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**by Mary Miscisin, M.S.**

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# Blue Color Style



by Mary Miscisin, M.S.

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The purpose of this report is to capture the essence of a dominant Blue's personality style, values, and motivations. They are observations of some common traits shared by many Blues.

You or the people you know may have any combination of the several characteristics. The important thing to keep in mind, however, is that the reason for determining which characteristics apply to you or others is to gain understanding and appreciation for the differences in all of us. And, instead of trying to change each other, we will choose to welcome and nurture the differences.

*"Man's main task in life is to give birth to himself, to become what he potentially is. The most important product of his effort is his own personality." -Erich Fromm*

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## BLUE CHARACTERISTICS

The following qualities are associated with the Blue color style. Since all of us are unique individuals, the characteristics will manifest themselves a bit differently for each person. However, the general theme will remain. Keep in mind that someone can still be considered predominantly Blue without having all of the characteristics listed.

**Caretaker** - Nurturing, sensitive to the needs of others. Usually, the first one to notice that someone isn't feeling well or needs help and will want to offer assistance. Frequently puts the needs of others before self.

**Optimistic** - Looks on the bright side of things. Likely to be the one who sees "the light at the end of the tunnel" during a crisis. Motivates and encourages others.

**Passionate** - Devoted to their interests. Whether it's collecting antiques, motivating a team, or building a relationship, they throw their heart and soul into it. Can be very dramatic.

**Enthusiastic** - Speaks kindly and compliments freely. They are expressive, persuasive, stimulating, and inspirational. Lives to have everyone around them happy and comfortable. Blues often feels it is their duty to cheer up others or provide support.

**Imaginative** - Creative, expressive, and inspired. May be drawn towards art, music, or drama. May write and speak with flair or use metaphors. Sees possibility, hope, and future potential.

**Cause Oriented** - May volunteer time and get involved in causes such as recycling, helping victims of violent crimes, feeding the hungry, raising consciousness, self-improvement, spiritual growth, and so on.

**True Romantic** - Enjoys gestures of romance. Needs to know that they are loved. Likes to feel special. Derives immense pleasure by providing romance for their lover. May enjoy reading romance novels or poetry.

**Needs to Be Unique** - Strives for genuine self-expression. Although they may be good at modifying their behavior to fit the needs of others, they aspire to be unique in their own way. They're able to spot, and like to bring out, the best in others. Will take any opportunity to bolster someone else's self-esteem or acknowledge other peoples' uniqueness or talents.

**Cooperative Rather than Competitive** - Encourages team-building rather than "may the best man win" attitude. Good group or team participant. Enjoys the friendship and camaraderie of working together on a project or goal.

**Strong Sense of Spirituality** - Blues feel they have a larger purpose in life, a connection somehow to the rest of the universe. Growth oriented and self-searching. Life must have meaning, significance, and contribution. They want to make a difference.

**People Oriented** - Accepting of differences, friendly, and affirming. Blues relate well with people. They make efforts to connect with and acknowledge others. Most every decision made is determined by how it will affect the people involved.

**Peacemaker** - Blues are most comfortable when everyone is getting along. When conflicts arise, they can become distracted from work or even affected physically. Will go to great lengths to restore harmony, even if it means holding quiet their own point of view for the moment.

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## WHO AM I?

*“...each of us has a personal calling as unique as fingerprint...”*  
*-Oprah Winfrey*

Many Blues are fascinated by human behavior and relationships. They seek understanding of themselves and how they fit into the world around them. They may be drawn to the self-help and psychology sections of bookstores and are on a constant quest of self-exploration. As they seek to find themselves, they also engage in understanding how they can connect effectively with others. They seek a connection on a much deeper level than the other color styles typically do.

When listening to others, their attention goes beyond the words. They respond to the emotional needs of others. They will try to read for deeper meaning than the question or issue at hand, sometimes uncovering a land mine of untapped feelings. When this happens, Blues are there to listen compassionately.

Since they have a genuine acceptance for most everyone they come in contact with, they look for the positive attributes in others and usually find them. This is why they are able to get along with people that others may find intolerable. Blues truly feel uplifted when they are able to contribute to others, be it a simple

compliment, acknowledgment, or praise for a job well done. Blues also enjoy being needed and liked. They aim to please. They have a habit of trying to be everything to everybody. If they are not careful, they can get overwhelmed by spreading themselves too thin.

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## **BLUE STRENGTHS**

- Accepting
- Acting as a catalyst
- Communicating
- Cooperating
- Counseling
- Creating
- Guiding
- Imagination
- Intuition
- Leading
- Listening
- Mentoring
- Motivating
- Optimism
- Recruiting
- Speaking
- Supportiveness
- Teaching
- Tolerance
- Training

Generally, Blues are warm and friendly. They will go to great lengths to make sure others feel comfortable around them. Blues enjoy making a person feel recognized and special and can feel guilty if they miss an opportunity. They remember special occasions such as birthdays and anniversaries, and other personal details.

Although some Blues enjoy the social connecting they derive from gossip or “sharing,” most Blues will not participate unless it is of a positive nature. Being empathetic, they can put themselves in the shoes of others and may think, “How would I feel if this were happening to me?” They may keep quiet about their opinion on certain matters if they feel it would hurt the feelings of others, spoil their mood, or create disharmony.

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## **CORE VALUE = RELATIONSHIP**

Before Blues make a decision, they stop to think, “How will this affect the relationship or people involved?” From the Blue perspective, harmony, happiness, and friendship are valued more highly than personal victory.

Not only are relationships with others a top priority for Blues, their own self expression (relationship with self) is very important.

Blues shine the brightest and feel the most alive and fulfilled when they are expressing their true selves, showing their True Colors. Creative and passionate about their interests, they may not share their talents with others for fear of rejection. Nonetheless, they feel a drive or calling to fulfill their purpose to be “at home” with themselves and the rest of the world.



## A SKEW IN HUE

Blues have generous natures and a love of people that makes them pleasant company for most anyone. However, sometimes the motivations and actions of Blues are misunderstood. The same traits that are viewed as positive by some, especially other Blues, may actually be irritating to others.

It is human nature to evaluate the actions of others. Our values, judgments, and beliefs influence our perception of those actions. It is a matter of perspective. For example, you may observe a person to be “incredibly sensitive” because they cry at movies. Another person observing the same behavior would call it “over-emotional.” Which is true? Good question...

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There are multiple ways to label any given behavior, so why would it be beneficial for us to know how other people may view ours?

When we are aware of how our own behavior is affecting others, we can make choices. We may think, “Yes, I do that and it is a part of myself that I cherish.” Or, “Wow, I didn’t know I did that. Thank you for pointing that out to me so that I can become aware and change it if I choose.”

For example, have you ever had the opportunity to hear yourself on a tape machine? If so, did you sound the way you thought you did? Many times when people hear their voices played back, they are surprised at the speed, style, or even accent of their words. Frequently, after people hear something in their speech they were not aware of before, they make some kind of modifications based on the feedback they received.

Keeping this in mind as you read, think of situations in which the following traits may apply to you. Notice whether you are coming across to others in ways other than you intended. Instead of hoping others will change and clearly understand your intentions, pay attention to the contributions you are bringing to the situation. Remember, it is your choice whether to modify your behaviors or not. Feedback is a gift. You may choose to use this gift in any way you desire. Validate yourself for who you are, and know when, where, and how you wish to best express yourself.

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## **OTHERS MAY SEE BLUES AS**

**Over-Emotional** - Sensitive. Takes things personally. Hard to give feedback to because they can become easily hurt by criticism. Often reads between the lines of communication and misinterprets things to mean something else. Creates chaos out of an average circumstance by being overly dramatic.

**Mushy** - Gets carried away in the romance department. Makes “puppy dog eyes,” writes poetry, sends love notes, sings songs, caresses, hugs, and wants to hold hands any chance they get. Yearns to hear “I love you,” to see it written, to feel it in their soul. When it comes to love, dives in headfirst without checking to see if there is even water in the pool.

**Other-Worldly** - Can be found taking or teaching yoga classes, meditation sessions, and retreats. From traditional religion to psychic readers to hypnotherapy, enjoys looking for and helping others find the meaning of life. May spend money for a personal growth seminar instead of paying bills.

**Unrealistic** - Says “yes” to too much and then cannot follow through on promises. Believes they can be everything to everyone,

all of the time. Naïve. When all evidence suggests otherwise, still believes in others and their potential. Wants their relationships to be the number one priority of their significant other.

**Too Tenderhearted** - Sees everything as subjective. Is easily swayed by emotions and opinions of others. Makes exceptions to rules and may ignore policies depending on the situation at hand. Can be easily duped. Soft; too nice; someone who will let others “walk all over them.”

**Wishy-Washy** - Can’t make a decision for themselves. Changes mind according to what will make people happiest.

**Smothering** - Attaches to people and fosters dependency by not allowing them to do for themselves. May be labeled as “co-dependent.”

**Manipulative** - Instead of coming straight out and making their desires known, drops hints. Pouts if others do something they don’t agree with. Passive-aggressive. Makes it known indirectly what a martyr they are in order to get acknowledgment.

**Groveling** - Says “I’m sorry” too much. Overuses softeners such as, “If it is not too much trouble, could you please?” or “I mean only if it is not an inconvenience, would you mind . . . ?”

**Bleeding Heart** - Motivated by pity. Gives up life for a cause that has nothing to do with their own plight. Wants to rescue others.

**Talking Too Much** - Makes conversation about anything and everything with anyone. Carries on after cues are given that the conversation has ended. Gossips.

**Nosy** - Asks too many personal questions about other people’s business. Busybody.

## BLUES MAY SEE SELF AS

**Caring** - Of course Blues take things personally. It's because they care. Warm, compassionate, and considerate. They try their best, so when they are criticized they feel it deeply. Pays attention to the nuances of conversation and has the sensory acuity to notice the message behind the message. Thinks going through life without intense feelings and drama would be meaningless!

**Romantic** - Loves the excitement of being in love. It awakens the senses. Enjoys all the trappings that come with being in love. Why wouldn't a person want to hug, hold, and hang out with the one they love? It's fun to notice when someone sends out a signal that they are interested. It's all part of the intrigue and excitement of romance.

**Spiritual** - Blues know they have a greater purpose. They would not have been put on this earth to merely exist. They may meditate, pray, or participate in other spiritual practices to get closer in touch with their higher power, themselves and others. They search for the meaning of life and know that powers exist beyond what some people might believe.

**Having Faith** - When they take on projects, Blues truly desire to complete them all and have the faith that they will find a way. They have faith in people and give them numerous chances to demonstrate their worth. They put relationships as top priority and can't imagine why other people would be any different. After all, isn't that what life is about; people?

**Nice** - Pleasant, cheerful, and wants people to be happy. Trusting. Gives the benefit of the doubt and believes in others. Affirming. Sees the need for exceptions. A good friend.

**Flexible** - Goes with the flow. Empathetic, they can put themselves in the shoes of others. Really can see many sides of an issue. Taking a firm stand is not worth jeopardizing a relationship.

**Caretaker** - Sensitive to the needs of others. Will help in any way possible. Enjoys being depended upon and bringing joy to others.

**Pleasant, Not Pushy** - Has needs but puts others' first. Does not believe in being aggressive. Would rather make needs known in a non-confrontive manner.

**Polite**- Wants to make other people feel comfortable; lets them know they are important and that their feelings count. Interprets bluntness as uncaring or purposefully hurtful.

**Willing to Work Tirelessly for a Cause** - Sympathetic to the needs of others. Knows when others need help. If they won't lead the crusade, who will?

**Great Communicator** - Has a great ability to put anyone at ease and help them feel welcome, important, and recognized. Easygoing communication style.

**Genuinely Interested in the Welfare of Others** - Wants to know how people are feeling and what they need and want. If they don't know what's going on, how will they know whether to bake a cake, bring a gift, or offer help?

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As you can see, depending upon which lens you are looking through, what can seem like less than desirable qualities to one can be held as redeeming qualities to another. If you find yourself beginning to make a negative judgment about another person's behavior, stop...and see how you can reframe the behavior to view it in a more positive light. Also when you are more aware of how

your own actions are being perceived by others, it can help you more effectively choose situations in which you can be most comfortable sharing those particular aspects of yourself.

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## RELATING TO BLUES

First and foremost, Blues are some of the best friends a person can have. They will be there for you through thick and thin. When others have given up on you, they will keep giving you encouragement. Even though they have their own priorities, they will set them aside to help.

Individuals with Blue as their first or second color tend to be communicative. They want to interact with others in a warm, caring way. They respond well to kindness and place a high priority on relationships. If you can consider some of their needs important to you, then you will be able to relate to them in such a way that they will naturally be motivated to want to cooperate with you.

### **Blues Need:**

Acceptance  
Empathy  
Harmony  
Self-expression  
Inspiration  
Love  
Praise  
Relationships  
Understanding  
Validation

### **Blues Value:**

Compassion  
Friendship  
Honesty  
Sensitivity  
Sharing  
Tolerance  
Trust  
Kindness  
Teamwork  
Connection

**Blues Need to Be:**

Authentic  
Dramatic  
Free to find meaning  
Nurturing  
Personal  
Helpful  
Meaningful  
Sincere

**Blues Find Joy in:**

Acceptance  
Affection  
Conversations  
Family  
Friendships  
Groups  
Love  
Music

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## TO BRING OUT THE BEST IN BLUES

**Maintain a Pleasant Environment** - Pay attention to ways you can help put a Blue at ease. Blues look for opportunities to be a source of help in creating a cooperative and harmonious atmosphere. Not only do they want to cooperate and please, they will try to encourage others to do the same.

**Point out How Others Will Benefit** - Blues are naturally drawn to individuals who seem to be having difficulty—social, personal, or otherwise. They often side with the underdog and support various human rights movements. In their element—when they are helping people—Blues have a knack for cultivating the potential of others. They are self-sacrificing and will forgo the luxuries in life to contribute to others more in need.

Blues may be reluctant to get involved in something in which they do not see value. When they realize that their participation really would help others, something transforms inside of them. Simply re-framing the situation compels Blues to want to do the things they may have been trying to avoid just minutes before. Suddenly, they're on a mission.

**Understand Their Zest for Vitality Includes Emotions** - Blues like to act out and participate fully in the human dramas of life. They tend to get immersed in the experiences of living such as love, strife, success, sorrow, joy, and so on. A lot of their energy is spent paying attention to how they and those around them feel and what they are going through personally and emotionally.

Step into their world to appreciate their enthusiasm. Show care when they are sharing to promote a receptive atmosphere for them to express their feelings. Make sure your body language and facial expressions are congruent. Support them through strong participation and interaction.

**Grant Opportunities for Personal Growth** - Interested in self-awareness and self-improvement, Blues look for meaning in life. Understand their yearning for their life to have purpose. They strive to be authentic, unique, truly themselves. They are on a constant and never-ending journey to self-discovery. Encourage them to find avenues to present their ideas and be creative...for them to be at home with themselves.

**Give Individual Attention** - Blues seek to connect with others. They enjoy forming lasting relationships, having close friends, and feeling loved. Remember their birthday and other personal matters they have shared. Often the smallest gesture of friendship towards them can go a very long way. They like to enlist and excite others. Provide opportunities for them to train, guide, recruit, and mentor.

**With Blues Be:**

Caring	People-oriented
Communicative	Personal
Humanistic	Respectful of their feelings
Nice	Sincere
Open	Approachable



## TURN TO A BLUE FOR

**Validation** - When you need a little praise, acceptance, and understanding, Blues usually have plenty to offer.

**Cheering Up** - Blues are optimistic and have a way of helping you feel that everything will be okay. They will aid you in seeing how practically any situation can be used to learn and grow.

**A Confidante** - If you need someone to listen empathetically, Blues will lend an ear. They try hard to not judge others for their actions and have an immense amount of understanding and tolerance.

**A Mentor** - Blues like to foster growth in others. It feels wonderful for them to be a role model, inspiration, or other positive influence on the lives of others.

**Understanding Affects on People** - If you need to know how your project will affect the people involved, ask a Blue. They are connected with people and know their needs and how they might react to changes.

**Help** – When you need a volunteer to pitch in; if you are overwhelmed and need assistance or a favor—turn to a Blue. If they are not already stretched to the limit, they find pleasure in contributing to others. It makes them feel wanted, included, and needed. Many Blues seek out service professions such as nursing, social work, and teaching.

**Creative Ideas** - Find a Blue to help you brainstorm ideas. Original, unique, and inspiring, they can help unlock the creativity in those around them. Blues make great trainers, especially in

“people” skills such as customer service, morale, team-building, and communication.

**Leading a Human-Needs Cause** - When it comes to the charitable organizations they support and believe in, Blues will lend a hand. This is especially true if they can see their help will benefit others.

**Sharing** - Most Blues enjoy hearing a personal anecdote. Especially those with Orange as their second color may utilize “gossip” as a way of staying connected with friends.

**Affection** - Whether you are looking for a mate or a friend, you’ll find that Blues are usually very generous with their affection. Many will give hugs freely, smile, and touch or even give massages to those that they feel a kinship with.

**A Friend** - Relationships are the number one value to Blues. They seek out friendships and alliances with others. They can provide encouragement, motivation, and support.

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## **SELF ESTEEM AND STRESS**

When people “shine brightly,” they use their skills, talents, and natural preferences in positive, resourceful ways. They have a sense of worth and self-respect or what we often refer to as positive self-esteem.

Positive self-esteem is important because when people experience it they feel and look good, are effective and productive, and respond to others and themselves in healthy, positive, nurturing ways. People “in esteem” are able to enter effectively into stressful

environments. They have no need to tear other people down in order to make themselves feel good.

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## WHEN COLORS FADE

When individuals experiences major or long-term stress, feel they have no control over their circumstances, or perceive they are being threatened or victimized, their self-esteem can start heading downhill, and they can begin to “fade.” In these circumstances, normal behaviors can shift to defense mechanisms carried with us from the past. Even people experiencing success in many areas of their life may begin to crumble or “fade” under prolonged periods of stress in other areas.

A lot of things can happen to people, but it is their own interpretation of the event that has the most effect on how they feel about themselves. Obviously, the things we say and do have somewhat of an influence on the way others feel and react to our behaviors, but self-esteem is essentially an “inside job.” The foundation of people’s level of confidence and self-worth is based on their own beliefs about themselves.

Being able to recognize when we, or someone we know, is “fading” can be the first step in being able to turn it around. Most of us have (or know someone who has) experienced a time in our life when we’ve felt overwhelmed. It could have been from a traumatic emotional event, unmet expectations, changes in circumstances, or even a deluge of too many responsibilities. When this happens, we will go to great lengths to preserve our identities and get our needs met.

We all have different things we value, and when the people in our lives are not operating in the same mode as we are, or

circumstances are not cooperating with our plans, there can be a mismatch of priorities or a groping for control.

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## **WHAT IS HAPPENING?**

When people begin to fade, they resort to meeting their needs any way they can. Most people are not consciously aware of their own coping behaviors. They instinctively turn to behaviors that meet their immediate need for relief, not realizing they can create long-term pain.

Things that might be stressful to one person or color style may be exciting or motivating to another. The following section describes typical behaviors common to Blues when they “fade.” Any one of the colors could possibly demonstrate any of these behaviors. They’re not restricted to Blues, but they’re the most common for Blues. Many of the suggestions for preventing fading, as well as the suggestions for brightening, can be applied across the color spectrum.

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## **WHEN BLUES FADE**

Everyone has their limits to how much stress they can take before becoming immobilized. If Blues spend too much time on other peoples’ problems, too much energy doing for others, and constantly put their own needs last, they can get overwhelmed. If they spend a disproportionate amount of time in a relationship or environment where there is constant conflict, rejection, or negativity, Blues may begin to fade.

