

Connecting with **Colors**TM



At Home

Your Personalized PSA Results

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YOUR PERSONALIZED PSA SCORE

Category: HOME

Here are the results of your assessment:



As you can see from your results, your Home Color Style is a blend of more than one Color and these will influence your personality, attitude and behavior to the extent indicated by the percentages. You'll find that the higher the percentage, the greater the influence of that Color.

This report will first give you detailed information about your Primary Color, the strongest influence, and how this affects your Home interactions. This is followed by information about your Secondary Color, which also influences your basic Home personality. How you view life and live it will be the result of your unique color blend in all areas.

You will also learn in this report how to use your Color Style knowledge and techniques effectively at Home to improve your relationships with family members.

REDS AT HOME

Reds' understanding of sharing living responsibilities is simple: "Just get it done." And they expect the same from everyone else. They pride themselves on their ability to manage time, be productive and take care of household business and errands efficiently. They have zero tolerance for anyone sitting around the house being lazy or lacking initiative and not following through on commitments. If a Red makes a commitment to you to get something done around the house, from their perspective, when you promise to do something, they expect the same in return.

Because of their logical and sensible nature, they can appear to be insensitive to others. From Reds' perspective this is simply not true, because they just don't place the same value or importance on emotions that the other Color Styles do. For Reds, emotions are distractions and hindrances that impede progress and the problem-solving process and they don't understand why people just can't "get over it" when their feelings have been hurt. Consequently, they don't see the need for expressing their own feelings (other than anger). As you already know, this can definitely cause problems around the house and will be quickly remedied with Matching & Mirroring.

Now I'm not going to say anything here that Reds don't already know, and that is this: generally Reds are as "take charge" at home as they are anywhere else in the world because they pride themselves on their ability to make things happen and garner the cooperation of their home members. They are social and charismatic when they need something, but impatient when things aren't getting done fast enough.

It is their nature to fear being unprepared to succeed in every endeavor, and this is what drives their desire for control and accountability for every member of the house.

Home is their vulnerable place because they truly believe that if they can just keep their fingers on the pulse, know what everybody around the house is doing, doing their individual parts, know who they are talking to, where they've been, where they're going, and what steps they're taking to keep the home front presentable and in order that all will be well in the world.

So, while I think it can be said that Reds appear very tough on the outside, I think understanding their vulnerable side, can help us understand why they are so structured.

Think: Home TEAM Advantage

Reds bring a sense of direction, stability and leadership to the Home Team. They enjoy being an integral part of the home and seek to make a positive contribution. They are cooperative team players and are willing to jump in and take action, doing whatever is necessary to get the house work finished. They are responsible and decisive and are at their best when managing activities and details.

surrounding house projects or tasks.

Reds are steadfast and methodical in how they take care of their household responsibilities and they expect the same of everybody so everything runs smoothly. They deal with home members in a direct manner and help everyone stay focused on their responsibilities with the intention of minimizing personality conflicts.

Communication isn't one of Reds' greatest virtues, nor are they very tolerant or patient with their house members. So to be a great team member, the Matching & Mirroring will be most beneficial to a Red's ability to be much more emotionally available to listen and actually hear what people need, to function synergistically. (I know I'm sounding like a broken record but it truly bears repeating.)

Reds have to admit that the more they operate from a place of entitlement, which says that it's okay to be brutally honest, the more emotional upset they create around the house with the other Color Styles.

The solution is simple and totally beneficial to the Red's need to win an argument at all costs. That is to win at "relating," because the people closest to you, in doing the parts that they do best, will only make you all just shine. And isn't that what you love to do, after all?

The reason why Reds must work on listening is because in any conversation, they are just waiting for the opportunity to give advice and tell other people how to do things. So, Reds, from now on promise yourself that before you offer your unsolicited advice you will ask first. That's right. You read this correctly.

I know you may resist this, but if you want to win at having healthy, happy relationships at home, ask first if your housemates are open to hearing your opinion, insights or advice on the subject and then wait for their answer.

