.
- **Altruistic** – These strengths are used for good. INFJs have strong beliefs and take the actions that we do not because we are trying to advance ourselves, but because we are trying to advance an idea that we truly believe will make the world a better place.

### INFJ Weaknesses

- **Sensitive** – When someone challenges or criticizes INFJs' principles or values, we are likely to receive an alarmingly strong response. People with the INFJ personality type are highly vulnerable to criticism and conflict, and questioning our motives is the quickest way to our bad side. More so than any other personality type, we enjoy things the hard way, but when it turns to a direct conflict, you may be very surprised to see them walk calmly away; forever.
- **Extremely Private** – INFJs tend to present ourselves as the culmination of an idea. This is partly because we believe in this idea, but also because INFJs are extremely private when it comes to our personal lives, using this image to keep ourselves from having to truly open up, even to close friends. Trusting a new friend can be even more challenging for INFJs.
- **Perfectionistic** – INFJs are all but defined by our pursuit of ideals. While this is a wonderful quality in many ways, an ideal situation is not always possible – in politics, in business, in romance – and INFJs too often drop or ignore healthy and productive situations and relationships, always believing there might be a better option down the road.
- **Always Need to Have a Cause** – INFJs get so caught up in the passion of our pursuits that any of the cumbersome administrative or maintenance work that comes between us and the ideal we see on the horizon is deeply unwelcome. INFJs like to know that we are taking concrete steps towards our goals, and if routine tasks feel like we are getting in the way, or worse yet, there is no goal at all, we will feel restless and disappointed.

- **Can Burn Out Easily** – Our passion, poor patience for routine maintenance, tendency to present ourselves as an ideal, and extreme privacy tend to leave INFJs with few options for letting off steam. People with this personality type are likely to exhaust ourselves in short order if we don't find a way to balance our ideals with the realities of day-to-day living. Only the top 0.1% have the ability to set the previous day's defeat behind them and return, ready for the challenge again. Do not be surprised to call ten years later, only to find they have perfected and produced a project you had abandoned long ago.

## INFJ RELATIONSHIPS

When it comes to romantic relationships, INFJs take the process of finding a [partner](#) seriously. Not ones for casual encounters, people with the INFJ personality type instead look for depth and meaning in our relationships. INFJs will take the time necessary to find someone we truly [connect](#) with – once we've found that someone, our relationships will reach a [level](#) of depth and sincerity that most people can only dream of.

Getting to that point can sometimes be a challenge for potential partners, especially if we are the impatient type, as INFJs are often perfectionistic and picky. With this extremely rare personality type we aren't easily talked into something we don't want, and if someone doesn't pick up on that, it's a trespass that is unlikely to be forgiven, particularly in the early stages of dating. Even worse is if a suitor tries to resort to manipulation or lying, an INFJ will see right through it, and if there's anything we have a poor tolerance for in a relationship, it is inauthenticity.

The one thing that truly sets us apart from all other personality types is that we are never alone. We may only fall in love once or twice in a lifetime, but that's only because we understand the power of understanding better than anyone. INFJs are dragons of immense wisdom and insight, but when we lift our impregnable armor so someone can understand us, real and permanent damage can be inflicted.

## The INFJ Door Slam

INFJs are the masters of time. Ten years can be ten minutes, and don't be surprised if a conversation picks up right where it left off the last time you were here. Simply put, the INFJ Door Slam occurs when an INFJ personality cuts someone out of our life. The INFJ isn't the only personality type to cut people out. Other personality types do this to some extent, too, but for INFJs, it tends to be more frequent and absolutely surprising. It's almost as though all memory is erased in a single second, no matter how long you have known us.

In some cases, the INFJ will continue to have contact with the person they've door-slammed, but the armor is back in place without so much as a hint of weakness or retribution. This happens when circumstances make it impossible for the INFJ to completely cut someone out, for example, a coworker the INFJ sees every day at work or a family member who attends family events.

In this instance, the INFJ may do an "emotional" and "spiritual" door slam. It is the most perfect human version of CTRL-ALT-DEL of any personality type. They revoke access to their personal thoughts, feelings, and authentic inner world — in other words, the password has been changed; we simply stop being vulnerable around this person. It is so smooth and so silent, the other person may not even be aware that the INFJ has slammed the door.