The following are some common behaviors you might see when Blues are stressed, experiencing low self-esteem, or not getting their needs met for an extended period:

## **CHARACTERISTICS OF A FADED BLUE**

- Misbehaves to get attention
  - Lies to save face
  - Withdraws, loses track of personal priorities
  - Fantasizes, daydreams excessively
  - Cries often and appears depressed
  - Engages in passive-aggressive behaviors
  - Expresses emotions by yelling and screaming
- 

## **COMMON BLUE STRESSORS**

- Conflict
- Overloaded, overwhelmed
- Isolation or feeling left out
- Rejection
- Lack of trust, being “back-stabbed”
- Lack of acknowledgment
- Lack of tolerance
- Aggressiveness directed towards them or others close to them
- Negativity
- Not able to express genuine self
- Not able to share

- Not feeling appreciated
- Lack of caring
- Insincerity
- Lack of romance or touch
- Lack of cooperation
- Unsure or unsafe environment (i.e., can't ask questions without being put down)
- Rigidity
- Saying "No"

Remember, self-esteem, although influenced from the outside, comes from the inside. When individuals have stable self-esteem they are more able to ask for what they need. So, what can you do to help boost your self-esteem, lower your stress levels, and get your Blue needs met? Read over the following suggestions and decide which ones would be the most helpful to you.

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## HOW TO BRIGHTEN YOUR BLUE

Since the world of a Blue revolves around relationships, it's easy to think that if *others* would just change the way they behave, it would lessen your stress levels. *You* are the one that has the greatest effect on your own behaviors, attitude, self-esteem, and stress level. By adopting the following behaviors you can gain a new perspective and brighten up.

**Learn to Accept "Negative" Emotions** - Some people express themselves in assertive ways that can seem rude or negative to Blues. Although you may see it as your job to cheer everyone else up, recognize that some people need a period to be sad, grumpy, or alone. Also, some people enjoy a little conflict or argument. If you

try to create harmony out of a situation when others are trying to stir things up, it can cause frustration for everyone. Notice the appropriate times to allow others the freedom to debate, even if they get a bit loud and boisterous.

**Take a Stand** - Notice if you perceive that a conflict exists when it really does not. Many times you have control over a situation and don't even realize it. Stop and notice! It really is okay to take charge. Examine your own needs. Pay attention to what you really want instead of repeatedly basing it on what others want or need. If you spend so much time doing for others, you risk losing track of what would best serve you, as well as them.

(Many times Blues wait until they are at the point of being steaming mad before they will stick up for themselves. Then when they finally express themselves it comes spewing out with aggressive, defiant indignation.)

Instead of getting mad, get assertive. Assertiveness is clear, direct expression of feelings. This expression of feelings does not include stomping on the other person in the process. Feelings can be expressed firmly and honestly with respect for the feelings, opinions, and rights of others. Know the difference between your true feelings and the feelings you put on because they seem more appropriate. It is much better to let people know what you want than to expect them to guess.

**Foster Growth in Others by Doing Less** - Because of your tremendous drive to contribute, the lines of knowing just how much and how long you should continue to give and do for others may begin to get fuzzy. It's admirable to contribute, but not to your demise.

Notice when others can do for themselves and when some things just do not need to be done at all. Be careful not to promote others'

dependence on you. Sometimes we dig ourselves in so deeply doing for others that we don't leave them any other option but to depend on us. Do them and yourself a favor and let them grow and achieve on their own. The following story is often passed around at self-help groups to help participants recognize that sometimes it is the struggle that allows us to grow.

### ***Recognizing the Importance of Life's Struggles***

A young student found a cocoon one day and brought it to his home-room, which was in the biology lab. The teacher put it into an unused aquarium with a lamp to keep the cocoon warm.

About a week went by when a small opening began to appear on the underside of the cocoon. The students watched as it began to shake. Suddenly, tiny antennae emerged, followed by the head and tiny front feet. The students watched this unfold, and would run back to the lab in between classes to check on the progress of the cocoon.

By lunchtime the creature had struggled to free its listless wings; the colors revealed that it was a monarch butterfly. It wiggled, shook, and struggled, but now it seemed to be stuck. Try as it might, the butterfly couldn't seem to force its body through the small opening in the cocoon.

Finally, one student decided to help the butterfly out of its difficulty. He took scissors from the table and snipped off the cocoon's restrictive covering. Out plopped the insect-like thing. The top half looked like a butterfly with droopy wings; the bottom half, which was just out of the cocoon, was large and swollen. The butter-pillar or cater-fly never flew with its stunted wings. It just crawled around the bottom of the aquarium dragging its wings and swollen body. Within a short time it died.

The next day the biology teacher explained that the butterfly's struggle to get through the tiny opening was necessary in order to force the fluids from the swollen body into the wings so they would be strong enough to fly. Without the struggle, the wings never developed and the butterfly could not fly.

As it is for the butterfly, so too it is for us—we cannot violate the laws of creation. Without struggles a lot of things in life never develop. ~Anonymous



**Let It Go** - If someone doesn't pay attention to an idea you contributed, fails to respond when you say "hello," or doesn't make eye contact, you may perceive their actions as rude; when in reality they're just different. It doesn't mean that you shouldn't acknowledge others or purposely ignore them to "give them a taste of their own medicine." Don't punish others for not being Blue.

**Validate Yourself** - Have you developed the habit of putting yourself down or focusing on your own shortcomings? What if you shifted your focus to everything you did "right" instead? Focus on what you *want* to happen instead of what you don't. Validate yourself for your helping, caring, and contributing. You are blessed with the gift of loving and caring about others. Acknowledge your friendships, your sacrifices, and your successes.

**Set Boundaries** - "Give 'em an inch and they'll take a mile" was probably first uttered by a Blue. Blues pride themselves on being empathetic and not taking advantage of others. They are skilled at noticing when others are overwhelmed. They are careful not to overstep the boundaries of others. However, others are not always as perceptive in these areas. Therefore, it is up to you to set boundaries for yourself and to see that they're honored. It is not "mean" or "harsh" to set and maintain a boundary. Most people will respect you for it if you do so with caring firmness.

To find out more about how to set and announce your own boundaries, survey people you respect and find out how they set and announce theirs. Use several techniques until you find one that suits you. Who knows? It may be the first one you use!

**Take Care of Yourself** - When was the last time you took time for yourself? If you don't take care of yourself, how will you ever be able to express yourself or fully contribute to others?

**Express Your Unique Self** - Find ways to express yourself.

Although you may have a tendency to gauge your activities on the desires of others, ultimately following your own true bliss leads to the most happiness. What have you been putting off? How can you get more involved in discovering and releasing the “real you”?

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## BRIGHTENING OTHER BLUES

If you happen to have Blues in your life that you think may be fading, you can do things to support them in their brightening process. These suggestions work best when Blue individuals are actively putting in the effort to address their own needs. These tips are also effective in helping to prevent a Blue from fading.

Some of the following suggestions may be out of your comfort level just now. But if you have a genuine desire to learn and grow, they will quickly become a natural part of your behavior.

*To help brighten Blues, offer them:*

**Validation** - Blues like feeling that people care about them. It makes them feel good about themselves and their relationships with others. People who display any form of acknowledgment that says, “I value you; you are unique; you are important to me as a person; I care how you feel,” create a sense of self-esteem, self-respect, and worthiness in Blues. Notice when they have gone the “extra mile” or done something very creative or unique. They enjoy gifts of a personal nature: a note, a card, something handmade. Say hello and remember their name. They desire acknowledgment that they exist and are human.

**Sincere Compliments** - Pay attention. Give praise as well as personal and social recognition. Thank them for their con-

tributions. Compliments paid to Blues about their natural compassion, their creative approaches to human understanding, their ability to work with others, and their sensitivity to the feelings of others makes them glow with pride.

**Acceptance** - Practice tolerance, patience, appreciation, and reassurance. Offer opportunities to “fess up” without being rejected. Include them. Involve them in teams, relationships, and friendships. They value and need strong support systems and social contacts.

**Harmony** - Blues have an innate urge to make everyone around them happy. They feel it is their duty. If someone is sad, it is up to them to cheer them up. Blues really can put themselves into the shoes of others and empathize. If you know a fading Blue, try to keep conflict situations out of their vicinity. Even if it has nothing to do with them, they will still feel obligated to try and make it better.

**Kindness** - When fading, Blues can be especially affected by criticism. Discern what they are going through or experiencing. Show sensitivity; give personal support and empathy. Save negative comments or “horror” stories for others who appreciate them. Blues are most comfortable in environments that are warm and friendly, and allow for personal inter-action, individual creativity, and expression.

**A Listening Ear** - Blues get frustrated if they are not given opportunities to share. They want to be able to share their day and dramas. Give them opportunities to verbalize. Don’t wait until they are screaming their needs. Approach them before they get to the boil-over point.

**Warmth and Human Contact** - Gestures of friendship such as a light touch, a handshake, a hug, or a gentle smile are very

heartwarming. Oftentimes a hug can soothe a fading Blue. Smiles are a welcome sign of acceptance. Blues want and need warm and genuine human contact. When they go too long without it they can feel left out, unappreciated, and invisible. They try very hard to consider the feelings, needs and desires of others and wish it were reciprocal.

**Avenues for Growth and Expressing Creativity** - Blues fade when they have to endure routine too long. They require mental stimulation, inspiration, and challenge of their potential. Whether it's drawing, painting, acting, singing, dancing, talking- going too long without an outlet may make them burst! Let them release their creativity, uniqueness, and individuality.

**Limited Requests** - Blues are prone to over-commit themselves and may fade when they become overwhelmed or exhausted. Limit the number of requests you make of them. Pay attention to their needs and priorities. Offer your help.

**Romance** - If you are in an intimate relationship with a Blue, think of something they would personally enjoy. For example, tuck a "love" note somewhere for them to find unexpectedly. Blues welcome compliments and intrigue. Appreciate their love of the dramas and nuances of life.

**Trust** - Keep confidences. They need a confidante, friend, or someone they can tell their deepest secrets to without worrying that the person will tell someone else or judge them for their actions. One way to earn their trust is to share something personal about you.

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*It is easy to remember the metaphor of Blue used to describe this personality style: **Blues are TRUE BLUE troopers***

## **COLOR COMBINATIONS**

### **The Influence of Your Secondary Color**

This report offered information regarding the traits that are most widespread for the Blue personality style. However, keep in mind that we all have a blend of different variations of the four colors. The other colors in our spectrum also influence our behaviors. So, even though a person may be Blue dominant, their Gold, Orange, or Green characteristics will often affect their choices and actions.

If you are dominant Blue, you may have found that some of the characteristics described in this report did not match your unique style. This is because a person's second brightest color can have a great influence on their most dominant. For some, their second color is so closely tied with their first that it is common to refer to their top two colors instead of just their primary, most dominant.

For instance, we might say someone is a "Blue-Green" or a "Blue-Gold." This way we include their second color with their most dominant. For some people, their second color influences their first in a strong way. For others, their second color may have only a slight impact. Other individuals are somewhere in between.

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## **BLUE DOMINANT COMBINATIONS**

### **Blue-Gold**

The strong desire to influence others, the need to contribute, and the caring of Blues go well with the loyalty, dependability, and preparedness of Golds. When Blue is first and Gold second, organization, tradition, and procedures may give way to connecting with family members, friends, or co-workers. This is a friendly, dedicated combination. Both styles like to belong to groups and work cooperatively. When individuals have the pairing of these two

personality styles, they have a strong tendency to take on the problems and responsibilities of their families, work and even community. They may pour many hours and plenty of energy into helping, supporting, and participating in “causes” and committees.

### **Blue-Green**

In most situations, individuals with a Blue-Green combination will put the feelings and needs of others ahead of theirs. They may try to guess what the other person wants and act accordingly to accommodate them. They are caring, considerate, and kind.

Having Green as a second color may cause an internal conflict because although they love people, they will have a strong need for independence and private time. Their pursuit of information, perfectionism, and mastery for using systems may override their attention to relationships. Since intellectual competence is important to them, they will excel in their chosen field and use their broad base of knowledge to help others.

### **Blue-Orange**

The Orange characteristics of wit, charm and spontaneity positively support the dominant Blue traits of enthusiasm, empathy, and genuine love for people. For the most part, relationships will be placed ahead of the powerful tug to switch attention to whatever captures them at the moment. They will have a tendency to check with the other people involved before diving into another endeavor.

This style not only seeks their own self-expression, they encourage others to find their own path and are usually adept at drawing out the best in people. Their enthusiasm and joy for life can be contagious and stimulating.

## A GROWTH OPPORTUNITY

As you stop and think about what you have learned so far by reading about the dominant Blue color style, you'll realize how knowing this information can cause shifts in the way you interact with the Blues. You'll notice that although every person is unique in many ways, the values, preferences, and motives you are able to recognize can give you clues as to what Blues may think, say, or do in certain situations.

It has been said that there is power in pattern recognition. Virtually everything in nature follows patterns, and knowing about these predictable cycles in advance allows you to both prepare for them, and to handle them more resourcefully when they do occur.

Similarly, knowing that a person is Blue, Green, Orange or Gold dominant gives you valuable information how to best interact with them and have a positive relationship experience. A wise man once remarked, "You can't change the weather, but you can adjust your sails." The same goes for interacting with different Color styles. You may not be able to change them, but you can adjust your sails to have the smoothest sailing possible to reach your destination.

Whether your dominant color style is Blue or you are reading this to be able to better relate to the Blues in your life, the information and insights you gained can help you understand the motivations and intentions behind Blue behaviors.

Use this information to bring out the best in the Blues in your life.

*Let your True Colors show!*





# COLOR STYLES

## It's all about discovery...



### YOUR COLOR STYLE JOURNEY HAS JUST BEGUN!

This E-Report is a great introduction and offers valuable insights into the world of Color Styles. Even if you apply a fraction of what you have learned in these pages, you will begin to notice interacting with others becomes more cooperative than competitive, relationship mysteries dissolve, and who knows - you may find yourself smiling even more!

### REMEMBER - A QUICK REVIEW:

**BLUES:** Caretaking, optimistic, passionate...Blues are your "True Blue" friends. A Blue's world revolves around people, relationships, and fostering growth in themselves and others. Connect with the harmony of you - True Blue.

**GOLDS:** Dependable, responsible, conscientious...Golds truly are "Good as Gold". Golds thrive on consistency, organization and structure. They like to know what to expect and what is expected of them. Be prepared! Examine these additional resources.

**Greens:** Analytical, objective, problem solvers...Greens truly are "Keen Green Thinking Machines". Greens are problem-solvers intrigued with the how and why. They crave facts, information and competence.

**Oranges:** Energetic, spontaneous, opportunistic...Oranges truly "Squeeze the Juice" out of every moment. Oranges are natural performers who flourish in an atmosphere of variety and stimulation.

### KEEP THE MOMENTUM GOING!

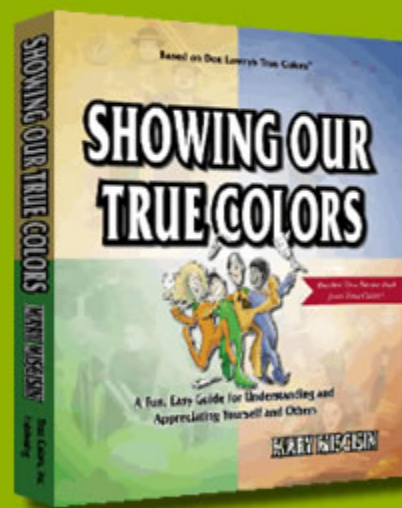
Here are some additional resources for you to explore and apply the concepts of Color Styles. Many have found these exciting products life-changing as they discover the nuances of Color Styles. And best of all, they are all certified "PostivelyMary Quality"! Whichever you choose, you are in for a treat!



## Showing Our True Colors

### The Foundational Color Style Book

By Mary Miscisin



Filled with easy-to-use tools for personal growth, this delightful, energy-packed book will help you uncover the power of the Color Styles. You will discover the characteristics behind each of the four Color Styles, as well as tips for understanding, appreciating, and relating to each Color style. The end result will be a celebration of the uniqueness in yourself and others.

**Order Now**  
Instant Access

"SHOWING OUR TRUE COLORS, by Mary Miscisin, provides refreshing insights and practical suggestions for enhancing communication, reducing conflicts and understanding why people behave as they do."- John Gray, author, MEN ARE FROM MARS, WOMEN ARE FROM VENUS."



Use these COLOR STYLE resources to better understand your friends, spouse, co-workers, and yourself!

**Satisfaction  
Guaranteed!**



## SHOWING OUR TRUE COLORS -Audio Edition

The insights you'll gain from listening to this carefully put together AUDIO FORMAT will increase your effectiveness in using Color Styles - whether you're simply trying to understand and get along with a relative, mate or co-worker better - or an experienced facilitator who wants to give your seminars new life.

Either get instant access to the MP3 recordings to upload to your I-Pod, or a CD you can play on your home stereo, car stereo, portable CD player or computer CD bay. Simply click on the "ORDER NOW" button and follow the instructions to purchase your Showing Our True Colors Audio Edition!



## SHOWING OUR TRUE COLORS PowerPoint Presentation



This PowerPoint CD is designed as a training tool for teaching True Colors. It helps the trainer remember the material and stay on track while providing eye-catching visuals for the participants. The slides contain 10 characteristics for the color styles plus the core values for each. Participants determine their color spectrum by recording which traits apply to them and rank ordering their findings from most to least like them.

**Claim Your Copy!**

## SHOWING OUR TRUE COLORS Instructional DVD



The DVD features 50+ minutes of author & True Colors Master Trainer Mary Miscisin presenting 10 characteristics for each of the four dominant True Colors styles using the "Showing Our True Colors" PowerPoint CD.

Make your presentations come alive, enthrall your audiences and have them begging for more. Give a Color Style Presentation that your participants will talk about for years to come.

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# ABOUT THE AUTHOR



For more than 20 years, Mary Miscisin has inspired audiences and organizations from around the world.

Beginning with her years as a University Instructor, she has parlayed her extensive background – having a Masters Degree combining communication, psychology and health education along with certification as a practitioner of Neuro-Linguistics – to become a recognized authority on the True Colors methodology, personal change psychology, and effective communication techniques.

Her work as an employee wellness program coordinator for Hospital, University and Insurance Industry wellness programs has provided a wealth of experience from which she draws upon to design and test a variety of methods she offers to participants in her presentations.

With the success of her book - "[Showing Our True Colors](#)" Mary has directly impacted the lives of thousands with her writing, audio programs, public speaking engagements, and live appearances.

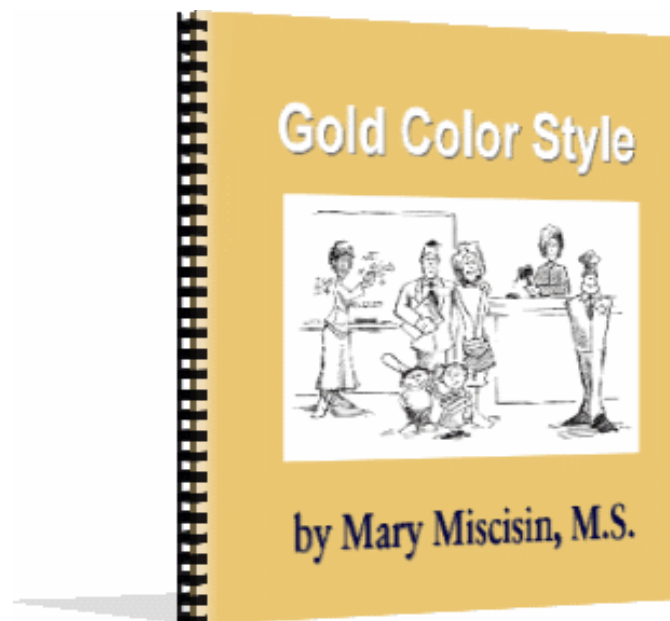
Her book is being published in six languages and her work has been featured in magazines and on radio shows throughout the U.S. and Canada.