And if they answer by saying that they are not open to you sharing what you think, then don't! Stop yourself. Seriously, stop yourself. It will be the greatest WIN you will ever get in life - to change your habit of thinking that you're entitled to share anything with anyone without first asking if they are open to your offer.

This is a **HUGE** step in creating your Home Team Advantage!



YELLOWS AT HOME

Yellows are idealists who live in a world of a rich, vivid imagination. They are free spirits who love the fact that they're different. They thrive artistically and their homes will reflect their uniqueness. They are constantly looking for new and different ways to express their creativity, whether it's around the house, garden, garage, play or hobbies.

They have many gifts, and their greatest challenge is to learn to direct their attention to one talent at a time to perfect it. Seeing thoughts through to completion isn't one of their strengths and so household projects can be left undone for years, if not decades! Those who have worked to manage themselves do indeed create great masterpieces for their home members to enjoy.

Yellows love and seek change, continuously. They have an inner restlessness and because of this they are entertained by extensive, if not, endless shopping to make sure that the grass is not greener on the other side, or better deals are out there to be had. It's unsettling to them to leave any stone unturned. They need to be active and seek the stimulation that comes from starting new things before completing what they've already started. They don't see any of this as negative but as an exciting element of their creative nature.

While they see this as positive, this can be very disruptive to the other members around the house who need and strive for consistency and security. The problem for others isn't so much about the Yellows' mixing it up all the time, it's that many Yellows have not worked on moderating the process, that is, learning to wait for the dust to settle on one thing before moving on to another. Not making this a goal for healthy home living can create a certain amount of turmoil and chaos, thus keeping the

household in a state of flux.

Yellows are easy rollers and are very uneasy with conflict, especially on the home front. They will avoid situations that have that kind of potential around the house, and they'll "check-out," whether glued to the TV or hanging out in the garage or garden.

However, unlike Blues, if push comes to shove, Yellows will not suppress their emotions if it's important for them to get something off their chest. When they do express themselves, it will not be back-handed, manipulative or in secret code. You will know exactly what button you've pushed and why. They really hate confrontation and conflict, and so they get it said and get it done. They are not brutal with their honesty like Reds can be, but they will use colorful expletives! Yellows just want everyone to be having fun again as soon as possible. Let the "good times" roll!

It's in their nature to live and die by their self-esteem and emotions. When things are going well, they feel really good about themselves; and when life isn't so great, they feel really bad about themselves. This is not something that is easy for them to share because it's their job to be happy, and so when this happens it is their vulnerable place. They can be hurt more than any of the others may realize when sharing this with other home members, if they're dismissed, laughed off or aren't listened to.

THINK: Home TEAM Advantage

To be a great team member, Yellows must take into consideration that they are living with others who need structure - well-defined responsibilities, with "To Do" lists posted around the house in strategic locations, and closely monitored supervision of each person's responsibilities - even though they abhor this kind of controlled environment.

There are ways to meet in the middle on this. Rather than get in a funk about it, have a conversation and create solutions where everybody essentially finds a way to get their own needs met.

Yellows just need to do what they do best! They energize and motivate others with their enthusiasm and humor. They're skilled at gaining a consensus by sharing their insights, stories and creating a fun cooperative home environment. Because Yellows know how to make all their house mates feel like they belong and are valued.

Yellows enjoy every aspect of being a part of a team: camaraderie, social interaction, helping out and encouraging one another.

The Home Team is a place where Yellows enjoy sharing the day's stories, laughing at themselves and others and reconnecting with their home base - something they value highly. They enjoy light competitiveness and bantering that comes from their most intimate relationships.

One of the positives that Yellows bring to the Home Team Advantage is that they enjoy mysteries. They look for hidden meanings behind what's going on around the house, reading between the lines and seeing what other people can't. They have a way of sharing their unorthodox perceptions with humor that creates a loving living space. And when it comes to renovating or getting something fixed around the house they use their intuitive insights to come up with unique and sometimes off-the-wall solutions.



YOUR PERSONAL COLOR COMBO IS: RED/YELLOW

HOW TO INTERPRET: This person has a director style that is focused on winning results, and is great at delegating (Red), so he or she can get out there and play, relax and have some fun as soon as possible (Yellow).

