

Connecting with Colors™



In Love

Your Personalized PSA Results

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YOUR PERSONALIZED PSA SCORE

Category: LOVE

Here are the results of your assessment:



As you can see by your score, your Love relationships are influenced by more than one color, a blend of colors in the percentages shown. How high those percentages are, relative to one another, will offer a clue to your attitudes and behavior in each aspect of your life. The higher the percentage, the stronger that ColorStyle's influence.

This report will first give you detailed information about your Primary Color - your strongest personality traits - followed by information about your Secondary Color, which will influence your basic personality. How you view life and live it will be the result of your unique color blend.

You will also learn how your Color Style interacts with other colors in a Love relationship, and how you can use Color Style techniques effectively to improve all aspects of relationships in the areas of Love, Sex and Money.

RED'S LOVE CONNECTION

REDS & SEX

Red's experience of sex is that it is as important a food. And I know this is going to seem terribly insensitive to Blues and Yellows, but if you aren't in the mood for sex - what's for dinner?

Reds are driven by their physical needs and view sex as serving many purposes: It helps them feel valued and wanted. It helps them to relax, satisfies their biological needs, provides an opportunity to express their sexuality, makes them feel good about themselves and it's how they need to be able show their mate they are loved.

With this understanding in mind, I don't think it will come as a surprise that Reds would prefer to have sex on a regular basis - like every day. If too many days or weeks go by without it, their behavior becomes irritated, oppositional, more impatient than usual and even aggressive.

The physical aspect is by far the most important part of romantic relationships to Reds because it allows them to express their love through the exchange of sexual pleasures. Emotional connection leaves them feeling much more vulnerable. They really don't see emotional intimacy as adding value - it's something that creates problems and adds to the complexity of making relationships work and last. So they see intimacy in this order: physical emotional, mental and spiritual.

Reds like to express themselves through their sexuality; however, they can run both hot and cold when it comes to intimacy and passion. When they're hot, they're hot, and when they're not they can be really cold and indifferent! When they are hot they are really into you, they are robust, lusty, raw and almost animalistic. They use their body to express their desire in a way that is intense, leaving no guessing as to what's going on or about to happen. When they are not feeling hot, they are dispassionate, emotionally indifferent and aren't interested in sizzling foreplay. This is usually an indicator that they aren't feeling particularly good about themselves or they are overburdened with problems.

Reds are conservative when it comes to romance and will become uncomfortable with gestures that are excessive and are too touchy-feely. Red's idea of romance is quality time, such as having their mate prepare their favorite meal, sitting together watching their favorite movie or television program, or going out to dinner at their favorite restaurant.

Reds take love very seriously and have a lot of rules that must be followed to ensure that the relationship moves forward in a positive manner. They must feel safe and secure before they are

willing so show affection. Reds have an inherent need to take care of those they love which makes them good mates. However, they show their concern by being controlling. This can be difficult for the other Color Styles to live with because they're continually demanding time and activity accountability.

Reds demonstrate their love by seeing that their mates' basic needs are met, including food, shelter, transportation and clothing and this is how they say, "I love you." They keep their emotions bottled up inside and will only express them if they're pressed to do so. This doesn't mean that don't have feelings (because they do), and it shouldn't be misinterpreted that they don't need love or don't want their mate to share their affection.

Reds definitely drink in being on the receiving end of words of affirmation like, "You are the best," "I love you," or "I want you," even if affirmative language doesn't flow easily from their own mouths.

When Reds want to express love through gifts, their buying habits have two purposes: they show their mate how much they're valued, and they let other people know how much their mate is valued. Their personality isn't one to overindulge by being too sentimental, and they will usually wait for a special occasion to express how they feel and show it through gifts on the one hand, while on the other hand, they don't necessarily remember those special days.

An interesting dichotomy in the Red personality is that while they really hate being told what to do and will get miffed, if not incensed, when someone tries, when it comes to buying gifts, they are open to suggestions and really appreciate help. They even welcome being told exactly where to shop. Plant the seed, let it grow, they will eventually think it was their idea. In fact, buying the gift for you makes them feel good about themselves. If you are a Blue reading this, seriously, save yourself a ton of heartache about thinking your Red partner should know what you want and just lay it out there in black and white. Everybody gets what they want and it's a win-win!