In other cases, the door slam is more dramatic. Take, for example, the break-up of a romantic relationship or a falling out with a good friend. When the INFJ slams the door under these circumstances, we may cut off all contact with the other person, unfollowing them on social media and no longer spending any time with them. It's said that when you deeply wound an INFJ, we don't hate you, we nothing you.

INFJs may try to wipe every trace of the other person from their life. Clothing, trinkets, texts, phone numbers, pictures, and even memories are wiped from existence as though the person never existed. There is no pain. There is simply nothing. This process is said to be godlike, in that forgiveness of ourselves and the other person is almost instant, and then everything about that person disappears from existence.

To the outsider, slamming the door on someone who was once close to you may seem like a drastic measure. It may seem like it came out of nowhere. However, for most INFJs, that's rarely the case. We often have hundreds of acquaintances who provide value to our lives. Months or even years can go by with no contact, and then resume exactly where they left off. It is the simplest thing in the world for an INFJ.

The INFJ door slam is legendary, but few there be that experience it. Even God said, "There will be many who say Lord Lord, but I will say I know you not." It is not slammed without reason. Things have to build to the door slam for a long time. Usually there is one fight or event that pushes the INFJ over the edge, causing them to finally shut the door. You'll know it when it happens, and there is absolutely nothing anyone can do to reopen that door, because the doorway is removed forever.

### **Why INFJs Slam the Door**

INFJs slam the door when we have been deeply wounded. Sometimes we slam the door when we can no longer tolerate a person's toxicity. They rarely ever share anything about the experience with anyone, although the experience may be expressed in their art, music, or other creations without naming that person. As was stated, that person does not exist any longer. The memory and the pain gets neatly wrapped into a nice package and then sunk deep in the sea.

If the door has been slammed on you, it's because the INFJ saw no other way of stopping the emotional pain you were causing them. Mind you, it is not an interpretation of pain. This kind of pain is a conscious, purposeful pain that is shoved under the armor to the heart. It's the kind of pain that can only be delivered with understanding and trust. INFJs are not overly sensitive, as they are inherently introverted. We unzip our impregnable armor and choose to lie naked next to you. This is called understanding. When you take advantage of that understanding, and then flash the knife into their body, it is seen as a purposeful threat. He or she intended to inflict the pain, but almost without exception they do not expect to have the emotional door slammed so perfectly that the wall doesn't even show the former presence of a door.

People of the INFJ personality are generally quite sensitive to the words and actions of others. More so than some other personality types, we crave harmony, strong emotional support, and a healthy give-and-take in our relationships to thrive. When we give, we give it all, and only to one person. There is nothing like it in all the universe.

We tend to be patient without end and instantly forgiving of others' shortcomings, but even INFJs have their breaking point. When an unhealthy relationship becomes draining and damaging, the

INFJ will remove it. Usually the door is slammed only as a last resort. You may never even know when it actually happens, but this unique skill set of the INFJ is the envy of the universe.

### **Can the Door Ever Be Opened Again?**

That door will never open again. Ever. If you do seek forgiveness, it will be given before you finish the sentence, but that door will never exist again. Another, smaller door may be opened, but it will be closely guarded forever. Let's look at what determines these two different outcomes. The one thing the INFJ knows more than anything is that there are many fish in the sea. To an INFJ, there is no such thing as a single soul mate. We are integral with Source, and can see incredible value in every being of light. Within a few moments of closing one door, another will open for another opportunity to love. No other personality type has quite the large and enriching ability to love others. It doesn't even matter to them if we are not loved in return at all. There is no such thing as a rebound relationship with an INFJ.

INFJs aren't perfect. Sometimes an INFJ will slam the door too quickly, or just resize the door, instantly limiting access to our heart by replacing the armor. Sometimes people of this personality type avoid conflict altogether with someone, and rather than dealing with issues head-on when they're small, they let them snowball. The other person may feel blindsided and unsure of what they did wrong, because the INFJ didn't let on that we were hurting. They are, after all, the unequalled master introverts.

INFJs, like other sensitive introverts, sometimes attract toxic, narcissistic, or emotionally needy or dominating people. Their typically high intellect allows them to learn far faster than most people, and once they see the narcissistic flavor, they will never open a door in the first place.