REMEMBER: The more intense the situation, the more Red you will become and the more intense you will be about time schedules and the need to get things done.

IF YOUR COLOR COMBO REVERSES: If you flip to a Yellow/Red it just means that the more intense the situation, the more Yellow you are more likely you will try to "lighten things up" by popping off funny one-liners and exhibiting your delightful off-the-cuff wit.



Coming together is a beginning;

keeping together is progress;

working together is success.

- Henry Ford

HOME IS WHERE THE HEART LIVES

Someone also once said, "Home is where the rubber meets the road." Home is where we put what we are learning about the Color Styles into practice. Healthy living relationships enrich us. Learning to see people and situations in new ways can make our lives more peaceful and rewarding.

In this report we are going to look at "home" - how people live together, whether it be married couples, life partners, roommates or family units with kids. Regardless of the scenario, people we live with day in and day out become our "family," giving us the opportunity to establish a functional and enjoyable team atmosphere based on what we learn about Color Styles.

Home provides the perfect place to establish good team play together. When couples, partners roommates or families fail to participate with one another as a team, we see unskillful stuff happen that builds resentments, arguments, fussing and fighting. This does not create a restful, healthy environment in which to live.

Understanding each Color Style's vulnerabilities is the first step to re-organizing our home lives at a higher level. Why certain "team" members are not doing their part in ways that would seem normal to you is a neurological wiring issue based on personality style. Asking for what we really want and need from each other, and not getting it, is often the result of two team members essentially speaking foreign languages - based on two different color styles.

Home is the place where we can create meaningful, healthy and positive relationships that carry us forward into the world to fulfill our life's work, purpose and passion.

So rather than experiencing emotional build ups and melt downs, let's put on our investigative hats and start communicating in the same language, attitude and tone to synergistically create a home that is a place of rest, rejuvenation and harmonious, enjoyable relating.

Our home is the place we go to rejuvenate, rest, dine, connect with those we love, enjoy and/or have chosen to live with. If our home situation is always in upset or chaos, then we will struggle on all levels: mentally, emotionally and physically.

So this report is all about cohabitating together as a TEAM. For emotionally healthy and positive living environments, strides must be taken to motivate house members to behave in ways that are highly beneficial to all. After all, when you think of it, there is no "I" in team.

Individual commitment to a group effort—

that is what makes a team work,

a home work, a society work, a civilization work.

- Vince Lombardi

LIFE AROUND THE HOUSE

All the nagging, arguing, fussing and fighting that can go on around the house can now be a thing of the past - that is, if you make a conscious effort to apply Color Style understanding and practice the Matching & Mirroring techniques every day.

It's the same solution that you've been practicing with your other relationships. Color Style Identification and Matching & Mirroring work equally well in the home environment.

It doesn't matter whether the difficulties you have having are with your spouse or your young children, 'tween or teen, roommate or life partner, what matters is whether or not you are speaking their Color Language from an AFT: Attitude Free Zone.

HOW TO CHANGE OTHERS

It is perfectly natural from a Color Style point of view to think that the people in our lives would do so much better if they would "get a clue" about the errors of their ways. However, much as you want to change another person, the first step is not to "set him right," but rather to see and understand him as his Color Style. You've heard the biblical reference, "Seek first to understand." Well, it is certainly the key to resolving misunderstandings especially at home.

Ironically, the way to change others is to first change yourself, which is essentially what we are doing in the Matching & Mirroring technique. Starting with our own physiology, we can instantly shift resistant energy by focusing on matching their body language. This takes our mind off feelings of judgment and resistance about the differences in our thinking and perceptual processes.

If everyone is moving forward together,
then success takes care of itself.

- Henry Ford

RECOGNIZING YOUR OWN ATTITUDES

What matters most here is noticing your own Color Style prejudices, those situations in which you react negatively instead of establishing an attitude free zone for those who are different from you.

When a relationship is unhappy or in turmoil, it is our attitudes, judgments, preconceived notions, perceptions and our biases that are getting in the way - whether we mean for them to or not.