What began as a commitment to helping individuals improve their health and wellness has evolved into a passion for assisting individuals to succeed at work, in relationships and other areas of their life.

Mary has been called on by organizations as far ranging as local school districts and government agencies to Fortune 500 companies when they have wanted to accelerate staff creativity, collaboration, communication, and personal excellence. Whether you read her book, listen to her audio programs, or attend her presentations you will participate in an information-packed, get involved adventure where you'll discover powerful tools to transform relationships... amplify your communication skills...and increase your personal AND professional effectiveness.

For more information, please visit her website at: [www.PositivelyMary.com](http://www.PositivelyMary.com)

# **Gold Color Style**



**by Mary Miscisin, M.S.**

## **Positively Publishing**

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The purpose of this report is to capture the fundamental nature of a dominant Gold's personality style, values, and motivations. They are observations of some common traits shared by many Golds.

You or the people you know may have any combination of the several characteristics. The important thing to keep in mind, however, is that the reason for determining which characteristics apply to you or others is to gain understanding and appreciation for the differences in all of us. And, instead of trying to change each other, we will choose to welcome and nurture the differences.

*“Patience, persistence and perspiration make an unbeatable combination for success.” –Napoleon Hill*

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## GOLD CHARACTERISTICS

The following qualities are associated with the Gold color style. Since all of us are unique individuals, the characteristics will manifest themselves a bit differently for each person. However, the general theme will remain. Keep in mind that someone can still be considered predominantly Gold without having all of the characteristics listed.

**Prepared** -Thinks ahead to be ready in advance. Uncomfortable putting things off until the last minute. Carries backups just in case. Usually has a contingency plan.

**Loves to Plan** - Can see every step that needs to be taken to reach the goal. Is able to realistically determine timelines. Golds are good at linear thinking, and seeing how one thing leads to another. They often have checklists to follow on projects.

**Detail Oriented** - Notices particulars that others may never think of. Sees the trees in the forest as well as the bark, bugs, and leaves!

**Punctual** - Makes every effort to be on time and appreciates it when others are also.

**Strong Sense of Duty** - Enjoys being useful and responsible. Service oriented, very helpful, and dependable. Reliable, supports family, organization, and community. Can be counted on to implement, execute, and follow through.

**Belief in Policies** - Supports procedures and rules. Most likely of all the color styles to drive the speed limit or even under it. Implements, administers, and supports requirements.

**Values Tradition** - Is the most likely of all four dominant True Colors styles to answer the question, “Why are we doing it this way?” with “Because we’ve always done it that way.” Golds like to stick with the tried and true, that way they know what to expect. They enjoy celebrations and rituals. Many times, if they celebrate a certain holiday or occasion in a particular way, they like to celebrate it in a similar manner year after year.

**Conscientious** - Does not litter and is bothered when others do. Tries to conserve resources and keep things tidy. Is trustworthy and honest, loyal to spouse. Has a strong work ethic. Hard on themselves if they don’t follow through.

**Conservative and Stable** - Predictable and consistent. Likes having a sense of security or safety net. Values order and the status quo. Chooses to save for a rainy day instead of spending in the moment.

**Well-Organized** - Golds feel comfortable within an orderly, consistent environment. “A place for everything and everything in its place” is a motto that many Golds try to live by at home as well as at work. They have a knack for knowing the most efficient place and method for storing or arranging things.

**Strong “Shoulds” and “Should Nots”** - Knows the difference between right and wrong. Is aware of what would be appropriate in various circumstances. Gets upset or concerned when other people violate customary norms.

**Most Comfortable with a Structured Environment** - Likes to know what to expect and what is expected from them. It puts them



at ease to know who is in authority and what the rules are so they can follow them.

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## WHO AM I?

***“Justice consists not in being neutral between right and wrong, but in finding out the right and upholding it, wherever found.”  
-Theodore Roosevelt***

As traditional, rule-abiding citizens, Golds are hard-working and dedicated to their families. Their children are raised to adhere to set rules and are taught a strong sense of what is right and wrong. They are encouraged to be responsible, respectful, conservative, and stable.

Golds have a strong sense of loyalty, not only to their families but also to the organizations they work for. They are drawn to service organizations, community action groups, churches, and volunteer associations. Golds derive a sense of great satisfaction from being useful and responsible. Their superb eye for detail and finesse for planning make them excellent coordinators of events and supervisors of projects.

Well-organized and punctual, Golds thrive on regularity, efficient use of time, and predictability. They derive great pleasure knowing that they can be counted on to follow through. Their work and nature are “as good as gold.”

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## GOLD STRENGTHS

- Belonging
- Care-taking
- Establishing Protocol
- Contributing
- Coordinating
- Dispatching
- Family
- Following directions
- Guarding
- Handling details
- Accounting
- Organizing
- Planning ahead
- Securing
- Supervising
- Work First/Play Later
- Decision Making
- Completion
- Efficiency
- Realistic

Golds are most comfortable when they know what to expect. They often anticipate what possibly could go wrong and try to prepare ahead for it. Their joy is feeling “in control.” They may worry about events and others, getting stressed if things don’t go as planned.



Generally, Golds place a high importance on preservation of respect for authority and consideration for the hierarchical procedures of organizations. They tend to be dedicated and committed workers who believe in work before play. When the work is done . . . they play!

Most Gold's feel comfortable when they and everyone else, *follows the rules*. If they have 11 items in their grocery basket, they will not go to the line marked "10 items or less."

Golds like to save time, effort, and money. They like to organize their thoughts and ideas and prepare for their future. A little notice time before a change in direction goes a long way with a Gold.

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## CORE VALUE = RESPONSIBILITY

Before Golds make a decision, they stop to think, "What is my responsibility...what should I be doing?" Furthermore, they ask themselves, "What should others be doing...what is their responsibility?" When Golds say they will do something they will follow through. They will do what they say they will do, when they say they will do it...the way it is supposed to be done!

Since Golds themselves make an effort to always be "right" in their actions, they imagine that others would want to know when they are not so that they can adjust their behavior accordingly. Golds are interested in family and moral values. Consequently, they may offer considerate advice about what people should or should not do in certain situations.

Golds do not like to bend a rule or make an exception to rules or traditions unless it can be demonstrated that it would be decidedly responsible to do so.

## A SKEW IN HUE

While for the most part Golds have very admirable traits that are appreciated and revered, there are times when others may view these same characteristics in a different light. To those who do not possess this drive for responsibility and "rightness," a Gold's actions may appear rigid or controlling.

Golds themselves may get concerned that their efforts to uphold the rules and values of society are going unappreciated and that people misunderstand their intentions. Just because they like to finish their work before playing, does not mean they do not like to play, and some Golds even have a mischievous side that others are surprised to see when revealed. Because their powerful sense of commitment and duty directs their decisions toward what would be the most appropriate and responsible for any given situation, they typically do not totally throw all caution to the wind...and if they happen to, they may feel tremendous guilt afterwards.

Many Golds are aware that they may seem inflexible, boring or even unfriendly to individuals that do not understand their conscientiousness and the drive for responsibility that motivates them.

---

There are multiple ways to label any given behavior, so why would it be beneficial for us to know how other people may view ours?

When we are aware of how our own behavior is affecting others, we can make choices. We may think, "Yes, I do that and it is a part of myself that I cherish." Or, "Wow, I didn't know I did that. Thank you for pointing that out to me so that I can become aware and change it if I choose."

For example, have you ever had the opportunity to hear yourself on a tape machine? If so, did you sound the way you thought you did? Many times when people hear their voices played back, they are surprised at the speed, style, or even accent of their words. Frequently, after people hear something in their speech they were not aware of before, they make some kind of modifications based on the feedback they received.

Keeping this in mind as you read, think of situations in which the following traits may apply to you. Notice whether you are coming across to others in ways other than you intended. Instead of hoping others will change and clearly understand your intentions, pay attention to the contributions you are bringing to the situation. Remember, it is your choice whether to modify your behaviors or not. Feedback is a gift. You may choose to use this gift in any way you desire. Validate yourself for who you are, and know when, where, and how you wish to best express yourself.

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## OTHERS MAY SEE GOLDS AS

**Rigid** - Inflexible to other options. Refuses to deviate from a designated plan. Won't relax or allow others to relax or enjoy leisure. Adamant about everything being orderly.

**Restricted** - Unable to go with the flow, bend with circumstances, or keep up with the times.

**Stubborn** - Uncompromising, has to have things a particular way. Once a decision is made, will stick to it even if there is a better choice. Strict, stringent, unbending.

**Boring** - Does not like to play or have fun. Dull, lacks enthusiasm and spontaneity. Constantly monitor their behavior and the behavior of others to make sure it does not deviate from norms.

**Self Righteous** - Believes their way is the “right” way. Takes on the role of martyr, wanting everyone to repeatedly recognize their efforts and sacrifices. Shames and criticizes others for not adhering to the same standards or values.

**System-bound** - Unalterable adherence to policies, systems and customs. Follows rules without questioning. Gets personally insulted if others refuse to uphold the roles and rules they deem appropriate. Will not consider extenuating circumstances.

**Unimaginative** - Likes things status quo. Rejects innovative ideas. Resistant to change and afraid to take the risks necessary to be successful or keep up with the times. Refuses to consider new possibilities.

**Bossy** - Controlling, governs actions of others. Dominates, tries to take over and manage circumstances, people, and decisions.

**Judgmental** - Judges others’ actions as “good or bad,” “right or wrong,” “appropriate or inappropriate.” Extremely opinionated, makes up mind and then tries to convince others. Negative attitude.

**Uptight** - Worries too much. Limited to what would be the “responsible” thing to do. Won’t let go or loosen up.

**Rigid Idea of Time** - Puts everyone and everything on an agenda. Tries to force others to adhere to scheduling demands. Does not approve of others who have a more casual style of time management.

**Married to Task** - Work-a-holic.” Will not lighten up and smell the roses along the way to meeting a goal. End justifies means. Pushes self (and sometimes others) to extremes to accomplish duties.

## GOLDS MAY SEE SELF AS

**Stable** - Organized. When there is a place for everything and everything is in its place, it reduces stress and increases efficiency for everyone. They enjoy the satisfaction of a clean house, nicely arranged workspace and well thought out projects with action steps in chronological order for completion. Golds take the time to test procedures and through trial and error know what works and what doesn't.

**Reliable** - Wanting others to be able to count on them to always follow through with no surprises, Golds know that sticking with a confirmed plan provides the security. If one goes about changing things all the time, it introduces the risk of time wasting failure. If you stay with what you already know works, it saves you and others from being let down.

**Dependable** - Tenacious and persevering, Golds do not like to spend time going back and forth with decisions. They take pride in being able to make a sound decision and will take the necessary time to consider the details involved.. They like to “plan their work then work their plan” with unwavering persistence. This approach brings regularity to their actions and helps them reinforce that their word is honorable.

**Conscientious** - Gold's like to make sure that the work and responsibilities are taken care of before play. Recognizing that there is a time and a place for everything, Golds will typically use discretion in deciding when and where they will “let go” and reveal their often unrecognized playful side. They may share a joke with a close friend or colleague in a social setting that they would never share in a work environment.

**Knows What's Best** - Has realistic views of what can be accomplished and how. Establishes procedures, then articulates to others to help them stay on track.

**Efficient** - Thinks rules were made to be followed. If everyone did so, then things would run smoothly. It would save a lot of time, money, and energy if everyone would just obey the rules.

**Realistic** - Has no illusions and faces reality squarely. Sensible, practical, sane. Keeps their feet on the ground.

**Appropriate** - Knows the difference between right and wrong and can make sound decisions and determinations. Traditional and upright in values.

**Executive Type** - Able to take charge and see that things get done. If someone does not take on the responsibility, who will?

**Responsible** - Accountable. Makes sure that duties and responsibilities are addressed before play.

**Punctual** - Very respectful of the time lines of others. Likes to be efficient; gets the job done. Does not want to waste time.

**Goal-oriented** - Likes to finish what they start. Will go to great lengths to follow through on promises. Keep their word and deliver quality work.

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As you can see, depending upon which lens you are looking through, what can seem like less than desirable qualities to one can be held as redeeming qualities to another. If you find yourself beginning to make a negative judgment about another person's behavior, stop...and see how you can reframe the behavior to view it in a more positive light. Also when you are more aware of how

your own actions are being perceived by others, it can help you more effectively choose situations in which you can be most comfortable sharing those particular aspects of yourself.

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## RELATING TO GOLDS

Golds want to interact with others in a respectful, responsible way. In their attempt to get things "right" the first time, they may focus a great deal of time and energy on the details and preparation for an endeavor. They are able to seriously concentrate their efforts and stay on task until completion. When the demands of others threaten to interrupt the well-thought-out plans of a Gold, they may increase efforts even further to meet designated timelines and begin to strongly encourage others to stay on task as well. This intense steadfastness is a gift of our reliable Golds and cherished by employers, families and the communities that depend upon them.

### **Golds Need:**

Consistency  
Reliability  
Timelines  
Structure  
Clear expectations  
Responsibility  
Respect  
Rules & standards  
Organization  
Closure

### **Golds Value:**

Commitment  
Security  
Professionalism  
Etiquette  
Duty  
Loyalty  
Honesty  
Membership  
Time & resources  
Tradition

**Golds Need to Be:**

Appreciated  
Aware of roles  
Clear on requirements  
Responsible  
A member  
Conscientious  
Respected  
Organized

**Golds Find Joy in:**

Belonging  
Home  
A sense of order  
A task well done  
Time for family  
Tradition  
Doing the “right thing”  
Acknowledgement

---

## **TO BRING OUT THE BEST IN GOLDS**

**Count on Them** - Golds are some of the most dependable friends a person can have. They are reliable and consistent. They want you to place full confidence in them because they are very serious about doing a good job. Golds enjoy opportunities for leadership; give them the responsibility of coordinating events. When they say they will do something they will follow through, making sure they have addressed every detail.

When interacting with Golds, remember that they enjoy hero stories and anecdotes of honesty, patriotism, and courageous people. They take pleasure in keeping up with current events and receive satisfaction in knowing they are providing support and structure to relationships, organizations, communities, and society as a whole

**Appeal to their Strong Sense of Right and Wrong** - When discussing or introducing ideas, use examples relating to traditional approaches, sense of community, responsibility, and moral values.



Golds place a high priority on academic achievement and relate very well to authority, rules, and procedures.

**Be Mindful in Your Use of Resources** - Golds enjoy endeavors to save time, effort, and money. There is no excuse for waste in their book. They admire others who are careful to use their resources wisely. Be thoughtful in what you choose to discard and where.

**Grant Opportunities to Express Traditional Values** - Golds are interested in family and moral values. If they will not bend a rule or make an exception to something *you* find dated or silly, understand their well-meaning intentions in enforcing such rules or traditions. Let them know you would like to pitch in and do your part, especially if you realize that carrying out the custom or task is beginning to cause them stress, drain their energy, or even make them physically sick. They will continue their efforts at great cost to themselves unless they feel it is appropriate to ask for or accept help from others.

**Show How Much You Value Their Efforts** - As with most people, Golds especially enjoy knowing their contributions are appreciated. Be specific when giving compliments or praise, and mention their actual accomplishments of fulfilling their responsibilities well. They also welcome recognition in the form of plaques, certificates, and ceremonies.

**With Golds Be:**

Accurate

Thorough

Consistent

Reverent of traditions

Rule-abiding

Respectful

Fair

Reliable

Organized

Conscientious

## TURN TO A GOLD FOR

**Planning** - When arranging an event or project, look for a Gold. They are gifted at knowing what needs to be done to accomplish a goal. They can think of items and arrangements that need to be addressed and setting time lines for completion.

**Responsibility** - If you have something very important that you need accomplished on time in a quality manner, turn to a Gold. They derive pleasure from taking on duties and doing an excellent job. Because they are very dependable, you can count on them to follow through. They will be respectful, appropriate, and timely. They will keep you apprised of their progress and find a way to complete the task at hand.

**Supervision** - Golds enjoy taking care of business and others. They easily take on a leadership role when necessary and will direct and motivate others to appropriate action.

**Trust** - Golds will rarely tell a lie or pass on slander or gossip. They go to great lengths to save face for others they respect and who share the same values. Consistent in their endeavors, you can entrust your confidences to them.

**Details** - If you want directions for doing something or need particulars, refer to a Gold. They have the ability to speculate as to what particulars, articles, or elements are necessary for completion of a task.

**The Correct Way to Do Something** - If you are wondering what etiquette might dictate under certain circumstances, a Gold will be your best bet for finding out. They usually know what is the appropriate tradition or norm for behavior in many different circumstances.

**The Rules or Policy** - If you are unsure of a procedure, policy, or rule, ask a Gold. If they do not know the answer, they certainly know where

to find it. They most likely know how to access the information needed for most any procedure in their organization. If a policy does not exist, they can be instrumental in the implementation of one.

**Accuracy** - Golds do not slack when it comes to accuracy. They check and double check their work to make sure everything is correct. It is uncommon for them to guess or make up something when they do not know the answer to a question. They will find out and get back to you. They like to do a good job.

**Fairness** - Golds' characters are distinguished by their honesty, justice, and freedom from improper influence. They pay careful attention to what would be most equitable in situations. As long as it follows the rules, they try to be reasonable.

**Organization** - If you are having a hard time locating files you have tucked away, are constantly digging through your clutter to find things, or can't quite figure out how to establish a system for organizing thoughts, words, or things, find a Gold. They have a knack for systemizing and categorizing items for easy access.

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## SELF ESTEEM AND STRESS

When a people “shine brightly,” they use their skills, talents, and natural preferences in positive, resourceful ways. They have a sense of worth and self-respect or what we often refer to as positive self-esteem.

Positive self-esteem is important because when people experience it they feel and look good, are effective and productive, and respond to others and themselves in healthy, positive, nurturing ways. People “in esteem” are able to enter effectively into stressful

environments. They have no need to tear other people down in order to make themselves feel good.

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## WHEN COLORS FADE

When an individual experiences major or long-term stress, feels they have no control over their circumstances, or perceives they are being threatened or victimized, their self-esteem can start heading downhill, and they can begin to “fade.” In these circumstances, normal behaviors can shift to defense mechanisms carried with us from the past. Even people experiencing success in many areas of their life, may begin to crumble or “fade” under prolonged periods of stress in other areas.

A lot of things can happen to people, but it is their own interpretation of the event that has the most effect on how they feel about themselves. Obviously, the things we say and do have somewhat of an influence on the way others feel and react to our behaviors, but self-esteem is essentially an “inside job.” The foundation of people’s level of confidence and self-worth is based on their own beliefs about themselves.

Being able to recognize when we, or someone we know, is “fading” can be the first step in being able to turn it around. Most of us have (or know someone who has) experienced a time in our life when we’ve felt overwhelmed. It could have been from a traumatic emotional event, unmet expectations, changes in circumstances, or even a deluge of too many responsibilities. When this happens, we will go to great lengths to preserve our identities and get our needs met.

We all have different things we value, and when the people in our lives are not operating in the same mode as we are, or

circumstances are not cooperating with our plans, there can be a mismatch of priorities or a groping for control.

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## **WHAT IS HAPPENING?**

When people begin to fade, they resort to meeting their needs any way they can. Most people are not consciously aware of their own coping behaviors. They instinctively turn to behaviors that meet their immediate need for relief, not realizing they can create long-term pain.

Things that might be stressful to one person or color style may be exciting or motivating to another. The following section describes typical behaviors common to Blues when they “fade.” Any one of the colors could possibly demonstrate any of these behaviors. They’re not restricted to Blues, but they’re the most common for Blues. Many of the suggestions for preventing fading, as well as the suggestions for brightening, can be applied across the color spectrum.

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## **WHEN GOLDS FADE**

When Golds are fatigued, stressed, or otherwise pushed to their limits they can dig in their heels and become overly rigid, self-righteous, and possessive. Their normally positive, helpful attitude can turn pessimistic, negative, and highly opinionated. They may worry about things they have no control over and get compulsive about the things they can control. They may get physically sick and are prone to complain about their symptoms in explicit details to others.

