

I can't figure you out.

I don't like the way you do that (because it's not "normal").

Why do you do what you do?

You really don't know me (as well as you think).

How can I get to know you better?

What's your motivation (personality)?

What are your strengths?

How can we be better together?

RED

Motivated by RIGHT & WRONG
Lead, follow, or get out of the way!



Strengths

Active. Productive. Responsible. Loyal. Rational. Independent.
Fearless. Protective. Visionary. Decisive. Self-confident. Self-starter.
Practical. Determined. Assertive. Resourceful. Powerful. Direct.

Weaknesses

Dominant. Intimidating. Insensitive. Selfish. Insecure. Always right.
Overly critical. Wear out others. Argue at drop of hat. Impatient.
Uncomfortable expressing emotion. Poor listeners.



RED

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Lead, follow, or get out of the way!



Do

Be logical. Your homework. Be productive & efficient. Be direct, brief & specific. Verbalize your feelings (they won't read minds). Demand respect. Appreciate their reasoned approach.

Don't

Embarrass them. Argue from emotion. Be slow & indecisive. Expect personal relationship. Take their arguments personally. Wait for them to ask what you think. Demand constant social interaction.



BLUE

Motivated by INTIMACY

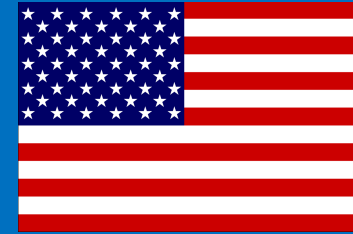
Let's be best friends ... forever!

Strengths

Empathetic. Sincere. Commit to others. Creative. Passionate. Behaved. Admired. Emotionally deep. Nurturing. Self-sacrificing. Moral. Appropriate. Detailed. Encouraging. Honest. Purposeful. Live for weddings & birthdays. Write thank you notes. Giving.

Weaknesses

Insecure. Controlling. Moody. Complex. Judgmental. Hard to please. Overly sensitive. Needy. Tough on self. Perfectionistic. Expect perfection. Distrusting. Unforgiving. Resentful. Worried.



BLUE

Motivated by INTIMACY

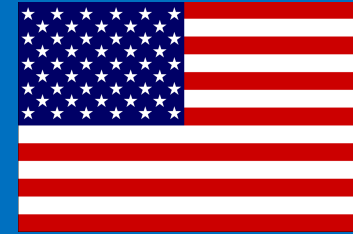
Let's be best friends ... forever!

Do

Let them know you care. Appreciate them. Be sensitive. Be sincere & genuine. Give them your time. Allow time for them to gather thoughts. Promote their creativity. Be loyal. Don't expect them to be ok with sloppy work.

Don't

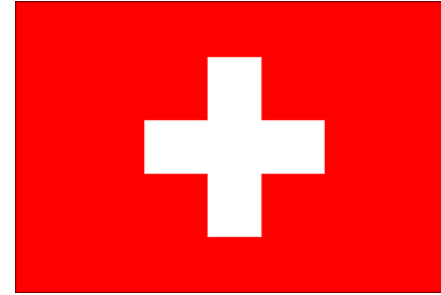
Play the guilt card. Engage in quick verbal bantering. Be abrupt. Make big changes. Expect spontaneity. Abandon them. Demand perfection (they've got that covered). Push for a decision.





WHITE

Motivated by PEACE
What do you want to do?



Strengths

Kind. Considerate. Patient. Peaceful. Accepting. Humble.
Imaginative. Constructive. Non-anxious. Contemplative. Good
listeners. Diplomatic. Calming influence. Gentle. Dignified.
Good-natured. Thinker. Content to be alone.

Weaknesses

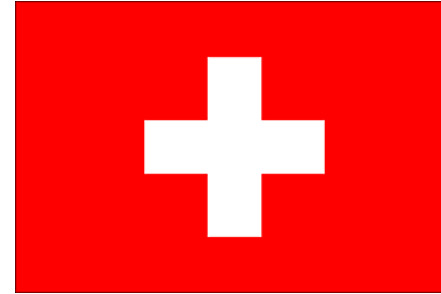
Avoid conflict. Hard to read. Silently stubborn. Not highly
motivated. Self-deprecating. Hide feelings. Timid. Shy.
Dependent. Impressionable.





WHITE

Motivated by PEACE
What do you want to do?



Do

Be kind. Be logical, clear, and firm in communication. Provide boundaries & structure. Be patient & gentle. Provide options & make room for their creativity. Accept their individuality. Look for nonverbal cues. Listen.

Don't

Be insensitive. Expect them to socialize much or be leaders. Be domineering or too intense. Demand conformity (to your color). Force confrontation. Speak too fast.



YELLOW

Motivated by FUN
Where's the party?!

Strengths

Optimistic. Enthusiastic. Spontaneous. Friendly. High energy.
Entertaining. Curious. Charismatic. Persuasive. Popular. Playful.
Quick to volunteer. Easy going. Forgiving. Energized by people.
Good with large crowds. Fun finders.

Weaknesses

Unreliable. Unpredictable. Overly talkative. Spotlight seeker.
Slow to work. Self-centered. Messy. Take easy road in face of
hard work. Play today rather than plan for tomorrow.



YELLOW

Motivated by FUN
Where's the party?!

Do

Be positive & proactive. Legitimate adoration & praise. Accept their playful teasing. Remember they're somewhat sensitive & hold feelings deeply. Value their social interaction skills. Promote fun. Allow opportunities for verbal expression.

Don't

Ignore them. Push them to be serious all the time. Demand perfect. Expect them to dwell on problems. Give them too much rope. Classify them as 'lightweight.' Control their schedules.