We, as a society, seem to be so intent on being "right," entitled or superior based on our Color Style. We have learned to label other people as right or wrong, good or bad - so much so that we are literally making our own world a difficult place in which to live.

Whether it's your attitude about a roommate, husband, wife or child, it's ongoing, all the time, whether you mean for it to be or not.

If you have people who are not doing their part around the house, you have probably tried plenty of times to get them to "get it" - to recognize that they are under-achieving, under-producing and allowing you to do all of the work and take the heat - to no avail. If they have made virtually no attempts to improve or change, then you need to realize that your attitudinal vibe is yelling volumes at them, whether you are speaking out loud to them or not.

MAKE YOUR HOME AN 'AFT'

To make your home environment a healthy place to live from this point forward, simply declare your home an Attitude Free Zone - AFT. It may be the most important conscious decision you and the members of your home team can make in improving your most intimate "up close and personal" relationships.

When you feel others are not doing things the way that you think they should be done (What way is that? Your way, of course!), pull that attitude of yours back in and review your Color Style

understanding. Don't expect your home members to share your Personality Color, by virtue of your DNA or by living in close proximity to you! Most interpersonal relationship problems within a living environment can be traced to exactly the same issues that we have been reviewing earlier in this book.

Alone we can do so little;

together we can do so much.

- Helen Keller

BLUES AT HOME

Blues see the home as an intimate environment where everyone can safely and comfortably share their doubts, fears and insecurities. It is Blues' nature to worry about everyone and so they essentially live in a constant state of low-grade anxiety - their vulnerable place. If you want a good team interplay at home, it's extremely important to be respectful of what they are most vulnerable about and to keep Blues in the emotional loop conversationally.

Intentionally leaving your Blues out of conversation is hurtful and emotionally debilitating to them. It increases their feelings of insecurity. Why do that to any one when you know it means so much to them, and is how they are wired to be in the world?

Blues see themselves as excellent communicators, especially when it comes to helping others identify what they feel, want and need. But if you ask Blues what they need physically and emotionally they are not as adept at identifying and expressing their own feelings, wants and needs.

They don't think they should have to ask for what they want because that's what they give to everyone. It's how they are wired. Wired to pick up on the vibes around the house, anticipate and answer needs and most importantly, to put every one's needs before their own.

So when Blues finally do have something that they want, to them it seems obvious and it disappoints them and undermines how they feel about the people they are living with. At that moment, they see their housemates as being insensitive, selfish, egocentric, unconcerned, uncaring - only out for themselves. Having to ask someone to be sensitive to their needs makes them feel that they are being taken advantage of. It puts them in a defensive posture, which breaks down the lines of communication and causes them to rethink whether these are the people they want to live with.

But understand this. No other color thinks this way! So to be a really great home mate, Blues must start using their own words to ask for what they really want, and give up using disappointment to get someone to feel bad for not having read their mind, like they do for others. Disappointment, as is shame and I know this is going to be really hard for Blues (and Reds) to hear, but disappointment is hurtful when you use it on others. It's just a way to shame and guilt others by venting your upset with them and showing your need to control them. It serves no positive purpose.

Disappointment in and of itself is simply a lack in faith. So stop using it to keep yourself or anyone else down. You can be concerned, you can realize you have more work to do, and you can be affirmative:

"I have confidence in your innate gifts, talents and abilities to learn from this and be successful the next time."

The greatest cure in the world is to get out of your critical self, and start finding someone to say something appreciative to ...start with acknowledgment.

Listen to your intuition and just do it! You can turn a crappy day into a great day in 30 seconds or less ...and I'm just talking about your day ...not to mention you may just save someone else's life! And this goes for every Color Style. Surrender any habitual pattern of disappointment as your way to get others to feel bad about being the Color Style that they are.

THINK: Home TEAM Advantage

In understanding that Blues are the emotional managers of the home team and the embodiment of what teamwork is all about, it is important for them to manage themselves better when it comes to encouraging each of the other Colors to manage their own emotional state. Their strength lies in their ability to work well with others and create warm and welcoming environments where everyone wants to come home to.

