



# TRUE COLORS INTL

**Personalized Report for:**

**Alexa Goldblatt**

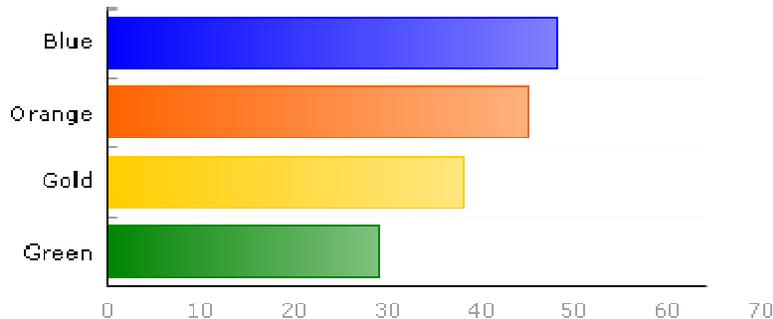


\*\*Your personal report is made up of many different personality characteristics and preferences relating to different situations. It does not focus only on your brightest color, but instead, it's how you answered that particular question in the assessment...which may not represent your overall brightest color.

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# Congratulations on completing your True Colors® International Online Assessment!

According to the way in which you responded to the questions, your True Colors personality spectrum is **Blue - Orange - Gold - Green**.



## **Brightest- Most Dominant**

This indicates that your strongest, most dominant personality traits are **Blue**. The characteristics in this number one spot on your color spectrum indicate the ones you most prefer to operate from. Unless you chose responses that represent the skills you are *required* to use on a daily basis instead of the ones you *prefer* to use, they are most likely the attributes you draw upon when you are being your most natural self, the ones that happen automatically, like writing with your dominant hand.



## **Second Color- Extremely Influential**

The second color in your spectrum is **Orange**. Your second color **Orange** will have a major influence on your first color, **Blue**. Sometimes it will even out-shine your first color. Your second color, **Orange** will often be confused by others as being your first color, **Blue** because you are able, and do, calls on your secondary color strengths in regular and pertinent situations.



### **Third – The Back-up**

The third color in your spectrum is **Gold**. Your third color, **Gold** is not so much an obvious part of your personality however it is an important fall – back position for your first two, especially when these strengths are required and appropriate. Your **Gold** abilities support your **Blue** and **Orange** personality traits, however you can feel depleted if you are called on to use these skills for extended periods.



### **Fourth- Palest**

The last color in your spectrum is **Green**. This is significant because these characteristics are the least natural to you. You may admire them in others, or more commonly, these are the traits that cause the most irritation or conflict with others. This is because they are the least natural for you, and chances are, the least understood or appreciated.

## **Your True Colors®**

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### **The color that we operate in will be influenced by the activity**

Your True Colors spectrum is a combination of the four color styles: Blue, Gold, Green and Orange. One color will, most likely, be more dominant than the rest; however your personality will be influenced by the needs of the situation you are operating in and the general environment. This does not mean that your personality changes, it is just a reflection or an individual's use of the full scope of their personality traits adapting to complete a task or to conform to a requirement or group. Your Gold may be required to take on a leadership or planning role, or you're Green to complete a research or development project, your Blue to find empathy in a parenting situation or your Orange in a social setting. Certain interpersonal interactions may brighten different aspects of your personality, a visit to your Accountants may require you to draw on your Gold or spending time with children can bring up your Blue. This is because the people in our environment have a definite influence on our behaviors. Our basic character ingredients may remain the same, but who we are with or what role we're playing may influence what color is in operation at any given time. Sometimes we even find ourselves pressured to act in certain ways to be accepted or fit in.

Keep this in mind when determining your True Colors or the colors of others. Look for the underlying motivation for the behavior. If a person is following the rules because it is the appropriate and responsible thing to do, it is different than someone following the rules to keep harmony or to be liked or accepted by others. Notice that the action is the same but the motivation behind it is different.

# Uniquely YOU!

As you read through this personalized report you will recognize the blend of your color characteristics, from your most dominant and second color to your third and perhaps a hint of your palest color. This report, although extensive, simply scratches the surface of your personality. Like the iceberg that shows only its tip above the water. There is so much more underneath. Use this report as a treasure map to begin or contribute to your journey of self exploration. Its purpose is to provide an entertaining glance into your personality and spark your curiosity to investigate further. Enjoy the experience of gaining awareness of your own strengths, values, and unique style!