To get things back on track, you will want to use only affirmative language about how great they are in a direct and empowered vibe, then give them a pat on the butt (on the back if they are not open to butt pats). No more and no less. Remember, they see emotional displays as adding complexity to a relationship, not easing it up. It's fine to just leave a Red completely alone at such times, so they can quiet their inner critic down. They will pull out of it when they are ready.

REDS & MONEY

Money to a Red represents power and status. It is a way of measuring their success, influence and reach. They enjoy using money to impress others with how good they are at what they do. Financial success also offers the Red the ability to provide the basic necessities for those they love and a feeling of stability. When a Red decides to make a major purchase, they are frugal from the stand point that they want to get the best deal, and they can be very aggressive negotiators. It's not unlike them to be extremely forthright in telling others what they think something is worth.

Reds are conservative when it comes to investment and are adamant that they be the ones to control its flow. They will take risks, but only in investments that have proven track records of financial success and that they think are a conservative, yet a leading bet. They believe in budgeting, saving and always being prepared for any financial surprises that may come their way. To others, they may seem to be very controlling, which they don't think they are at all. To a Red, it is just intelligent to be an excellent steward of their money.

To deal effectively with Red regarding the additional spending you may want to include in your spending plan, keep emotion out of it. Remember it's all about the numbers and the facts, and it either adds up or it doesn't. Stick with concrete, factual information and stay away from frivolous, emotional reasoning and you'll most likely get what you want. In other words, whatever you do, don't beg! Reds actually do love lavishing their loved ones with gift purchases that tend to be more elaborate than practical, when the money is available.



YELLOW'S LOVE CONNECTION

YELLOW'S & SEX

Yellows' experience of sex is that it is an integral part of their communication process because it can convey their emotions without having to use words. Sex allows them to express their emotions and feelings. They use their body to tell their mate how much they're enjoying the physical sensations they're experiencing. They see this as a cosmic intertwining of their hearts and souls. Yellows experience love deeply and simultaneously, meaning spiritually, emotionally, physically and mentally all at the same time and in this order.

Similar to the Greens' creative minds, Yellows feel that their creativity is spiritual in nature. Unlike Greens, they don't experience their creativity so much mentally as they do emotionally which explains why they are such free spirits who are spontaneous by nature. However, Yellows aren't interested in being mentally in sync with their mate or knowing what they are thinking; they'd rather sense what they are feeling. Yellows love the idea of becoming spiritually one with their partner.

The interesting dichotomy here is that as much as they love to talk non-stop socially, they prefer their emotional closeness to be unspoken and felt, to keep it spiritual. While they love talking about what turns them on and hearing about what excites their mate, they want to drink in the physical talk and touch of the experience; they don't want analytical (mental) talk involved.

They experience sex as a way to connect to their mate on a deeper level and it energizes and revitalizes them, banishing the emptiness that they experience when separated from their Love Connection.

Yellows enjoy the creativeness of foreplay and need it to help them get in the mood. They like talking about what turns them on and hearing about what excites their mate. They like to draw the entire experience out, creatively speaking.

Their view on love is that it should shelter them from the unpleasantness of life and protect them from other people's negativity. Yellows love deeply, boldly, aggressively and colorfully. They can take the act of being in love and turn it into a grand, spectacular and mystical experience. You've heard the song and movie, **Love Is a Many-Splendored Thing** - well, it was undoubtedly written by Yellows for Yellows the world over.

Yellows adore romance in every sense of the word. They show their love by their ability to make love fun and to make life exciting. They see it as their mission in life to continually come up with creative ways to express their emotions and show just how much they care. This can make them very appealing, which is why the Red personality is attracted to them like a moth to a flame.

Their favorite thing to do is to whisk that special someone off to a secluded, romantic hideaway to spend hours - or days - just enjoying passionate interludes. They love strolling on the beach, enjoying candlelit dinners, and cuddling in front of a fireplace. They're turned on by thoughts of conversations over morning coffee, dancing, theater, traveling and experiencing new things - all followed by a night of sexual connection. Yellows love basking in the afterglow as long as possible, and would rather lie there and talk than jump up to do the next thing. They'd rather spend all day lying in their mate's arms and avoid the demands of life all together. This is their idea of love and fun.