INFJs see what others can be, and how to they can get there. Lovers of self-development and growth, we're drawn to helping people work through their personal and emotional issues — and ultimately live their best life. Sometimes an INFJ will even date or befriend someone in order to "save" them, without even consciously realizing what they're doing.

Advanced INFJs use their prior experience to set boundaries for themselves, because they know no one else will have them. After one or two deep wounds from lovers, regardless of any pleading or tempting, we may never fashion a doorway to our heart. They will advise, cuddle, talk or listen for days at a time, but you will never find even the seam of a door into the INFJ. This is often disappointing to the very people they are trying to help, but it is an irrefutable truth. One trait that is almost universal in adult INFJs is the absolute refusal to trust anyone with full access to their heart.

### **How to Prevent an INFJ Door Slam**

Every single you speak to an INFJ really matters. And the way you treat us really matters, too. The "J" stands for judgment, and once it is issued, it can never be reversed. We do not go by first impressions. Ever. INFJs need to feel like our emotions are heard and respected. We are not reflectors. You can love us and tempt as hard as you want, but no one will ever force themselves into the heart of an INFJ. They are not swayed with riches or sex or fame. You may never know

that you have not been admitted into their soul, but you will absolutely know when you have. You will never have joy like when you are inside the love of an INFJ. Once inside, all you have to do is not intentionally hurt us, and the door will always be open.

### Is This for Real?

One of the things INFJs find most important is establishing genuine, deep connections with the people we care about.

INFJs will go out of our way to seek out people who share our desire for authenticity, and out of our way to avoid those who don't, especially when looking for a partner. All that being said, INFJs often have the advantage of desirability – we are warm, friendly, caring and insightful, seeing past facades and the obvious to understand others' thoughts and emotions.

INFJs are enthusiastic in our relationships, and there is a sense of wisdom behind our spontaneity, allowing us to pleasantly surprise our partners again and again. INFJs aren't afraid to show our love, and we feel it unconditionally, creating a depth to the relationship that can hardly be described in conventional terms. Relationships with INFJs are not for the uncommitted or the shallow.

When it comes to intimacy, INFJs look for a connection that goes beyond the physical, embracing the emotional and even spiritual connection we have with our partner. People with the INFJ personality type are passionate partners, and see intimacy as a way to express our love and to make our partners happy. We are not sexual beings. We are loving beings. Sex with an INFJ will put all other physical engagements in the shadows, because they connect with the soul like no other being in the universe. These encounters are by no means easily had. INFJs cherish not just the act of being in a relationship, but what it means to become one with another person, in mind, body and soul.

### INFJ FRIENDS

INFJs yearn for authenticity and sincerity – in our **activities**, our romantic relationships, and our friendships. People with the INFJ personality type are unlikely to go for friendships of circumstance, like workplace social circles or chatting up our **local** baristas, where the only thing we really have in common is a day-to-day familiarity. Rather, INFJs seek out people who share our passions, interests and ideologies, people with whom we can explore philosophies and subjects that we believe are truly meaningful.

#### Closed Book and Speed Reader

From the **start**, it can be a challenge to get to know INFJs, as we are very private, even enigmatic. INFJs don't readily share our thoughts and feelings, not unless we are comfortable, and since those thoughts and feelings are the basis for INFJ friendships, it can take time and persistence to get to know us. Meanwhile, INFJs are very insightful and have a particular knack for seeing beyond others' facades, interpreting intent and compatibility quickly and easily, and weeding out those who don't share the depth of our idealism.

In friendship it is as though INFJs are searching for a soul mate, someone who shares every facet of our passions and imagination.

INFJs are often perfectionistic, looking for ultimate compatibility, and yet also look for someone with whom we can grow and improve in tandem. Needless to say, this is a tall [order](#), and INFJs should try to remember that we are a particularly rare personality type, and even if we find someone compatible in that sense, the odds that we will also share every [interest](#) are slim. If we don't learn to meet others halfway and recognize that the kind of self-improvement and depth we demand is simply exhausting for many types, INFJs are likely end up abandoning healthy friendships in our infancy, in search of more perfect compatibilities.

