

Connecting with Colors™



Parent & Teacher

Your Personalized PSA Results

MARY ROBINSON REYNOLDS

YOUR PERSONALIZED PSA SCORE

Category: PARENT / TEACHER

Here are the results of your assessment:



As you can see from your results, your personality is influenced by more than one Color Style, in the percentages shown. How high those percentages are, relative to one another, will offer a clue to your attitudes and behavior in this particular aspect of your life - the higher the percentage, the greater the Color Style influence.

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

You will also learn how you can use Color Style techniques effectively to help you deal with more effectively with others, no matter what their Color Style

Now that you have taken your Personality Style Assessment - PSA - it is my recommendation that you sit with your 'Tweens and Teens while they take their **PERSONALITY STYLE ASSESSMENT** at: www.ConnectingWithColors.com/Teen-tween. Then go through the results together. For children 13 and under, an adult will have to verify permission.

*What you **See** is what you get.*

If you don't like what you are seeing in your 'Tween and Teen

then **SEE** something else that's great about them

and you will get much more-if not all-of that!

Change your mind and you change your experience.

- Mary Robinson Reynolds

As we get started, realize that how you see your 'tweens/teens behavior up to now has been through your own Color Style "eye" and is how you are inadvertently labeling - either positively or negatively. Change your descriptions of the label with your new Color Style understanding and you change the outcome.

THE RULE OF THUMB: See with new eyes of understanding as we go through each of the Color Style scenarios and recommendations.

COLOR STYLE COACHING

for Green Parent/Teachers with ALL Color Style 'Tweens/Teens

Green Parent/Teacher (PT) and Blue 'Tweens/Teens (TT)

Green PTs see Blue TTs as emotionally sensitive, cooperative, considerate, accommodating, caring, trustworthy, friendly, service-driven, pleasers and loyal.

On the other hand when Blue TTs are reacting to too much environmental and emotional tension coming from either the adults in their vicinity or from their peers, they are seen by Green PTs as excessively emotionally reactive, self-absorbed, demanding, moody and pensive individuals who are manipulative, unpredictable and temperamental.

As a Green PTs you may consider this shift in behavior as a nuisance and a bother. To shift the energetic tension your Blue TTs are reacting to, you will appeal to their need to help by treating them personally and letting them know that they matter to you.

Take time to 'make time' for them by honoring your time commitments to them and be conscious about not talking down to them, being condescending or patronizing. Appeal to their needs to please and to be liked by paying them sincere compliments, without going overboard with too-lavish praise.

When a Green PT wants to instill effective communication that will help Blue TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- What do you feel is the right thing to do?
- I'm having trouble understanding what to do with____. Would you talk to him?
- I need someone to take care of this, and you're good at that sorting this kind of thing out.

Blue TT's Learning Style

Blues like to break down whatever assignment or task you've given them into parts and then they love putting it back together again. It is one of the ways they feel useful and helpful. It is also how they figure out how to invent solutions to problems.

The Blue TTs Learning Style Sequence tends to be: auditory, kinesthetic, visual and conceptual which reveals that 'tweens and teens begin the process externally based on what they hear. Blues quickly and instinctively transition into the kinesthetic mode, because this added sensory input allows them to internalize and personalize what they are hearing.

As mentioned earlier, Blue TTs have inventive intellects that begin developing at very early ages. You will observe how much they love to sit and take things apart, and then put them back together again. They love figuring out what makes them work. Their young minds want to know "how" and "why" and they can be more relentless with PTs when they are seeking to understand every single new thing they are learning in their world.

They begin doing this with toys, quickly growing into electronics, then anything and everything within their reach. This inventive, seeking intellect evolves early into how they understand the world of relating. They are voracious readers of both fiction (love and romance) and non-fiction (why and how).

*All Color Style TTs need adult support, coaching and role-playing effective responses. "I'm listening to everything you have to say because I care what you think and what you are teaching me, because I aim to please so I can get some of those hugs and pats on the back and affirmative statements that I so love, from you."

Green Parent/Teacher and Green 'Tweens/Teens

Green PTs see Green TTs as compatible, strategic, productive, cooperative, reliable, serious and focused visionaries, who are simpatico in intelligence and self-confidence.

On the other hand when Green TTs are consumed with an idea - something that they really want and

can't quite figure out how to get - or are upset with themselves, Green PTs then see them as exhausting, obsessive, compulsive, argumentative, and pushy, just like a dog with a bone.

As a Green PT you may see this shift in behavior as exhaustive, too time-consuming and a bother. To shift the energetic tension your Green TTs are picking up on resist the temptation to finish their sentences or to fix it for them, because they will reject you. They'll check out mentally and emotionally from that moment on.

What you can do with Green TTs is to say, "Let's just get quiet together for a few moments and visualize what solution we would prefer to see happen for this." After a few moments, take a peek to see how the Green TTs are doing, and wait for them to open their eyes. Then ask them what they saw in their mind's eye. Now, instead of pushing them to resolve quickly whatever is going on, you've slowed things down for them. You've reduced the pressure build-up to have to come up with an instant solution and have opened a conversation about what they are thinking. Remember, Green to Green, you are both thinkers, not feelers.

When a Green PT wants to instill effective communication that will help Green TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- What do you think we should do next?
- What do you think our next strategy should be?
- Let's not reinvent the wheel; let's just make some necessary improvements.

Understanding Green TT's Learning Style

Greens see the big picture conceptually long before the other Color Styles. They begin their systematizing process internally based on the mental pictures and concepts that they see taking shape in their minds.

The Green TTs Learning Style Sequence tends to be: conceptual, visual, auditory and kinesthetic. Once they clearly formulate the required components of the homework assignment at hand that they are seeing in their minds, they start validating by scan reading as much as is applicable (or listening to trainings while they are "doing" something else) so they can to start building their unique system through writing "to do" lists - kinesthetic.

As far as the auditory component, Greens don't rely so much on what they hear from others i.e., trainings about the subject matter, as much as what they need to talk through the information they've gathered as they put the pieces of the puzzle together a simple and easy to implement system.

*You can get and keep a Green TTs attention by saying: "Don't tell me, give me an example of the bigger picture and then show me a picture of it if you have one; let me see it in my mind's eye first before you start talking to me about it and let's save the touchy feely socially fun stuff for later, after we've done our work.

Green Parent/Teacher and Red 'Tweens/Teens

Green PTs see Red TTs as reliable, organized, predictable, realistic, dependable, cooperative and detail-oriented individuals who are concerned with progress and who make good delegators for activities.

On the other hand when Red TTs are feeling threatened or out of control in whatever is happening in their immediate environment, Green PTs tend to see them as irritable, impatient, rigid, unimaginative, inflexible, demanding, controlling, headstrong, stubborn and oppositional individuals with a narrow perspective.

As a Green PTs you may see this shift in behavior as annoying, invasive and distracting. In your eyes, it makes things far more difficult than they need to be. To shift the energetic tension your Red TTs are picking up on, draw on past experiences that they are familiar. Help them mentally bridge what worked in the past into newer, easier and innovative approaches that will work better for them now.

Once you've stated what you prefer, don't repeat yourself. It's okay if your Red TTs repeat themselves, just not you. Give them the data and then suggest how they can put it to immediate use for their benefit. To dissolve the power struggle between the two of you, be compassionate and understanding about your Red TT's fear of failure or of "looking bad." Recognize their need to control and to take the lead in the situation.

When a Green PT wants to instill effective communication that will help Red TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- Let's come up with something new and exciting.
- Just tell me what needs to be done.
- Here are the facts, just the facts so you can make a decision.

Understanding Red TT's Learning Style

Reds do not focus on listening; what they see is more important to them than what they hear. When working with Red TTs, start the conversation with a picture, graph or chart showing the information you want to share. If what they see first gives them information in the way that they can absorb it, learning begins to take place and they are motivated for further study. To Reds, pictures, graphs and charts are "concrete" evidence that is held in high regard. When they later complete the assignment, they follow the process of gathering data, statistics and research that support this original picture they hold in their minds. Their motivation for achieving the desired, end result remains strong if these steps are followed.

The Red Learning Style Sequence tends to be: visual, kinesthetic, conceptual and auditory. A Red thinks, "Oooo now that looks cool! (visual) I want to learn about that, but don't bother to start talking to me about it. (auditory) I'll just go and start poking around to figure it out for myself. " (kinesthetic)

Reds begin acquiring data and the necessary knowledge the second they see something that they are interested in and want to learn more about. They move quickly from the point of seeing something that interests them, to starting to push buttons, pull levers and examining the thing with a hands-on approach, before actually seeing if there were any directions attached. (kinesthetic). Because they tend to be visual first, they will stop and go, stop and go, along the way to read the directions, rules or any other pertinent data.

