

Colors Explanation:

Blue: <https://youtu.be/FKQJgpLMaLk>

TYPICAL CHARACTERISTICS OF BLUE PERSONALITIES They are **fun loving**. They live for the moment. They like **bright things** and **happy people**. They like to **follow strong leadership** as long as the leaders treat them nicely. They love a **sense of humor** in someone. They are **very spontaneous**. They are not very mindful of being on time. They are **forgetful**. They spend their money freely (don't save much at all). They love to travel and have **adventures**. They love to be outside in the **sunshine**. They love being **social** and meeting new people.

IDENTIFYING BLUE PERSONALITY TYPES

DRESS

- Bright Colors
- Very Hip & Trendy
- Usually more casual than formal
- Stand out in a crowd

APPEARANCE

- Trendy hair styles(highlights/colors/stylish)
- Lots of Hair Product
- Can have wrinkled or sloppy clothing

tone of voice

- Upbeat & Happy
- Loud & Fast
- They use a lot of slang expressions and current "hip" terminology (very informal)

We are glad you took the test and assure you that knowing more about yourself will undoubtedly help you be a better communicator.

The real key to this program however, is not to identify your personality, but rather to teach you how to interact with the other three personality groups.

Green: <https://youtu.be/jDBX3jyhNE4>

TYPICAL CHARACTERISTICS OF GREEN PERSONALITIES They are very logical and **calculated** in their thinking. They do not make "snap decisions"; rather, they love to **gather data to analyze** before making their decision. They are naturally **skeptical** of people's motives. They prefer getting **facts** over having intuition or depending on faith. They are very **realistic**. They have a tendency to **prejudge** people. They need a **precise plan to follow** or they do not function well. They need **structure** in general. They do not like surprises and are **not at all spontaneous**. They are **perfectionists**. They tend to be **emotionally detached**.

IDENTIFYING GREEN PERSONALITY TYPES

DRESS

- Very NonDescript, Nothing Stands Out
- Nothing flashy nor fashionable
- Nothing trendy nor expensive

- Leans towards formal & conservative

APPEARANCE

- Standard hair styles, nothing wild nor stylish
- Least concerned about appearance
- Most likely to wear glasses(over contacts)
- OK with baldness or physical imperfections
- Usually very physically fit

TONE OF VOICE

- Borderline monotone, slow and deliberate
- Very articulate, very little slang & good vocabulary

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Yellow: <https://youtu.be/ORUgD736V80>

TYPICAL CHARACTERISTICS OF YELLOW PERSONALITIES They are very personable and **friendly**. They are extremely **loyal** and excellent **team players**. They are **supporters** rather than leaders. They will only follow an **ethical** leader though. They are huge on honesty and **integrity**. They are very **family** oriented. They love **animals** and the great **outdoors**. They are very **environmentally conscious**. They are natural **peacemakers**. They do not like conflicts and confrontations, and will avoid them if at all possible. They love to **volunteer** for a worthy cause. They do not like people who are materialistic or greedy. They do not like people who are phony, and they are **very intuitive**. They are very **creative and expressive**.

IDENTIFYING YELLOW PERSONALITY TYPES

DRESS

- Casual & Comfortable
- Not Expensive, Flashy nor Trendy
- Lots of Earth Tones & very Few Bright Colors

APPEARANCE

- Longer hair styles(males & females)
- Hair not styled any unique way
- No Flashy Jewelry, etc.
- Not into expensive possessions in general (car, homes, clothes, etc.)

TONE OF VOICE

- Happy & Warm tones to their voice
- Speak softer and slower than other types
- Rarely yell at people or have any sarcastic comments

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Red: https://youtu.be/___wRy7xFtY

TYPICAL REDS: Reds portray a **confident** attitude. They are **challenge** oriented. They have a **strong desire** to win. They like being with the **beautiful**, “top of the food chain” type of people. They are usually **insecure** and need to get their approval from others, which is the main reason they **overachieve**. They are good **decision** makers. They are **selfish**. They can be **abrupt** with people. They like having **the best** of everything. They enjoy VIP treatment. They are **not** very good team players. They like to be in the **spotlight**.

IDENTIFYING RED PERSONALITY TYPES

DRESS

- More formal than casual
- Expensive, Designer brands (casual clothes also)
- Classy, sharp look

APPEARANCE

- Shorter hairstyles
- Sharp and classy, as opposed to trendy
- Rarely anything un-groomed or out of place

TONE OF VOICE

- Loud and forceful
- Can be profane and sarcastic
- Rather rapid pace of speech

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