

What to Look for When You're Out of Esteem

ORANGE	BLUE
• Rudeness and defiance • Breaking the rules intentionally • Running away and dropping out • Use of stimulants • Acting out boisterously • Lying and cheating • Physical aggressiveness	• Attention-getting misbehavior • Lying to save face • Withdrawal • Fantasy, day-dreaming, and trancing out • Crying and depression • Passive resistance • Yelling and screaming
GREEN	GOLD
• Indecisiveness • Refusal to comply or cooperate • Extreme aloofness and withdrawal • Snobbish, put-down remarks, and sarcasm • Refusal to communicate: the silent treatment • Perfectionism due to severe performance anxiety • Highly critical attitudes toward yourself or others	• Complaining and self-pity • Anxiety and worry • Depression and fatigue • Psychosomatic problems • Malicious judgement about yourself or others • Herd mentality exhibited in blind following of leaders • Authoritarianism and phobic reactions

LEADERSHIP STYLES a la *TRUE COLORS*

ORANGE	BLUE
• Expects quick action • Assumes flexibility • Works in here and now • Flexible approach • Welcomes change • Institutes change quickly • Expects people to “make it fun”	• Expects others to express their views • Assumes a “family spirit” • Works to develop others’ potential • Democratic, unstructured approach • Encourages change via human potential • Provides time for development of sense of security during change • Expects people to develop their potential
GREEN	GOLD
• Expects intelligence and competence • Assumes task relevancy • Seeks ways to improve systems • A visionary • Analytical approach • Encourages change for improvement • Expects people to follow - through	• Expects punctuality, order, loyalty • Assumes there is a “right” way to do things • Seldom questions tradition • Is rules oriented • Detailed / thorough approach • Threatened by change if not proven “right” • Prolonged time to initiate any change • Expects people to “play” their roles

The following represents a sampling of responses from several thousand people when asked to describe and share their values, joys, strengths, needs and stresses. The responses came from all genders, cultures, and ethnicity. You can expect these types of responses as you use the brightening process!

Values

<i>Blue</i>	<i>Green</i>	<i>Orange</i>	<i>Gold</i>
Honesty	Intellectual	Freedom	Loyalty
Friendship	Achievements	Adventure	Dependability
Sensitivity	Logic	Fun/Play	Perfectionism
Harmony	Knowledge	Spontaneity	Responsibility
Compassion	Competency	Variety	Honesty

Joys

<i>Blue</i>	<i>Green</i>	<i>Orange</i>	<i>Gold</i>
Romance	High Achievement	People	Time for Family
Family	Recognition of ideas	Fun	Job Satisfaction
Friendships	Personal Achievement	Adventure	Home
Music	Meeting challenges	Excitement	Order
Affection		Performing	Sense of Family

Strengths

<i>Blue</i>	<i>Green</i>	<i>Orange</i>	<i>Gold</i>
Communication	Confidence	Independence	Organization
Creativity	Analysis / Analytical	Flexibility	Commitment
Nurturing	Logic	Taking Action	Consistency
Sincerity	Problem-Solving	Energy	Responsibility
Listening	Determination	Optimism	Dependability

Needs

<i>Blue</i>	<i>Green</i>	<i>Orange</i>	<i>Gold</i>
Harmony	Challenge	Freedom	Stability
People	Need to understand	Variety	Consistency
Understanding	Autonomy	Money	Organization
Love	Truth & Facts	Recognition	Appreciation
Affection	Accuracy	Expression	Time

Stresses/Frustrations

<i>Blue</i>	<i>Green</i>	<i>Orange</i>	<i>Gold</i>
Disharmony	Rules	Being on time	Lack of Control
Uncaring	Unfairness	Unnecessary Routine	Change
Time Limits	Incompetency	Waiting	Disloyalty
Insincerity	Confusion	Lack of \$\$\$	\$\$\$ Insecurity
Lack of Romance	Nonsense rules		Inconsistency