You can get and keep a Red TTs attention by saying: "Now, I need you to take a moment to listen to the question, because it only requires a 'yes' or 'no' answer from you, and then we can move on to all of the additional information you would like to share with me about what you think is important about the topic at hand."

Green Parent/Teacher and Yellow 'Tweens/Teens

Green PTs see Yellow TTs as spontaneous, easygoing, enthusiastic, adaptable, gregarious individuals who are wonderfully creative, talented, flexible, personable, motivating and convincingly fun.

On the other hand when Yellow TTs feel pressured to get themselves organized and march to the same drummer as everyone else, the Green PTs see them as too emotional, scattered, myopic, unreliable, undisciplined, inconsistent people who are untrustworthy with completing any task on time, let alone starting what they are asked when they are asked to do it.

As a Green PTs you may see this shift in behavior as much too time-consuming, and anxiety producing, because you wanted to be farther down the road by now. It's painful to watch the slow (or no) progress. To shift the energetic tension your Yellow TTs are picking up on, get them engaged in a conversation by asking for their ideas.

Keep the conversations light, fun and lively by not bogging them down with a lot of details. Show your interest in them and refrain from dismissing any of their ideas before they've had time to explain them. Even though you are mentally already down the road, be patient as you listen to their line of reasoning. Appeal to their desire to be unique and preface any coaching by acknowledging what all they do well.

When a Green PT wants to instill effective communication that will help Yellow TTs learn healthy choice making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- What feels right to you as you look at this?
- Let's brainstorm to see if we can come up with something new, fun and exciting.
- I really like they way you're always so willing to jump in.

Understanding Yellow TT's Learning Style

Yellows physically and emotionally feel their way through life. They like the feel of what's going on - literally touching what they're observing in the room or creating a picture of it through drawing or doodling, using lines or arrows to connect the dots or design a visual. Picking up pencil and paper begins their learning process. They love pictures and so when they see something in the Great Out There they need to bring it into something visible and tangible through drawing or performing it as they go.

The Yellow Learning Style Sequence tends to be: kinesthetic, visual, auditory and conceptual.

"Give me something to play with, touch and feel, and now you have my attention and I'm ready to learn as long as you make it fun, fun, fun. Don't tell me, show me how this is entertaining to learn. I like pictures and stories that I can get my mind around that are interesting. I'm so busy mentally in the Great Out There - day dreaming - that I'm not hearing you."

Their love of talking so much - auditory - is not about auditory learning as much as it is about needing to talk about what they've accomplished. They need to be sure that their internal picture matches what they saw and are able to illustrate. They are bored easily by the written word, and need as many hands-on activities as possible to enhance and solidify their learning process.

*You can get and keep a Yellow TT's attention by: Touching their shoulder, let them know that you need them to wrap up what they are doing if it is playing a game on their computer or TV. Give them a moment, be respectful so that you teach respect. Give away what you want here. You want a respectful child, be respectful of them and what they are involved in.

One of the biggest mistakes I see parents and teachers make repeatedly with Yellow children of all ages is to start issuing household / classroom orders or giving them directions like, "Get in there and clean your room," "Take out the trash," "The dog needs walking," "I asked you a question, where were you?" "I explained this to the whole class, you need to pay attention?" "What did I just say about that?" without doing a "check-in" to see if they are even in their bodies.

Not in their bodies? If they are not in their bodies, where are they? Mentally speaking Yellows are in the Great Out There!!!

You need to physically get in front of them and then touch their shoulder lightly and say (without a negative or condescending attitude), "Earth to Yellow, Earth to Yellow."

Now Wait for it Wait for it ...swhopppp! Back **IN** to their bodies they come and if you pay close attention you'll see their eyeballs roll around several times like a pin ball in a pin ball machine, bouncing off of all of the scoring boards going "ding-ding-ding-ding-ding" right before it lands and goes down the hole.

NOW you can ask them to go run an errand and be specific about when you want this errand done. But you are not done yet. Don't leave. Stay there and then say, "Look at me ...Look at me ...repeat back to me what I just asked you to go do." The Yellow may or may not be able to repeat it all back.

Remember, if they've been in the Great Out There, it takes a minute or two to come back and stay put. Try again. Wait a moment, watch their eyes and then say, "Tell me what I just asked you to do." That should do it.

By keeping your attitude "in-check" about reaching out and touching your Yellow, you won't get any rebellious blow off or backlash out of this exchange if you are lightly humorous. You are also teaching your child how to be respectful of others by how you are respecting them.



COLOR STYLE COACHING

for Red Parent/Teachers with ALL Color Style 'Tweens/Teens

Red Parent/Teacher (PT) and Blue 'Tweens/Teens (TT)

Red PTs see Blue TTs as cooperative, happy, easygoing, emotionally sensitive, predictable, reliable, well-behaved, socially adept individuals who are loving, gentle and supportive little caretakers.

On the other hand when Blue TTs are reacting to too much environmental and emotional tension coming from either the adults in their vicinity or from their peers, they are seen by Red PTs as emotionally irritating, needy, uptight, difficult to get along with, unreasonable, resentful, unappreciative, passive/aggressively stubborn and just too sensitive.

As a Red PT you may see this shift in behavior as a pain in the butt. To shift the energetic tension your Blue TTs are picking up on and reacting to, begin your conversation on a positive soothing vibe and tone, pointing their focus to the good things happening in the situation.

Encourage them to access their feelings and then "use their words" to "talk-it-out" about whatever they are internally upset and concerned about. Don't press them to make a decision about the next step before they've had a chance to explore how they feel about what choices are available to them.

Dial in your Blue Speak, meaning keep your volume and your attitudinal energy even keeled. Listening is not one of your strengths, so here is your opportunity to learn and grow by listening, really listening, to the heart of what they are off kilter about. Recognize that a Blue who is being anything but nice, kind and caring has a definite concern. Dig, while the piles are small, with your Blue TTs and there won't be emotional build-up that leads to emotional melt-downs.

When a Red PTs wants to instill effective communication that will help Blue TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- Can you help me understand this, I'm confused?
- Would you help me plan something that we could do together, just you and me?
- You have my word on it; we will do this together.

Blue TT's Learning Style

Blues like to break down whatever assignment or task you've given them into parts and then they love putting it back together again. It is one of the ways they feel useful and helpful. It is also how they figure out how to invent solutions to problems.

The Blue TTs Learning Style Sequence tends to be: auditory, kinesthetic, visual and conceptual which reveals that 'tweens and teens begin the process externally based on what they hear. Blues quickly and instinctively transition into the kinesthetic mode, because this added sensory input allows them to internalize and personalize what they are hearing.

As mentioned earlier, Blue TTs have inventive intellects that begin developing at very early ages. You will observe how much they love to sit and take things apart, and then put them back together again. They love figuring out what makes them work. Their young minds want to know "how" and "why" and they can be more relentless with PTs when they are seeking to understand every single new thing they are learning in their world.

They begin doing this with toys, quickly growing into electronics, then anything and everything within their reach. This inventive, seeking intellect evolves early into how they understand the world of relating. They are voracious readers of both fiction (love and romance) and non-fiction (why and how).

*All Color Style TTs need adult support, coaching and role-playing effective responses. "I'm listening to everything you have to say because I care what you think and what you are teaching me, because I aim to please so I can get some of those hugs and pats on the back and affirmative statements that I so love, from you."

Red Parent/Teacher and Green 'Tweens/Teens

Red PTs see Green TTs as fast talkers and thinkers, innovative, logical, intelligent, knowledgeable, self-confident, opportunistic, competent - "run and gun" little speedsters, shooting way ahead of the pack to get it done as fast as possible.

On the other hand when Green TTs are upset with themselves, or are consumed with an idea - something that they really want and can't quite figure out how to get - Red PTs see them as strong-willed, impulsive, unrealistic, aloof, impersonal, nonconformist, complicated, incorrigible and resistant trouble-makers who are inwardly strong-willed and not willing to be led, directed or helped.

As a Red PT you may see this shift in behavior as strong willed and unbendable to your unilateral decision-making and orders. To shift the energetic tension your Green TTs are picking up on, pull back your need to stop Green TTs abruptly in their tracks to control them into following your orders without question.