The following are some common behaviors you might see when Golds are stressed, experiencing low self-esteem, or not getting their needs met for an extended period:

## **CHARACTERISTICS OF A FADED GOLD**

- Complains and behaves with self-pity
  - Exhibits anxiety and worry
  - Reacts physically to stress
  - Judges self and others harshly
  - Exhibits “blind herd” mentality
  - Becomes controlling, rigid, and close-minded
  - Displays negative attitude
- 

## **COMMON GOLD STRESSORS**

- Lack of follow through—others not doing as promised
- Taking on too many responsibilities
- Irresponsibility in others, untrustworthiness
- When things are not put back where they belong
- Not adhering to schedule or plans
- Lack of closure—having to switch what they are doing without completing it first
- Many things going on at the same time
- Indecision, leaving options up in the air for too long
- Change—especially frequent or unanticipated
- Unclear expectations; lack of rules, instructions, or guidelines

- Not knowing where they fit in, lack of membership
- Lack of consistency, leadership, or master plan
- Lack of cooperation—when others don't carry their own load or do their part
- Not being appreciated
- Neglect of family time or traditions
- Waste
- When someone who lacks skill is in charge
- Missing deadlines, not enough time to complete tasks
- Rule breakers; rules or policies not being enforced
- Disorganization
- Tardiness—late themselves or others being late
- Interruptions

Remember, self-esteem, although influenced from the outside, comes from the inside. When individuals have stable self-esteem they are more able to ask for what they need. So, what can you do to help boost your self-esteem, lower your stress levels, and get your Blue needs met? Read over the following suggestions and decide which ones would be the most helpful to you.

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## **HOW TO BRIGHTEN YOUR GOLD**

If you are Gold, determine the underlying cause of your stress. Is it lack of closure on a past issue...not feeling needed...too many responsibilities? Keep looking beneath the surface to figure it out. Once you realize the cause of your stress, it will help you choose which areas you will want to concentrate on. Try the following suggestions that apply to your circumstances to discover which ones work best for you.



**Validate Yourself** - Acknowledge all your accomplishments and contributions. You are respectful, responsible, and loyal. You try very hard to do a good job. Know that your efforts are appreciated even if it isn't always expressed in a manner that you recognize and value.

In addition, some Golds have a tendency to feel that they should not receive attention for simply fulfilling their responsibilities. This approach allows attitudes of others to begin to slip and take Golds for granted. Some people may feel that Golds don't want to be "bothered" by acknowledgement. Be careful not to take on a martyr role, sacrificing your needs in order to fulfill responsibilities without thanks.

**Get Involved** - Find a place to belong. Volunteer for an association or cause you feel is worth your time and energy. Join a service organization or support group. Take a class on something that you enjoy and contribute to the success of the class. Your natural leadership skills lend to taking on organizer roles. Put them to use in areas that invigorate you.

**Be Responsible, *For Yourself*** - Take the time to take care of yourself. Nourish your health and well-being. How can you possibly perform your duties if you yourself are in no condition to do so? It is of utmost importance that you explore and find avenues for self-preservation. Set aside time for yourself and place as much value and priority on it as you do on your other responsibilities. Make an appointment on your calendar...time each week, or even each day to invest time doing things that strengthen your vitality.

**Enough Is Enough** - Set realistic limits. Go home when your shift ends, leave your work at work, and call in sick when you are not feeling well. The house doesn't have to be "clean-clean" all of the

time. Realize that you will never be absolutely 100% caught up to your own high standards. It's okay. Sometimes the best use of your time at the moment is to rest and recuperate.

**Focus on What You Can Control** - When things around you seem to be unraveling, notice your perception of the event. Pay attention to the words you are using to describe a situation. Do you label it as a disaster or an opportunity to learn something?

**Start New Traditions** - Do some of your traditions add more stress than pleasure? Maybe it is time to enlist some help or modernize a custom. Just because it's always been done a certain way does not mean it is still the best way. Embrace change and explore ideas.

**Give Yourself a Break, Delegate** - Be aware of trying to drive others as hard as you drive yourself. Learn when things are good enough. If you let go of having things accomplished in a certain manner, you open up all kinds of possibilities for delegation of responsibilities. This will leave you more freedom to focus on other matters. Realize that sometimes others are actually eager to pitch in and help.

**Bring Closure to Past Issues-** Because Golds honor tradition and ceremony, sometimes that is just what it takes to bring a past issue to completion. Eve Delunas, Ph.D. describes in her book, *Survival Games Personality Play*, some creative ways to perform a ceremony. "These ceremonies can be formal or informal; they can take place in or out of the therapist's office. They may involve writing, speaking, announcing, presenting, eating, drinking, building, creating, burning, burying, planting, cleaning, gifting, or journeying—and even flushing a toilet."

**Leave Leeway** - All of your time does not need to be scheduled with “productive” activities. Leave some wiggle-room for unexpected events. Practice re-framing your definition of “responsible” so that it includes some relaxation. Pay attention to determine which activities are the ones you find relaxing and which ones feel like a waste of time. The idea is to find avenues that fit your style. In this case, it is your approval and opinion that counts, not the neighbors.

**Lighten Up** - Enjoy the process, not just the completion of a goal. Inform others of your needs without nagging. It is a good practice to state these up front and although it is always a good idea to let others know what your expectations are, let go of what *they* “should” or “must” do. Instead focus on what is right for you.

**Have Patience** - When people try to do ten things at once, and don’t stick to the agenda, be open-minded to more than right and wrong. Give the benefit of the doubt. Although this way of operating may not be the most efficient mode for you...it may be for them.

Unless you are in a position to supervise others and it is your job to correct their actions when their values are not in line with yours, it can be fruitless to try to change them. Know that others have different skills and values than you, and different does not mean wrong.

**Give It a Break** - Remember; you are not the general manager of the universe. Be aware of how hard you are driving yourself and others. Take the weight of the world off your shoulders. Relax a little and realize there are just some things that don’t have to be perfect.

## BRIGHTENING OTHER GOLDS

If you happen to have Golds in your life that you think may be fading, you can do things to support them in their brightening process. These suggestions work best when Gold individuals are actively putting in the effort to address their own needs. These tips are also effective in helping to prevent a Gold from fading.

Some of the following suggestions may be out of your comfort level just now. But if you have a genuine desire to learn and grow, they will quickly become a natural part of your behavior.

*To help brighten Gold, remember to:*

**Acknowledge Their Contributions** - Golds work hard to be responsible and answer the call of duty. When they are taken for granted it can be disheartening. Let them know how much you appreciate their contributions. Comment on their planning, organizational skills, thoroughness, efficiency and assistance to the organization, family or community as a whole. Although they may not admit it or request it, they enjoy tangible recognition. Give them cards, plaques, or other awards to acknowledge their hard work.

**Be Responsible** - If you said you would do something, honor your commitments. Do what it takes to follow through in a timely manner. They really appreciate accuracy and attention to detail. Golds are dependable, and they expect that others will be too. If you have an appointment with a Gold, be on time or even early. They interpret it as a sign of disrespect and irresponsibility when you are late... and of course respect and responsibility when you are on time.

**Stay Consistent** - It is very stressful to almost anyone and *especially* Golds when they are treated inconsistently; for example, if they are respected one day and treated negatively the next. Once a rule, norm, or procedure is established they want to be able to count on it. If a rule is not enforceable, then change it so it can be. Making exceptions all the time can undermine the efforts of Golds who are trying to abide by the rules and do their best to see to it that others abide, too.

Also, stick to the schedule. As mentioned, Golds flourish with predictability. They appreciate it when things start on time and end on time. Keep with your agenda if at all possible. Golds usually have their own time planned in a fairly tight schedule. If you don't stick to yours, it can throw theirs off tremendously.

**Show Respect** - Demonstrate respect for them, for authority, and for the organization by not gossiping or complaining unless you have suggestions for improvement. Clean up after yourself and put things back where they belong. When you leave messes it can be very irritating and frustrating to Golds, who just cannot leave it that way. If something is out of order, they feel compelled to make it right. If you know Golds that are fading, remember to at least not create more work and frustration for them.

**Provide Clear Expectations** - Golds appreciate knowing where they stand and what is expected of them. To leave them guessing is one of the most stressful things you can do to a Gold. If they do not know the rules or procedures, they will take the initiative to try and establish some for themselves. And, if they have guessed wrong and violated some unspoken rule, they can be crushed. After all, they were doing the best they could under the circumstances, and now their attempt to be responsible has been stained by the feeling that they have done something “wrong.” They try at all costs to be “right” and appropriate.

**Conserve, Don't Waste** - Golds find it very irresponsible to throw away things that can still be used, to order things in greater quantity than needed, and to consume precious time in inefficient ways. If too much time is spent doing things that could be done more efficiently or if others aren't conscientious, responsible, and organized, it can be draining to a Gold. Notice how things can be altered to save time, energy, and resources.

**Plan Ahead** - Be especially careful not to wait until the last minute to make requests or changes with Golds who are already under a great amount of stress. This may cause them to become overbearing and rigid, even snappy or bossy. It's always a good idea to give Golds the time they require to be thorough in completing a project. This becomes even more important if they are already pushed beyond their limits.

**Give Them Responsibility** - Golds can feel worthless and bored without some kind of responsibility where their efforts contribute to the family, organization, or community. Many times people make the mistake of not wanting to impose on others by asking for their assistance. They may avoid delegating tasks, especially around holidays. But responsibility can be just what a fading Gold is seeking. Golds enjoy doing their part to pitch in.

With this in mind, pay attention to whether the Gold you are dealing with is faded from boredom and lack of duty or because they are overwhelmed. If it's lack of participation that is causing them to fade, invite them to participate. If they are overwhelmed, by all means give them some room to relax a little.

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*It is easy to remember the metaphor of Gold used to describe this personality style: **Golds are Good as Gold***

## **COLOR COMBINATIONS**

### **The Influence of Your Secondary Color**

This report offered information regarding the traits that are most widespread for the Gold personality style. However, keep in mind that we all have a blend of different variations of the four colors. The other colors in our spectrum also influence our behaviors. So, even though a person may be Gold dominant, their Blue, Orange, or Green characteristics will often affect their choices and actions.

If you are dominant Gold, you may have found that some of the characteristics described in this report did not match your unique style. This is because a person's second brightest color can have a great influence on their most dominant. For some, their second color is so closely tied with their first that it is common to refer to their top two colors instead of just their primary, most dominant.

For instance, we might say someone is a "Gold-Green" or a "Gold-Blue." This way we include their second color with their most dominant. For some people, their second color influences their first in a strong way. For others, their second color may have only a slight impact. Other individuals are somewhere in between.

---

## **GOLD DOMINANT COMBINATIONS**

### **Gold-Blue**

The loyalty, dependability, and preparedness of Golds go well with the strong desire to influence others, the need to contribute, and the caring of Blues. Obligation, responsibility, and duty will take priority *along* with the people involved. Gold-Blues respect a variety of opinions and are good at creating team spirit. They will follow policy and procedures as long as they are compatible with the needs and values of the people they affect. This combination



generally likes to please people and can be very loyal and devoted friends. They are tremendously stable, responsible and dependable, going to great lengths to get the job done and be helpful to others.

### **Gold-Green**

A Gold's thoroughness, sensibility, and punctuality (among other traits), blend nicely with the objectivity, proficiency, and tenacity of Greens. Attention and efforts are focused foremost on the completion of tasks, maintaining an organized and structured environment, and following procedures. The Green traits become a logical backup for objective decision-making and analysis of data. They are usually good at remembering information and like to see concrete, tangible results from their efforts. Both Greens and Golds prefer to think before making a decision and this combination can be accused of being better with logic and machines than with emotions and people.

### **Gold-Orange**

The plan-ahead, dependable, consistent follow-through of the Gold style combine well with the self-confident, concrete, take-charge traits of the Orange. These individuals have a drive to be responsible and may get the urge to be spontaneous...but their sense of responsibility won't allow them to do so without completing their duties first. They most likely have internal arguments with themselves about what is right and wrong vs. what could be fun right now!

They are practical and resourceful and don't waste a lot of energy reading between the lines. Instead, they generally take circumstances at face value, sum up their options, make a quick plan (including alternate plans) and make swift decisions for implementation. They can be very straightforward in their communication and approach, wanting to get busy accomplishing the task at hand.

## A GOLDEN OPPORTUNITY

As you stop and think about what you have learned so far by reading about the dominant Gold color style, you'll realize how knowing this information can cause shifts in the way you interact with the Golds. You'll notice that although every person is unique in many ways, the values, preferences, and motives you are able to recognize can give you clues as to what Golds may think, say, or do in certain situations.

It has been said that there is power in pattern recognition. Virtually everything in nature follows patterns, and knowing about these predictable cycles in advance allows you to both prepare for them, and to handle them more resourcefully when they do occur. Similarly, knowing that a person is Blue, Green, Orange or Gold dominant gives you valuable information how to best interact with them and have a positive relationship experience. A wise man once remarked, "You can't change the weather, but you can adjust your sails." The same goes for interacting with different Color styles. You may not be able to change them, but you can adjust your sails to have the smoothest sailing possible to reach your destination.

Whether your dominant color style is Gold or you are reading this to be able to better relate to Golds, the information and insights you gained can help you understand the motivations and intentions behind Gold behaviors.

Use this information to bring out the best in the Golds in your life.

*Let your True Colors show!*



# COLOR STYLES

## It's all about discovery...



### YOUR COLOR STYLE JOURNEY HAS JUST BEGUN!

This E-Report is a great introduction and offers valuable insights into the world of Color Styles. Even if you apply a fraction of what you have learned in these pages, you will begin to notice interacting with others becomes more cooperative than competitive, relationship mysteries dissolve, and who knows - you may find yourself smiling even more!

### REMEMBER - A QUICK REVIEW:

**BLUES:** Caretaking, optimistic, passionate...Blues are your "True Blue" friends. A Blue's world revolves around people, relationships, and fostering growth in themselves and others. Connect with the harmony of you - True Blue.

**GOLDS:** Dependable, responsible, conscientious...Golds truly are "Good as Gold". Golds thrive on consistency, organization and structure. They like to know what to expect and what is expected of them. Be prepared! Examine these additional resources.

**Greens:** Analytical, objective, problem solvers...Greens truly are "Keen Green Thinking Machines". Greens are problem-solvers intrigued with the how and why. They crave facts, information and competence.

**Oranges:** Energetic, spontaneous, opportunistic...Oranges truly "Squeeze the Juice" out of every moment. Oranges are natural performers who flourish in an atmosphere of variety and stimulation.

### KEEP THE MOMENTUM GOING!

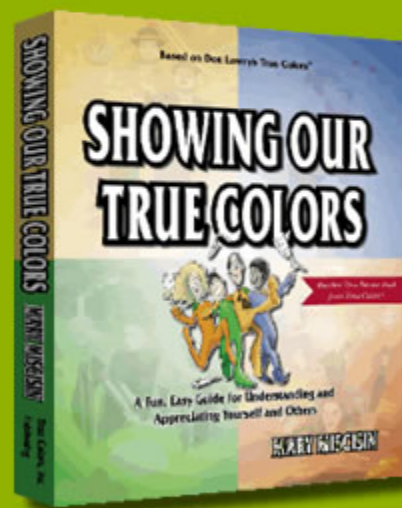
Here are some additional resources for you to explore and apply the concepts of Color Styles. Many have found these exciting products life-changing as they discover the nuances of Color Styles. And best of all, they are all certified "PostivelyMary Quality"! Whichever you choose, you are in for a treat!



## Showing Our True Colors

### The Foundational Color Style Book

By Mary Miscisin



Filled with easy-to-use tools for personal growth, this delightful, energy-packed book will help you uncover the power of the Color Styles. You will discover the characteristics behind each of the four Color Styles, as well as tips for understanding, appreciating, and relating to each Color style. The end result will be a celebration of the uniqueness in yourself and others.

**Order Now**  
Instant Access

"SHOWING OUR TRUE COLORS, by Mary Miscisin, provides refreshing insights and practical suggestions for enhancing communication, reducing conflicts and understanding why people behave as they do."- John Gray, author, MEN ARE FROM MARS, WOMEN ARE FROM VENUS."

Use these COLOR STYLE resources to better understand your friends, spouse, co-workers, and yourself!

**Satisfaction  
Guaranteed!**



## SHOWING OUR TRUE COLORS -Audio Edition

The insights you'll gain from listening to this carefully put together AUDIO FORMAT will increase your effectiveness in using Color Styles - whether you're simply trying to understand and get along with a relative, mate or co-worker better - or an experienced facilitator who wants to give your seminars new life.

Either get instant access to the MP3 recordings to upload to your I-Pod, or a CD you can play on your home stereo, car stereo, portable CD player or computer CD bay. Simply click on the "ORDER NOW" button and follow the instructions to purchase your Showing Our True Colors Audio Edition!



## SHOWING OUR TRUE COLORS PowerPoint Presentation



This PowerPoint CD is designed as a training tool for teaching True Colors. It helps the trainer remember the material and stay on track while providing eye-catching visuals for the participants. The slides contain 10 characteristics for the color styles plus the core values for each. Participants determine their color spectrum by recording which traits apply to them and rank ordering their findings from most to least like them.

**Claim Your Copy!**

## SHOWING OUR TRUE COLORS Instructional DVD



The DVD features 50+ minutes of author & True Colors Master Trainer Mary Miscisin presenting 10 characteristics for each of the four dominant True Colors styles using the "Showing Our True Colors" PowerPoint CD.

Make your presentations come alive, enthrall your audiences and have them begging for more. Give a Color Style Presentation that your participants will talk about for years to come.

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# ABOUT THE AUTHOR



For more than 20 years, Mary Miscisin has inspired audiences and organizations from around the world.

Beginning with her years as a University Instructor, she has parlayed her extensive background – having a Masters Degree combining communication, psychology and health education along with certification as a practitioner of Neuro-Linguistics – to become a recognized authority on the True Colors methodology, personal change psychology, and effective communication techniques.

Her work as an employee wellness program coordinator for Hospital, University and Insurance Industry wellness programs has provided a wealth of experience from which she draws upon to design and test a variety of methods she offers to participants in her presentations.

With the success of her book - "[Showing Our True Colors](#)" Mary has directly impacted the lives of thousands with her writing, audio programs, public speaking engagements, and live appearances.

Her book is being published in six languages and her work has been featured in magazines and on radio shows throughout the U.S. and Canada.

What began as a commitment to helping individuals improve their health and wellness has evolved into a passion for assisting individuals to succeed at work, in relationships and other areas of their life.

Mary has been called on by organizations as far ranging as local school districts and government agencies to Fortune 500 companies when they have wanted to accelerate staff creativity, collaboration, communication, and personal excellence. Whether you read her book, listen to her audio programs, or attend her presentations you will participate in an information-packed, get involved adventure where you'll discover powerful tools to transform relationships... amplify your communication skills...and increase your personal AND professional effectiveness.

For more information, please visit her website at: [www.PositivelyMary.com](http://www.PositivelyMary.com)

# Green Color Style



**by Mary Miscisin, M.S.**

## **Positively Publishing**

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The purpose of this report is to capture the fundamental nature of a dominant Green's personality style, values, and motivations. They are observations of some common traits shared by many Greens.

You or the people you know may have any combination of the several characteristics. The important thing to keep in mind, however, is that the reason for determining which characteristics apply to you or others is to gain understanding and appreciation for the differences in all of us. And, instead of trying to change each other, we will choose to welcome and nurture the differences.



*"I have never let my schooling interfere with my education."  
-Mark Twain*

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## GREEN CHARACTERISTICS

The following qualities are associated with the Green color style. Since all of us are unique individuals, the characteristics will manifest themselves a bit differently for each person. However, the general theme will remain. Keep in mind that someone can still be considered predominantly Green without having all of the characteristics listed.

