AGE GROUP	**CHARACTER** (phrases from Aristotle's *Rhetoric*)	**WHY?**
YOUNG (20-30) 	Strong passions Lack self-control Hot-tempered Reckless Love victory, honor, money in that order Overly optimistic and trusting Easily cheated Anger crowds out fear Fond of friends Very confident, think they know everything Overdo everything Fun-loving and witty	VITAL HEAT (too hot) 🔥 PSYCHOLOGY OF AGE
PRIME (30-60) 	"free from the extremes" of the young and the old They hit the mean between extremes—e.g. they have courage where the young are reckless and the old are cowardly	VITAL HEAT (just right) 🔥 PSYCHOLOGY OF AGE
OLD (60+) 	Sure about nothing Underdo everything They "think" but they don't "know"; they add a "perhaps" to everything Cynical Focus on staying alive and nothing more "exalted or unusual" Cowardly, always anticipating danger Too fond of themselves Shameless, don't care what people think "Live by memory not by hope" Talk a lot Not much anger Lack of "sensual passions"	VITAL HEAT (too little) 🔥 PSYCHOLOGY OF AGE

	Argumentative, not fun-loving	