Greens are wired to question absolutely everything and no matter how harsh you are with them, in order to shut them up, they will still find a way to ask questions. They are wired to be independent thinkers looking for new solutions - better and easier ways to do things to replace old worn out ways of doing things, connect and engage them by soliciting their suggestions and ideas.

Reds are traditionalists in the sense that they don't like their authority challenged. However, when it comes to old-school authoritarianism, which by the way, only appeals to other Reds, it causes a disconnect and is essentially ineffective with all of the other Color Styles.

Think of it this way, it's not so much that others are challenging you, it's that each of the other colors are driven by their own predispositions to bring another flavor to the mix. And Reds, after all, do enjoy competitive risks and changing things up to beat out their perceived competition. So, instead of feeling like you've got to be in control, think of Greens differently, systematizing the assignment as a way for you to benefit as well. Remember, connecting for a common end result, turns 'me' into 'we.' And winning in relationships is a team sport.

Trying to assert your Red Speak authority with a Green TT will not be effective at all in creating a harmonious, easy-flowing relationship. Instead of trying to be the "boss" of your Green TTs, challenge their intellectual curiosity. Refrain yourself from questioning their logic or telling them they are wrong or unrealistic. This is inflammatory to the Green TT's psyche and creates a chasm between the two of you, producing one big power struggle instead of allowing both of you to experience an enjoyable and empowered intellectual dialogue, debate and exchange of ideas.

When a Red PTs wants to instill effective communication that will help Green TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- We need someone to take charge of this. Are you interested?
- We need to figure out how to resolve these issues.
- That's interesting; tell me more. Walk me through your system.

Understanding Green TT's Learning Style

Greens see the big picture conceptually long before the other Color Styles. They begin their systematizing process internally based on the mental pictures and concepts that they see taking shape in their minds.

The Green TTs Learning Style Sequence tends to be: conceptual, visual, auditory and kinesthetic. Once they clearly formulate the required components of the homework assignment at hand that they are seeing in their minds, they start validating by scan reading as much as is applicable (or listening to trainings while they are "doing" something else) so they can to start building their unique system through writing "to do" lists - kinesthetic.

As far as the auditory component, Greens don't rely so much on what they hear from others i.e., trainings about the subject matter, as much as what they need to talk through the information they've gathered as they put the pieces of the puzzle together a simple and easy to implement system.

*You can get and keep a Green TTs attention by saying: "Don't tell me, give me an example of the bigger picture and then show me a picture of it if you have one; let me see it in my mind's eye first before you start talking to me about it and let's save the touchy feely socially fun stuff for later, after we've done our work.

Red Parent/Teacher and Red 'Tweens/Teens

Red PTs see Red TTs as realistic, enjoyable, reliable, responsible, easygoing, productive, organized individuals who are challenging, intellectually bright competitors to banter with.

On the other hand when Red TTs are feeling threatened or out of control in whatever is happening in their immediate environment, Red PTs tend to see them as controlling, stubborn, strong-willed, unrealistic poor losers, who are irresponsible, intolerant, temperamental, demanding, and difficult to control.

As a Red PT you may see this change in behavior as unacceptable, inappropriate and disappointing. To shift the energetic tension your Red TTs are picking up on, you need to get a new attitude and quick! Because Reds tend to be traditionalists - as in the 'old-school' authoritarian model - you have come to believe that you have to be harsh to be effective. This could not be further from the truth. Instead, understand what really needs to happen to empower your Red TTs to be all that they are already naturally wired to be.

I know you love factual information so let me give you some concrete facts. I have successfully worked with thousands of at-risk kids, from the inner city to the suburbs, even from the most transient areas of our country, and I did not have to be harsh to get them engaged and producing high quality work. I did not have to push them down to get them to rise up. Life had them pushed down low enough as it was. All 'tweens and teens today need a hand up, so give it!

A word of advice: don't simply view your Red TTs as stubborn or strong willed. Recognize their need to learn to be a future leader and help them develop effective management skills. Focus on what you want them to hear, and tell them how they can put their findings to immediate use. Expect them to be frank and blunt about what they are thinking. Appeal to their desire to do what's right.

When a Red wants to instill effective communication that will help Red TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- Tell me what you want. Tell me what needs to be done and let's get to it.
- Let's get down to what's really important.
- Give me the facts, just the facts Jack!

Understanding Red TT's Learning Style

Reds do not focus on listening; what they see is more important to them than what they hear. When working with Red TTs, start the conversation with a picture, graph or chart showing the information you want to share. If what they see first gives them information in the way that they can absorb it, learning begins to take place and they are motivated for further study. To Reds, pictures, graphs and charts are "concrete" evidence that is held in high regard. When they later complete the assignment, they follow the process of gathering data, statistics and research that support this original picture they hold in their minds. Their motivation for achieving the desired, end result remains strong if these steps are followed.

The Red Learning Style Sequence tends to be: visual, kinesthetic, conceptual and auditory. A Red thinks, "Oooo now that looks cool! (visual) I want to learn about that, but don't bother to start talking to me about it. (auditory) I'll just go and start poking around to figure it out for myself. " (kinesthetic)

Reds begin acquiring data and the necessary knowledge the second they see something that they are interested in and want to learn more about. They move quickly from the point of seeing something that interests them, to starting to push buttons, pull levers and examining the thing with a hands-on approach, before actually seeing if there were any directions attached. (kinesthetic). Because they tend to be visual first, they will stop and go, stop and go, along the way to read the directions, rules or any other pertinent data.

You can get and keep a Red TTs attention by saying: "Now, I need you to take a moment to listen to the question, because it only requires a 'yes' or 'no' answer from you, and then we can move on to all of the additional information you would like to share with me about what you think is important about the topic at hand."

Red Parent/Teacher and Yellow 'Tweens/Teens

Red PTs see Yellow TTs as fun, spontaneous, agreeable, charismatic, easygoing, emotionally approachable, up-for-anything risk takers.

On the other hand when Yellow TTs are feeling pressured to get themselves organized and march to the same drummer as everyone else, the Red PTs then see them as foolish, irresponsible, too emotional, mischievous, flighty and hyper individuals who are compulsive, impractical, complicated, intentionally undermining, outwardly strong willed, unpredictable and very hard to settle down.

As a Red PT you may see this shift in behavior as needing to be controlled, quieted and calmed down because it's too emotionally stimulating for your orderly reserve. Shift the energetic tension your Yellow TTs are picking up on by relaxing yourself and chilling out a little bit. Don't be so intense, allow the discussion to be lively and to flow freely, without silencing, repressing or ignoring your

Yellow TTs. Don't shush them when they are expressing how they are feeling, unless you want things to really get loud, because they are not afraid of an audience. They love creative performances! It's how they are wired.

Be conscientious about not discounting, dismissing or making light of their feelings as a way to try to get them to settle down. Above all else, do not be diminishing or disrespectful of their creatively expressed emotional nature by calling them a "Drama Queen." You can, however, let them know that you are not comfortable with their creativity in this particular setting and you'd prefer that they dial it down for now in this situation.

This sends a message that you are not condemning their creative, effusive style of being in the world, just directing them to understand that some places are not as accommodating as others for creative performances. Ask them what they want to accomplish in this setting to find out what is at the heart of what's going on for them. When you find out what it is, now you have your teachable moment, so be compassionate and instructive.

You don't need to overwhelm them with a lot of rules; simply engage them in a discussion about choices. Use words to paint pictures about the end results you'd like to see them achieve. Most importantly, get them busy doing something fun and creative, it will channel their energy in a positive way and they will start feeling better about themselves.

When a Red PTs wants to instill effective communication that will help Yellow TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- You have real talent for understanding people.
- You have a very keen sense for what all is going on around here. You sure know how to read people.
- I'm not good at defusing conflict like you are; can you give me some ideas?

Understanding Yellow TT's Learning Style

Yellows physically and emotionally feel their way through life. They like the feel of what's going on - literally touching what they're observing in the room or creating a picture of it through drawing or doodling, using lines or arrows to connect the dots or design a visual. Picking up pencil and paper begins their learning process. They love pictures and so when they see something in the Great Out There they need to bring it into something visible and tangible through drawing or performing it as they go.

The Yellow Learning Style Sequence tends to be: kinesthetic, visual, auditory and conceptual.

"Give me something to play with, touch and feel, and now you have my attention and I'm ready to learn as long as you make it fun, fun, fun. Don't tell me, show me how this is entertaining to learn. I like pictures and stories that I can get my mind around that are interesting. I'm so busy mentally in the Great Out There - day dreaming - that I'm not hearing you."