Blues can always be counted on to be supportive around the house. When it comes to household management decisions they are pragmatic and realistic and aren't inclined to act hastily. They'd rather take the time to process the information emotionally and weigh the options before jumping into changes.

Unlike other personality colors who get bored with housework and routine or who move on to another task before a current one is completed, Blues remain focused on the job at hand and are unwavering in their commitment to produce results. Their steadfastness provides a sense of stability, predictability and security for the home team.

Blues are happiest around the house when people need them. They value what they contribute as facilitators of emotional wellbeing and caretakers of the heart of the home.

I think it is important to say that as you understand each other's vulnerable areas within the Color Styles don't use this information against each other in arguments. For instance, avoid a quip like, "I can't read your mind!"

Instead, what you can say that would be helpful and effective is, "I understand that what you wanted me to do was obvious to you and I'm sorry, but I just didn't see it or respond to it in the way that you wished I would have." Responding in the latter way is a sign of a great team and house mate.



GREENS AT HOME

When Greens come home from work, they have not necessarily unplugged mentally, and if they haven't turned it off, then they don't like to engage in small talk and will avoid conversations on emotionally charged issues that will require their full attention.

However, once they have arrived home and have either completed a project, or adequately turned off their thinking about a work project, they definitely enjoy involving themselves in discourse that's mentally stimulating and creates the opportunity for them to share their opinions and knowledge. They like identifying problems, offering solutions and discussing concepts intended to make people think more expansively.

Because Greens are so visually oriented, they think they are communicating the essential elements of their vision. Their understanding of sharing living responsibilities is so visually clear to them they tend to fall short in filling in the blanks. They often neglect to provide necessary direction when it comes to individual responsibilities around the house and how they should be carried out.

As a result, house members usually feel in the dark, unsure of how to proceed. If you find yourself in this situation with Greens, simply ask them for clarity and, most important, tell them what you need from them. This keeps the lines of communication open on the home front and a peaceful existence will be enjoyed by all. Greens assume that everyone understands what they are saying, which can quickly create miscommunication problems if household members don't take their own personal responsibility to step up and ask questions and check-in.

It's their nature to be competitive, but not like Reds, who pit themselves against others. Greens compete with themselves, as their personal standards are constantly being challenged - their vulnerable place. This is where they beat themselves up mentally and why your "feedback" "insights" or "loving criticism" of them will never be helpful or well received. They don't rest on their laurels or take a "wait and see" attitude. Unlike the other Color Styles, they are highly self-correcting. They push themselves hard to "perfect" a situation. So be easy with your Greens, wait a moment. In fact wait several moments before you jump into their inner business with your insights.

Greens are entirely vulnerable in this area because in their minds they are doing everything in their

power to create a situation that's beneficial for everyone.

Around the house, if they feel passionate about getting something underway, they may create a sense of urgency for their house mates to act now and join their vision. They can be relentless in their questioning and intolerant of moodiness, excuses and defeatist behavior as they focus on the long-term objectives of their living arrangement with you.

They can get emotionally frustrated by anyone slowing them down with realism, distractions or attitudinal bossiness or skepticism especially when it comes to a household undertaking like renovation or even something as simple as spring cleaning. Greens want everyone board doing their part. These perfectionists demand a lot from themselves and everyone around them.

THINK: Home TEAM Advantage

Because Greens have a need for autonomy and independence when it comes to teaming up and sharing household responsibilities, they prefer - and usually will orchestrate - being the leader so they don't have to deal with others telling them what to do or how to do it.

This is where Greens must understand that there is no "I" in team and to have a healthy and harmonious Home Team Advantage means that you simply must have regard for each member's vulnerable areas as you wish them to be of yours.

To be great home team members, Greens must settle themselves down and literally "think" home team advantage as their motivation. To get what they, themselves, want, they must give the people they are living with what they want first.

Greens' talents lie in creating systems and action plans around the house, but because they aren't good at staying with something once the stimulation mental challenge is gone and the project moves into the maintenance phase where the activities become repetitious, they are happy to hand off all of the remaining responsibilities to Blues or Reds, expecting them to pick up the ball and run things smoothly.