Passion ranks very high as an essential element in the development of emotional intimacy, and Yellows believe that when there isn't an open expression of passion, it's difficult, if not impossible, to create the connection needed to sustain a lasting relationship. The key to a lasting relationship, as Yellows' see it, is doing what they love with the person they care about. Use that key, life will be good and abundant happiness will be enjoyed by all.

By the same token they want their mate to make them feel special and indulge them with gifts and quantity time. They feel most loved when their mate is attentive to their needs and showers them with words of affirmation. However the road to true Yellow love can take an abrupt turn sideways if their mate suggests doing things differently or worse yet, separately. Yellows love, want and need togetherness.

They feel most loved when their lover is attentive to their needs, showers them with words of affirmation and embraces their emotional sensitivity. The very worst thing you can tell Yellows is, "You're being overly emotional, again." This will certainly bring a halt to the festivities, and could land you in the dog house for hours, days, or even weeks. When Yellows feel mistreated and underappreciated, that illuminating smile you have come to adore will turn upside down. Yellows are very effective at using the silent treatment to get the point across that you'd said or done something offensive or insensitive to their creative offering of love.

To get things back on track don't try to ignore a relationship problem, dismiss it, or sweep it under the

rug in the hope that it will go away. If Yellows are unhappy, they will need to vent and get their feelings off their chest. Do not just chalk it up to their having another emotional meltdown. The best thing you can do is to encourage them to share how they're feeling and ask them to tell you what you did wrong so that you make a mental note to never, ever do it again.

YELLOWS & MONEY

Money to a Yellow represents the freedom of living in the now. They are seen by the other Color Styles as geniuses in every other area of their lives but having little or no common sense when it comes to money. Yellows don't see it this way at all. They believe that they are simply driven by creativity as their security. That if they really need something, they'll figure out a creative way to make the money to pay for it. They don't mind taking those proverbial leaps of faith where their finances are concerned.

While they understand that money makes the world go round, they are not as motivated by it as the other Color Styles for feeling safe and secure by it. They'd rather move from job to job to job than stay in a job that is too constrictive if it will improve their chances to greater creative freedom. Even if the pay is less! They live for today! They value money primarily for opening up the world of opportunities and endless possibilities.

Yellows are entrepreneurial in nature, going where their passions and purpose lead them. They just expect the money to follow and this, of course drives the other Color Styles into fear and angst. It may feel to the other Color Styles that there is just no way to control a Yellow or their spending. They will spend their money on classes, workshops and conferences (socializing) to help them learn more about who they are here to be and to create. They want to learn how to improve the quality of their relationships so that everybody can just be happy together.

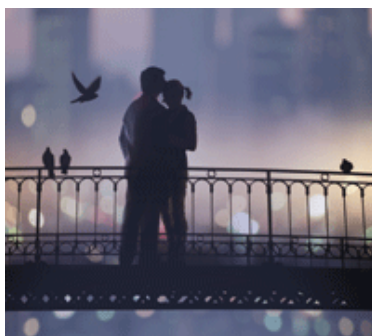


YOUR PERSONAL COLOR COMBO IS: **RED/YELLOW**

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.



All mankind loves a lover.

- Ralph Waldo Emerson

Rather than concern ourselves so much with the **DIFFERENCES** between men and women, let's put our focus on what we can do to **CONNECT** for the sake of love!

In almost every one of my presentations about the four Color Styles, just before I reach the Matching & Mirroring section, people will come up to me at the break and say, "My style is exactly the opposite of my spouse's; does this mean we aren't compatible and that we're doomed to divorce?"

My answer to them is that compatibility is whatever you decide it is.

All marriages have some element of opposites attracting. Whether it's something highly noticeable, like an extremely short person marrying an extremely tall person, or whether it's the differences in how we think, learn and are neurologically **WIRED** to communicate and do things. **LOVE** is the Connecting Link. It's what we decide about **LOVE** and how we intend to show up for **LOVE** once the newness wears off of our day-to-day relationship that moves us forward into the future we intend to create together.

We really need to get over this idea of perfect compatibility, especially when, if we were to describe what "perfect compatibility" is, it would probably mean we would be marrying ourselves!

At the touch of love,
everyone becomes a poet.

- Plato

I can't emphasize this strongly enough: **IT'S ALL JUST WIRING . . .** in how we think, learn and speak. By understanding more about each other's style we are then able to reach for alignment in those problematic areas that seem to be unmovable or impenetrable; we begin having different, more harmonious perspectives and experiences in our marital communication.