Their love of talking so much - auditory - is not about auditory learning as much as it is about needing to talk about what they've accomplished. They need to be sure that their internal picture matches what they saw and are able to illustrate. They are bored easily by the written word, and need as many hands-on activities as possible to enhance and solidify their learning process.

*You can get and keep a Yellow TT's attention by: Touching their shoulder, let them know that you need them to wrap up what they are doing if it is playing a game on their computer or TV. Give them a moment, be respectful so that you teach respect. Give away what you want here. You want a respectful child, be respectful of them and what they are involved in.

One of the biggest mistakes I see parents and teachers make repeatedly with Yellow children of all ages is to start issuing household / classroom orders or giving them directions like, "Get in there and clean your room," "Take out the trash," "The dog needs walking," "I asked you a question, where were you?" "I explained this to the whole class, you need to pay attention?" "What did I just say about that?" without doing a "check-in" to see if they are even in their bodies.

Not in their bodies? If they are not in their bodies, where are they? Mentally speaking Yellows are in the Great Out There!!!

You need to physically get in front of them and then touch their shoulder lightly and say (without a negative or condescending attitude), "Earth to Yellow, Earth to Yellow."

Now Wait for it Wait for it ...swhopppp! Back **IN** to their bodies they come and if you pay close attention you'll see their eyeballs roll around several times like a pin ball in a pin ball machine, bouncing off of all of the scoring boards going "ding-ding-ding-ding-ding" right before it lands and goes down the hole.

NOW you can ask them to go run an errand and be specific about when you want this errand done. But you are not done yet. Don't leave. Stay there and then say, "Look at me ...Look at me ...repeat back to me what I just asked you to go do." The Yellow may or may not be able to repeat it all back.

Remember, if they've been in the Great Out There, it takes a minute or two to come back and stay put. Try again. Wait a moment, watch their eyes and then say, "Tell me what I just asked you to do." That should do it.

By keeping your attitude "in-check" about reaching out and touching your Yellow, you won't get any rebellious blow off or backlash out of this exchange if you are lightly humorous. You are also teaching your child how to be respectful of others by how you are respecting them.



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

HOW TO INTERPRET: One minute the Green/Red style will sequester themselves away in their office with a "Do Not Disturb" sign on the door, to do the work themselves (Green) and then realize that they are doing all of the work by themselves and the next minute Green/Red will find themselves walking the halls, shouting directives, delegating to any one standing around not doing anything, getting everybody busy, indicating that there will be no slackers tolerated, barking "Let's go, let's go, let's go" (Red).

REMEMBER: The more intense the situation, the more intensely Green this Color Combo will be.

IF YOUR COLOR COMBO REVERSES: If you flip into a Red/Green you will find your director style totally focused on winning results, taking the lead by delegating (Red), while doing most of the work themselves (Green). Why? Because no one will do it as well as they will (Green) and they will get it done "on time" (Red).

RAISING AND EDUCATING TODAY'S CHILDREN: OUR MOST IMPORTANT JOB

My favorite poem on parenting is **SPEAK TO US OF CHILDREN**, based on the works of the Lebanese-American author, poet and philosopher Kahlil Gibran.

I first read this succinct, yet complete, explanation of what being a parent really means early in my teaching career. Later I had children of my own, and as I felt the gut-wrenching grip of parental fear come over me time and time again, the words from this beautiful poem would bring me back to the basics, and I would "know" what to do ...or not do!

The most meaningful phrases from **SPEAK TO US OF CHILDREN** for me are:

Your children are not your children.

They are the sons and daughters of Life's longing for itself.

They come through you but not from you,

And though they are with you, yet they belong not to you.

-Kahlil Gibran

Each time, as soon as I'd revisit this concept, I'd immediately begin to feel better. I loved this so much that I created a free flash online movie for you to enjoy at: www.OfChildrenMovie.com It is my hope that your Color Style Report will help you find peace, solace and direction with the children in your care whether it be as a parent or as an educator. Let's start where the troubles begin.

In working with thousands of children including at-risk youth, young adults and their parents, I observed a generational legacy of pain being inadvertently passed on, which is so common in today's families. I say inadvertently because, in loving your children so much, one often tries too hard in ways that are ineffective, the same ways you hated receiving as a child: judgment, skepticism, condemnation and disappointment.

While acknowledging that our parents were probably doing the best that they knew how, we need to ask if it is best to keep doing the same things to your children that you hated receiving as a child. People tend to try harder at what's not working, especially when it's not working!

It's simply an educational problem that can be solved. Blaming yourself, feeling bad about yourself as a parent, is not going to solve a thing.

As you read this report, stop blaming yourself and start learning what you can in fact do, to change things up for the best, most amazing and transformational outcome.

THE POWER OF LABELS

We are a society that labels. We're used to thinking and speaking about each other (and ourselves) in terms of labels:



- "She's a born athlete."
- "He's the one who starts the arguments."
- "I'm so fat."
- ""She's such a drama queen!"
- "He is so special."

Once you recognize that labeling is inevitable, why not consciously select labels that will heal and advance a child's life experience? That's a powerful choice! Learning the technique of re-labeling, and knowing how your Color Style affects the way you label others (while understanding their Color Style needs) is an effective tool for creating positive relationships with the children in your life.

Labels define our attitudes. You simply cannot have an attitude and keep it a secret. We radiate our thoughts. Others feel this and respond to it. Children, by far, are most susceptible to adverse labeling. A child's mind is a clear, sensitive palette that receives impressions without protection. Until children are fourteen years of age, their psyches readily absorb the suggestions and impressions of the predominant adults in their lives.

From the time a child is first conceived, born and begins to display their very first Color Style personality behaviors, truly loving and caring parents often inadvertently label their children in ways that will either empower their children or shut down and limit them.

Labels like, "my little bundle of trouble," "my tiny terrorist" or "my kid is a teenager now and everybody knows what a hell of a rollercoaster ride this is going to be (eye roll)," or directly telling your child when you are frustrated with them that they are a nuisance, a bother, a pain in the butt, just too sensitive, too emotional, too hyperactive, a momma's boy or just like your father - creates a significant chasm in your relationship and your ability to easily and effectively connect.

This is why you will see such a love/hate relationship - a fragmented disconnect - developing sometimes between toddlers and either one or both their parents. They don't like the feel of what their parent is thinking (judging) about them. If the parent does not change their thinking, perceptions and attitudinal vibes and tones, by the time a child becomes a 'tween or teen, it is a very unhappy experience for everyone involved and yes, it carries directly over into school.

Certainly educators will continue to label children to identify additional needs. However, rather than automatically accepting the diagnosis without further evaluation, you do have the power to intend a preferred prognosis. If an educator has a attitude about your child, you, as a parent, can step in and work to find out the source of this perception. If you don't make an effort to find ways to shift the attitudinal energy, then, the long term results may be truly alarming. Teens often try to escape their emotional turmoil and depression with drugs, alcohol, cutting, eating disorders and suicide.

The adults in our children's lives who think they are entitled to condescending, judgmental opinions based on erroneous perceptions do, in fact, emotionally hurt, maim and, yes - more than we want to accept as true - lower our children's EQ (emotional quotient - ability to manage their emotional lives with normal range age development and maturity) and therefore their IQ (intellectual quotient - ability to learn and understand). This can engineer a life time of suffering and pain in relationships if left unresolved.

LEARNING TO CONNECT WITH COLORS ...

ensures that Children will Thrive.

Be discerning about what professional advice you decide to put into practice. If what you are advised to do to "solve the problem" lowers your own energy, gives you a headache, or makes you feel sick to your stomach, then don't do it.

There is a nationally recognized author often seen in media interviews giving practical advice to parents and teachers, yet whose book offers unusually cruel and surprising labeling advice. Perhaps inadvertently, children are designated the "enemy" in the minds of the adults living and working with them.

The first section of this book about fixing the attitude of a child is called: "Exposing the Brat Factor!" This author begins by assigning children with attitude problems labels such as:

Selfish Sheila, the Terminator, Cruella De Vil, Napoleon Complex Couch Potato, In Your Face, Mr. Bigot, Drama Queen Little Princess, Mr. Fresh Prince, Con Artist, Donald Trump, Poor Me

Understand, this kind of condescending labeling is causing more harm than good when you label a child - or anyone - in this way, either in your thinking, or most certainly in the language and tone you use "on" the child.

This one labeling factor alone causes more disruption and difficulty than anything else we do to today's youth. Individuals are treated as though they are "the enemy," and they will naturally accept this label. Their behavior will most certainly continue to match this description. Giving a negative label based on a child's previous behavior only magnifies a situation, when all that is really needed is some positive re-labeling!