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*"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*

## **Cheerful and Optimistic**

Oranges feel the need to be free to do as they wish. For them, action is the thing, it's own end. Although they do not object when their deeds contribute to the ends held by others, it cannot be the reason for doing what they do. Oranges do things because they have the impulse, the whim. All Colors feel these impulses at one time or another, but society disciplines them in the name of duty, power or spirit. To wait, to save, to store, to prepare, to live for tomorrow - this is NOT their way. Duty, power and spirit are of secondary importance to Oranges. Other primary colors practice their skills, Oranges do not practice because this is only preparation for future action. They do not practice they do, such as the person who climbs the mountain, because it's there.



*"The person who goes farthest is generally the one who is willing to do and dare. The sure-thing boat never gets far from shore."*  
—Dale Carnegie

## **Being Innovative**

To esteem yourself, you need to feel competent. You want to understand and control the realities of life. As a result, you develop many areas of ability creating a sense of personal power and self-worth. Green people feel best about themselves when solving problems. You feel appreciated when your ideas receive recognition. You are a complex individualist with strong analytical ability. Even though you do not often express your emotions openly, you still do experience deep feelings. As abstract thinkers, Greens are often tied to symbols representing genius. The challenges of science, the complexity and construction of models and systems, and the perfect symmetry of structures such as the great Pyramids.

### **Just do it**

You tackle life with enthusiasm, moving quickly from one activity to the next. You thrive on working under pressure and prefer to work on jobs that are lively, risky and unpredictable. Being tied down and having your personal freedoms limited makes you restless. You are straightforward, realistic, and practical bringing a flair of energy and excitement to a place. Talented, resourceful, skilful and adaptable by nature, you are upbeat and social, presenting a positive and confident self-image to the world. "Seize the Day" is your motto - you like to be where the action is and if it is not there, you might just be tempted to create it!



*"No, you never get any fun out of things you haven't done."  
—Oscar Wilde*

### **Upstanding Member of the Community**

Your character is important to you. To be considered to be upstanding and respectable, reliable and conservative is your desire. Waste and frivolous behavior offend you as you are cautious and serious by nature. Leadership is a role you often find yourself in as others gravitate to your dependable and solid self. You look for security in financial affairs and your personal relationships. Saving for a rainy day, working extra hours or more than one job, being careful with your spending, these are ways that you ensure your financial future and that of your family. A steady personal life, with no dramas or unpredictable moments is what you crave. You are a natural conserver; you recycle, reuse or take care of your possessions so that unnecessary expenditure or waste is not caused. "A penny saved is a penny earned" is your motto. This doesn't mean that you are 'cheap'. Status and quality are important to you, so when you spend big, it will be on the very best you can afford. This will be your special reward, given to yourself, for your diligence in working to afford to acquire it.

## **Open Hearts, Gentle Communicators**

Your devotion to relationships is where you find your esteem. Being sincere, sympathetic and others-focused, creating harmonious and joyful environments and situations is how you see your self-worth. You are a person of peace and love, romantic ballads and poetry. The arts and nature resonate deeply for you. Facilitator of human potential, you are most satisfied when nurturing the potential in others and bringing out the best in them. You are symbolized by the dove of peace, the romance of candlelight and the drama of life. You write and speak with poetic flair. Self-searching and living a life of significance, sensitivity to subtlety and spiritual awareness are your goals. You dislike hypocrisy, deception, insincerity and dishonesty. It is natural for you to feel a genuine and quick rapport with those you meet. You express vivacity, enthusiasm and joy-de-vrie. No matter what your life experiences are, you are inclined to embrace the best in any given situation or circumstance. The tears of yesterday are the strength of tomorrow.



*"Choosing to be positive and having a grateful attitude is going to determine how you're going to live your life."  
—Joel Osteen*

## **Plan Ahead - Be Prepared**

Gold is sensation as it applies to the bodily senses. It represents a need for freedom, to be responsible, to fulfill duties and obligations, to organize and to structure lives. Gold is practical sensibility and punctuality, the belief that people should be their way in life through work and service to others. Gold reflects a need to belong and in an effort to carry a share of the load in all areas of living; it is stability, maintained organization, efficiency, strong concept of home and family, faithful, loyal, and dependable.