**Problem Solver** - Diligently works at finding a way to accomplish the task at hand. Has a tremendous amount of tenacity for figuring out solutions and enjoys the challenge.

**“Why” Mentality** - Wants to know the reasons why things must be done a certain way. “Because we’ve always done it that way” is not a good reason. Desires to know the logic or theory behind things. Very philosophical, interested in the “why” of human behavior. Inquisitive.

**Very Complex** - Abstract, theoretical, conceptual. Global thinker; looks at the big picture. Uses systematic approaches to situations or activities, including personal relationships.

**Standard-Setter** - Visionary, futurist, idea person, insightful. Often an inventor, technician, scientist, or engineer. Establishes new protocols and systems, especially for technological advances that may influence society as a whole. The Einsteins and Edisons.

**Cool, Calm, Collected** - Maintains composure in situations where others may become outwardly emotional. Considers expression of feelings (such as crying) as getting in the way of relationships instead of enhancing them. Looks at the principles involved in the situation; can work without harmony. Decides objectively.

**Intellectual** - Can never know enough. Constantly seeking information. Enjoys investigating matters further. Many Greens have a rather expansive vocabulary—know a tremendous number of “big words” and how to pronounce and use them.

**Work Is Play and Play Is Work** - Enjoys work so much it may be considered play. Can find “socializing” taxing unless interacting with someone sharing similar interests. Greens are often misunderstood as children because of their inclination towards solo activities.

**Need for Independence and Private Time** - Seeks autonomy. Doesn't necessarily enjoy or see the value in teamwork. Usually prefers to work alone. Works best without constant direction or coaching. Likes to be able to try new ways outside the norm.

**Driven by Competence** - Proficient and capable, Greens feel rewarded when the job is done well. They strive for expertise in field or areas of interest. Measurable success is motivating.

**Perfectionist** - Explores all aspects before making a decision. Takes pride in getting it right the first time and every time.

**Analytical** - Naturally investigative; able to find flaws and imperfections. Critical thinker. Does not take things at face value. Diagnostic, Systematic, good at asking questions that get to the root causes and inner workings of things.

### **Approaches Interpersonal Relationships in a Logical Manner -**

Can find it cumbersome to keep up with social expectations. Usually doesn't chitchat about personal matters. Speaks for a purpose, not simply to keep up social ties. May seek "formulas" for personal relationships.

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## **WHO AM I?**

***"It is not worth an intelligent man's time to be in the majority, there are already enough people to do that."***

***-G.H. Hardy***

Greens are on a never-ending quest for improvement of the status quo. They enjoy developing concepts and are intrigued by advances in progress, especially of an intellectual or scientific nature. Very complex individuals, not only do they think about how an issue affects them, they think of how it affects the world...and even beyond!

Solving a problem is nearly irresistible to a Green. Their strong drive to have things work "right" can compel them to spend a tremendous amount of time trying to fix things or find solutions to conditions that others might not concern themselves with.

For them, "work" is play, as long as they have an interest in what they are doing. They will sometimes spend a great amount of time on projects that others may perceive as "work," such as reading, attending lectures, and studying. Embarking on ventures that require them to investigate data, figure things out, or test theories is exciting and can be spellbinding.

Many Greens take pride in the display of information they have gathered. They derive gratification from a well-designed spreadsheet, charts, graphs, or reports. Mastering their subjects is a great source of pleasure to Greens, and they will seek avenues for enhancement of their competence.

---

## **GREEN STRENGTHS**

- Analyzing
- Conceptualizing
- Confidence
- Designing
- Determination
- Developing
- Diagnosing
- Intellectualizing
- Inventing
- Mapping out
- Problem solving
- Reasoning
- Researching
- Technical know-how
- Thinking
- Objectivity
- Forecasting
- Understanding Abstract
- Perpetual Learner
- Tenacity

As naturally abstract thinkers, Greens find it easy to understand highly theoretical material and are adept at remembering the data and knowledge they often unearth. They love exploring theories, inventing systems and advancing technology. Unraveling mysteries and figuring out puzzles fascinates them.

When it comes to personal relationships, Greens like to establish their interest and commitment—then let the relationship maintain itself while they follow their intellectual pursuits. Although they take family responsibilities seriously, they may spend limited time expressing warmth and affection. For the most part, they like to keep their feelings on the inside and foster independence in their children. They prefer to discuss thoughts over feelings and make decisions based on head over heart. When it's time to analyze their feelings they will do so, but they don't make it a habit to share them with everyone they encounter.

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## **CORE VALUE = COMPETENCY**

Before Greens make a decision or take an action, they stop to think, “Do I have all the information...am I or is she/he competent to...?” Greens want to make sure they and others are capable of making a logical decision and have researched all the data required to draw a sound conclusion. The last thing they would want to do is to “look stupid” in front of others they respect or care about.

Greens shine the brightest and feel the most alive and fulfilled when they are researching their interests, learning, and demonstrating their competency. They appreciate opportunities to gain knowledge and experience; to analyze, design, create and build.

## A SKEW IN HUE

Greens are perhaps the most misunderstood of the Color profiles. Their ability to make objective decisions with a high degree of independence leads others to misread them as cold and uncaring. Because Greens are big thinkers, their minds are sometimes not in the same room—or even plane of existence—as the people they are with. Oftentimes they are internally focused on creating an idea or working on a problem instead of outside connecting. Their gift for critique compels them to seek perfection and may alienate those that don't understand or share a similar drive.

It is human nature to evaluate the actions of others. Our values, judgments, and beliefs influence our perception of those actions. It is a matter of perspective. For example, you may observe a person to be “aloof” because they rarely interact with others. Another person observing the same behavior would call it “private” Which is true? Good question...

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There are multiple ways to label any given behavior, so why would it be beneficial for us to know how other people may view ours?

When we are aware of how our own behavior is affecting others, we can make choices. We may think, “Yes, I do that and it is a part of myself that I cherish.” Or, “Wow, I didn't know I did that. Thank you for pointing that out to me so that I can become aware and change it if I choose.”

For example, have you ever had the opportunity to hear yourself on a tape machine? If so, did you sound the way you thought you did? Many times when people hear their voices played back, they are surprised at the speed, style, or even accent of their words. Frequently, after people hear something in their speech they were

not aware of before, they make some kind of modifications based on the feedback they received.

Keeping this in mind as you read, think of situations in which the following traits may apply to you. Notice whether you are coming across to others in ways other than you intended. Instead of hoping others will change and clearly understand your intentions, pay attention to the contributions you are bringing to the situation. Remember, it is your choice whether to modify your behaviors or not. Feedback is a gift. You may choose to use this gift in any way you desire. Validate yourself for who you are, and know when, where, and how you wish to best express yourself.

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## OTHERS MAY SEE GREENS AS

**Intellectual Snobs** - Know-it-all. Uses big words, refers to books that aren't read by the general public. Speaks of structures, systems and techniques.

**Arrogant** - Condescending. Gets irritated when they perceive others don't have the same competence or knowledge. Thinks they are always right.

**Heartless** - Uncaring. Devalues emotional pleas. Ignores people's values. Can fire someone or eliminate them from their life or interactions without feeling mercy or giving a second chance.

**Unrealistic** - Expects others to adhere to unbearably high standards of performance. Anticipates things will be done correctly and logically and gets annoyed when things are not. Assumes others should know more than they do and gets frustrated when they don't.



**Eccentric, Weird** - Has strange ideas and opinions. Behaves out of the ordinary. Engages in peculiar habits and is unaware or doesn't care about being obviously non-conforming or rebellious in regards to social norms.

**Unfeeling** - Without emotions. Does not allow others to express their emotions. Does not value feelings as valid reasons for action or decision-making.

**Anti-Social** - Doesn't like people or social activities. Reluctant or refuses to participate in social rituals. Not a team-player. Afraid to open up. Won't allow others to get to know them. Does not share feelings. Not interested in others.

**Cool, Aloof** - Does not bother to acknowledge others. Unfriendly, serious, doesn't smile very much. Hostile demeanor and body language.

**Mean** - Has a biting, demeaning, "make fun of others" sense of humor. Sarcastic, mocking and cynical.

**Critical** - Fault-finding, not on your side. Looks for errors and mistakes. Points out exceptions. Instead of focusing on what has been accomplished, hones in on what is lacking. Gets annoyed by mistakes and judges a person to be inferior if they too don't catch the mistakes.

**Lacking Mercy** - Hatchet man. Does not consider extenuating circumstances.

**Unappreciative** - Stingy with praise. Doesn't compliment or encourage.

## GREENS MAY SEE SELF AS

**Knowledgeable** - Has varied interests and spends time to research curiosities. Adept at designing and using systems. Has keen sense for figuring things out. Uses accurate words for precision—not to “one-up” others or demonstrate superiority.

**98% Right** - Unless extremely extroverted and thinking out loud, or playing “devil’s advocate,” Greens rarely speak on a subject they are not acquainted with. They pride themselves on their expert competence and seldom risk jeopardizing their reputation for being right. Generally, when Greens make a bet with someone, chances are it’s a well-calculated conjecture...they usually don’t make a bet unless they have conducted prior research, have a history of past victory or are otherwise fairly certain they will win.

**Expedient** - When on a mission to accomplish a goal, may not notice (or chooses to disregard) that others are seeking acknowledgment or personal connection. Generally more task-focused than people-focused at work or when engaged in a project.

**Visionary** - Sees the need and value for technology and change. Able to anticipate the future consequences of actions and inventions. Open-minded; recognizes possibility, relevance, and usefulness in areas that may be incomprehensible to others.

**Innovative** - Creative, original, unique. Work is play. Would rather spend time on worthwhile endeavors than to fritter it away on mere common entertainment. Has the ingenuity and resourcefulness to take ideas to fruition when others would have given up.

**Rational** - Eminently reasonable. Once relationships are established, prefers to let them maintain themselves. Does not feel the

need to constantly reestablish them. Cares deeply and prefers to share intense emotions only in close relationships.

**Independent** - Able to work alone proficiently. Enjoys their rich internal world of thoughts and ideas. Has plenty of interests and prefers to connect with others of similar propensity for a specific purpose other than social ritual merely for the sake of partaking in custom or expected convention.

**Deep Thinkers** - Under control, serious, and logical. Concentrates on other things and has different priorities than the general public.

**Able to Find Flaws** - Views it as a favor to point out discrepancies and imperfections. Often driven to find the exception to the rule.

**Witty** - Entertaining, funny, amusing. Enjoys word puns, dichotomies, and dark or sarcastic humor.

**Fair** - Seeks justice, able to reprimand. Gathers information before making judgments. Takes into consideration the whole picture. Knows the nature of human behavior and that things may not always be as they seem. Able to look beyond the obvious. In this quest to know all sides of an issue, Greens may reach information overload and find it difficult to choose one side or another.

**Assume Things Will Be Done Well** - Doesn't like to point out the obvious. Likes to think everyone is working to the very best of their ability and *that* is reward enough. Thinks commending trivial tasks would be equivalent to an insult.

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As you can see, depending upon which lens you are looking through, what can seem like less than desirable qualities to one can be held as redeeming qualities to another. If you find yourself beginning to make a negative judgment about another person's

behavior, stop...and see how you can reframe the behavior to view it in a more positive light. Also when you are more aware of how your own actions are being perceived by others, it can help you more effectively choose situations in which you can be most comfortable sharing those particular aspects of yourself.

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## RELATING TO GREENS

Greens seek to express themselves through their ability to be competent in everything they do.

The secret to relating to Greens lies in stimulating them to use their minds in an atmosphere of rationality and freedom. They have the ability to acquire the skills and knowledge required to perfect any product or system they choose to focus on, from computers to world peace. Their ability to conceptualize is a gift that they contribute, given the opportunity to do so.

### **Greens Need:**

Intellectual  
Stimulation  
Autonomy  
Challenge to question  
Time to ponder  
Information  
Competence  
Privacy  
Innovation  
Objectivity

### **Greens Value:**

Expertise  
Intellectual Achievement  
Knowledge  
Logic  
Technology  
Accuracy  
Ingenuity  
Strategy  
Self-sufficiency  
Improvement

**Greens Need to Be:**

Competent  
Well-informed  
Emotionally composed  
Recognized for their ideas  
Innovative  
Analytical  
Logical  
Continually learning

**Greens Find Joy in:**

Exploring new ideas  
High achievement  
Meeting challenges  
Seeking new knowledge  
Solving problems  
Doing what “can’t be done”  
Creative freedom  
Humor and irony

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## **TO BRING OUT THE BEST IN GREENS**

**Honor their need for privacy** - Greens are most comfortable in an environment that is unstructured, creative, and allows for privacy and independent discovery. Their loved ones, friends, and co-workers must understand their need for independence and private time. They like to sit by themselves and think without noise or intrusion. Don’t insist they share without first offering them time to gather their thoughts.

Once they have collected their thoughts, they are more ready to interact with others. Insisting that they sit and listen to you tell about your day before allowing them this solo period could prove to be rather futile, as well as frustrating.

**Understand their necessity to question your knowledge and facts** - Greens are extremely curious; they have a need to learn and comprehend. You can gain their cooperation by being objective and avoiding power struggles when their strong sense of logic challenges your ideas and data. Admire their intelligence; let them

know you value their wisdom. When you make it a point to ask for their opinion and supporting arguments on a topic, you will enlist their cooperation and maintain a positive atmosphere.

**Realize they too have feelings** - Because many Greens don't show their emotions readily, they can appear rather serious or detached. Greens may be somewhat reserved in demeanor or seem difficult to approach. Although they feel their emotions deeply, they usually do not show many of their feelings except to those that have earned their trust.

When discussing problems with Greens, remember they enjoy playing on words and demonstrating their large vocabulary, but have little tolerance for redundancy or stating the obvious. Their sense of humor can throw non-Greens off guard. Keep in mind that their wit for the most part is for amusement, not to hurt.

Greens generally pay little attention to verbal cues and have often become accustomed to others failing to grasp what they are saying or thinking. Therefore, to focus their attention on problems concerning them, be logical and objective.

Don't be mad at them because they don't embrace your interests. It can be equally frustrating for them when you lack interest in their ideas and conversations. Instead, encourage them in their endeavors and provide avenues for exploration and contribution.

.

**With Greens Be:**

Rational	Encouraging
Precise	Focused
Ready for questions	Logical
Prepared to give facts	Objective
Analytical	Open-minded

## TURN TO A GREEN FOR

**Ideas** - They are problem solvers and innovators. If you want to get the big picture on an idea or concepts for improvement, Greens have a knack for creating “masterpieces” from “mud.”

**Information** -When you need a logical explanation or data, Greens either already have it or know where it can be found. They pride themselves on being a storehouse of information on a variety of subjects.

**Competence** - Greens strive for brilliance. They want to be proficient and expert in their endeavors. If you need someone who knows what they are doing, ask a Green.

**Tenacity** - Although Greens have a tendency to brainstorm plenty of ideas for projects and can be content to let others finish them, if they are interested in the challenge at hand, they will not stop until they have the problem solved. Once the challenge is gone, they will move on.

**Firmness** - Since Greens are very objective, they are able to hold their ground without feeling threatened. If you need someone who will not be easily manipulated or duped to deliver a message, send a Green.

**Objective Decision Making** - Greens use their logic to examine the pros and cons of a decision. They explore issues from many angles and have the ability to see black and white or countless shades of gray.

**The Right Word** - If you are looking for accuracy in language—correct usage, meaning, or even spelling, a Green is one good source to turn to.

**Technology** - The most likely color type to have an intense interest in or passion for technology is a Green. They know how to use a variety of equipment and systems that may be foreign to the average person.



**Critique** - Greens easily spot what can be improved in situations, people, and theories. They welcome an opportunity to share their insights on what they think is sound and what could be modified to be more effective. Ask for their feedback.

**To Learn** - Greens are usually quite eager to enlighten others on various topics. Their main concern is whether the person they are educating has enough of a back-ground in the subject to comprehend the information they are receiving. If you have a genuine interest in a subject that deals with ideas, systems, theories, religion, etc., ask a Green.

**To Get Something Fixed** - Greens have the uncanny ability to know how to fix things or create more efficient ways of using things to progress forward.

**To Invent or Create Something** - Got a problem and don't know where to go from here? A Green's innovative mind is always creating new possibilities for solving challenges.

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## **SELF ESTEEM AND STRESS**

When people “shine brightly,” they use their skills, talents, and natural preferences in positive, resourceful ways. They have a sense of worth and self-respect or what we often refer to as positive self-esteem.

Positive self-esteem is important because when people experience it, they feel and look good; are effective and productive; and respond to others and themselves in healthy, positive, nurturing ways. People “in esteem” are able to enter effectively into stressful

environments. They have no need to tear other people down in order to make themselves feel good.

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## WHEN COLORS FADE

When individuals experience major or long-term stress, feel they have no control over their circumstances, or perceive they are being threatened or victimized, their self-esteem can start heading downhill and they can begin to “fade.” In these circumstances, normal behaviors can shift to defense mechanisms carried with us from the past. Even people experiencing success in many areas of their life, may begin to crumble or “fade” under prolonged periods of stress in other areas.

A lot of things can happen to people, but it is their own interpretation of the event that has the most effect on how they feel about themselves. Obviously, the things we say and do have somewhat of an influence on the way others feel and react to our behaviors, but self-esteem is essentially an “inside job.” The foundation of people’s level of confidence and self-worth is based on their own beliefs about themselves.

Being able to recognize when we, or someone we know, is “fading” can be the first step in being able to turn it around. Most of us have (or know someone who has) experienced a time in our life when we’ve felt overwhelmed. It could have been from a traumatic emotional event, unmet expectations, changes in circumstances, or even a deluge of too many responsibilities. When this happens, we will go to great lengths to preserve our identities and get our needs met.

We all have different things we value, and when the people in our lives are not operating in the same mode as we are, or

circumstances are not cooperating with our plans, there can be a mismatch of priorities or a groping for control.

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## **WHAT IS HAPPENING?**

When people begin to fade, they resort to meeting their needs any way they can. Most people are not consciously aware of their own coping behaviors. They instinctively turn to behaviors that meet their immediate need for relief, not realizing they can create long-term pain.

Things that might be stressful to one person or color style may be exciting or motivating to another. The following section describes typical behaviors common to Greens when they “fade.” Any one of the colors could possibly demonstrate any of these behaviors. They’re not restricted to Greens, but they’re the most common for Blues. Many of the suggestions for preventing fading, as well as the suggestions for brightening, can be applied across the color spectrum.

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## **WHEN GREENS FADE**

Greens are some of the most interesting people to be around. Their passion for improvement and visionary ideas can be awe-inspiring! However, when Greens fade, their patience is thinner than ever and things that may have only irritated them previously become unbearable. Greens can shift from an otherwise intelligent, rational person to someone who is critical, uncompromising, and harsh. Their typical wit and amusing sarcasm can become intentionally caustic ridicule. Or, they can become withdrawn and detached—not interacting with others or refusing to take part.

The following are some common behaviors you might see when Greens are stressed, experiencing low self-esteem, or not getting their needs met for an extended period:

## **CHARACTERISTICS OF A FADED GREEN**

- Behaves indecisively
  - Refuses to comply or cooperate
  - Withdrawal, aloofness
  - Put-downs and sarcastic remarks
  - Refuses to communicate; the “silent treatment”
  - Obsessive
  - Highly critical towards self and others
- 

## **COMMON GREEN STRESSORS**

- Blocks imposed on their ability to display intelligence
- Overly sensitive people
- No flexibility
- Being limited to standard curriculum
- People who don't try to solve their own problems
- When they don't understand or know something
- Equipment failure
- Incompetence and unfairness
- Not enough time to gather data
- Lack of mental stimulation
- Lack of independent thinking
- Rules that block progress

- Stupidity, Redundancy, Routine
- Nothing new to look forward to
- Emotional outbursts
- Mistakes
- Ignored recommendations
- No system in place or failure of others to use system
- Made to look stupid or incompetent

Remember, self-esteem, although influenced from the outside, comes from the inside. When individuals have stable self-esteem they are more able to ask for what they need. So, what can you do to help boost your self-esteem, lower your stress levels, and get your Green needs met? Read over the following suggestions and decide which ones would be the most helpful to you.

