

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

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

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

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

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