Like Finding a Needle in a Haystack

Further complicating things are INFJs' eloquence and persuasiveness, which lead to a lot of (unwanted) attention and popularity. Our quiet, determined idealism and imaginative expression naturally draw influence, and if there's anything INFJs avoid, it's the accumulation of power over others – and the people who are drawn to that type of power. INFJs will find ourselves more sought after than we'd ever care to be, making it even more difficult for us to find someone we truly have an affinity with. Really the only way to be counted among INFJs' true friends is to be authentic, and to have that authenticity naturally reflect our own.

Once a common thread is found though, people with the INFJ personality type make loyal and supportive companions, encouraging growth and life-enriching experiences with warmth, excitement and care. As trust grows, INFJs will share more of what lies beneath the surface, and if those ideas and motives are mutual, it's the sort of friendship that will transcend time and distance, lasting a lifetime. INFJs don't require a great deal of day-to-day attention – for us, quality trumps quantity every time, and over the years we will likely end up with just a few true friendships, built on a richness of mutual understanding that forges an indelible link between us.

## INFJ PARENTS

As parents INFJs, much as in our friendships, will tend to look at our relationships with our children as opportunities to learn and grow with someone we care about, while working to achieve a distinctly separate but important goal – raising someone to be an independent, responsible and principled adult. People with the INFJ personality type are unflinching in our devotion to our children, willing to grin and bear any burden without hesitation. While warm and compassionate throughout the parenting relationship, what INFJs are really looking forward to is being able to communicate and relate to the person we helped to raise, as equals.

Be Unique, Just Like Me

As our children grow, INFJs will likely try to project a great deal of our own qualities onto us, demanding the same sort of idealism and honesty that we demand from ourselves, and maybe even manipulating us into this in our weaker moments. Despite this, INFJs will also push our children to think independently, make our own choices and establish our own beliefs.

The highest goal for INFJ parents is for our child's choices and beliefs to culminate in a cause that we are able to act on, contributing to the world around us.

If all this independence is taken to heart, it can cause some trouble for INFJ parents though, as our children move into the naturally rebellious phase of adolescence. If INFJs' children take a contrarian approach, adopting beliefs that violate our parents' own well-developed principles,

INFJs are likely to feel like our children are pointing out our flaws by following another path, a hurtful thing to such a sensitive personality type.

### A Job Well Done

Ultimately though, INFJ parents will realize that these conflicting beliefs aren't a **sign** of our failure, but of our success in raising someone who did indeed learn to form our own ideals. As we mature, INFJs' children will also come to appreciate the combination of independence and personal responsibility we were raised with. So long as our child grows up with a firm understanding of the difference between right and wrong and is able to fight for a cause we believe in, striving to be the best we can be, INFJ parents will be satisfied with what we've accomplished together with our child.

## INFJ CAREERS

INFJs are likely to find that most corporate career paths are not designed for us, but for those focused on **status** and material gain. This doesn't mean that people with the INFJ personality type struggle to see viable **options** though. In fact, we are likely to face the opposite problem – many INFJs struggle to begin a career early on because we see ten wildly different paths forward, each with its own intrinsic **rewards**, alluring but also heartbreaking, because each means abandoning so much else. INFJs are the masters of multiple income channels. It is not uncommon to see three or four diverse projects fully developed and operational. It is often said, if you truly want a prototype built, give it to an INFJ.

### Truth, Beauty, Purpose

First and foremost, INFJs need to find meaning in our work, to know that we are helping and connecting with people – an INFJ Ferrari salesperson is a non-sequitur. This desire to help and connect makes careers in **healthcare**, especially the more holistic varieties, very rewarding for INFJs – roles as counselors, psychologists, doctors, life coaches and spiritual guides are all attractive options.

INFJs' needs don't end at meaning though – any productive work can be rationalized to be meaningful, as any productive work helps someone, somewhere. INFJs crave creativity too, the ability to use our insight to **connect** events and situations, effecting real change in others' lives personally.

For INFJs, money and Employee of the Month simply won't cut it compared to living our values and principles.

### Two Roads Diverged in a Yellowed Wood

These needs are hard to meet in a corporate structure, where INFJs will be forced to manage someone else's policies alongside our own. For this reason, people with the INFJ personality type are more likely to, despite our aversion to controlling others, establish our independence by either finding a leadership position, or simply starting our own practice. As independents, sole proprietors in the parlance of business, INFJs are free to follow our hearts, applying our personal touch, creativity and altruism to everything we do.