The only person here contributing to this problem is the adult with the attitude. It has and always will begin with the adult in charge. It does not matter what a child's home, environment or cultural situation is, what matters is the label and expectation. Yes, children most certainly will mirror the attitude of the adults when treated and "labeled" this way!

It's like putting your foot on a child's shoulder, pressing it to the ground, while yelling "Get Up!"

Be very discerning about what you call your children. For example, you might think it acceptable to tell your youngsters they are "special." As positive as this seems, this label causes difficulties as well. I've observed that "special" kids tend to think of themselves as superior to others. The problem is that this designation disconnects them from their peers and from having regard for adults they consider inferior. They hold themselves "apart" in what becomes an emotionally lonely world for the "different" or the elite and "special" ones.

Be mindful and be discerning. Think about long term possibilities when giving your children affectionate and affirmative labels. Stick with good feeling affirmative language and pay attention if behaviors become problematic. If behaviors remain harmonious and happy then you will most definitely enjoy these wonderful years of so much growth and exploration.

Find Your Attitude Free Zone

In this report for Parents/Educators on working effectively with Color Styles for 'Tweens and Teens, you'll discover how you can pull in your Color Style attitudes and start connecting with youth from an AFZ - Attitude Free Zone. Then, and only then, will you be able to begin the skill development coaching that will lead to better communication. Learn how to cope with affirmative acknowledgment based on how they are neurologically wired. Coach them on how they can choose words and behavior in ways that are more skillful and productive within their Color Style. Teach them how to Match & Mirror other Color Styles to be empowered at school with their peers and at home with their brothers and sisters.

We Teach People How To Treat Us!

Teach and coach your children well. Drop your own label and attitude, and instead teach them the skill of Matching & Mirroring so they grow up to be truly empowered and emotionally healthy individuals!

Are you are in a relationship with younger people or subordinates that is not going well at home or at work? The same attitudinal principles of Color Styles will work here too! If you label condescendingly about any of the Color Styles, you limit their emotional progress by setting up an invisible roadblock.

In my book, **NO LABELS, NO LIMITS** - available at www.MakeADifference.com/NLNL - I've written about five children who excelled because I relabeled them. Real-life stories will give you more confidence in your own ability to accomplish relabeling for yourself. A new label doesn't have to be true as of yet, in order for you to plant the seed. Instead of talking about what you don't want, shift gears and simply describe in detail what you'd prefer to see happen with this situation. It's as easy to label someone hopeless as it is to label them capable in their own special way. Think about it. What's the best that could happen?

Affirmative Color Styles

I realize that in narrowing down the personality styles to four colors, I am, in fact, labeling.

It is my intention with this information to label in a highly positive, affirmative and understanding way, and by no means limit any individual. Given the experiences of my own life, the fact that I now freely move from one color to the next based on what life is asking of me, means that I am not limited by my Color Styles. This is true for us all. We can develop the power and flexibility to evaluate our relationships with others and determine what is needed from us in order to experience harmony and synergy as much of the time as possible.

The only limit is when we go so extreme in our Color Style that we alienate those we need to be communicating effectively with, namely our children.

COLOR CONNECTION FIRST!

Let's put an end to these hurtful, harsh generational legacies of pain by learning how to be empowering and effective. Of course you are going to have rules, of course 'Tweens and Teens should have to be accountable to the choices they are "learning" to make. It's all about skill development, which can be learned and remembered even more effectively when you aren't stressing your 'Tween and Teen out with harsh, condescending attitudes and consequences that demonstrate nothing but your power.

A parent / teacher goal with 'tweens / teens is to learn through your Color Style and theirs how to defuse emotional intensity, emotional build up and emotional melt downs quickly. Create a loving, harmonious experience and bridge understanding throughout all of your day-to-day interactions by tuning-in to what's really going on.

For each Color Style Parent and/or Educator (PT), I will illustrate exactly what needs to be communicated to each Color Style 'Tween and Teen (TT), to dramatically, if not instantly, improve how well you are connecting with your 'tween and teen.

I want it understood, the 'Tween and Teen years can be the most amazing, wonderful time of your life with them. I know this for a fact because I've personally worked successfully with thousands of young people in this age group. Take this information to heart, apply it and put it into practice daily. My wish for you is a relationship of absolute love and joy with your 'Tween and Teen.

Commentary on Automatic Pilot

I've decided to include some of the automatic (and yes, hurtful and unnecessary) commentary that parents and teachers say to 'tweens and teens mostly because we have not made a conscious choice to be discerning about what was said to us as children. The following attitudinal jabs are unnecessary because they serve no positive purpose and result in only negative outcomes and upset for the one on



the receiving end of them.

I want to invite you to do what I did; I made a conscious discerning decision right now to not do to my students or my children anything that I hated being on the receiving end from my parents, teachers and siblings.

Guess which Colors Style gets these unnecessary messages the most?

- "How many times have I told you to clean up your room!"
- "Sit down and shut up."
- "Stop showing off."
- "Talk, talk, talk, all you do is talk. Will you please stop talking."
- "Where are you going now?"
- "Where have you been?"
- "You went where?!"
- "How about asking me next time!?" (Yellow)
- "Let your sister win one."
- "Come on now, be nice to your brother."
- "You need to share."
- "Stop being so bossy, will ya."
- "What do you mean, 'It's not your job?'"
- ""Are you listening to me?"
- "Have you even heard a single word I've said?"
- "Just answer the question that I asked."
- "I don't need a dissertation, or a lecture, just an answer." (Red)
- "You are talking so fast I can't understand a word you are saying."
- "Slow down buster, wait for all of us!"
- "We'll get there when we get there."
- "Turn that computer off and get to bed!"
- "Step away from the assignment."
- "Hey, we're having a conversation here, you are zoning out while I'm talking again."
- "No, we are not there yet!" (Green)
- "How many times have I told you to put the book down and turn out the lights, it's way past your bedtime."
- "Don't be such a tattletale."
- "You are just too sensitive."
- "Stand up for yourself. You are letting everybody around here walk all over you."

Now you are probably noticing, is that the Yellow and Reds receive most of the verbal commentary, i.e., nagging because their focus is all about doing their own thing. They are confident, and they put themselves out in front of the action every day. They are risk takers who want to be in the lead at all times. They are generally extroverts.

The Green and Blues on the other hand don't really like to make waves. Blues are engaged in conversation at all times, while Greens are busy thinking. They are generally introverts.

However, some of the Color Combos are "amniverts," in between an introvert and an extrovert, exhibiting traits from each Color in their special mix.

The blessing of being...

a loving, effective parent comes from your children
walking to you to lean on you as they grow up,
even though it creates a sweet melancholy
when they confidently walk away from you
to lead their own successful lives...

-George Schlatter, *Producer of Rowan and Martin's Laugh In*

It's All About The Connection ...

Relationships that work do so because of how people are deciding to connect. If an attempt at a good relationship fails, it isn't because connection is impossible. It's that the adults involved must be willing to put Color Style understanding and compassion first. Whether you are skeptical or hopeful, when you simply decide to think compassionate thoughts, the power of the feeling that is ignited is palpable.

The connection to your 'Tween and Teen is instantly available and deeply real.

COLOR STYLE COACHING

for Blue Parent/Teachers with ALL Color Style 'Tweens/Teens

Blue Parent/Teacher (PT) and Blue 'Tweens/Teens (TT)

Blue PTs **SEE** Blue TTs as emotionally sensitive, cooperative, considerate, accommodating, caring, trustworthy, friendly and loyal.

On the other hand, when Blue TTs react to an overload of environmental and emotional tension coming from either the adults in their vicinity or from their peers, they are seen by Blue PTs as uncooperative, manipulative, gossipy, complaining or emotionally controlling by being whiny, moody or just plain 'blue.'

As a Blue PT you may see this problematic shift in behavior as the Blue TT being helpless, hopeless and needing you to step in to make it all better. To shift the energetic tension your Blue TTs are picking up on - causing them to collapse into powerless behaviors - simply appeal to their keen sensibilities. Keep in mind how they, like you, have an internally built-in sense of fairness. Don't belittle their interests in equity and justice by saying something resentful and emotionally debilitating like, "Life isn't fair."

What you can say instead is, "I understand how important this is. What would you like me to do to support you in turning this experience around for the better?"

Blue TTs are wired for sensitivity, kindness and caring. They need to be coached about owning their space by dialing in some Green and/or Red which will help them own and hold their space with the other Color Styles. Role play is excellent for this.