## In Childhood

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As children, we may or may not have grown up in environments that encouraged us to let our True Colors show. Some parents may have admired and fostered creativity, imagination, and self-expression. Some supported conventionality and neatness, while others promoted risk-taking and competition. Still others taught the cultivation of competence and intellectual pursuits. It is common for parents, teachers, and even communities to attempt to instill their values in others. If they are not aware of the importance of supporting an individual's own gifts and preferences, these individuals or groups may end up rewarding the behaviors they label as "good" or "appropriate" and punishing behaviors they do not understand or approve of. When children think they have not lived up to their parents', teachers', or community's expectations they may feel inadequate or even defective.

Blue is the style of behavior that is reflected in your childhood. You liked to be with people, sharing with them, inspiring them, and helping them. You learned and worked best when you could take into consideration people and the human element. You flourished in an atmosphere of co-operation, friendliness and support. As a natural people pleaser, acknowledgement was key to your happiness.



***"Guard well within yourself that treasure, kindness. Know how to give without hesitation, how to lose without regret, how to acquire without meanness." —George Sand***

### All Grown Up?

As adults we can have more control over the behaviors we choose. However, some of us still may believe the old labels and behave accordingly. Many have held jobs they hated—just to make a living. Some are still criticized by spouses, family members, bosses or even friends for behaving or *not* behaving in manners they deem appropriate. We may even feel that we must pursue activities or causes that others consider suitable, enjoyable, or worthwhile, just to be accepted. Many of us have lived up to—or down to—our labels. Fortunately, many people have at least some family or friends that they can "be themselves" with and "let their True Colors show". Others are not that lucky. They may never have been validated for their own unique values, abilities, and preferences.

Now it is your opportunity to shine—to be esteemed for being who you are and to foster self-expression in others so they may shine too.

# Communication

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Have you ever tried to communicate something to someone and it just didn't come out right? Or perhaps you thought it came out right but they took it wrong? Why is it that communication flows so smoothly with some while with others it can be bumpy and frustrating? Of course the mood you are in, your relationship with the person, (boss to subordinate, spouse, best friend...) and your background, such as education or expertise in an area, will have an influence on the way you communicate—but there is something more. The way you communicate with others has a great deal to do with your True Colors communication style.

## Your Style

When interacting with others, your communication style comes across as Blue. Your warm and approachable manner creates a quick rapport. You like to make eye contact with those you encounter, often talking to strangers as you pass in the street, or having a friendly chat with the sales assistant or waiter at the cafe. Human interaction is important to you.” Every person is a book on legs”; you can bring out the life story or confidence of even the most reclusive of people, your genuine interest and patience is felt and appreciated. Being liked is also important to you, your self-esteem rests on being pleasing to others. To be of service is your highest call. Your tonality and body language are easily readable, Blues do not have ‘poker faces’. As your feelings are never far from the surface, your facial expression, the pitch of your voice and the expressive words that you use give clear indications to your emotional state. Your ability to be empathetic allows you to view the world through the eyes of others, you remain flexible in your attitudes, opinions and ideas as you have a remarkable ability to consider a subject from many perspectives. Being acknowledged and acknowledging others is important to you. A warm “hello”, a handshake, a hug or a pat on the back for a job well done have great significance for you.

If you find that others seem to be stopped by your style of communication, use the following tips to temporarily adapt your own fashion to build bridges for communication. Once the bridges are established, you will have more freedom to express yourself in your preferred style.

**Pause before Reacting** - Take some time before reacting to a perceived slight; consider that the remark or comment may have a different context for the other person. A moments reflection may save an awkward situation from escalating unnecessarily. Use your innate ability to empathize and rise above your own sensitive nature to understand that there may be a context that you are not privy too; private, political, personal or health issues that the other party is dealing with and is not at liberty to disclose to you. Practice giving the benefit of the doubt.

**Avoid Over Committing** - As an optimist you often over estimate your abilities and over commit yourself. Rather than make promises that you cannot keep, practice allowing others to look after themselves or to delegate to others. Remember, more often than not, you are not the only capable person available to assist.

**Get Comfortable With the Word “No”** - “No” is the most difficult word for a Blue to say or to have directed towards them. Desensitize yourself to this word, as it is just a legitimate response not a personal rejection. Try using it as much as possible; ask questions that you know will get this answer and speak the word as often as you can, even practicing in the bathroom mirror.