This is the most rewarding option for INFJs, as we will step out of the overly humble supporting and noncompetitive roles we are often drawn to, and into positions where we can grow and make a difference. INFJs often pursue expressive careers such as writing, elegant communicators that we are, and author many popular blogs, stories and screenplays. Music, photography, design and art are viable options too, and we all can focus on deeper uses of personal growth, morality and spirituality.

Where INFJs fall flat is in work focusing on impersonal concerns, mundanity, and high-profile conflict. Accounting and auditing, data analysis and routine work will leave people with the INFJ personality type fidgety and unfulfilled, and we will simply wilt under the scrutiny, criticism and pressure of courtroom prosecution and defense, corporate politics and cold-call sales. INFJs are clever, and can function in any of these fields, but to be truly happy, we need to be able to exercise our insightfulness and independence, learn and grow alongside the people we are helping, and contribute to the well-being of humanity on a personal level.

## INFJ IN THE WORKPLACE

INFJs have pretty tall demands when it comes to a satisfying work environment. Not only does this personality type need to be able to express our creativity and insight, INFJs need to know that what we are doing has meaning, helps people, leads to personal growth and, all the while, is in line with our values, principles and beliefs.

Oftentimes the best way for INFJs to achieve this is to not have to answer to others' rules at all – to be our own **boss**, neither above nor below anyone else, just directly interacting with the people and ideas that are important to us. All that being said, INFJs are a clever and inspired **group**, and with a few of the right conditions, most any position can be made to work.

### INFJ Subordinates

As subordinates, INFJs are likely to chafe under hardline rules, formal hierarchies and routine tasks. People with the INFJ personality type value diplomacy and sensitivity, and the more democratic and personal our manager's style is, and the more we feel our independence and input are valued, the happier we'll be. INFJs act on our convictions, so when we do something, it's something that has meaning to us – if those actions come under criticism, even justified complaints, but especially unwarranted ones, our morale is likely to tank spectacularly.

A manager's values need to be naturally aligned with our INFJ subordinates for both parties to be most effective. Though usually idealistic, if we feel in conflict, INFJs can lose touch with that sense and end up all too bitter. But if it's a balance we can handle, with a little encouragement every now and then, INFJs will be hardworking, trustworthy, and more than capable of handling our responsibilities and professional relationships.

### INFJ Colleagues

As colleagues, INFJs are likely to become quite popular, being seen as positive, eloquent and capable friends, identifying others' motives and defusing conflicts and tension before anyone else even senses a disturbance. INFJs are likely to prioritize harmony and cooperation over ruthless efficiency, encouraging a **good**, hardworking atmosphere and helping others when needed. While this is usually a strength, there is a risk that others will take advantage of INFJs' commitment to

our responsibilities by simply shifting our burdens onto our more dedicated INFJ colleagues' desks.

It should also be remembered that at the end of the day, INFJs are still Introverts (I), and our popularity isn't always welcome – we will need to step back and act the lone wolf from time to time, pursuing our own goals in our own ways. An unhealthy version of this tendency may pop up if INFJs sense that our values are being compromised by a more ethically relaxed colleague.

### INFJ Managers

As managers, INFJs are often reluctant in exercising our authority, preferring to see our subordinates as equals, coordinating and supervising people, leaving the technical systems and factual **details** to more capable hands, and working hard to inspire and motivate, not to crack the whip. That's not to say that people with the INFJ personality type have lax standards – far from it – as INFJs' sense of equality means that we expect our subordinates to be as competent, motivated and reliable as the INFJs ourselves.

Though sensitive, understanding, principled and just, able to appreciate individual styles and to make accurate judgments about others' motivations, if a subordinate's actions or attitude undermines INFJs' ethics or values, we will find little comfort in these qualities. INFJs have no tolerance for lapses in reliability or morality. But, so long as no such lapse occurs, INFJs will work tirelessly to ensure that our subordinates feel valued and happy.

### **INFJ PERSONALITY – CONCLUSION**

Few personality types are as passionate and mysterious as INFJs. Our imagination and empathy make us someone who not only cherishes integrity and deeply held principles but, unlike many other idealistic types, we are also capable of turning those ideals into plans, and executing them to their fullest.

If you should happen to meet one of us, you will quickly discover that it's as though we are from the same ancient family. Like independent angels that came to Earth with knowledge far beyond that of a single mortal lifetime.