Your behavior will always be affected by the situations you're in and how you choose to respond. Your social style is the result of many years of development. No personality style is better than any other, yet you enhance your marriage and your relationship with others if you understand your motivations, strengths, idiosyncrasies and problematic areas as well as those of all the people around you.

In working with marriages and families in bringing more alignment and harmony to their personal relationships, I am pleased to report an encouraging fact. In quickly understanding that we all have, within our own personality, a little bit of every color, allows us to travel back to the place where we started falling in love with each other.

What we are most interested in as our Love Connection moves from the honeymoon phase to the everyday living phase is where you dig in your heels during difficult encounters - which is your predominant style. This is where confusion, conflict and heated interactions are conceived.

As we now integrate an understanding of our own style and how it depicts not only what we highly value, but how we think and process information, then we begin to understand why we are not on the same wavelength (verbally and intellectually) as our loved one, who has entirely different values and thinking processes.

For starters, people with similar tendencies are generally quite compatible with one another socially. That's because those with common interests, habits and approaches help reinforce each other's self-esteem.

In the marriage and work arenas, when it comes to tasks - whether it's sharing household and child rearing responsibilities, doing a project at work, purchasing materials or determining the budget - the dynamics differ dramatically and this is why we have a PSA specifically for thinking about how you show up at Work, or in a Management or Sales position, at Home, for your Love Connection and for your Tweens and Teens.

LOVE CONNECTIONS & MONEY

Personal money management styles tend to hold the most emotionally charged energy for disagreements. The subject of money brings up more fears, insecurities, defensiveness and misunderstandings than almost any other topic. When it comes to money, each Color Styles has their own neurological wiring about how to manage it - or not to manage it! When it comes to being a

source of conflict, it can bring out the "extreme" in each color.

In the initial phases of a Love Connection, we tend to be freer in how we spend. Unfortunately, this can set up expectations about how spending will occur all the time. It also sets up the conditions that will dictate whether or not we are compatible with each other after the newness of the relationship wears off.

Now that you are reading this information, the solution is simple: have "The Money Talk" as early as you both know that you intend to go forward with the intention of exploring marriage.

Why wait. Talk about your Money Color Style preferences and create ways that it will work for both of you.

RELATING SEXUALLY

And speaking of sex - let's learn even more about how we relate sexually.

First let me qualify this by saying that I'm not going to mislead you into believing that understanding personality styles will eliminate all the problems you may be experiencing with sex and intimacy. However, this knowledge will offer generalized insights into how each color approaches the subject and each prefers to be sexually satisfied.

Why is this so important to understand? Because sex is a natural and normal driving force within the human experience and certainly within our society. It is an integral piece to our mental, emotional and physical well-being. Television's Dr. Oz has said on many programs, including his own, that for the sake of our "man's" health (oh, and it's great for women's health too), we should be having sex a minimum of 3-5 times a week! (Frankly, I think he is probably a Red who has just built a medical argument to support all of the men who would love to be 'getting more' from their partners!)

Sexual interests will vary according to our age and gender. Women in today's changing times who are stepping more fully into professional advancement or entrepreneurialism may find that they too are dialing up additional Color Styles to support their journey. So rather than resist what's happening in our world, let's embrace it and learn to "align" our different sexual appetites, wants and needs so we can enjoy healthy relating sexually.

When sexual appetites are miles apart with your mate, there needs to be a creative solution and amicable agreement between the two of you to honor your Love Connection. And what I am about to tell you next, is worth the entire price of this book, if not an entire year's income!

THE POWER OF MASTERMINDING

As an entrepreneur running a business and working with my husband, we set an intention together, every week in our MasterMind sessions, specifically for sexual alignment. We MasterMind that in the upcoming week, we enjoy easy, open communication in our marriage with lots of love and fun together. (To learn so much more about MasterMinding as a spiritual goal achieving system go to: www.MakeADifference.com/MasterMinding and check out my **Stay Married: Make More Love & Less Conflict with MasterMinding** Online Course while you are there.)

Since we have started our weekly intentions to be harmonious and sexually aligned in our marriage, we find we are both satisfied in the ways that are best for both of us! The result of setting this as an intention is that we find ourselves communicating well in all facets of our life, sexual and otherwise.