As one Blue to another Blue, appreciate their need for order and their perfectionism. Don't minimize the importance of these needs to them in how they operate in their world. Recognize that your similar needs may not have been met when you were growing up, yet to imply that there is something inherently "off" about their need to do things well - perfectly - would be to inadvertently create a self-esteem issue where there doesn't need to be one. Slow the world down for them and take time to discuss positive, healthy possibilities and options with them. Don't ask "why" questions, because they will emotionally disconnect: they'll feel they've got to justify their feelings, beliefs and needs.

When a Blue PT wants to instill effective communication to help TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- Here's my take on the situation. How do you feel?
- Do you feel that this will give you what you need?
- What can I do to support you and what you'd prefer to see happen next?

Blue TT's Learning Style

Blues like to break down whatever assignment or task you've given them into parts and then they love putting it back together again. It is one of the ways they feel useful and helpful. It is also how they figure out how to invent solutions to problems.

The Blue TTs Learning Style Sequence tends to be: auditory, kinesthetic, visual and conceptual which reveals that 'tweens and teens begin the process externally based on what they hear. Blues quickly and instinctively transition into the kinesthetic mode, because this added sensory input allows them to internalize and personalize what they are hearing.

As mentioned earlier, Blue TTs have inventive intellects that begin developing at very early ages. You will observe how much they love to sit and take things apart, and then put them back together again. They love figuring out what makes them work. Their young minds want to know "how" and "why" and they can be more relentless with PTs when they are seeking to understand every single new thing they are learning in their world.

They begin doing this with toys, quickly growing into electronics, then anything and everything within their reach. This inventive, seeking intellect evolves early into how they understand the world of relating. They are voracious readers of both fiction (love and romance) and non-fiction (why and how).

*All Color Style TTs need adult support, coaching and role-playing effective responses. "I'm listening to everything you have to say because I care what you think and what you are teaching me, because I aim to please so I can get some of those hugs and pats on the back and affirmative statements that I so love, from you."

Blue Parent/Teacher and Green 'Tweens/Teens

Blue PTs see Green TTs as amazingly resourceful, helpful, reliable and idealistic - virtually Speedy Gonzales in how they run ahead, think, talk and accomplish so much in so little time.

As a Blue PT you may see this shift in behavior as self-absorbed and as a lack of appreciation for the help you are offering the Green TT. To shift the energetic tension your Green TTs are picking up on, you must simply get to your point quickly. Tell them immediately if they have been hurtful in their actions and don't belabor it. Tell them you need them to take a big breath and be fully present for what you need them to understand next.

Remember Greens are highly self-critical and perfectionist, just like Blues, so they will take whatever you have to say and beat themselves up with it several times over. A Blue PT tendency is to belabor the point and lace it with emotion, whether it be with disappointment about the Green TT's indifferent behavior or whether it's to try to guilt them out of it. Refrain completely from ever using either method again with Green TTs or anybody for that matter and you will get the really positive results you are seeking.

If it is imperative that you must deliver your feedback and insights for skill development because it's a teachable moment, get it said in 60 seconds or less and keep it in a coaching style. The goal here is to help your Green TTs to learn effective coping and social skills.

- I need help solving a problem.
- What's your take on the situation?
- I can't seem to get this thing to work. Can you help me?

Understanding Green TT's Learning Style

Greens see the big picture conceptually long before the other Color Styles. They begin their systematizing process internally based on the mental pictures and concepts that they see taking shape in their minds.

The Green TTs Learning Style Sequence tends to be: conceptual, visual, auditory and kinesthetic. Once they clearly formulate the required components of the homework assignment at hand that they are seeing in their minds, they start validating by scan reading as much as is applicable (or listening to trainings while they are "doing" something else) so they can to start building their unique system through writing "to do" lists - kinesthetic.

As far as the auditory component, Greens don't rely so much on what they hear from others i.e., trainings about the subject matter, as much as what they need to talk through the information they've gathered as they put the pieces of the puzzle together a simple and easy to implement system.

*You can get and keep a Green TTs attention by saying: "Don't tell me, give me an example of the bigger picture and then show me a picture of it if you have one; let me see it in my mind's eye first before you start talking to me about it and let's save the touchy feely socially fun stuff for later, after we've done our work."

Blue Parent/Teacher and Red 'Tweens/Teens

Blue PTs see Red TTs as intelligent, driven, strong, and opinionated; they head up the front of the line no matter what situation they are in.

On the other hand when Red TTs are feeling threatened or out of control in whatever is happening in their immediate environment, Blue PTs tend to see them as domineering, demanding, defensive, oppositional, defiant, belligerent and tough to discipline and manage.

As a Blue PT you may see this shift in behavior as off-putting, scary and very difficult to manage or to be with energetically speaking. To shift the energetic tension your Red TTs are picking up on simply be clear about what you want to say before you start in. Don't use emotionally charged language that will elicit an emotional reaction, like how hurt and disappointed you are that the Red TTs are doing something that is offensive to your sensitivities. State concrete, factual information and stick to the point.

Don't ask why questions or they'll give you an emotionally abrasive response that probably won't at all be what you're expecting or wanting in return. Keep your thoughts concise and do not ask them how they feel. They are not feelers, they are thinkers. Minimize your small talk or put them in a position where they have to defend what they're trying to communicate because they'll take on an aggressive posture with you. You must cut to the chase about what you prefer to see as the outcome for you both, and don't make it about your opinion on the matter. Keep it factual and measurable with a beneficial outcome.

When a Blue PT wants to instill effective communication that will help Red TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- This will save you time and get you what you want.
- Here's what worked before. Try it.
- Let's check the facts first about this before we proceed.

Understanding Red TT's Learning Style

Reds do not focus on listening; what they see is more important to them than what they hear. When working with Red TTs, start the conversation with a picture, graph or chart showing the information you want to share. If what they see first gives them information in the way that they can absorb it, learning begins to take place and they are motivated for further study. To Reds, pictures, graphs and charts are "concrete" evidence that is held in high regard. When they later complete the assignment, they follow the process of gathering data, statistics and research that support this original picture they hold in their minds. Their motivation for achieving the desired, end result remains strong if these steps are followed.

The Red Learning Style Sequence tends to be: visual, kinesthetic, conceptual and auditory. A Red thinks, "Oooo now that looks cool! (visual) I want to learn about that, but don't bother to start talking to me about it. (auditory) I'll just go and start poking around to figure it out for myself. " (kinesthetic)

Reds begin acquiring data and the necessary knowledge the second they see something that they are interested in and want to learn more about. They move quickly from the point of seeing something that interests them, to starting to push buttons, pull levers and examining the thing with a hands-on approach, before actually seeing if there were any directions attached. (kinesthetic). Because they tend to be visual first, they will stop and go, stop and go, along the way to read the directions, rules or any other pertinent data.

You can get and keep a Red TTs attention by saying: "Now, I need you to take a moment to listen to the question, because it only requires a 'yes' or 'no' answer from you, and then we can move on to all of the additional information you would like to share with me about what you think is important about the topic at hand."

Blue Parent/Teacher and Yellow 'Tweens/Teens

Blue PTs see Yellow TTs as spontaneous, easygoing, creative, happy-go-lucky, flexible, laid-back, friendly, chatty, carefree and emotionally approachable and fun.

On the other hand when Yellow TTs are feeling pressured to get themselves organized and march to the same drummer as everyone else, the Blue PTs then see them as irresponsible, unpredictable, procrastinating, hyperactive individuals who are never ready on time, will not be quiet and pay attention, or are totally unmotivated and lazy.

As a Blue PT you may see this shift in behavior as flighty and disorderly, one that's hard to feel any level of control over. To shift the energetic tension your Yellow TTs are picking up on, smile and maintain good eye contact, without taking an authoritarian posture to get them to listen to you. Provide them options. Because of your loving care and concern for their safety and well-being, refrain from trying so hard with them, or to thinking you'll be effective at micromanaging them.

Instead, ask them to share their feelings. Don't try to quiet them down when their venting is more passionately expressed than you feel comfortable with. The more you try to quiet them, the louder they will get. What you can do is make sure you are in a room where you won't be embarrassed by your Yellow TTs need to express themselves!

When a Blue PT wants to instill effective communication that will help Yellow TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- What is your tummy ('tween) or gut / intuition (teen) telling you?
- What are your feelings about _____?
- Let's talk about what's going on for you that you are not acting like yourself right now.