This generally works out well for everyone on the team because then everybody gets to do what they love to do best. Where are the Yellows at this point you ask? Over at the neighbors having a beer and barbeque!



GUESS WHICH COLOR!

Can you guess which Color Style each sentence best describes? Identify who is doing what in each of these home interactions. You'll find the answers below.

Evening Meals

- Talks non stop. So many entertaining stories to tell from the day.
- Tries to dominate the conversation by interrupting and trying to one up the Yellow.
- The lights are on but nobody's home, i.e., totally in the Zone.
- Listening attentively.

Washing the Dinner Dishes

- This person sets up an entire system of what needs to happen first, second, third and so on.
- This person doesn't rinse, throws the dishes into the dishwasher and is outta there!
- The person hums and smiles sweetly while they rinse off every single dish, wiping off the counters, the stove top, and every shiny appliance, putting everything back in its perfect place.

- The person heads into the kitchen to do the dishes and forget why he/she is there and leaves.

ANSWERS

Here are the answers to the Quick Color Quiz above:

Evening Meals: Yellow, Red, Green, Blue

Washing Dishes: Green, Red, Blue Yellow

And there you have it, Color Styles at home! I hope that this wonderful bit of information explains what an important role personality styles play in what's been going on the home front. Now you understand that just because you and your house members see things differently doesn't mean any of you is right or wrong - it's all just neurology.

You now know what simple things you can do to help you create and sustain a mutually satisfying home life, one where everyone involved gets their needs met in ways that keep them emotionally connected and happy to be living together. There is always a way to honor each other's fundamental needs and vulnerabilities when we simply "think" Color Style.

RECOMMENDATIONS

What we want to do is not only learn about ourselves, but also start thinking about the style that is most difficult with to deal with and communicate to.

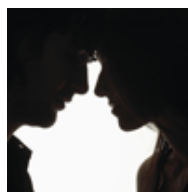
When we learn about our own style and how it depicts not only what we highly value, but how we think and integrate information, then we begin to understand why we are not on the same wave length verbally and intellectually as someone who has entirely different values and thinking processes.

For starters, people with similar tendencies are most compatible with one another socially. That's because those with common interests, habits and approaches help reinforce each other's self-esteem. In the work arena when it comes to tasks - whether it's doing a project at work, purchasing materials or determining the budget - the dynamics differ dramatically.

For example, Reds and Yellows share an outward focus and often similar interests. Blues and Greens, on the other hand are both inward oriented and may like the same kinds of activities. Both Yellows and Blues aspire to be in a supportive relationship. Usually, though, it's the Blue who's in the giving role and trying to make peace and the Yellow who's trying to get everybody to "lighten-up" and have some fun!

Meanwhile, the "I want it and I want it now" directive Reds and Yellows commonly find it hard to develop rapport with the quiet, focused and internally driven Blues and Greens who are less decisive and driven toward external rewards. And the Blues and Greens, in turn, find the Reds less desirable because they're too pushy, too loud and often too bossy in their demands of them.

To the Red, who just wants results and wants them ...yesterday, and to the Yellow, whose basic saying is, "Don't worry, be happy!" - the systematic Green and steady Blue can be a drag. While Blues often resign themselves to tolerate the forwardness of Reds and Yellows, the Green frequently just prefers to be left alone in their office or cubicle.



MATCHING & MIRRORING: A MAGICAL TECHNIQUE

In Matching & Mirroring each of the Color Styles simply remember to get in sync with whatever they are doing: If they are standing or sitting with their shoulders back and quite erect ... do the same thing. If they use language succinctly, be succinct.

BE NICE with a Blue, soften your stance, your shoulders and your voice. Allow a connection to take place first by asking them how their day or their family is. When discussing an area of concern, simply give them illustrative and/or descriptive information with an example of how you'd like it to be. They are driven by knowledge and their key desire is to figure it out so they can do it well and be of service to you. Appreciate that!

Think **SYSTEMS** with your fellow Green - have fun talking systems and talking fast! You both already

see the "big picture" so what you are both are interested in is the mental process of designing the most efficient way to get there.