I can't emphasize this enough: we MasterMind weekly on all aspects of our relationship, health and business goals. It is imperative to revisit your Love Connections weekly to enjoy all that you can with each other. As an adjunct to your Color Styles study, MasterMinding can help you find a practical way to reinforce Color knowledge in your everyday life.

When there is difficulty within your relationship, you simply bring it into the MasterMind session as "problematic" and get right to the business of formulating a request around it that will benefit you both. This is not about complacency, placating or always having to be the one to concede. This is a system that will heal and benefit every nook and cranny in your Love Connection, if you will follow the easy to do system I've laid out for you and your mate. It is a very simple thing to do and it yields so much good for your relationship. Take time to check it out.

A truly satisfying relationship can be so much more simpler than what we, as a society, often make it. Intention with matching action is the key. In other words, your actions - how you are showing up for

your Love Connection - must match what you intend. Your intention can literally transform your perceptions and understanding. Reading this book is assisting your intention for a loving, sexually aligned, healthy Love Connection, right now.

INTERACTIONS WITH OTHER COLORS

Now let's talk about romance, intimacy and sex in the other Color Styles so you will know how best to speak your Lover's Language if she or he happen to be a different Color Style!

BLUE'S LOVE CONNECTION

BLUES & SEX

Blues experience sex as the ultimate emotional love making experience. In fact they don't even like to call it sex. To them it is all about making love and they prefer to refer to it as "lovemaking" because "sex" sounds so unemotional and insensitive.

Blues love being in love. They see it as being selfless and requiring both people to put the needs of the other person before themselves. Their only focus is on the "we" part of the relationship and working together as a couple. They believe that love creates a place in two people's hearts where they can build a strong emotional connection as a couple. Blues show their love by doing whatever they can to help out - acts of service - like cooking, cleaning, running errands, doing laundry and anything else their mate doesn't want or have time to do.

Being loved back offers Blues the emotional constancy that they need to cope with life. Giving affection is what they live for, and this gives them a sense of belonging. Doing things together is important to Blues and they enjoy sharing interests and activities.

If Blues could have their way about it, it would all be "quantity and quality" time together, which, if you are a Red or Green, this may start making you feel a little claustrophobic.

Often this claustrophobic feeling is perceived by Reds and Greens as "neediness" when, once again, it is how the Blue's personality style is wired. To elevate this feeling of, "I need air, give me some air," to the Red or Green, simply understand it and then seek to find each other's middle ground. Take time to talk about your new understandings of each other's Color Styles, wants and needs. Once again, let an intention for alignment bring the two of you together in ways that work for both of you.

When it comes to romance for the Blue, the more sentimental the better - they need to feel that you care and that they matter to you. Yes, they love being given greeting cards and gifts that remind them of you. They will keep anything you give them until - forever. They love romantic getaways because it's real quantity and quality time together; making love without external distractions; lying in bed without feeling guilty; enjoying activities and just being "together" is emotionally filling for them.

Blues crave intimacy because it tells them that they are loved, wanted and appreciated. Intimacy represents a deep sense of connectedness and is the glue that holds relationships together. They see intimacy in this order: emotional, physical, mental and spiritual. As far as they are concerned, the emotional bond offers the closeness they need and require. It alone will transform the insecurities they feel inside and feed the innermost longings of their heart.

Emotional intimacy to them also means that they want to know their partner's vulnerabilities so that they can better understand how to provide the support needed to keep them from growing apart.

Again, to the Reds and Greens, what this means very clearly is: time to talk! This is so important to Blues because they firmly believe that it is emotional intimacy that forms a foundation for a long-term relationship and they are in this for the long haul, you can count on that.

When Blues are "in the mood" they thoroughly enjoy the sharing of physical pleasures and getting in touch with the sensations of their body. They love giving pleasure to their mate and it makes them feel valued, appreciated, accepted, complete and emotionally satisfied. Both male and female Blues can be moody when it comes to sex because their desire is directly connected to where they are emotionally with their partner.

If there has not been enough "together" time, their interest in sex quickly diminishes. If their mate tries to guilt or coerce them into having sex, they risk turning what could have been a pleasurable

experience into an obligation. And yes, Blues are known to withhold sex as a means of getting across their displeasure with how things are going.