*“Much speech is one thing, well timed speech is another”.*  
*-Sophocles*

**Recognize when You Ramble** - Do you sometimes catch yourself talking up a storm and your listeners are standing there with their eyes glazed over? Taking the time to notice the non-verbal queues like Body language and facial expression may help you know when you have over stepped the entertaining conversationalist mark and become the ‘rambler’ and you need to get to the point.

**Learn Assertiveness** - Learn to be more assertive of your opinions. While you may intend to be helpful and compliant, by withholding your actual feeling on a subject you have inadvertently placed a great deal of the burden of decision making on others. Try speaking up and see how others embrace your frankness.

**Read Your Audience** - Being straight to the point or throwing in amusing anecdotes may not be everyone's favored communication style. Being frank and amusing may not be necessary or welcomed in all situations, or may require that some people get to know you better first. Unless your audience really invites it, save your best stories for close connections.

# Communicating Across the Spectrum

Fortunately, learning to communicate “in color” is remarkably easy, and it not only improves your interactions, it changes your effectiveness in virtually everything you do. It is surprising how many people experience better results in communicating after just a few adjustments to their approach. The following descriptions will help you recognize the communication manner of the other color styles in the True Colors International system and provide tips for getting your message across. Since we are all a blend of the four color styles, you may even recognize some of your own attributes in the communication styles of the others.

## Green Communication

Greens for the most part, communicate for the purpose of gaining or sharing information. During a conversation, their attention is usually focused on the matter at hand, not on the relationship.

- Logical and objective
- Includes facts and information
- Big picture, conceptual
- Questioning, critiquing
- Wry sense of humor

### Tips for Communicating with Greens:

- Allow them time to ponder
- Skip the “small talk”
- Avoid redundancy
- Give big picture or point first, then fill in details if asked
- Don’t misinterpret their need for info as interrogation

## Blue Communication

A Blues world revolves around people, relationships, and fostering growth in themselves and others. When speaking, they first focus their attention on establishing a relationship or reconnecting with the person. The information they wish to convey is woven into this.

- Friendly, helpful, empathetic
- Optimistic
- Expressive with emotion
- Fostering or maintaining harmony
- May use metaphors to embellish points

### Tips for Communicating with Blues:

- Acknowledge them
- Show appreciation
- Include them
- Have patience
- Don’t “bark” orders

## **Gold Communication**

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Golds are generally respectful and responsible. They listen for details so they know what their part is. They usually size up a situation for what would be most appropriate before responding.

- Purposeful, plans ahead
- Respectful, appropriate
- Supportive of policies and rules
- Detail oriented, chronological
- Loyal, devoted

### **Tips for Communicating with Golds:**

- Be prepared, give details
- Stay on target, be consistent
- Show respect
- Don't interrupt
- Recognize their contributions

## **Orange Communication**

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Generally, Oranges want to share their opinion the minute it hits their mind. Interested in taking action and being expedient, they may skip the softeners and go straight for the "punch-line."

- Casual, playful
- Spontaneous, now oriented
- Fast-paced, changes subjects frequently
- Straightforward
- Active, involved, mobile

### **Tips for Communicating with Oranges:**

- Use "sound bites"
- Move with them while they multi-task
- Appreciate their flair
- Allow options and flexibility
- Lighten up

Learning to recognize and understand the different communication styles of each color can sometimes take some concentration at first, because we all have differing amounts of all four colors in our spectrum, pay attention to broad themes. For example, everyone can be caring, kind, and considerate-not just Blues and Golds. Be careful not to start seeing things as only black or white. If you watch for the overall tone, you'll notice patterns emerging. So pay attention to the current situation. Look at, listen to and experience the other person before proceeding. It is very important that you meet people where they are.

Practice until you no longer have to consciously think about or plan your communication. It just happens automatically. When you use the communication techniques in this document, you will start to experience results. It may be more transformational than you realize. You've probably noticed that as you're learning about True Colors®, you're already beginning to apply it to the circumstances and people in your life.



***“The quality of your life is the quality of your communication”.***

***-Anthony Robbins***

### **Listen to This!**

Oranges listen for entertainment and opportunity. They enjoy conversations that are impactful, fun, engaging and can mentally hop from one subject to the next with ease. The subject of the story is often not as important as the delivery of the information to an Orange listener unless of course that subject is them. They will often tell lengthy and interesting stories about their lives and achievements even though the original conversation was about something quite unrelated. They enjoy to re-live their ‘wins’ and be applauded repeatedly for being skillful and adept. Oranges tend to multi task in a conversation; often jumping playfully from one subject to another while simultaneously measuring the motivation of the other parties involved and looking for cues or openings. They are the most ‘in-the-now’ of personality types, immediate action being their favored response.