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## HOW TO BRIGHTEN YOUR GREEN

If you are Green and feel yourself fading, it is time to shift your focus outward. You are a big-picture thinker in many areas, so use this ability and apply it to your personal situations. What you focus on is what becomes real for you, so relocate your focus to more empowering thoughts and ideas. What possibilities are you not noticing? Expand your thinking to include empathy for others and their journey in life.

**Balance Your Critiques** - Refrain from “punishing” or getting irritated at others for not living up to your expectations and high standards. For each drawback or mistake you notice, find a positive point. Pay attention to how much control you really have over a given situation. If you are stuck in a situation where you have to sit through a boring meeting, lecture or conversation - discover what you can learn or find ways to support others in their growth or

quest for new information. Take action to change the things that you can and recognize the things that you simply cannot so you can channel your energy into other pursuits that are higher on your priority list.

**Honor Your Independence** - Just because you prefer independent activities does not mean you are anti-social, a misfit, or unfriendly. Don't force yourself to get involved with activities you are not interested in just because of social pressures. If you get involved in activities to stretch your comfort zones and are growing from the experience - that is one thing. But if you find that you are feeling less alive and fulfilled, lacking somehow, because you are not enjoying it, shift your attention to the things you do like. You have the unique ability and nature to be content and enjoy solo activities. Enjoy them!

**Validate Your Interests** - Visit a library; spend time on the internet investigating; visit universities, museums, and research centers. Feed your hunger for knowledge. Many Greens mention that people have called them "weird" because of the topics of conversations and endeavors they choose to involve themselves in. Just because others aren't interested in the same things as you, doesn't mean you are wasting your time perusing your interests and passions (unless of course they are unlawful...then that is a different story altogether). If it is in your nature to do so, enroll in a course. Challenge, modify and redesign the ideas and information you learn.

**Pay Attention to Your Physical Condition** - If your health goes down the tubes because you are not taking a break to exercise and eat right, how do you expect to have your full capabilities to work at your potential? Design a strategy for maintaining your health. Investigate pro-grams and create one that fits your particular needs. For fun, chart your progress.

**Smile** - Interacting with others in a friendly manner can open up worlds. If you are not used to smiling and relating with others on a “personal” level, try an experiment. Make it a point to notice others...not just the people that you already know and like. Seriously, a simple smile can change the way that others perceive and relate to you. Shift your focus outward in the presence of others. Notice the effect that it has.

**Prioritize** - Learn to discern the difference between things that really do need to be perfect and those that just need to be done. Spend your energies perfecting the important ones. Weigh the investment versus the payoff. Is it more useful to you to have someone behave according to your standards and be unhappy or to have someone be happy at the sacrifice of perfection?

**Invite Yourself to Make Mistakes** - It is a required criterion for success to be able to adjust and make refinements. Think about what you feel that you cannot do and give yourself permission to try. Allow for results that are less than perfect the first time out. Challenge yourself to see how well you can do an average job on something. If you do an average job, you win! If you end up doing a better than average job, you still win.

**Recognize You Can Only Change Yourself -**

You can definitely have an influence on others. Though you may be able to help them change, they must be the ones to make the change. Realize that people are responsible for their own behaviors and attitudes.

Experiment with modifying your specific responses to situations. For instance, instead of getting furious because someone acted in an illogical way, get curious. See how well you can figure out their motivations or the circumstances leading up to their decision. More often than not, when you shift your own behavior, others shift theirs accordingly.





If you find that you are spending too much time around others that consistently fail to demonstrate the intellectual competence and stimulation you crave, it may be time to find other avenues to fulfill this desire. Although it might be impossible to switch jobs, co-workers, or certain family members, it might *not* be so impossible to switch or find additional acquaintances, projects or communities.

Try investigating the numerous on-line communities or local networking groups of colleagues and others that have common interests. Join in the debates and information sharing. Having opportunities to interact with others that you find capable, logical and intellectually challenging can provide a cushion of patience for the times you must spend around those who do not share your intensity in approach to life.

**Reach Out to Others** - It may be a habit of yours to try to solve your problems all by yourself. Although this is resourceful in many situations, there are times when it is beneficial to seek answers with the help of others. Professionals or close friends can be just the answer for personal (not just work-related) assistance.

**Read** - Pick up a copy of *A Guide for Rational Living* (1997), by psychotherapists Albert Ellis, Ph.D. and Robert A. Harper, Ph.D. It offers a revolutionary approach that “can teach any intelligent person how to stop feeling miserable about practically anything.” This book contains no-nonsense methods, backed by hundreds of research studies, for changing self-defeating behaviors. It set new standards in the field of psychology, providing answers to help people deal with their lives more effectively.

## BRIGHTENING OTHER GREENS

If you happen to have Greens in your life that you think may be fading, you can do things to support them in their brightening process. These suggestions work best when Green individuals are actively putting in the effort to address their own needs. These tips are also effective in helping to prevent a Green from fading.

Some of the following suggestions may be out of your comfort level just now. But if you have a genuine desire to learn and grow, they will quickly become a natural part of your behavior.

*To help brighten Greens, remember to:*

**Provide information when they request it instead of getting defensive because they ask** - Greens aim to be accurate and competent in their endeavors, so before they decide on a direction for action they like to have all the data. Don't dismiss their questions or scold them when they ask for proof. Just remember: "inquiring minds want to know."

**Recognize the value and usefulness of their work** - Accept their futuristic, idealistic nature and quest for perfect performance. Provide opportunities for them to choose tasks that are difficult and challenging. Although Greens like acknowledgment for their ideas, creativity, and competence, they will not seek it out as readily as others. Let them know their contributions are important and their work appreciated. Don't go overboard with the emotional displays and stick to the specifics of *why* you find their work so valuable.

**Understand their emotions are deep** - And that's where they like them—kept inside, not out on their sleeve. Quit expecting the Greens in your life to display extremes of emotion. They may not

want to say “I love you,” or show a lot of affection. For many Greens it is just not in their nature. Greens are a lot like cats. Some cats love to give and receive affection; others will run away if you approach them. Some come to you at their own pace. And, some won’t accept or show affection altogether, no matter how hard you try. Greens have their own way of showing ardor. Usually, it does not include public displays like holding hands and kissing in front of an audience.

However, there are numerous variations. Some Greens show plenty of affection—when they want to—and they like it when you do, too. The key is to recognize the difference between your needs and desires and theirs. If both parties respect the wishes of the other, chances are they’ll get along better than if both were constantly compromising their own needs.

**Notice when they are being affectionate or complimentary -**

Greens can have covert or subtle ways of showing affection or giving a commendation. It may appear in the form of a joke or even a nod of the head accompanied by a smile. Sometimes they are disappointed when people miss their intended recognition, yet they usually will not turn up the volume to make it more obvious. Instead they will just let it drop. Pay attention to their unique style of demonstrating approval or affection. You may be surprised to discover what you’ve been missing has been there all along. You just didn’t recognize it.

**Honor their privacy -** When they are reluctant to share personal anecdotes, don’t pry. They will share when you have earned their trust. If they don’t eventually open up, that’s okay too. Many times they prefer to talk about ideas and events, rather than relationship or personal issues. It is similar to many pet owners. They usually have the most fun sharing stories and challenges with others that can relate because they also own pets. Seldom is someone who does not like pets or own any pets very interested in the subject. If

you enjoy discussing personal issues, hobbies find someone else who does too, and give Greens a break.

**Allow them independence** - Greens have the ability to be content with solo activities. Just because you may need to be surrounded by people does not mean that they do. Don't label them as antisocial or pressure them to get involved in activities that simply are not of interest to them. Yes, it is beneficial to experience a variety of things, but just because you enjoy an activity does not mean they will. Greens like to feel included but not coerced.

**Demonstrate logic for rules** - Their need to understand the reasoning behind rules and procedures, and their reluctance to obey them blindly, comes from the fact that they are usually thinking of a better way of doing things. Make sure you have a valid explanation of why things need to be done a certain way. Be open to listening to their ideas for improvement. Perhaps it is time for a change in the rules.

**Consider their ideas** - Sometimes people are so intimidated by Greens' imaginative concepts or style of explanation that they may avoid listening to their ideas. Hear them out. Ask them for data or to research something. Offer them creative projects. Open your mind to new options and ways of looking at things. Allow them the freedom to get a little wild with their ideas.

**Understand their sense of humor** - Greens' minds can detect comedy in most any situation. Their wit seems to be never-ending. If their sarcasm is a bit too much for your taste, simply let them know without placing a lot of judgment and drama around it. If they get a rise from you, they are likely to do it again just to "get your goat." Be aware that most Greens are not trying to harm others by their cynicism, they are simply pointing out the incongruity of life—which they find amusing. Don't take their humor personally.

**Realize that love of their work does not mean they love you less**  
- Don't try to force them to make you their number one priority.  
Learn to live in conjunction with their fervor for their work. Allow them opportunities to increase their knowledge and demonstrate their competence. How many ways can you find to be interested in their work?

**Pay attention to what they need and want** -Your idea of showing how much you love them might be to give them a hug or cards and candy. They may want you to show your love for them in a different way. Be open to their needs and desires.

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*It is easy to remember the metaphor of Green used to describe this personality style: **Green are KEEN GREEN**  
(thinking machines)*

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## **COLOR COMBINATIONS**

### **The Influence of Your Secondary Color**

This report offered information regarding the traits that are most widespread for the Green personality style. However, keep in mind that we all have a blend of different variations of the four colors. The other colors in our spectrum also influence our behaviors. So, even though a person may be Green dominant, their Gold, Orange, or Blue characteristics will often affect their choices and actions.

If you are dominant Green, you may have found that some of the characteristics described in this report did not match your unique style. This is because a person's second brightest color can have a great influence on their most dominant. For some, their second color is so closely tied with their first that it is common to refer to their top two colors instead of just their primary, most dominant.

For instance, we might say someone is a “Green-Blue” or a “Green-Gold.” This way we include their second color with their most dominant. For some people, their second color influences their first in a strong way. For others, their second color may have only a slight impact. Other individuals are somewhere in between.

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## GREEN DOMINANT COMBINATIONS

### Green-Orange

The visionary, independent, problem solving of the Green style combines readily with the boldness, trouble-shooting ability, and resourcefulness of the Orange style. The Orange in this combination provides a “charge-ahead” attitude that can propel these individuals toward high goals and expansive endeavors. The Green dominant traits bring ingenuity and the drive to create a better, more advanced world than before; providing big picture insights, along with the vision and ingenuity to keep trying.

Variety and change are familiar friends to them. They resist people and situations that limit, trap or bore them; working best with an assortment of projects and circumstances that encourage them to think on their feet and figure out opportunities for success. The non-conformist nature of this combination pushes these individuals to live by their own standards.

### Green-Gold

Both Greens and Golds prefer to think, investigate options and plan before making a decision. When Green traits are more abundant than Gold, innovation and independence can lead to the creation of new rules and standards. This combination is great with data, details, and being forthright and firm-minded in their decisions.

High expectations are usually placed upon themselves and those around them. They prefer to do things their own “right” way. Convinced they know what is best for others as well, they may try to “strongly encourage” certain individuals to make improvements in themselves and their procedures for operating.

When the Green and Gold traits are almost equally dominant, the result is competent, capable, dependable individuals that like to set goals, resolve problems and move ahead...and if not careful, can adapt workaholic tendencies. Although they may enjoy a good debate and exchange of ideas with those they find intellectually challenging, they usually dislike small talk, finding it a waste of their valuable time.

### **Green-Blue**

Individuals with Green as their primary color and Blue as their second are probably the most misunderstood of the combinations. Their ambition for perfectionism, the high standards they set for themselves and others, as well as their drive for accuracy may alienate people. They put proficiency and competency first. They possibly will choose to avoid certain social functions, preferring instead to read a good book, go for a long hike, or invent a new system for doing something.

Yet at the same time, the Blue in them can take things personally and may feel hurt for long periods. Others may never know they have hurt this person because Greens are most likely not going to open up and share. Although they may come across as guarded or unapproachable, Green-Blues may feel they are open-minded and communicative. They want people to like and understand them without having to spell it out for them. What Blues and Greens have most in common is their ability to see endless possibilities. They usually look at the big picture before the small details. Both are very creative, imaginative, and idealistic.



## THE LOGICAL NEXT STEP

As you stop and think about what you have learned so far by reading about the dominant Green color style, you'll realize how knowing this information can cause shifts in the way you interact with the Greens. You'll notice that although every person is unique in many ways, the values, preferences, and motives you are able to recognize can give you clues as to what Greens may think, say, or do in certain situations.

It has been said that there is power in pattern recognition. Virtually everything in nature follows patterns, and knowing about these predictable cycles in advance allows you to both prepare for them, and to handle them more resourcefully when they do occur.

Similarly, knowing that a person is Blue, Green, Orange or Gold dominant gives you valuable information how to best interact with them and have a positive relationship experience. A wise man once remarked, "You can't change the weather, but you can adjust your sails." The same goes for interacting with different Color styles.

You may not be able to change them, but you can adjust your sails to have the smoothest sailing possible to reach your destination.

Whether your dominant color style is Green or you are reading this to be able to better relate to the Greens in your life, the information and insights you gained can help you understand the motivations and intentions behind Green behaviors.

Use this information to bring out the best in the Greens in your life.

*Let your True Colors show!*



# COLOR STYLES

## It's all about discovery...



### YOUR COLOR STYLE JOURNEY HAS JUST BEGUN!

This E-Report is a great introduction and offers valuable insights into the world of Color Styles. Even if you apply a fraction of what you have learned in these pages, you will begin to notice interacting with others becomes more cooperative than competitive, relationship mysteries dissolve, and who knows - you may find yourself smiling even more!

### REMEMBER - A QUICK REVIEW:

**BLUES:** Caretaking, optimistic, passionate...Blues are your "True Blue" friends. A Blue's world revolves around people, relationships, and fostering growth in themselves and others. Connect with the harmony of you - True Blue.

**GOLDS:** Dependable, responsible, conscientious...Golds truly are "Good as Gold". Golds thrive on consistency, organization and structure. They like to know what to expect and what is expected of them. Be prepared! Examine these additional resources.

**Greens:** Analytical, objective, problem solvers...Greens truly are "Keen Green Thinking Machines". Greens are problem-solvers intrigued with the how and why. They crave facts, information and competence.

**Oranges:** Energetic, spontaneous, opportunistic...Oranges truly "Squeeze the Juice" out of every moment. Oranges are natural performers who flourish in an atmosphere of variety and stimulation.

### KEEP THE MOMENTUM GOING!

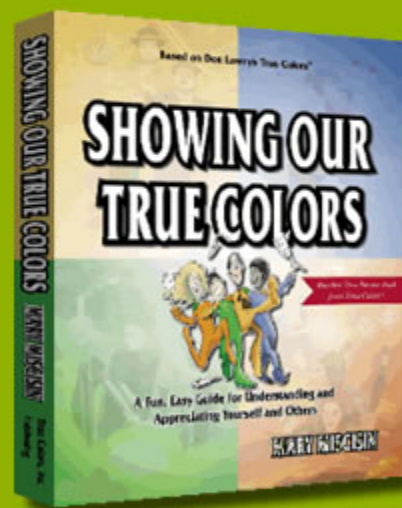
Here are some additional resources for you to explore and apply the concepts of Color Styles. Many have found these exciting products life-changing as they discover the nuances of Color Styles. And best of all, they are all certified "PostivelyMary Quality"! Whichever you choose, you are in for a treat!



## Showing Our True Colors

### The Foundational Color Style Book

By Mary Miscisin



Filled with easy-to-use tools for personal growth, this delightful, energy-packed book will help you uncover the power of the Color Styles. You will discover the characteristics behind each of the four Color Styles, as well as tips for understanding, appreciating, and relating to each Color style. The end result will be a celebration of the uniqueness in yourself and others.

**Order Now**  
Instant Access

"SHOWING OUR TRUE COLORS, by Mary Miscisin, provides refreshing insights and practical suggestions for enhancing communication, reducing conflicts and understanding why people behave as they do."- John Gray, author, MEN ARE FROM MARS, WOMEN ARE FROM VENUS."

Use these COLOR STYLE resources to better understand your friends, spouse, co-workers, and yourself!

**Satisfaction  
Guaranteed!**



## SHOWING OUR TRUE COLORS -Audio Edition

The insights you'll gain from listening to this carefully put together AUDIO FORMAT will increase your effectiveness in using Color Styles - whether you're simply trying to understand and get along with a relative, mate or co-worker better - or an experienced facilitator who wants to give your seminars new life.

Either get instant access to the MP3 recordings to upload to your I-Pod, or a CD you can play on your home stereo, car stereo, portable CD player or computer CD bay. Simply click on the "ORDER NOW" button and follow the instructions to purchase your Showing Our True Colors Audio Edition!



## SHOWING OUR TRUE COLORS PowerPoint Presentation



This PowerPoint CD is designed as a training tool for teaching True Colors. It helps the trainer remember the material and stay on track while providing eye-catching visuals for the participants. The slides contain 10 characteristics for the color styles plus the core values for each. Participants determine their color spectrum by recording which traits apply to them and rank ordering their findings from most to least like them.

**Claim Your Copy!**

## SHOWING OUR TRUE COLORS Instructional DVD



The DVD features 50+ minutes of author & True Colors Master Trainer Mary Miscisin presenting 10 characteristics for each of the four dominant True Colors styles using the "Showing Our True Colors" PowerPoint CD".

Make your presentations come alive, enthrall your audiences and have them begging for more. Give a Color Style Presentation that your participants will talk about for years to come.

**Claim Your Copy!**

**Sign Up to Get Fun & FREE  
Tips, Quizzes, and Activities!**

Simply click the link below to go to  
[www.PositivelyMary.com](http://www.PositivelyMary.com) and sign up!

**CLICK HERE**

# ABOUT THE AUTHOR



For more than 20 years, Mary Miscisin has inspired audiences and organizations from around the world.

Beginning with her years as a University Instructor, she has parlayed her extensive background – having a Masters Degree combining communication, psychology and health education along with certification as a practitioner of Neuro-Linguistics – to become a recognized authority on the True Colors methodology, personal change psychology, and effective communication techniques.

Her work as an employee wellness program coordinator for Hospital, University and Insurance Industry wellness programs has provided a wealth of experience from which she draws upon to design and test a variety of methods she offers to participants in her presentations.

With the success of her book - "[Showing Our True Colors](#)" Mary has directly impacted the lives of thousands with her writing, audio programs, public speaking engagements, and live appearances.

Her book is being published in six languages and her work has been featured in magazines and on radio shows throughout the U.S. and Canada.

What began as a commitment to helping individuals improve their health and wellness has evolved into a passion for assisting individuals to succeed at work, in relationships and other areas of their life.

Mary has been called on by organizations as far ranging as local school districts and government agencies to Fortune 500 companies when they have wanted to accelerate staff creativity, collaboration, communication, and personal excellence. Whether you read her book, listen to her audio programs, or attend her presentations you will participate in an information-packed, get involved adventure where you'll discover powerful tools to transform relationships... amplify your communication skills...and increase your personal AND professional effectiveness.

For more information, please visit her website at: [www.PositivelyMary.com](http://www.PositivelyMary.com)



# Orange Color Style



**by Mary Miscisin, M.S.**

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The purpose of this report is to capture the spirit of a dominant Orange's personality style, values, and motivations. They are observations of some common traits shared by many Oranges.