How to get things back on track is simple: simply get back on track. Quality one-on-one time to talk together and share how you feel is the only starting point with a Blue that matters. The rewards of just giving Blues what they really need, will truly be worth the effort of making "together time."

BLUES & MONEY

Money to the Blue will always represent emotional security. They prefer being conservative when it comes to spending, and because they are so aware of so many in the world who have to do without, they are not inclined to be frivolous or self-indulgent when shopping for themselves.

They rather buy household items or practical things that their family needs. They feel guilty about spending money on themselves. They would rather save for their children's education or family vacation. Because Blues are worriers by nature, they also have quite a bit of anxiety around money and having enough - whatever enough actually ever is!

Blues are always aware of what they have in the bank and what they can and cannot spend. They will invest, but only with the expertise of someone else so they can minimize the potential for investing poorly. Any loss will be tremendously stressful and emotional for them. Because they are so aware of the poverty in the world, any loss in an investment brings up their insecurities and belief in lack and scarcity. When they do feel financially secure, they are generous in supporting the causes they believe in. Blues deeply feel that money is best used for serving humanity.

To deal effectively with a Blue on money issues, stay away from any guilt - because they already have too much going on anyway - and gently lean more into the benefits it will provide to others as well as to the Blue's sensitivities in their surrounding environmental and nurturing needs. When spending money on a Blue, buy them meaningful, heart connecting gifts. The gift doesn't have to cost a lot, it just needs to have a lot of emotional value and sentiment.



GREEN'S LOVE CONNECTION

GREENS & SEX

Green's experience of sex begins right between their ears; it starts long before getting between the sheets. The song, *Anticipation*, by Carly Simon best describes how sex begins in the Green's mind first: the sensual kisses, their mate flirting with them, the touch, then the groping, the visual possibilities of two bodies entwined gives them something to replay over and over again their minds long after the heat of the moment has come and gone.

Greens love to be mentally in sync with their partner, being able to read their partner's thoughts and finish their sentences. They feel this is the quality of an unspoken bond, bringing completeness, connectivity, equanimity and trustworthiness to the relationship for a long and lasting union. They see intimacy in this order: mental, spiritual, physical and emotional.

Because they spend so much time mentally working in and enjoying the Zone in their minds, their focus is mental. In addition to that, because of the bliss that the creative process brings them, it also feels spiritual to them. They feel that love and sex come from another realm, and when they are in the heat of passion it is, for them, a very mental and spiritual experience. Greens see mental intimacy as creating a sacred space where dreams can be shared and philosophical conversations can take place without fear of criticism or rejection; in other words it's a "Suprasexual" experience. (Read more about this in Chapter 10, which deals with **Color Styles at Work**.)

Love, for Greens, is a state of mind, and when they've come down out of the Zone, they'll connect in a way that makes you feel like the most important person in the world, arousing strong feelings of passion. They will freely express their needs, desires and will enjoy the pleasures of love.

On the other hand, if they are preoccupied in the Zone, it's as if there is no passion in them for you at all. Unfortunately, their lack of verbal acknowledgment is often misconstrued as not caring or being insensitive, neither is true. They just assume that their competent and capable partner knows they are loved, so giving words of affirmation frequently isn't something they think about or see as necessary.

So, rather than get your feelings hurt, remember this: Greens take their commitments seriously and don't enter into relationships lightly. They understand that it requires attention and mindfulness. So be emotionally mature about this and give them the time they need to think through whatever they need to finish. When they come out of the Zone, they are really interested in their fun and pleasure time with you.

Greens show their love by doing thoughtful things. However, thoughtful does not necessarily mean emotional. It more likely means letting their partner know that they are thinking about them. Another loving gesture to a Green is to buy something practical that they think their partner would like, could use or would enjoy. They are not inclined to get items that they view as nonfunctional, add clutter or give a glitzy appearance. They prefer to show their love by the little things they do, which are meaningful and thoughtful acts that they personally value. They also show their love by displaying a strong sense of responsibility and need to protect those they care about.

Because Greens are such independent thinkers they are more interested in quality time than quantity time. Greens are very interdependent; they enjoy their autonomy and mental foreplay about anything intellectual within the union. They don't need to be with you to be thinking about you and enjoying you. They like people, but they don't need to be with people to feel fulfilled by life.