Understanding Yellow TT's Learning Style

Yellows physically and emotionally feel their way through life. They like the feel of what's going on - literally touching what they're observing in the room or creating a picture of it through drawing or doodling, using lines or arrows to connect the dots or design a visual. Picking up pencil and paper begins their learning process. They love pictures and so when they see something in the Great Out There they need to bring it into something visible and tangible through drawing or performing it as they go.

The Yellow Learning Style Sequence tends to be: kinesthetic, visual, auditory and conceptual.

"Give me something to play with, touch and feel, and now you have my attention and I'm ready to learn as long as you make it fun, fun, fun. Don't tell me, show me how this is entertaining to learn. I like pictures and stories that I can get my mind around that are interesting. I'm so busy mentally in the Great Out There - day dreaming - that I'm not hearing you."

Their love of talking so much - auditory - is not about auditory learning as much as it is about needing to talk about what they've accomplished. They need to be sure that their internal picture matches what they saw and are able to illustrate. They are bored easily by the written word, and need as many hands-on activities as possible to enhance and solidify their learning process.

*You can get and keep a Yellow TT's attention by: Touching their shoulder, let them know that you need them to wrap up what they are doing if it is playing a game on their computer or TV. Give them a moment, be respectful so that you teach respect. Give away what you want here. You want a respectful child, be respectful of them and what they are involved in.

One of the biggest mistakes I see parents and teachers make repeatedly with Yellow children of all ages is to start issuing household / classroom orders or giving them directions like, "Get in there and clean your room," "Take out the trash," "The dog needs walking," "I asked you a question, where were you?" "I explained this to the whole class, you need to pay attention?" "What did I just say about that?" without doing a "check-in" to see if they are even in their bodies.

Not in their bodies? If they are not in their bodies, where are they? Mentally speaking Yellows are in the Great Out There!!!

You need to physically get in front of them and then touch their shoulder lightly and say (without a negative or condescending attitude), "Earth to Yellow, Earth to Yellow."

Now Wait for it Wait for it ...swhopppp! Back **IN** to their bodies they come and if you pay close attention you'll see their eyeballs roll around several times like a pin ball in a pin ball machine, bouncing off of all of the scoring boards going "ding-ding-ding-ding-ding" right before it lands and goes down the hole.

NOW you can ask them to go run an errand and be specific about when you want this errand done. But you are not done yet. Don't leave. Stay there and then say, "Look at me ...Look at me ...repeat back to me what I just asked you to go do." The Yellow may or may not be able to repeat it all back.

Remember, if they've been in the Great Out There, it takes a minute or two to come back and stay

put. Try again. Wait a moment, watch their eyes and then say, "Tell me what I just asked you to do." That should do it.

By keeping your attitude "in-check" about reaching out and touching your Yellow, you won't get any rebellious blow off or backlash out of this exchange if you are lightly humorous. You are also teaching your child how to be respectful of others by how you are respecting them.



COLOR STYLE COACHING

for Yellow Parent/Teachers with ALL Color Style 'Tweens/Teens

Yellow Parent/Teacher (PT) and Blue 'Tweens/Teens (TT)

Yellow PTs see Blue TTs as sensitive, dependable, helpful, caring, responsible, sympathetic, compassionate, conscientious and careful.

On the other hand when Blue TTs are reacting to too much environmental and emotional tension coming from either the adults in their vicinity or from their peers, they are seen by Yellow PTs as unimaginative, controlling, self-centered, overbearing, inflexible, serious, overly protective individuals who are too sensitive and pouty - and just won't let things go.

As Yellow PTs, you may see this shift in behavior as ruining your good time, and you may find yourself wanting to minimize what's going on for your Blue TTs by saying, "Get a smile on that face and forget it!" However, this will only hurt their feelings and prolong their emotionally heightened sensitive behaviors.

To shift the energetic tension your Blue TTs are picking up on and reacting to, appreciate and recognize their efforts and contributions. Be friendly and considerate of their tender feelings and, because you are quite the talker, be careful not to interrupt them or inadvertently talk down to them by minimizing the importance of their feelings. Encourage them to share their feelings if you sense that you stepped on their toes, so they won't hold things inside letting them build up to the point where there is an emotional meltdown.

When Yellow PTs want to instill effective communication that will help Blue TTs grow into healthy choice making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- Let's do whatever we need to in order to make you more comfortable.
- I need help in getting others to support this idea that I have. I need help in getting others to support this idea that I have.
- Would you help me plan a party?

Blue TT's Learning Style

Blues like to break down whatever assignment or task you've given them into parts and then they love putting it back together again. It is one of the ways they feel useful and helpful. It is also how they figure out how to invent solutions to problems.

The Blue TTs Learning Style Sequence tends to be: auditory, kinesthetic, visual and conceptual which reveals that 'tweens and teens begin the process externally based on what they hear. Blues quickly and instinctively transition into the kinesthetic mode, because this added sensory input allows them to internalize and personalize what they are hearing.

As mentioned earlier, Blue TTs have inventive intellects that begin developing at very early ages. You will observe how much they love to sit and take things apart, and then put them back together again. They love figuring out what makes them work. Their young minds want to know "how" and "why" and they can be more relentless with PTs when they are seeking to understand every single new thing they are learning in their world.

They begin doing this with toys, quickly growing into electronics, then anything and everything within their reach. This inventive, seeking intellect evolves early into how they understand the world of relating. They are voracious readers of both fiction (love and romance) and non-fiction (why and how).

*All Color Style TTs need adult support, coaching and role-playing effective responses. "I'm listening to everything you have to say because I care what you think and what you are teaching me, because I aim to please so I can get some of those hugs and pats on the back and affirmative statements that I so love, from you."

Yellow Parent/Teacher and Green 'Tweens/Teens

Yellow PTs see Green TTs as creatively interesting, visionary problem solvers, predictably creative, dependable, intelligent, competent nonconformists and knowledge seekers, who will stick with something until it's done.

On the other hand when Green TTs are consumed with an idea, something that they really want and can't quite figure out how to get or are upset with themselves Yellow PTs then see them as aloof, insensitive, impersonal, overly resistive, intolerant, narrow-minded, unrelenting, stubborn, too serious and controlling over letting anyone else help or share in finding the solution or helping with the assignment.

As Yellow PTs you may see this shift in behavior as a downer, consuming your time when you have so many other people to see and places to go. To shift the energetic tension your Green TTs are picking up on, be honest, direct and straightforward with them about the fun you'd really rather be having with them by using language that will engage their imagination. Don't overtalk it. Get your Green TTs talking, and then don't interrupt them. Let them talk it through with you by dialing down your Yellow Speak of overtalking everybody else.

When Yellow PTs are wanting to instill effective communication that will help Green TTs learn healthy creative collaboration, here are affirmative questions that will shift the energy for positive behavioral results:

- Let me bounce this idea off you. We really do need a new system to fix this don't you think?
- Do you have any fun ideas? This may be a little off the wall, but what about ...?
- And what's wrong with this picture!?

Understanding Green TT's Learning Style

Greens see the big picture conceptually long before the other Color Styles. They begin their systematizing process internally based on the mental pictures and concepts that they see taking shape in their minds.

The Green TTs Learning Style Sequence tends to be: conceptual, visual, auditory and kinesthetic. Once they clearly formulate the required components of the homework assignment at hand that they are seeing in their minds, they start validating by scan reading as much as is applicable (or listening to trainings while they are "doing" something else) so they can start building their unique system through writing "to do" lists - kinesthetic.

As far as the auditory component, Greens don't rely so much on what they hear from others i.e., trainings about the subject matter, as much as what they need to talk through the information they've gathered as they put the pieces of the puzzle together a simple and easy to implement system.

*You can get and keep a Green TTs attention by saying: "Don't tell me, give me an example of the bigger picture and then show me a picture of it if you have one; let me see it in my mind's eye first before you start talking to me about it and let's save the touchy feely socially fun stuff for later, after we've done our work."

Yellow Parent/Teacher and Red 'Tweens/Teens

Yellow PTs see Red TTs as steady, predictable, industrious, focused, conscientious, intense, competitive and reliable.

On the other hand when Red TTs are feeling threatened or out of control in whatever is happening in their immediate environment, Yellow PTs tend to see them as domineering, controlling, demanding,

rigid, verbally hurtful, explosive individuals who are "it's all about me" uncooperative and insensitive.

As Yellow PTs you may see this shift in behavior as annoying, negative and a real downer. To shift the energetic tension your Red TTs are picking up on, turn up your Red Speak and be specific. Yellows tend to be very general and Reds are extremely literal, visually precise and detail specific. Bring the ideas you want them to get on board with, down to earth from The Great Out There with a picture, or a hand-drawn illustration. Then use the visual to tell them what you're trying to get across, because otherwise they don't listen.