You or the people you know may have any combination of the several characteristics. The important thing to keep in mind, however, is that the reason for determining which characteristics apply to you or others is to gain understanding and appreciation for the differences in all of us. And, instead of trying to change each other, we will choose to welcome and nurture the differences.

*"Life is either a daring adventure or nothing."  
-Helen Keller*

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## ORANGE CHARACTERISTICS

The following qualities are associated with the Orange color style. Since all of us are unique individuals, the characteristics will manifest themselves a bit differently for each person. However, the general theme will remain. Keep in mind that someone can still be considered predominantly Orange without having all of the characteristics listed.

**Energetic** - High need for mobility. Likes to get movement somehow throughout the day. Usually enjoys recreational activities, for example: skiing, boating, dirt biking, skate-boarding, dancing, and so on. Commonly drawn to competitive sports.

**Desires Change** - Enjoys variety, flexibility, and resourcefulness. This could include many aspects of life such as jobs, projects, relationships, and environment. Questions the status quo, expects others to adapt to situational requirements. Enjoys surprises; takes chances.

**Playful** - Quick-witted and humorous, likes to bring fun to a situation. Enjoys attention and engaging with others. Is interested in the process of reaching a goal as much as achieving it.

**Master Negotiator** - Charming, enjoys making a deal. "No" is often interpreted as "maybe." Tries to find a way to accomplish desires.

**Natural Entertainer** - Can be a bit flamboyant. May call attention to themselves by the way they dress, act, or speak. Likes to have



the interest of others. May give extravagant gifts and takes pleasure in seeing the reaction of the receiver.

**Pushes Boundaries** - Tests limits including physical, social, relationship, work and community convention. Natural non-conformist and risk taker. May live on the edge. Seeks excitement. Can get bogged down by red tape and rules. Many times can find loopholes in the system and may bend the rules if necessary to accomplish goals.

**Accepts Challenge** - Derives pleasure in solving problems. Thrives on competition and likes adapting to last-minute changes. Able to trouble-shoot and act in a crisis. May get involved in situations just to see if they can be successful where others have failed.

**Impulsive and Spontaneous** - Likes to leave options open so that they have the freedom to choose. May easily get distracted from task at hand if interruptions aren't kept to a minimum. Likes to live in the moment; may arrange life to include making on-the-spot decisions.

**“Just Do It”** - Finds planning tedious. Makes decisions and takes action quickly. Hates to wait. Wants to “get the show on the road.” May also change their mind as instantly as they made it up.

**Appreciates Immediate Feedback** - Delayed feedback is almost meaningless. Prefers giving as well as getting straight responses at once, instead of waiting.

**Most Productive in Non-Structured Environments** - Likes to be able to kick off shoes and be comfortable. Enjoys an environment that provides variety and flexibility.

**Self-Confident** - Takes initiative. May jump in and take over leadership role if others are perceived as ineffective or hesitant.

## WHO AM I?

*“The trouble with resisting temptation is you may not get another chance.” -Laurence Peter*

Those with large amounts of Orange characteristics in their temperament boldly seize opportunities when they arise. When circumstances present themselves to an Orange, they are quick to grab hold of the moment if they are motivated to do so. They are quick decision makers and can be equally quick at changing their minds too. While some people are still mulling over options, Oranges have already leaped into action.

Oranges like circumstances that are larger than life. They enjoy trouble-shooting and successfully emerging from a situation. They also have a knack for eliciting the help of others and having fun along the way. If they can squeeze just an ounce of juice from a situation to liven things up a bit and add some fun, they will. The words to a popular ‘70s disco song portray a certain attitude of Orange quite succinctly: “I want to go where the action is, I want some action, I want to live!”

Oranges enjoy their senses, they like to experience the sensations of smell, touch, taste, hearing, and sight. Often, they aim to feel a certain “edge” or “rush.” There are many ways to get this “rush” whether it’s partaking in high-risk physical activities or contact sports, negotiating their way into or out of a situation or performing on stage - one thing for sure is this “rush” or “edge” makes them feel alive. If they don’t have it in certain areas of their

life, they will seek to find or create it in other aspects: work, relationships, or added activities. This craving for a rush can drive them to push their physical limits, often ignoring physical discomfort to accomplish their goal. Triumph over this discomfort may even add to the fun and the challenge.

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### ORANGE STRENGTHS

- Take charge orientation
- Being the master of tools
- Free spirited
- Thriving during chaos
- Determination
- Direct communicator
- Doing many things at once
- Changing
- Adaptability
- Action
- Keeping options open
- Negotiating
- Making an impact
- Spotting/seizing opportunities
- Risk-taking
- Trouble-shooting
- Exceeding limitations
- Welcoming adventure
- Thinking on the spot
- Expediency

Many Oranges enjoy the challenge of trying to beat the clock and pushing the limits. They may get in the habit of putting things off until the very last minute. Sometimes this is a way of leaving their options open in case something more inviting comes up. Other times it is because their schedule is jam-packed with other “priorities”...but many times, it’s just for the fun of it!

Many Oranges have a certain eye for style and may dress with flair. The clothing they choose can send a message (blatant or subtle) that says “look at me,” “notice me,” “I am fun.” Even the cars they drive and “toys” they own imply they like to enjoy life and live it to the fullest.

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## **CORE VALUE = FREEDOM**

Before Oranges make a decision, they stop to think, “What are my options?” If they are not presented with any choices, they will begin to create them. They will search for loopholes in rules, negotiate flexibility in decisions and request to modify plans.

Oranges are instinctive trouble-shooters. There is something about “rising to the moment” that entices them to take action. They welcome change and new ideas and are rarely set back by defeats because they take them as being only temporary, a new challenge to face and conquer.

Oranges can deal with chaos and are apt to create some stimulation and variety if there isn’t enough in their lives. They like to test the limits. They might just stir up some commotion or tricky situations so they can figure a way out. It can be a fun contest to them.

## A SKEW IN HUE

Oranges enjoy being in the center of the action. If they are interested, they are involved. Many Oranges have a rather direct manner and an air of confidence that makes them natural leaders and fun to be around. However, sometimes the motivations and actions of Oranges are misunderstood. The same traits that are viewed as positive by some, may actually be irritating to others.

It is human nature to evaluate the actions of others. Our values, judgments, and beliefs influence our perception of those actions. It is a matter of perspective. For example, you may observe a person to be “flakey” because they change their mind at the very last minute. Another person observing the same behavior would call it “spontaneous.” Which is true? Good question...

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There are multiple ways to label any given behavior, so why would it be beneficial for us to know how other people may view ours?

When we are aware of how our own behavior is affecting others, we can make choices. We may think, “Yes, I do that and it is a part of myself that I cherish.” Or, “Wow, I didn’t know I did that. Thank you for pointing that out to me so that I can become aware and change it if I choose.”

For example, have you ever had the opportunity to hear yourself on a tape machine? If so, did you sound the way you thought you did? Many times when people hear their voices played back, they are surprised at the speed, style, or even accent of their words. Frequently, after people hear something in their speech they were not aware of before, they make some kind of modification based on the feedback they received.

Keeping this in mind as you read, think of situations in which the following traits may apply to you. Notice whether you are coming across to others in ways other than you intended. Instead of hoping others will change and clearly understand your intentions, pay attention to the contributions you are bringing to the situation. Remember, it is your choice whether to modify your behaviors or not. Feedback is a gift. You may choose to use this gift in any way you desire. Validate yourself for who you are, and know when, where, and how you wish to best express yourself.

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## OTHERS MAY SEE ORANGES AS

**Rude - Blunt.** Does not stop to think about how their mannerisms, behaviors, or communication approach will affect other people or the situation. Uses foul language. Pushy, loud, and boisterous. Interrupts.

**Irresponsible -** Flies by the seat of their pants and does not think ahead regarding consequences to their actions. Disregards time lines and is constantly late. Flake. Changes mind at the last minute, bails out of commitments...quits.

**Not Serious -** Makes a joke out of everything. Puts more effort into fun than into work. Does not understand the importance of completing certain tasks or undertaking specific responsibilities. Is too lackadaisical when it comes to comprehending the depth of consequences that can result from the failure to give the situation their full attention and concern.

**Selfish or Self-Centered -** Spends time doing only what pleases them. If it's not fun or a turn-on at the moment, it gets postponed or neglected. Makes decisions solely based on what would benefit

or please them the most, not taking into account what others want and need.

**Ignoring the Rules** - Feels rules were made to be broken. The rules don't apply to them; if they can get around rules they are proud of them-selves. Likes to "beat the system." Takes shortcuts. Uncontrollable—lives by their own rules. Minimal respect for authority.

**Manipulative** - Wants to have things their way. Will go to great lengths to control others or the situation. Lies, cheats, exaggerates, minimizes.

**Impatient** - Won't wait. Demanding, hasty, edgy. Continuously rushed or in a hurry. Cuts ahead of others in line, circumvents protocol or the chain of command, skips getting permission and forges ahead with their own particular agenda.

**Easily Distracted** - Unable to stay on task, scatterbrained. Works on other things when people are trying to talk to them. Cluttered. Has too many irons in the fire.

**Unprepared** - Flies by the seat of their pants. Pushes things to the last minute. Disregards time lines. Constantly late.

**Flirtatious** - Pushes personal boundaries. Uses innuendo. Attempts to attract admiration for amusement.

**Taking Advantage of Others** - Dishonest, disrespectful, untrustworthy. Uses others for personal gain without reciprocation.

**Flaky** - Doesn't remember promises made and doesn't follow through. Changes mind at the last minute and neglects to let others know in a timely manner. Unreliable.



## ORANGES MAY SEE SELF AS

**Straightforward** - Tells it like it is. Honest. Comfortable with self and others, so uses casual language. Does not put on pretenses. Many Oranges would rather “Tell it like it is” than beat around the bush or “candy coat” something. Not all Oranges use foul language and those who do, feel it expresses their intensity for a subject matter or helps emphasize a point.

Oranges like to be direct and open and find there’s no time like the present to communicate their views. Some feel that social etiquette restricts their freedom to be themselves. They’d rather relax and have a little fun. These individuals feel they are incredibly entertaining and like to think others welcome and enjoy a little amusement as well.

**Easy-Going** - Preferring to leave options open and go with the flow, many Oranges use the term “plan” quite loosely. For the most part they like the thrill of being surprised at what comes up next and the challenge of being able to rise to the occasion. At the moment they make a commitment, they feel it’s a good idea. But as the date approaches, new options may have appeared or the previous commitment now doesn’t sound so fun or interesting. Many Oranges are most comfortable making commitments with the option to change their mind.

**Enjoying the Process** - Very serious about producing desired results, yet believes in having fun along the way.

**Now-Oriented** - Believes in living life to the fullest, squeezing the juice out of every moment. Self-fulfilling and independent, looks out for “number one.” Why compromise immediate needs when tomorrow may never come?

**Productive Freedom** - Gets things done in any way they can. If they need to push a few limits, so be it. Proficient. Does not like to be bogged down by too many restrictions. Wants choices.

**Good Negotiator** - Sees possibilities when others may think the doors are closed. Helps others open their minds and think outside the box. Inspires others to agree. Convincing. Innovative, “people-pleaser”. Able to establish rapport with others. Knows that people embrace a leader, someone who is self-assured and confident.

**Mover and Shaker** - Eager, enthusiastic, efficient. Doesn’t believe in wasting time. Wants to make things happen, not merely *watch* things happen—or worse, sit around discussing it. Doesn’t like to be slowed down. Takes the bull by the horns.

**Multitasker** - Enjoys working on several things at once. Highly mobile; switches gears quickly. Is stimulated by variety and change.

**Spontaneous** - Energized by crisis or chaos. Able to troubleshoot and is prepared for most anything. Creative.

**Friendly** - Bolsters self-esteem of others and builds rapport by giving some attention. Makes others feel at ease and acknowledged.

**Succeeding** - Believes the ends justify the means. Seeks to accomplish outcomes and will do whatever it takes to reach goals.

**Flexible** - Adaptable, spontaneous. Likes to leave options open. Reprioritizes instantly, according to the situation at hand. Goes with flow and seizes the opportunity at hand.

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As you can see, depending upon which lens you are looking through, what can seem like less than desirable qualities to one can

be held as redeeming qualities to another. If you find yourself beginning to make a negative judgment about another person's behavior, stop...and see how you can reframe the behavior to view it in a more positive light. Also when you are more aware of how your own actions are being perceived by others, it can help you more effectively choose situations in which you can be most comfortable sharing those particular aspects of yourself.

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## **RELATING TO ORANGES**

Oranges want to engage others in a mutual, fun-loving way. You can relate to them most effectively when you are active and in the moment. Keep in mind that Oranges hate feeling stuck. Let them know your preferences and then encourage them to come up with some other options for accomplishing the goal. Determine which ones you would be willing to accept if it came down to it. Just knowing they have choices puts an Orange at ease. They won't necessarily take advantage of the other options, but somehow just knowing they *could* if they wanted to allows them to feel content going along with yours.

### **Oranges Need:**

- Action and activity
- Freedom
- Flexibility
- To make an impact
- Attention
- Adrenaline rush
- Variety
- Physical contact
- Fun & play
- Competition

### **Oranges Value:**

- Adventure
- Forthrightness
- Options
- Experience
- Flair
- Spontaneity
- Results
- Opportunity
- Winning
- Expediency

**Oranges Need to Be:**

Noticed  
Active  
Resourceful  
Involved  
Physical  
Expedient  
Tangible  
Spontaneous

**Oranges Find Joy in:**

Being the best  
Excitement  
Moving their body  
Performing  
Taking action  
Taking risks  
Trouble-shooting  
Freedom

---

## **TO BRING OUT THE BEST IN ORANGES**

**Understand Their Way of Relating -** Don't take it personally if Oranges don't always make their relationship with you their number one priority. You may be highly important to them, whether it seems that way or not. Frequently, Oranges enjoy the comfort of knowing you are in their lives and may turn their attention to other avenues and adventures for the moment. It does not mean that you are not valued by them. It simply means that their concentration is temporarily directed elsewhere.

Demanding their attention or insisting they verbally state or otherwise demonstrate their commitment to you can push them away. Recognize what activities and behaviors you are willing to accept in your life. Let them know your boundaries and figure out consequences together, then allow them some space.

**Understand their impulse to take each moment as it comes -** When left to their natural expression, Oranges are carefree, playful, and spontaneous. Their craving for action, variety, and excitement may capture their attention in an instant. Because they are most comfortable in environments that are unstructured, it can be a

challenge to get them to adhere to a fixed schedule or plan. If you know the Oranges in your life have a tendency to forget or “blow off” appointments and plans for something that has come up at the last moment, a gentle reminder or double check on your part may help save you from disappointment.

**Allow them to show off their skills without condemning them for their process** - As natural performers, Oranges need the freedom to express themselves. Their lighthearted charm, wit, and fun can be irresistible. You may find yourself being motivated by the charisma and style of an Orange. They are good negotiators and persuaders. As natural fun-seekers, they like to recruit others to play along with them. For the most part, whether they admit it or not, they enjoy being the center of attention. They often feel there isn't anything that they cannot do. They love any opportunity to show their skillfulness, cleverness, agility, and precision. They are proficient, capable, hands-on people. They have a love of tools and are masterful with them. Give them immediate feedback and praise for the clever way they handled a situation.

**Avoid slowing them down when they are on a quest** - Oranges like immediate results and therefore complete tasks quickly. As excellent multitaskers, they are capable of, as well as rather enjoy, doing a variety of things at once. For best results, don't insist that they drop what they are doing and give you their full attention. Instead, figure out what you can do to help them finish their projects or otherwise fit into their world.

### **With Oranges Be:**

Dynamic	Open-minded
Clear	Skillful
Confident	Spontaneous
Engaging	Ready for action
Flexible	Swift

## TURN TO AN ORANGE FOR

**Leadership** - If you need someone to take charge of a situation with confidence, ask an Orange. Oranges are able to take over and manage a situation with flair, even when they have little experience with the circumstances at hand.

**Trouble-Shooting** - Oranges are quick decision makers. When faced with a challenge, they find it almost irresistible. Their minds go straight to work figuring out a way to make things happen. They are flexible, innovative, and not afraid of trying something new.

**Tasks Requiring Risk and Chance** - Many “daredevils” are Orange. Race car drivers, bungee jumpers, and firefighters tend to be Oranges. If you need someone to go first in an activity or try something uncertain, chances are an Orange will volunteer before you even get the opportunity to ask. They enjoy a good adrenaline rush.

**Fun Ideas** - When brainstorming for events—from family reunions to conferences—Oranges can contribute a plethora of suggestions for outrageously fun activities.

**Action** - If you want something done *now*, ask an Orange. They have the ability to easily stop what they are doing mid-stream and change direction. They are ready for action and aren’t hesitant to do what it takes to accomplish their immediate goal. They realize that quickness is important and usually are aware of all the shortcuts.

**Proficiency with Tools** - Skillfulness, agility, and precision can be quite natural to Oranges. Frequently, they are able to build or make something with ease and accuracy. Talents they take for granted may be difficult for others.

**Variety** - When you want a change of pace, find an Orange. They arrange their world to ensure variety and are even known to create a

crisis or two just to stir things up. If you want a new or different way of doing something, you need only observe an Orange in action.

**Negotiation** - If you run up against a “no” from someone and need a “yes,” enlist the help of an Orange. They have a charming way of gaining cooperation from others. They are full of options and choices and won’t usually let up until they get their way, or a close compromise.

**Entertainment** - Oranges relish telling a great story, adventure, or even some juicy gossip. They can describe situations in larger-than-life representations. They are expressive and energetic. They are involved in a virtual kaleidoscope of pursuits.

**A Good Laugh** - Practical jokes, cartoons, and other forms of humor are part of the nature of Oranges. They can reframe the most mundane or even unfortunate circumstances into something to jest about. They love to laugh and to make others laugh, as well.

**Straight Answers** - Oranges will “tell it like it is.” While others are being careful to be politically correct, Oranges like to give it unadulterated. Often, they will speak their mind on a subject even if no one else agrees or is even listening. If you want to cut to the chase and get some frank, forthright responses, ask an Orange.

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## SELF ESTEEM AND STRESS

When people “shine brightly,” they use their skills, talents, and natural preferences in positive, resourceful ways. They have a sense of worth and self-respect or what we often refer to as positive self-esteem.



Positive self-esteem is important because when people experience it they feel and look good, are effective and productive, and respond to others and themselves in healthy, positive, nurturing ways. People “in esteem” are able to enter effectively into stressful environments. They have no need to tear other people down in order to make themselves feel good.

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## **WHEN COLORS FADE**

When individuals experience major or long-term stress, feel they have no control over their circumstances, or perceive they are being threatened or victimized, their self-esteem can start heading downhill, and they can begin to “fade.” In these circumstances, normal behaviors can shift to defense mechanisms carried with us from the past. Even people experiencing success in many areas of their life, may begin to crumble or “fade” under prolonged periods of stress in other areas.

A lot of things can happen to people, but it is their own interpretation of the event that has the most effect on how they feel about themselves. Obviously, the things we say and do have somewhat of an influence on the way others feel and react to our behaviors, but self-esteem is essentially an “inside job.” The foundation of people’s level of confidence and self-worth is based on their own beliefs about themselves.

Being able to recognize when we, or someone we know, is “fading” can be the first step in being able to turn it around. Most of us have (or know someone who has) experienced a time in our life when we’ve felt overwhelmed. It could have been from a traumatic emotional event, unmet expectations, changes in circumstances, or even a deluge of too many responsibilities. When this

happens, we will go to great lengths to preserve our identities and get our needs met.

We all have different things we value, and when the people in our lives are not operating in the same mode as we are, or circumstances are not cooperating with our plans, there can be a mismatch of priorities or a groping for control.

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## **WHAT IS HAPPENING?**

When people begin to fade, they resort to meeting their needs any way they can. Most people are not consciously aware of their own coping behaviors. They instinctively turn to behaviors that meet their immediate need for relief, not realizing they can create long-term pain.