Romance in the Green's mind is a mind game, so it requires a mind clear of distractions and focused on the relationship. First it may be necessary to lure them out of the Zone by harnessing their imagination and creating imaginary, "What if we were to - "conversations.

While Blues may withhold sex when things aren't going well in the relationship, Greens become more indifferent, burying themselves in their work by transporting themselves to the Zone. What can trigger these trips? Many things: a partner who is being excessively controlling or moody, a feeling that their mate is taking advantage of them, or an unequal or unfair distribution of responsibilities with respect to the house, the children or the relationship. Greens do not like to have to be the one who always initiates sex. They become displeased if their partner isn't willing to accept responsibility for his or her actions or choices, and they often retreat to the Zone at times when their partner's judgment is flawed, untruthful or not trustworthy.

When any one of these scenarios is in play they will detach and go into the Zone to take a time out from the relationship or to see if they can come up with a system that will help the relationship work better for everyone involved. So don't assume, just because they've gone to the Zone that they are not thinking about you or trying to figure things out, because they can't even conceive of having sex until you are both on the same page mentally.

Unfortunately, they live and enjoy so much of life in their mind that they don't always follow through in real life. The good news is that gently inviting Greens to come in from the Zone can make for a hot passionate encounter. When Greens do come out of the Zone to express themselves romantically, they are fully present and available.

To get things back on track with a Green you need to get honest with yourself about how you've been contributing to the relationship. Greens have high expectations when it comes to love and how they think their partner should contribute as far as their being an equal contribution and exchange. Acts of service (don't just sit there watching TV, texting your pals - vacuum, clean, pick up after yourself, mow the yard and water the flowers) are very important to a Green feeling highly regarded. Greens need and believe that balance in giving and receiving with their Love Connection is the key to a long term, harmonious union.

GREENS & MONEY

Money to a Green means independence and freedom to do whatever they want, whenever they want to do it. Greens love doing things differently from everyone else and money affords them the ability to be as innovative as they can possibly be. They'd really rather not have to conform to the "rules" that others are adhering to, so you'll find their views on money much more entrepreneurial when it comes to taking risks on investments into start-up companies in their investment portfolio - or even in their own start-up business venture. However, before they take significant financial risks, they will spend an inordinate amount of time to research, evaluate, synthesize and analyze before proceeding.

Money is not as emotional for the Greens as it is for several of the other Color Styles, so they deal with it in a straightforward, matter-of-fact, manner. They are financially conservative from the standpoint of business security first, then home security second. They like having a spending plan, but are innovative enough not to be glued to it. Meaning that if something comes up that would make a system perform more easily, they will find the money - or create something to sell - to make it happen.

To deal effectively with a Green on money issues, come with your tables, graphs and illustrations in hand. Show them how you've created a system where everybody's needs get met. Be practical - not emotional or too energetic about what course of action you'd like to take or to spend money on and the conversation should go quite well. In fact, it's entirely possible they will come up with a way to make it even better for both of you!

As I mentioned earlier in this book, I was newly remarried, to my husband Craig, when I started learning about personality styles. It was a second marriage for us both and it was not going well. As do many couples today, we had both experienced significant abandonment issues and had been raised with verbally, physically and attitudinally hurtful parenting styles.

Now married, we were blending a family of three children, two from his first, and one from my previous marriage. Every color combination was in play and as we were both getting our minds around the Colors, we began settling down, understanding each other more, and hurting each other less. We are still married today because of the comfort and understanding this information offered us. In building our business together, working side by side every single day, it is a constant in our daily communication, work and play: our Love Connection.



COLOR CONNECTIONS IN YOUR LOVE LIFE

I hope this Color Connections in Love information will help you make sense out of what may or may not be happening for you in your Love Connection. The idea here is to be our best in that relationship so we can be emotionally mature enough to give people what they want, not what we think they should want based on our own preferences. Our goal is to make our Love Connection as enjoyable, mutually beneficial and fulfilling as is possible.

This information not only makes good sense, it is intended to soften those rough edges of our defense mechanisms that literally keep us from enjoying our Love Connection. The defense mechanisms that protected us as children may now be detrimental to a kinder, gentler existence.

Inside each and every one of us is an "emotional cup" waiting to be filled with love. We come together best, when we have learned how to step fully into our greatness and experience how our own gifts and talents fill our cup. It is only then that we have more to give unconditionally. When we come together then in our Love Connections, without so many strings attached, we can participate in keeping each other's cups on an even keel.