## At Work

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Rather than looking for satisfaction in particular aspects of a job, you find satisfaction in your work when you see that it benefits others. You will devote more time than others to such efforts. This way, you feel that you create personal fulfillment for yourself as well as others.

### **On a Work Team or at a Meeting**

It is important to recognize that everyone has all four colors in their True Colors spectrum to varying degrees. At work, people may access different parts of their spectrum depending upon the specific circumstances. Your responses to the assessment indicate that on a work team you access the Gold in your spectrum by providing structure, Task analysis comes naturally to Golds. You use “to do” lists to organize yourself and may even have a “to do” list for the team. You are the one that arrives on time, or early, makes sure everything is ready to go and keeps a check on progress and efficiencies. Your Office is neat and orderly, work always comes before play. At meetings you are inclined to document and ensure the details are correctly recorded. You believe in accountability and take notes to preserve the integrity of ideas and commitments captured. This eliminates ambiguity and misinterpretation at a later date. It is reassuring to know that there is a written record of information, especially when all team members are asked to sign off on the meeting minutes. You can be relied on to work hard and get the job done, on time, on schedule and on budget.

### **Achieving the Objective**

“Time is money”. You have a keen understanding of the cost of wasted resources including time. You like to create an agenda or schedule and stick to it. You are often the time-keeper in the group, the success of the business or project, being on time, and cost efficiency are important to you. You value good record keeping and file these so that you will be able to find the information quickly when required. “A tidy desk is a tidy mind” - clutter is the enemy of organization, you will work longer hours just not to be overwhelmed with the disorganization of a messy office or work environment. You pride yourself on a neat appearance, both in yourself and your work and personal spaces. Relaxation for you is order.



*“I'm a greater believer in luck, and I find the harder I work the more I have of it.” —Thomas Jefferson*

## **Potential Challenges**

Your Blue style is what appears to cause the most obstacles and challenges for you when you are involved in a work team or participating in meetings. Your consideration for the importance of relationships may make it difficult for you to voice an opposing opinion in a forceful manner. Disagreement is something you would prefer to avoid or at least have as a private matter. "Praise Publicly, criticize privately" is your motto. It is a challenge for you to draw the line for the work efforts of others, often allowing projects or jobs to become drawn out rather than hold another accountable. You will even take on the extra duties of others so as not to have the need to hold them accountable. It is your preference to offer general suggestions to the group rather than direct criticism or negative feedback to a particular person. As you tend to be overly optimistic, you may not choose the most pragmatic of solutions, wanting to go for an ideal of collaboration and consensus agreement before moving forward. This approach can cause you to be unrealistic about the challenges facing the team and whether the team is succeeding or not. Your definition of "success" may be different from others because you tend to measure success more by the relationships of the participants and their combined happiness than in the finished project itself. To be supportive and nurturing are important to you and it is a challenge to make demands of others and enforce them, projecting your concern of their personal feelings past the best out-comes for the project. You will often take unwarranted time in your attempt to avoid conflict and may put off making "tough" decisions or stating your differing opinion. In order to please others and be liked by your team-members, you may be distracted by personal issues and take on a service role in a group. Blues take everything personally, so negative feedback is felt deeply. Perceptions of unfairness, duplicity, bullying, or aggression from others causes you to rally against them and perhaps lose sight of the project objective.

## Others' Perceptions

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Do you notice how you are perceived through the eyes of others? Many of us strive to make sure our actions are acceptable to others and society. Others don't give it much concern. Try as we might, people may label any of our admirable characteristics as being less than appealing if they wouldn't act that way themselves.

When the motivation behind someone's behavior is not understood, it can be interpreted in unfavorable ways.

In fact, what one might perceive as a "negative" quality is oftentimes an exaggeration of a "good" quality. Since there are multiple ways to label any given behavior, 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, "Gee, 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.



**"And since you know you cannot see yourself, so well as by reflection, I, your glass, will modestly discover to yourself, that of yourself which you yet know not of".**

**-William Shakespeare**

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.

From the lists provided on the assessment, your top selection of ways your behavior could be "misinterpreted" by others included attributes associated with the Blue personality style.