Things that might be stressful to one person or color style may be exciting or motivating to another. The following section describes typical behaviors common to Oranges when they “fade.” Any one of the colors could possibly demonstrate any of these behaviors. They’re not restricted to Oranges, but they’re the most common for Oranges. Many of the suggestions for preventing fading, as well as the suggestions for brightening, can be applied across the color spectrum.

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## **WHEN ORANGES FADE**

Oranges can be very intimidating when they are stressed or low on esteem. They can become exceedingly pushy, overly aggressive, and confrontational—even physically violent. Placed in an overly restrictive environment, they will go to great extremes to gain their freedom or control.

The following are some common behaviors you might see when Oranges are stressed, experiencing low self-esteem, or not getting their needs met for an extended period:

## **CHARACTERISTICS OF A FADED ORANGE**

- Acts rude and defiant
  - Breaks rules on purpose
  - Fails to complete things, runs away, quits job
  - May joke or tease inappropriately
  - Overly competitive, manipulative
  - Deceitful conduct
  - Violent behavior
- 

## **COMMON ORANGE STRESSORS**

- Lack of freedom or choices
- Feeling trapped
- Lack of challenges
- Not being able to use their skills
- Rigidity
- Strict guidelines or rules
- Forced to keep quiet or not participate
- Insufficient attention
- Limited humor in others
- Waiting, slow actions
- Indecisiveness
- Traffic or car problems

- Routine
- Lack of sex
- Details, paperwork
- Inactivity, restriction of physical movement
- Lack of money

Remember, self-esteem, although influenced from the outside, comes from the inside. When individuals have stable self-esteem they are more able to ask for what they need. So, what can you do to help boost your self-esteem, lower your stress levels, and get your Orange needs met? Read over the following suggestions and decide which ones would be the most helpful to you.

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## HOW TO BRIGHTEN YOUR ORANGE

If you are Orange, your quick thinking and demand for action can get you ahead of yourself. Since you usually enjoy operating in a rush of adrenaline, you might have a tendency to arrange your life so you are constantly on the edge and perhaps putting others on edge as well. What you may find fun and exhilarating, others may perceive as stressful. In fact, the people in your life that are depending on you may not find your behavior very fun at all. So how do you get your own needs for freedom, spontaneity, and attention met without trampling others in the process?

**Have Some Fun** - Instead of trying to get a majority of your needs for fun and games met at work, where it could be detrimental to your employment status or even the health and safety of yourself and others, find other avenues. What do you like to do for fun? Get out. Go motorcycle riding, to amusement parks, concerts, or camping. Joke around, sing, play in the rain, splash in the mud.

It is important to your overall well-being to include play in your life. Do it safely and legitimately.

**Get Hands-On** - Use your love of tools to create. Build something—if not a house then a sand castle. If you want to develop your skills, take a class on auto repair, sculpting, landscaping, glass blowing.... What are you interested in? Choose something and go for it!

**Move That Body** - Get some physical activity. Exercise: pump iron, jump rope, climb trees. When stressed, go for a walk, jog, or run to cool off—but do come back when your thinking clears. Get out and dance, roller skate, bike ride, something that will get you in action—now!

**Find Other Oranges** - It can be very stressful to have to guard every word and action in order not to upset those around you. Having other Oranges who will not take your complaining as insults and can hear your words through your colorful language is like being able to breathe fresh air.

**Focus** - Concentrate on one thing and complete it before starting something else. Reduce distractions by turning off your phone or putting away projects that are not a priority at the moment.

**Prioritize** - Decide what is most important and what has to be addressed. Complete the most important project before moving on to the next one.

**Make an Impression** - You can be in the spotlight in a variety of ways. Choose inspiring, motivating ways. At work, be the best you can be. Let your actions speak for themselves. It is much more impressive than getting attention for breaking the rules. Capture the interest of others by sharing your triumphs at appropriate times.

Display your trophies and be proud of your accomplishments. At play, practice your skills, pour yourself into your endeavors.

**Reward Yourself** - Be aware of any tendency to set high goals in the moment, then get overwhelmed and disappointed in the next. Remember to notice the things that you *do* accomplish. Pay attention to little achievements along the way to the big one. Set up a system of immediate reward. For instance, if you are trying to quit smoking, instead of feeling like a failure for slipping and smoking one cigarette, reward yourself for all the ones you did not smoke.

**Compete** - Get involved in competitions and games. Take charge of arranging events if that's what it takes. Join a sports team, create a contest at work, challenge your neighbors to a cook-off. Find ways to compete that won't jeopardize your job, health, or budget.

**Start Your Own Business** - If you are tired of conforming to the rules and procedures of others, why not be your own boss? It is important to either find ways to love what you are doing or do something else. If you are wise enough to research your options and plan ahead in your investments of time, money, and resources, owning your own business can meet several of your needs all at once.

**Keep Healthy Habits** - Notice when you may be slipping into unhealthy, compulsive behaviors:

- Lacking sleep because of too much partying or “extracurricular” activities
- Using drugs
- Drinking too much
- Smoking
- Gambling or taking financial risks

- Overeating
- Taking physical risks (i.e., driving over the speed limit)
- Overindulging in sex

Take inventory, then take action! Figure out what is most important to you and what is or isn't working in your life. Join a group or elicit the

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## **BRIGHTENING OTHER ORANGES**

Oranges are generally optimistic and enthusiastic. If you are flexible and want to encourage them, little effort will be required to enhance their self-esteem. You can add a bit of excitement to your life by allowing an Orange to entertain or provide ways to create a contest or game. They love to perform and volunteer readily for leadership roles that involve taking risks.

When you understand their temperament, core needs, and values, you can provide them with an environment that allows and encourages them to express themselves. Not only will you engender their respect and appreciation, you will ensure their future cooperation and support. They will comply with home and work rules when you allow them “time-outs” or private coaching instead of a public showdown.

The following are suggestions for preventing Oranges from fading or burning out. These suggestions can also help Oranges that have faded to brighten up. Some of them may fit with your values and rules of operation; others may not. The fact is—they do work. Only you can decide if they are right for you and the various relationships in your life. There is a big difference between encouraging Oranges to shine versus allowing them to bulldoze



over your needs. It may take a bit of fine-tuning to incorporate these changes into your relationships.

*To help brighten Oranges, remember to:*

**Understand Their Need to Multitask** - Recognize their desire for variety and for accomplishing more than one thing at a time. One of the biggest complaints about Oranges' behavior is that they do not pay attention or make good eye contact. Quit expecting them to. They really are able to work on other things while talking to you. Waiting to get their full attention seldom does much good. They may indulge you by looking at you but their mind will be elsewhere.

**Allow Them Freedom and Choices** - Oranges want options, including doing nothing if they choose. Just knowing they can opt out of a situation or have other choices can give them a sense of comfort and lower stress levels. Do not impose unnecessary duties, schedules, or rules just for your sense of control or comfort. They will inevitably find ways to get around them anyway. Give them opportunities to offer solutions based on their experiences. Respect their relaxed ways. Leave room for spontaneity. Share your sense of humor.

**Grant Them Attention** - Let them show off their skills. Recognize the impact of their presence. Validate their talents. You can stimulate Oranges to greater achievement by providing tangible incentives for jobs well done; reward their cleverness, creativity, and ingenuity; praise their ability to accomplish things.

**Be Consistent, Not a Bully** - Oranges often rebel against discipline and will resist an order if given too rigidly, without any leeway for creativity or flair; it threatens their self-esteem and puts them down. Be firm and direct, not condescending or antagonistic. Formulate ground rules for behavior with their input "up front."

Enforce the rules consistently. Discuss options. That way, before they take any liberties, you give them permission to do what they love doing.

**Make It a Game** - Appeal to their sense of adventure by making a bet, dare, or contest. If it feels like a “have-to” it is not fun. Do the unexpected. Tell them they *can't* do something. For example, “I’ll bet there’s no way you can have this done by Monday—only an expert could do that. It’s just too much.” Chances are they’ll prove you wrong. Create a competition and make the payoff (if they lose) go to a rivalry or some “cause” they dislike.

**Supply Immediate Feedback** - Give them recognition and straightforward critiques. Let them know immediately when they violate a rule. If you let it slide, most likely it will happen again. Equally, give them instant acknowledgment for a job well done. Note their quickness of action, their flair and skillfulness.

**Get Out of Their Way** - Oranges are concrete problem solvers who need hands-on activities. The thought of sitting for hours doing one thing seems like a slow “death sentence” to them. Give them the freedom to demonstrate their ideas verbally and physically. So many people unknowingly stifle the flair and productivity of Oranges by bogging them down with rituals, routines, and personal rules. Although Oranges do like to be efficient, implementing restrictions is not the way to inspire them. Allow some freedom and you may be surprised at the proficiency they can achieve.

If they are given the liberty to develop their talents, they may feel more compelled to pay attention to the ground rules. This is because they can focus their attention of doing a good job rather than the perceived restrictions placed on them.

**Appreciate Their Directness** - Allow them to be open and expressive. Of course, this does not mean that it is okay for them to swear at a board meeting or do similarly inappropriate things. What it does mean is to give the benefit of the doubt. Remember that most Oranges have an agenda and are looking for the shortest route to reach their goals. They may not take the time to say “good morning,” “please,” and “thank you” —they will sometimes leave these words and rapport-building rituals out of their vocabulary because they are looking straight at their target and aiming to get there quickly.

Some people may think they are doing Oranges a favor by trying to “train” them to pause and say “hello” before allowing them to continue with their agenda. Although this may work when trying to train children, if you have not had much success or are aggravating the situation, skip it. Oranges find it condescending and controlling. Respect is relative anyway. Watch two Oranges interact. Notice if either one is insulted by the other’s bluntness. Usually, it is a relief to them to be able to cut to the chase.

**Be Confident** - Speak and move with confidence. If you are too wishy-washy, some Oranges get an irresistible urge to walk all over you. However, be careful to recognize the difference between assertiveness and aggressiveness. The latter can trigger a fight with an out-of-esteem Orange. Be direct and clear on what you expect.

**Move with Them** - Oranges find predictable routine tedious and boring. Frequent change of pace and variety will help eliminate much of their stress. Don’t make them sit still while they talk with you. Be willing to walk from room to room or conduct business while playing a sport.

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*It is easy to remember the metaphor of Orange used to describe this personality style: **Oranges squeeze the Juice***  
**(out of each moment)**

## **COLOR COMBINATIONS**

### **The Influence of Your Secondary Color**

This report offered information regarding the traits that are most widespread for the Orange personality style. However, keep in mind that we all have a blend of different variations of the four colors. The other colors in our spectrum also influence our behaviors. So, even though a person may be Orange dominant, their Gold, Blue, or Green characteristics will often affect their choices and actions.

If you are dominant Orange, you may have found that some of the characteristics described in this report did not match your unique style. This is because a person's second brightest color can have a great influence on their most dominant. For some, their second color is so closely tied with their first that it is common to refer to their top two colors instead of just their primary, most dominant.

For instance, we might say someone is a "Orange-Green" or a "Orange-Gold." This way we include their second color with their most dominant. For some people, their second color influences their first in a strong way. For others, their second color may have only a slight impact. Other individuals are somewhere in between.

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## **ORANGE DOMINANT COMBINATIONS**

### **Orange-Blue**

The wit, charm, and spontaneity of the Orange style positively enhance the enthusiasm, genuine love for people, and empathy of the Blue. When Orange is more dominant than Blue, the need for freedom and flexibility can often take precedence over the need to connect with others. Although they value and nurture their relationships, the powerful tug to switch attention to whatever

captures them at the moment can divert their energy—and sometimes they have a tendency to forget to check with the other people involved before diving into another endeavor. This combination is generally easygoing and likeable. They are accepting of themselves and others and enjoy working with people in a cooperative environment.

### **Orange-Green**

This combination is naturally eager to boldly dive in and “Go for it!” Their competitive, risk-taking nature compels them to continuously take on new challenges. And if things don’t work out, they can easily switch gears to a new undertaking. Their Green provides them with the big picture insights, along with the vision and ingenuity to keep trying. They may attempt new challenges before they’ve gathered all the data or gained the high level of skill generally required by most Greens before they feel comfortable taking action. Their rebellious, freedom-loving nature can cause them to feel suffocated and frustrated by rules and commitments and they’ll often find a way to work around them. Overall, they typically thrive in chaos and crises, using their keen logic to quickly distil the best solution to deal with problems and solve challenges successfully.

### **Orange-Gold**

This blending derives great joy from experiencing the here and now. They have an attitude that “tomorrow may never come” so they seize the moment, often without thinking of consequences for the future. This is where their second color, Gold, can haunt them with guilt. Because it’s in a Gold’s nature to plan ahead, the Orange-Gold has a tendency to act now, regret later. They may browbeat themselves for being irresponsible but make sure that everyone else around them is abiding by the rules! They may have things super-organized so that they can take advantage of opportunities when they arise, yet without upsetting the balance of their lives. Planning ahead and keeping organized makes it

possible for them to act with more freedom and speed than if they had to wade through things to find what they need. This way they are unencumbered and free to act on a moment's notice. They are prepared to take on any challenge that comes their way.

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## **PUTTING IT INTO ACTION**

As you stop and think about what you have learned so far by reading about the dominant Orange color style, you'll realize how knowing this information can cause shifts in the way you interact with the Oranges. You'll notice that although every person is unique in many ways, the values, preferences, and motives you are able to recognize can give you clues as to what Oranges may think, say, or do in certain situations.

It has been said that there is power in pattern recognition. Virtually everything in nature follows patterns, and knowing about these predictable cycles in advance allows you to both prepare for them, and to handle them more resourcefully when they do occur.

Similarly, knowing that a person is Blue, Green, Orange or Gold dominant gives you valuable information how to best interact with them and have a positive relationship experience. A wise man once remarked, "You can't change the weather, but you can adjust your sails." The same goes for interacting with different Color styles.

You may not be able to change them, but you can adjust your sails to have the smoothest sailing possible to reach your destination.

Whether your dominant color style is Orange or you are reading this to be able to better relate to the Oranges in your life, the information and insights you gained can help you understand the motivations and intentions behind Orange behaviors. Use this information to bring out the best in the Oranges in your life.

*Let your True Colors show!*





# COLOR STYLES

## It's all about discovery...



### YOUR COLOR STYLE JOURNEY HAS JUST BEGUN!

This E-Report is a great introduction and offers valuable insights into the world of Color Styles. Even if you apply a fraction of what you have learned in these pages, you will begin to notice interacting with others becomes more cooperative than competitive, relationship mysteries dissolve, and who knows - you may find yourself smiling even more!

### REMEMBER - A QUICK REVIEW:

**BLUES:** Caretaking, optimistic, passionate...Blues are your "True Blue" friends. A Blue's world revolves around people, relationships, and fostering growth in themselves and others. Connect with the harmony of you - True Blue.

**GOLDS:** Dependable, responsible, conscientious...Golds truly are "Good as Gold". Golds thrive on consistency, organization and structure. They like to know what to expect and what is expected of them. Be prepared! Examine these additional resources.

**Greens:** Analytical, objective, problem solvers...Greens truly are "Keen Green Thinking Machines". Greens are problem-solvers intrigued with the how and why. They crave facts, information and competence.

**Oranges:** Energetic, spontaneous, opportunistic...Oranges truly "Squeeze the Juice" out of every moment. Oranges are natural performers who flourish in an atmosphere of variety and stimulation.

### KEEP THE MOMENTUM GOING!

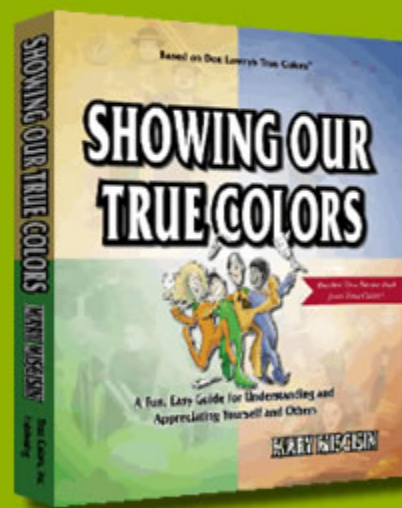
Here are some additional resources for you to explore and apply the concepts of Color Styles. Many have found these exciting products life-changing as they discover the nuances of Color Styles. And best of all, they are all certified "PostivelyMary Quality"! Whichever you choose, you are in for a treat!



## Showing Our True Colors

### The Foundational Color Style Book

By Mary Miscisin



Filled with easy-to-use tools for personal growth, this delightful, energy-packed book will help you uncover the power of the Color Styles. You will discover the characteristics behind each of the four Color Styles, as well as tips for understanding, appreciating, and relating to each Color style. The end result will be a celebration of the uniqueness in yourself and others.

**Order Now**  
Instant Access

"SHOWING OUR TRUE COLORS, by Mary Miscisin, provides refreshing insights and practical suggestions for enhancing communication, reducing conflicts and understanding why people behave as they do."- John Gray, author, MEN ARE FROM MARS, WOMEN ARE FROM VENUS."



Use these COLOR STYLE resources to better understand your friends, spouse, co-workers, and yourself!

**Satisfaction  
Guaranteed!**



## SHOWING OUR TRUE COLORS -Audio Edition

The insights you'll gain from listening to this carefully put together AUDIO FORMAT will increase your effectiveness in using Color Styles - whether you're simply trying to understand and get along with a relative, mate or co-worker better - or an experienced facilitator who wants to give your seminars new life.

Either get instant access to the MP3 recordings to upload to your I-Pod, or a CD you can play on your home stereo, car stereo, portable CD player or computer CD bay. Simply click on the "ORDER NOW" button and follow the instructions to purchase your Showing Our True Colors Audio Edition!



## SHOWING OUR TRUE COLORS PowerPoint Presentation



This PowerPoint CD is designed as a training tool for teaching True Colors. It helps the trainer remember the material and stay on track while providing eye-catching visuals for the participants. The slides contain 10 characteristics for the color styles plus the core values for each. Participants determine their color spectrum by recording which traits apply to them and rank ordering their findings from most to least like them.

**Claim Your Copy!**

## SHOWING OUR TRUE COLORS Instructional DVD



The DVD features 50+ minutes of author & True Colors Master Trainer Mary Miscisin presenting 10 characteristics for each of the four dominant True Colors styles using the "Showing Our True Colors" PowerPoint CD".

Make your presentations come alive, enthrall your audiences and have them begging for more. Give a Color Style Presentation that your participants will talk about for years to come.

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# ABOUT THE AUTHOR



For more than 20 years, Mary Miscisin has inspired audiences and organizations from around the world.

Beginning with her years as a University Instructor, she has parlayed her extensive background – having a Masters Degree combining communication, psychology and health education along with certification as a practitioner of Neuro-Linguistics – to become a recognized authority on the True Colors methodology, personal change psychology, and effective communication techniques.

Her work as an employee wellness program coordinator for Hospital, University and Insurance Industry wellness programs has provided a wealth of experience from which she draws upon to design and test a variety of methods she offers to participants in her presentations.

With the success of her book - "[Showing Our True Colors](#)" Mary has directly impacted the lives of thousands with her writing, audio programs, public speaking engagements, and live appearances.

Her book is being published in six languages and her work has been featured in magazines and on radio shows throughout the U.S. and Canada.

What began as a commitment to helping individuals improve their health and wellness has evolved into a passion for assisting individuals to succeed at work, in relationships and other areas of their life.

Mary has been called on by organizations as far ranging as local school districts and government agencies to Fortune 500 companies when they have wanted to accelerate staff creativity, collaboration, communication, and personal excellence. Whether you read her book, listen to her audio programs, or attend her presentations you will participate in an information-packed, get involved adventure where you'll discover powerful tools to transform relationships... amplify your communication skills...and increase your personal AND professional effectiveness.

For more information, please visit her website at: [www.PositivelyMary.com](http://www.PositivelyMary.com)