

# GREEN

**I AM:** Analytical, Conceptual, Knowledgeable, Inventive, Abstract, Investigative, Independent and Rational.

**I VALUE:** Intelligence, Independence, Fairness, Logic, Perfection, Creativity, Competency and Problem Solving.

**I ENJOY:** High achievement, solving the problem, the new unknown, the big picture, time for fun, meeting a challenge and asking questions.

**I NEED:** To be appreciated for my knowledge, to be able to ask questions, data and information to solve problems. To find out how things work, acceptance from others, and to be challenged.

**WHEN I COMMUNICATE:** I don't like small talk because it is a waste of time. I like to get the important information quickly. I am naturally skeptical and I often appear to be distant and distracted. I like to have the main idea or concept before I ponder the details. I enjoy sharing my thoughts and having discussions with other people who understand and know what they are talking about. I ask a lot of questions because I seek information and data. I weigh the pros and cons of an issue and will play Devil's Advocate. I am persuasive and convincing with clear expectations regarding outcomes.

**AT WORK OR IN SCHOOL:** I work best by myself. I like to focus on my ideas until my desire for understanding is satisfied. I am easily bored if the subject holds no interest to me. Sometimes, it is hard for me to set priorities because so many things are of interest.

**WHAT BOTHERS ME:** Lack of freedom, off-track distraction, schedules that make no sense, incompetence itself and others, people not valuing or listening, unfairness, meetings that have no point, unreasonable emotional outbursts. Control Freaks.

# Blue

**I AM:** Compassionate, Sympathetic, Optimistic, People-Oriented Personable, Caring, Authentic, Warm, Genuine, Physical, Democratic.

**I VALUE:** Honesty Friendship, Harmony, Sharing, Compassion, Creativity, Trust, Romance, Understanding, Humanity, Communication, Dependability, Flexibility.

**I ENJOY:** Hugs, Affection, Nature, People, Love, Family, Friendships, Esthetics, Beauty, Compassion, Nurturing.

**I NEED:** Understanding, Affection, Acceptance, Security, Warmth, Intimacy, Beauty, Compassion, Nurturing.

**WHEN I COMMUNICATE:** I always have a kind word for everybody, unless provoked. I generally focus on establishing or reestablishing a relationship and fostering harmony. I can embellish points and love to discuss ideas insights and concepts as they pertain to people. My style is usually rich and interesting. I may not take things at face value and will look for intentions and deeper meanings. I follow my heart and rely on intuition.

**ART WORK OR IN SCHOOL:** I like to be with people, sharing with them, and helping them. I work and learn best when I can take into consideration people and the human element.

**WHAT BOTHERS ME:** Judgmental people, Time limits. Overloading tasks, Chaos, Isolation, Being yelled at, Lack of support, Lack of resources, Helplessness, Insensitivity, Conflict, Traffic, Bossy People, Cruelty to children and Animals.

# ORANGE

**I AM:** Self Confident, Competitive, Spontaneous, Fun-Loving, Enthusiastic, Courageous, Entrepreneurial.

**I VALUE:** Freedom, Adventure, Independence, Spontaneity, variety, flexibility, Creativity, Humor, Thrills.

**I ENJOY:** Fun, People, Performing, Humor, Independence, Speed, Anything new, Recognition, Excitement, Limelight, Success, Motivation.

**I NEED:** Freedom, Variety, spotlight, support, change, space, stimulation, to be valued, expression, Flexible environment, Excitement, Challenge.

**WHEN I COMMUNICATE:** I speak with conviction, certainty and decisiveness and like to control the situation. I like to share my opinion the second it hits my mind and I tend to make comments quickly. I am straightforward and like to keep the conversation pure and simple. I prefer the three B's of conversation: Be brief, Be to the point, and Be gone. I make up my mind quickly but reserve the right to change midstream. I get very involved and will use large gestures and body movements to get my point across.

**AT WORK OR IN SCHOOL:** I need to be "hands on". I liked to play games, to compete and to perform. I enjoy flexibility, changes of pace and variety. My Favorite subjects are music, art, theater and crafts. I often excel in sports. I like solving problems in active ways and negotiating for what I want. I can be direct and I like immediate results.

**WHAT BOTHERS ME:** Deadlines, Unnecessary routine, Interruptions. Lack of Money, Boredom. Paperwork, Inflexibility, Nagging, Lack of Passion, Slow People, Being on time. Paperwork, Incompetence.

# GOLD

**I AM:** Responsible, Serious, Loyal, Traditional, Conservative, Predictable, Concerned, Organized, Sensible, Thorough, Punctual, Well Organized, Stable, Dependable.

**I VALUE:** Organization, Orderliness, Loyalty, Reliability, Accuracy, Efficiency, Home, Tradition, Family.

**I ENJOY:** Security, Planning, Details, Predictability, Neatness, Perfection, Home, Caring.

**I NEED:** Organization, Stability, Rules, Consistency, Parameters, Closure, To be useful.

**WHEN I COMMUNICATE:** I have a tendency to come across as very business like because I need to be accurate and am responsible. Getting information with all the details in writing also helps me for future references. Agendas are essential and when making plans, it is important to take steps or events chronologically. I prefer conversations to be to the point with clearly stated purposes and topic oriented. I feel this way because I'm focused on what needs to be done and who will be accountable.

**AT WORK OR IN SCHOOL:** I like set routines and organized ways of doing things. I prefer to stay on one topic at a time. I need to know what is expected of me. I like subjects that are useful and traditional, such as business accounting, history and government.

**WHAT BOTHERS ME:** Tardiness, Recklessness, Sudden Change, Clutter, Laziness, Disorganization, Incomplete tasks, disloyalty, Instability.