## **Others May See Blue As:**

**Gushy** - Can be seen as too affectionate, overly-emotional, sentimental and gushy, these are the Achilles heel of the blue. Their overly sensitive nature causes them to take perceived slights very personally, causing others to consider them as 'touchy' or overly-dramatic.

**Doormat** - Doormat

**Inspid** - Can be seen as not solid, un-able to make up their minds, swayed by being liked. Easily defeated and can be dishonest as they will often say they agree when they do not just to avoid confrontation.

**Personal Space Invaders** - Can be seen too touchy-feely, often over-sharing personal details. Is interested in 'self-help', spirituality and psychological matters, and will discuss this even when unsolicited or unwanted.

**Pollyanna** - Can be seen as unrealistically optimistic in outlook, positive but deluded, overly effusive and euphoric. Needs a reality check, and pushes for everyone to join in being 'happy' all the time.

**Busy body** - Can be seen as overly interested in others private lives, often wishing to discuss intimate details and ask too many indelicate questions.



*“What we see in others says more about ourselves than it does about them”. –Anais Nin*

## **Blue May See Self As:**

**Intuitive** - You see past the surface of a situation and can read the undercurrents of emotion and intent. To be of service and make a positive difference during your lifetime are your highest callings.

**Sweet** - You aim to create harmony and value the small pleasantries of human interaction. A smile, a warm handshake, a cheery 'good morning', a hug, these are important to you.

**Empathetic** - You value people more than proving that you are 'right'. You truly can see many sides to any argument and don't feel it is worth disrupting the peace to prove any one point.

**Esoteric** - Your ideals are inspirational and evolved. You look for a life mission that gives the basic material existence that you lead a deeper quality life. Belief, trust and caring are driving forces.

**Individual** - Authentic, will focus on the silver lining, is considerate and kind. Likes others to feel included and cared for. Will give the benefit of the doubt until proven wrong. Tries to be fair and supportive.

**Considerate** - Your concern for others is genuine and you will be the first with a sympathy card, flowers or a birthday cake if given the chance.

# Time Management

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As with your communication style, how you manage your time depends on a lot of things; your lifestyle, the number of people and activities that have a claim on your time, the “time habits” you have developed over the years, and of course – your personality.



Oranges work very well in crisis situations and are rarely afraid of taking risks. If there is a need for you to do something critical, others just need to point out the challenge and you will immediately address it. You love both the challenge of the task and responding to the crisis and seem to have a knack for expediency and to do whatever needs to be done. Oranges have positive attitudes and are only temporarily defeated by setbacks. You are a true survivor. You also possess an endurance far beyond the other personality types. Other types at times tend to see the Oranges as impulsive, but in reality, it is your strong need and drive for action that others may be misjudging. You truly hunger for action, conversely and get bored with inactivity. As managers you are great encouragers or motivators, a master of the “grand gesture.” You tend to live life as well as manage in large strokes and therefore need the skills of the Golds on staff to pick up the details and work toward closure.

## **Some tips for the Orange time management style include:**

### **Write an Action Plan**

Focus your attention; try writing a list of priorities and then set some time to each item on the list. Review this list at the end of each day or week. As much as possible, stick to your action plan and don’t allow yourself to be distracted.

### **The definition of a Shortcut**

Taking shortcuts may often feel like you are saving time until you have to go back and fix things. Remember the definition of a shortcut; the longest distance between point A and point B. Often the established routine is kept in place because it works.

### **Find Some Order**

Take the time to clear the clutter from your environment and you will find that your time is less spent on finding, or working around things, and will allow you greater productivity with less stress.

### **Avoid Rushing**

Give yourself extra time and start the day just a little earlier. Leave for your appointments a few extra minutes earlier than necessary and make provisions for traffic delays. The adrenal rush that is released when rushing and the stress of the prospect of being late are major stressors for you.

# Stress

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When a person uses their skills, talents, and natural preferences in positive, resourceful ways they are “shining brightly” or showing their True Colors in positive ways. They have a sense of worth and self-respect or what we often refer to as positive self-esteem.



When a person experiences major or long – term stress, they feel like 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 when people are experiencing success in some areas of their life, they may begin to fade under prolonged periods of stress on other areas.

Things that might be stressful to one person or style may be exciting or motivating to another. Although there are variations in the ways people react to circumstances, there are some general themes among the different styles. Your responses on the assessment indicate a Blue variety of stressors. Any one of the styles could possibly become stressed by these situations; they are not restricted to dominant Blue, just more common. And the suggestions that follow can be applied across the spectrum as well.

