

## Insightful Strategies – Natural Strengths and Communication

Refresh your knowledge of the colour energy preferences and use the checklist on the next page to think about how well you are able to flex your preferred communication style to meet the needs of team members who lead with a different colour energy preference.

**Platinum rule:** do unto others as **THEY** would be done by

Cool Blue	Give me the details
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Cautious</li> <li>Precise</li> <li>Deliberate</li> <li>Questioning</li> <li>Formal</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Introverted/Thinking</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be well prepared and thorough</li> <li>Put things in writing</li> <li>Let me consider all the details</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Be overemotional or exaggerate</li> <li>Be careless or casual with important issues</li> <li>Keep changing things without good reason</li> </ul>

**Platinum rule:** do unto others as **THEY** would be done by

Fiery Red	Be brief, be bright, be gone
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Competitive</li> <li>Demanding</li> <li>Determined</li> <li>Strong-Willed</li> <li>Purposeful</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Extraverted/Thinking</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be direct and to the point</li> <li>Focus on results and objectives</li> <li>Be confident and assertive</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Hesitate or be indecisive</li> <li>Focus on feelings</li> <li>Try to take over</li> </ul>

Earth Green	Show me you care
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Caring</li> <li>Encouraging</li> <li>Sharing</li> <li>Patient</li> <li>Relaxed</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Introverted/Feeling</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be patient and supportive</li> <li>Slow down and work at my pace</li> <li>Ask my opinion and give me time to answer</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Take advantage of my good nature</li> <li>Push me to make quick decisions</li> <li>Spring last minute surprises</li> </ul>

Sunshine Yellow	Involve me
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Sociable</li> <li>Dynamic</li> <li>Demonstrative</li> <li>Enthusiastic</li> <li>Persuasive</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Extraverted/Feeling</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be friendly and sociable</li> <li>Be entertaining and stimulating</li> <li>Be open and flexible</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Bore me with details</li> <li>Tie me down with routine</li> <li>Ask me to work alone</li> </ul>

When connecting with other colour energy preferences, how well do you adapt your communication?

	Often	Sometimes	Rarely
<b>Do</b>			
Be well prepared and thorough	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Put important things in writing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Let them consider all the details	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Don't</b>			
Invade their personal space	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Be flippant on important issues	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Change their routine without notice	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

  

	Often	Sometimes	Rarely
<b>Do</b>			
Be patient and supportive	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Slow down to their pace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ask their opinion; allow time for answers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Don't</b>			
Take advantage of their good nature	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Push them to make quick decisions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Spring last-minute surprises	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

	Often	Sometimes	Rarely
<b>Do</b>			
Be direct and to the point	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Focus on results and objectives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Be brief, be bright and be gone	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Don't</b>			
Hesitate or waffle	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Focus on feelings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Try to take over	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

  

	Often	Sometimes	Rarely
<b>Do</b>			
Be friendly and sociable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Be entertaining and stimulating	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Be open and flexible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Don't</b>			
Bore them with details	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tie them down with routine	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ask them to do things alone	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>