Talk in **BULLET POINTS** with a Red. **SLOW DOWN!** While Reds want everything done **FAST**, they don't think fast, process information fast or talk fast. Talk slower and match their interests. If they are interested in **RESULTS**, keep your conversation with them quick and to the point. They are not interested in your systems! Get to the point, get in, get out and get done! They just don't deeply care about your process in developing a most amazing system. Dial up your inner Red and tell them what you think in sound bytes and all will go very well between the two of you.

And what about the fun loving, people oriented Yellows!?! **OPEN UP** and put a big old smile on your face - then pull up a chair and sit down. Why? Because it's going to be awhile! They will want to connect with you for at least 15-20 minutes before getting down to the task at hand. Once you are going forward with whatever the two of you will be doing together remain mindful because they are about to dazzle you with their most creative and innovative ideas to help make that event you are coordinating a spectacular.

STEP INTO YOUR GREATNESS

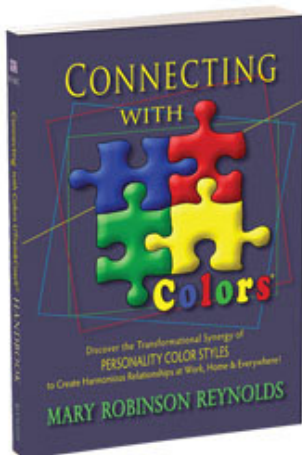
Remember, this is about being your best self, stepping more fully into your greatness. How you show up in every area of your life will either enable you to be effective and synergistic - or not. Dialing in the other person's color is the fastest way to get "connected" synergistically.

So now that you understand how you can work with each color effectively by understanding each color's idiosyncrasies and vulnerabilities, I hope you will take it to heart and to mind when it comes to simply choosing to get into sync with those you work closely to.

The person who will benefit most, will be you!

How to Make the Learning “Grow”

What to Do Next to Keep Momentum Going Forward



21st Century Transformational Leaders know that training is most effective when viewed (and conducted) as an ongoing process rather than a one-time event.

'Connecting with Colors: How We Work Together ...or Not!' A Book & Home Study Course

You CAN Make it Happen! Transform problematic personal relationships for the better with 'Connecting with Colors: How We Work, Live, Play Together ...or Not!' Home Study Course.

Put an end to de-energizing communication NOW. Dissolve the barriers when you understand the 4 Color Styles. This is the Connecting with Colors Home Study Course: 6-Session Electronically Downloadable Audio MP3s, Video and workbook that positively transforms conversations in all areas of interests: Work, Home, Management, Sales, Love/Sex/Money and Parenting/Teaching 'Tweens & Teens.

Mary will show you exactly what you can do to transform difficult people and situations in 30 seconds or less as you come to understand personality styles and the New Science as it relates to Attitudinal Energy. Mary takes you through the Colors step-by-step. This is the kind of information that is self-sustaining and amazingly long lasting. To learn how to create productive 2-Way Communication, you will want to have this information well in hand. (Book includes Complementary Access to ALL 6 Personality Style Assessments).

What you will truly enjoy about Mary's book is that you will learn what makes our individual quirks quite entertaining! You will actually feel RELIEF about those problematic areas of your own personality style. You will learn that your strengths, ironically because they are strong, are sometimes also your problematic areas. But you won't be left wondering what to do about it.

● To Learn More go to: www.ConnectingwithColors.com/Program

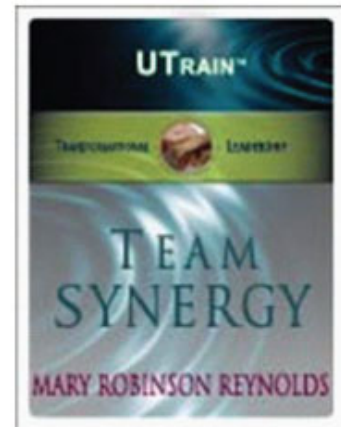
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Team SYNERGY 101: 21st Century Transformational Leadership

You CAN Make A Difference. Take the next step in your Leadership, credibility and professional advancement by bringing CWC to Work! You do the training with *Team Synergy 101 UTRAIN&Coach™ 10-hour Training* (Training includes 1 session for *Connecting with Colors*.)