## **Common Blue Stressors**

- Disharmony
- Isolation or not being included
- Rejection
- Lack of tolerance
- Negativity
- Being "used" or taken advantage of
- Insensitivity
- Insincerity
- Lack of romance or touch
- Lack of cooperation
- Lack of trust, being betrayed
- Lack of acknowledgment or appreciation
- Personal criticism
- Not able to share
- Others in distress
- Saying "no"

## **Stress Tips for Blue**

Pleasing others can be taxing for a Blue; often taking on others problems or work load. To remember that you can not give from an 'empty cup' is important for your well being. If you are constantly in stressful environments, filled with negativity or conflict, it is in your nature to be prone to emotional out-bursts, teariness, physical exhaustion, and depression. When overwhelmed by a situation your self-confidence is lowered and you will often react in a passive-aggressive manner. The following are some suggestions:

**Accept the spectrum of emotions** - What may appear to you to be aggressive, abrupt or rude behaviors may just be the way others, less sensitive by nature, express themselves. It is not always a personal attack, you may have just been in the wrong place, at the wrong time. Make allowances also for the less optimistic or emotionally resilient to have their sad or socially retracted times, before you try to cheer them.

**Look Before Leaping** - "Used and abused"; this is often how you feel. However, in your heart of hearts, you recognize that the basis of your issues is your own desire to please and serve. 'You teach people how to treat you' so they say, and a Blue is often guilty of this. Learning to say "no" and stick by it, can revolutionize your life. Try offering sympathy with out advice, show care without offering to take on the work or challenges of others, give a hug rather than something you can not really afford to give - this may save you your health and your friendships.

**Reach Out** - You need regular social contact to express yourself. If you are feeling cut off from the world, be courageous and reach out; join a group, volunteer, help at the local charity organization or animal shelter. Making a regular commitment to interact with others has positive benefits for your self-esteem.

**Learn to Forgive** - Learn to forgive, it is not about forgetting just about saving you any further wasted emotional time holding grudges or feeling vengeful. Aim to become your higher self, do you wish to become a bitter person who can not let go of negative thoughts?

**Release your Creativity** - Release your creativity, uniqueness and individuality. Do you like to dance, draw or sing? When was the last time you got a chance to indulge in a passion and express your true self?

**Be Impeccable with Your Words** - The 'word' is power; beware of your use of this powerful tool. It is not productive to be caught in a negative mental rut, being righteous, critical and stuck. It is important for you to listen to your own words and be aware of such words as 'always, never, should..' these words lead us to unrealistically negative concepts and leave no room for exceptions. Remember; to be human is to be imperfect.

**Practice Self Validation** - Appreciation is expressed in many ways. Just because it is communicated in ways that you are not perhaps recognizing, don't conclude that you are not respected for your efforts. Your happiness is an internal matter, take time to validate yourself rather than wait for it externally.



## In Living Color

In summation: "Variety is the Spice of Life" was written for the Oranges of the world. The zing and excitement of living is what they thrive on. An unpredictable life is aspired to by these active and out-going people. Skydiving, rock climbing, competitive sports, acting and singing or just being in the limelight - this is the desire of the Oranges. Fast talking fun people with a keen sense of skill and adventure, they can often be seen smiling and joking, wearing bright eye-catching clothes and daring to do what others may only wonder at. How dull would the world be with out the zest of the Oranges?



*"Hide not your talents, they for use were made. What's a sun-dial in the shade?"- Benjamin Franklin*

## Applying True Colors

As you stop and think about the insights you have gained so far by reading about your unique True Colors spectrum, you'll realize how knowing this information can bring about shifts in the way you interact with the people in your life. This personalized report has provided information about your style, preferences, energizers, stressors, communication style and much more. Recognizing your own approach to life is just one aspect of the power of this True Colors International assessment.

Of course the key to outstanding personal effectiveness and enhancing relationships is not only knowing your own style, but finding out what makes others tick as well. When you are able to recognize and appreciate the motivations and values of others, you open up a whole new world of possibilities. Visit the True Colors International website at [www.truecolorsintl.com](http://www.truecolorsintl.com)<http://www.true-colors.com/> to continue your adventure. And remember, to

***Let Your True Colors® Show!***

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