When we know how to fill our own cup, we don't need to manipulate another into reading our minds so we can get what we need. From a full cup, from a full understanding of each other's personality Color Styles, we can learn to investigate Color Style first, and ask for our preferences second using Color Style language, posture, vibe and tone.

In understanding Color Styles, we can now be straightforward about what matters. We can own it, ask for it, and be mature enough to turn me into we when the answer is, "Not now." We can recognize that, "Not now," doesn't mean not ever - it just means not now. Understanding your mate's Color Style helps you to be a great partner whose objective is one common goal: Loving.

It is my hope that you have compassion for yourself, as well as affection and appreciation for your loved one. Now apply this wonderful bit of information to your relationship, for a harmonious, fun, sexually aligned Love Connection.

Affection is responsible...

for nine-tenths of whatever
solid and durable happiness there is in our lives.

-C. S. Lewis

RECOMMENDATIONS

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

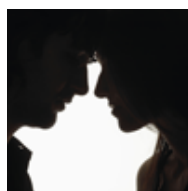
When we learn about our own style and how it depicts not only what we highly value, but how we think and integrate information, then we begin to understand why we are not on the same wave length verbally and intellectually as someone who has entirely different values and thinking processes.

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

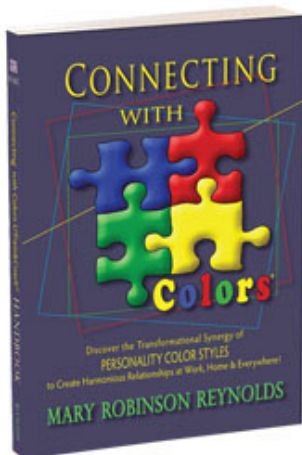
Remember, this is about being your best self, stepping more fully into your greatness. How you show up in every area of your life will either enable you to be effective and synergistic - or not. Dialing in the other person's color is the fastest way to get "connected" synergistically.

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

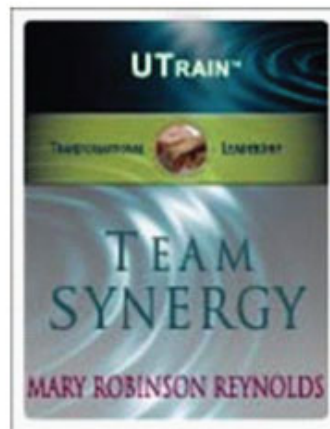
We Also Recommend these field tested training UTRAIN&Coach™ Packages

Team SYNERGY 101: 21st Century Transformational Leadership

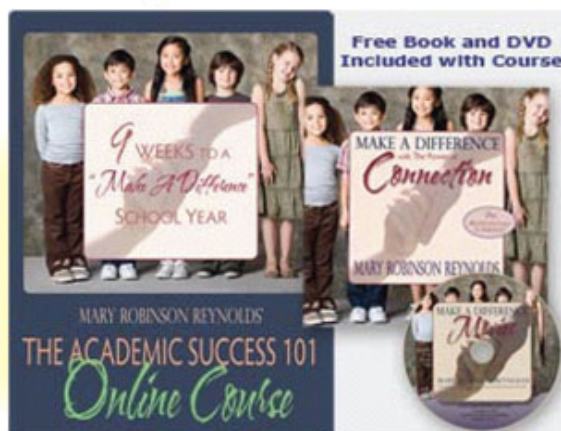
You CAN Make A Difference. Take the next step in your Leadership, credibility and professional advancement by bringing CWC to Work! You do the training with *Team Synergy 101 UTRAIN&Coach™ 10-hour Training* (Training includes 1 session for *Connecting with Colors*.)

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*.)

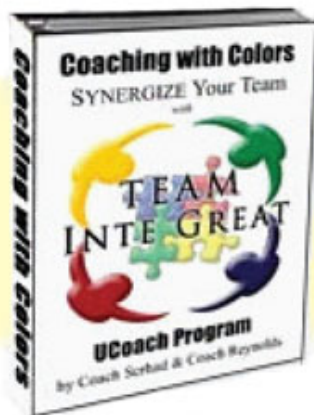
● To Learn More go to: www.AcademicSuccess101.com

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



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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



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