SHIFT THE ENERGY of the entire Culture with the FOUNDATION for Team SYNERGY's 10 hour, day-and-a-half training or 10 weekly in-services, whichever works best for your organization's needs.

In addition to the 10 hours of audio downloadable MP3 – session-by-session training, you will receive Mary's additional 9-Week Make a Difference Curriculum filled full of unifying activities that generate Team Synergy. These simple yet profound activities will open the way for open, effective and compassionate 2-way communication that literally shoots productivity off the charts! The companion book is *The Power of Compassion: 7 Ways You Can Make A Difference*.



● To Learn More go to: www.TeamSynergy101.com



Academic Success 101: Online Course for Educational Professionals & Parents

Companion book to this training is *Make A Difference with the Power of Connection* Gift Book & DVD. Because Mary's professional training career started in education—she had unprecedented success with at-risk students —she developed this 15-hour training to Make A Difference in how we are training teachers and parents how to "think" about what's really going on in unproductive and intense behavioral and academic situations. (Training includes 1 session for *Connecting with Colors*.)

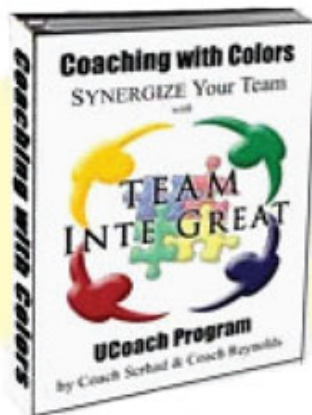
● To Learn More go to: www.AcademicSuccess101.com

Coaching with Color Styles UCoach Program

Created by Coach Mary Schrad & Coach Mary Reynolds

Create Winning TEAM Synergy by Integrating Your Team's Personality Styles: a program that gets the 4 predominate personality styles working together to WIN! Learn the how to process of improving communication as a lifelong practice. By integrating, you will become more in tune with a variety of gains. These new skills go beyond the court!

● To Learn More go to: www.TeamIntegreat.com



Make A Difference with the Power of Acknowledgment UTRAIN™ Programs

Includes 6 Electronically Deliverable Short Movies

A super-sized comprehensive, cost-effective, Do-It-Yourself Training Program to bring to your entire organization with daily activities and easy to implement outlines. Programs for: Business, Education, Organizations and Churches

The intention that set the foundation for this program is that it takes 30 days to integrate a new habit. Therefore, in order to positively impact the culture of an organization engaging leaders to commit to utilizing Mary's activities in staff meetings and trainings. The activities that are designed for this program directly, gently and yet powerfully address the Social Emotional Issues surrounding self-esteem, to create an energized and uplifted corporate culture. (Training includes 1 session for Connecting with Colors)

● To Learn More go to: www.MakeADifference.com/Acknowledgment

Stay Married: Make More Love, Less Conflict

Home Study Online Course

Do you believe it will take a miracle to save your marriage? Well, understand this . . . It's not over . . . unless you decide it's over! This course teaches that the effects of love are maximal and natural in the presence of love. If and when we find our spiritual center, a miracle will automatically occur. Thought is the level of cause, and the world is the level of effects. Our greatest power to heal our marriages is our power to think about it differently. Our greatest hope lies not in "over-powering" reactions like shaming, blaming and condemning ...but in our power to transform consciousness. Statistics tell us that half of all marriages end in divorce, and the percentage is even higher in second marriages. As a society we are able to leave marriages more easily today, but Mary covers what it will take to learn how to stay married and make more love and have less conflict in this Home Study Online Course. (Training includes 1 session for *Connecting with Colors*.)



● To Learn More go to: www.Stay-Married.com



Become a CWC Certified Facilitator starting TODAY!

This 5-Module Virtual Bootcamp comes with Bonus Gift Ticket to Mary's next Live Event. You can begin building toward your 6-Figure Income Speaking, Training and Coaching now.

● To Learn More go to: www.ConnectingwithColors.com/Facilitator