Red TTs like to hear themselves talk, but they aren't really good at listening because they are thinking about what they are going to say next. They need you to literally draw them the picture verbally to grab their attention and to get them to listen. The picture starts them down a path to a physical activity. It guides them toward the endeavor, makes them want to touch it, and then get out there and do it.

Whatever you do, don't change the subject mid-sentence on them. Don't waste their time exploring ideas or discussing concepts. Instead, come to them when you have an assignment that is tangible and concrete and that you can give them choices about. They love choices because it makes them feel that they are in control.

When Yellow PTs want to instill effective communication that will help Red TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- What do you think?
- The first step is _____; the second step will be _____ and so on ...
- Based on past experience, let's consider how we prefer that this play out this time.

Understanding Red TT's Learning Style

Reds do not focus on listening; what they see is more important to them than what they hear. When working with Red TTs, start the conversation with a picture, graph or chart showing the information you want to share. If what they see first gives them information in the way that they can absorb it, learning begins to take place and they are motivated for further study. To Reds, pictures, graphs and charts are "concrete" evidence that is held in high regard. When they later complete the assignment, they follow the process of gathering data, statistics and research that support this original picture they hold in their minds. Their motivation for achieving the desired, end result remains strong if these steps are followed.

The Red Learning Style Sequence tends to be: visual, kinesthetic, conceptual and auditory. A Red thinks, "Oooo now that looks cool! (visual) I want to learn about that, but don't bother to start talking to me about it. (auditory) I'll just go and start poking around to figure it out for myself. " (kinesthetic)

Reds begin acquiring data and the necessary knowledge the second they see something that they are interested in and want to learn more about. They move quickly from the point of seeing something that interests them, to starting to push buttons, pull levers and examining the thing with a hands-on approach, before actually seeing if there were any directions attached. (kinesthetic). Because they tend to be visual first, they will stop and go, stop and go, along the way to read the directions, rules or any other pertinent data.

You can get and keep a Red TTs attention by saying: "Now, I need you to take a moment to listen to the question, because it only requires a 'yes' or 'no' answer from you, and then we can move on to all of the additional information you would like to share with me about what you think is important about the topic at hand."

Yellow Parent/Teacher and Yellow 'Tweens/Teens

Yellow PTs see Yellow TTs as fun, playful, emotionally connecting, exciting, cooperative, joyful, stimulating, lighthearted, easygoing, creative, open, receptive, optimistic and forgiving.

On the other hand when Yellow TTs are feeling pressured to get themselves organized and march to the same drummer as everyone else, the Yellow PTs then see them as scattered, lacking focus, undisciplined, undependable overly emotional individuals who are verbally expressive or explosive without filtering how they feel.

As Yellow PTs you may see this shift in behavior as struggling with boredom and restlessness. To shift the energetic tension your Yellow TTs are picking up on, acknowledge their feelings by letting them

know that as a Yellow you understand. You know all too well what's going on when feeling overwhelmed by too much to do or bored for the lack of anything interesting to be doing. Praise their efforts to channel their energies toward something worthwhile and productively pleasing. Brainstorm with them things that interest them that will start them feeling good about themselves again.

When Yellow PTs want to instill effective communication that will help Yellow TTs learn healthy choice-making skills, here are affirmative questions that will shift the energy for positive behavioral results:

- I love the way you create new ideas.
- Tell me about the new and exciting things you are doing at school.
- What have you done for fun lately? What would you like to be doing for fun?

Understanding Yellow TT's Learning Style

Yellows physically and emotionally feel their way through life. They like the feel of what's going on - literally touching what they're observing in the room or creating a picture of it through drawing or doodling, using lines or arrows to connect the dots or design a visual. Picking up pencil and paper begins their learning process. They love pictures and so when they see something in the Great Out There they need to bring it into something visible and tangible through drawing or performing it as they go.

The Yellow Learning Style Sequence tends to be: kinesthetic, visual, auditory and conceptual.

"Give me something to play with, touch and feel, and now you have my attention and I'm ready to learn as long as you make it fun, fun, fun. Don't tell me, show me how this is entertaining to learn. I like pictures and stories that I can get my mind around that are interesting. I'm so busy mentally in the Great Out There - day dreaming - that I'm not hearing you."

Their love of talking so much - auditory - is not about auditory learning as much as it is about needing to talk about what they've accomplished. They need to be sure that their internal picture matches what they saw and are able to illustrate. They are bored easily by the written word, and need as many hands-on activities as possible to enhance and solidify their learning process.

*You can get and keep a Yellow TT's attention by: Touching their shoulder, let them know that you need them to wrap up what they are doing if it is playing a game on their computer or TV. Give them a moment, be respectful so that you teach respect. Give away what you want here. You want a respectful child, be respectful of them and what they are involved in.

One of the biggest mistakes I see parents and teachers make repeatedly with Yellow children of all ages is to start issuing household / classroom orders or giving them directions like, "Get in there and clean your room," "Take out the trash," "The dog needs walking," "I asked you a question, where were you?" "I explained this to the whole class, you need to pay attention?" "What did I just say about that?" without doing a "check-in" to see if they are even in their bodies.

Not in their bodies? If they are not in their bodies, where are they? Mentally speaking Yellows are in the Great Out There!!!

You need to physically get in front of them and then touch their shoulder lightly and say (without a negative or condescending attitude), "Earth to Yellow, Earth to Yellow."

Now Wait for it Wait for it ...swhopppp! Back **IN** to their bodies they come and if you pay close attention you'll see their eyeballs roll around several times like a pin ball in a pin ball machine, bouncing off of all of the scoring boards going "ding-ding-ding-ding-ding" right before it lands and goes down the hole.

NOW you can ask them to go run an errand and be specific about when you want this errand done. But you are not done yet. Don't leave. Stay there and then say, "Look at me ...Look at me ...repeat back to me what I just asked you to go do." The Yellow may or may not be able to repeat it all back.

Remember, if they've been in the Great Out There, it takes a minute or two to come back and stay put. Try again. Wait a moment, watch their eyes and then say, "Tell me what I just asked you to do." That should do it.

By keeping your attitude "in-check" about reaching out and touching your Yellow, you won't get any rebellious blow off or backlash out of this exchange if you are lightly humorous. You are also teaching your child how to be respectful of others by how you are respecting them.



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.

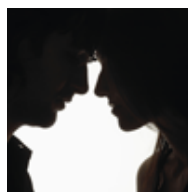
When we learn about our own style and how it depicts not only what we highly value, but how we think and integrate information, then we begin to understand why we are not on the same wave length verbally and intellectually as someone who has entirely different values and thinking processes.

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 your 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

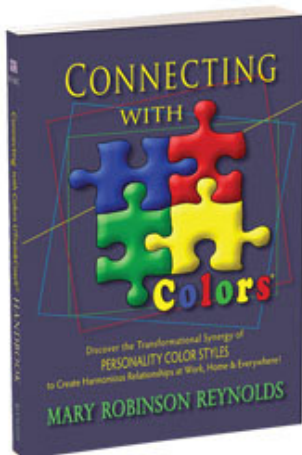
Remember, this is about being your best self, stepping more fully into your greatness. How you show up in every area of your life will either enable you to be effective and synergistic - or not. Dialing in the other person's color is the fastest way to get "connected" synergistically.

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



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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

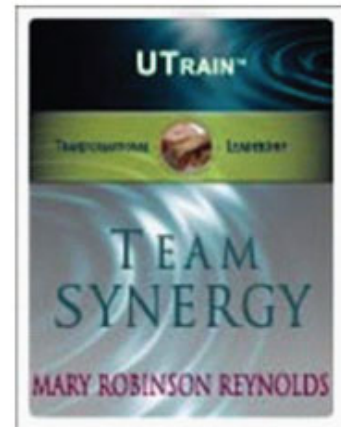
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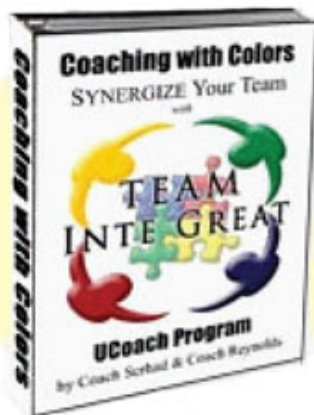
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Created by Coach Mary Schrad & Coach Mary Reynolds

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