

# TRUE COLORS

In each of the five rows below, there are four groups of words. Consider how well each list of words describes you. Rank the letters in each row in the order of 1 (Least Like You) up to 4 (Most Like You). The letters should be numbered 1 to 4 in each row so that in each box, you should have a "1", a "2", a "3" and a "4":

For Example: A   2      B   1      C   4      D   3  

## ROW ONE

**A** \_\_\_\_\_

ACTIVE  
OPPORTUNISTIC  
SPONTANEOUS

**B** \_\_\_\_\_

PARENTAL  
TRADITIONAL  
RESPONSIBLE

**C** \_\_\_\_\_

AUTHENTIC  
HARMONIOUS  
COMPASSIONATE

**D** \_\_\_\_\_

VERSATILE  
INVENTIVE  
COMPETENT

## ROW TWO

**E** \_\_\_\_\_

CURIOUS  
CONCEPTUAL  
KNOWLEDGE

**F** \_\_\_\_\_

UNIQUE  
EMPATHETIC  
COMMUNICATIVE

**G** \_\_\_\_\_

PRACTICAL  
SENSIBLE  
DEPENDABLE

**H** \_\_\_\_\_

COMPETITIVE  
IMPETUOUS  
IMPACTFUL

## ROW THREE

**I** \_\_\_\_\_

LOYAL  
CONSERVATIVE  
ORGANIZED

**J** \_\_\_\_\_

DEVOTED  
WARM  
POETIC

**K** \_\_\_\_\_

REALISTIC  
OPEN-MINDED  
ADVENTURESOME

**L** \_\_\_\_\_

THEORETICAL  
IMPETUOUS  
INGENIOUS

## ROW FOUR

**M** \_\_\_\_\_

CONCERNED  
PROCEDURAL  
COOPERATIVE

**N** \_\_\_\_\_

DARING  
IMPULSIVE  
FUN

**O** \_\_\_\_\_

TENDER  
INSPIRATIONAL  
DRAMATIC

**P** \_\_\_\_\_

DETERMINED  
COMPLEX  
COMPOSED

## ROW FIVE

**Q** \_\_\_\_\_

PHILOSOPHICAL  
PRINCIPLED  
RATIONAL

**R** \_\_\_\_\_

VIVACIOUS  
AFFECTIONATE  
SYMPATHETIC

**S** \_\_\_\_\_

EXCITING  
COURAGEOUS  
SKILLFUL

**T** \_\_\_\_\_

ORDERLY  
CONVENTIONAL  
CARING

# TALLY SHEET

**Step 1:**

To tally your assessment, look at the letter next to each list of words on page 1. Take the number you wrote next to each letter on page 1 and write it in the white box across from that letter on this sheet. For example, if you wrote a “2” next to list “A” on page 1, you would write a “2” in the first white box.

**Step 2:**

Tally the numbers in each column and write that number on the row “Column Score” at the bottom of the grid.

A				
B				
C				
D				
E				
F				
G				
H				
I				
J				
K				
L				
M				
N				
O				
P				
Q				
R				
S				
T				
<b>Column Score</b>				
<b>Color</b>	ORANGE	GOLD	BLUE	GREEN

# GOLD



I need to follow rules and respect authority  
I am loyal, dependable, prepared  
I have a strong sense of what is right and what is wrong in life  
I am thorough, sensible, and punctual  
I need to be useful and to belong  
I am faithful, stable, organized  
I value home, family and tradition  
I am caring, concerned, and concrete  
I am a natural preserver, a parent, a helper

At work, I provide stability and can maintain organization. My ability to handle details and to work hard make me the backbone of many organizations. I believe that work comes before play, even if I must work overtime to complete the job.

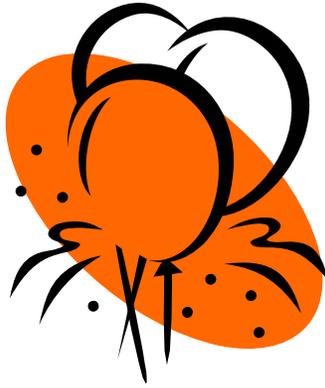
In love, I am serious and tend to have traditional, conservative views of both love and marriage. I want a mate who can work along with me, build a secure, predictable life together. I demonstrate love and affection through the practical things I do for my loved ones.

In childhood, I wanted to follow the rules and regulations of the school. I understood and respected authority and was comfortable with academic routine. I was easiest of all types of children to adapt to the educational system.

## HOW TO SUCCEED WITH YOUR GOLD FRIENDS:

Remember to be on time.  
Try to be extra organized and efficient.  
They are generous but like things returned.  
Be dependable, loyal.  
Respect their need for security.

# ORANGE



I act on a moment's notice  
I am witty, charming, and spontaneous  
I consider life as a game, here and now  
I am impulsive, generous, and make an impact  
I need fun, variety, stimulation, and excitement  
I am optimistic, eager, and bold  
I value skill, resourcefulness, and courage  
I am physical, immediate, and fraternal  
I am a natural trouble shooter, a performer, a competitor

At work, I am bored and restless with jobs that are routine and structured and satisfied in careers that allow me independence and freedom, while utilizing my physical coordination and my love of tools. I view any kind of tool as an extension of self. I am a natural performer.

In love, I seek a relationship with shared activities and interests. With my mate, I like to explore new ways to energize the relationship. As a lover, I need to be bold and I thrive on physical contact. I enjoy giving extravagant gifts that bring obvious pleasure to my loved one.

In childhood, of all types of children, I had the most difficult time fitting into academic routine. I learn by doing and experiencing rather than by listening and reading. I need physical involvement in the learning process and am motivated by my own natural competitive nature and sense of fun.

## HOW TO SUCCEED WITH YOUR ORANGE FRIENDS:

Be active with them, don't slow them down.  
Be spontaneous and fun, not heavy.  
Compete in fun when appropriate.  
Be adventuresome and optimistic.  
Be energetic and ready to go.

# BLUE



I need to feel unique and authentic  
I am enthusiastic, sympathetic, and personal  
I look for meaning and significance in life  
I am warm, communicative, and compassionate  
I need to contribute, to encourage, and to care  
I am idealistic, spiritual, and sincere  
I value integrity, and unity in relationships  
I am peaceful, flexible, and imaginative  
I am a natural romantic, a poet, a nurturer

In work, I have a strong desire to influence others so they may lead more significant lives. I often work in communications, education, and the helping professions. I am adept at motivating and interacting with others.

In love, I seek harmonious relationships. I am a true romantic and believe in perfect love that lasts forever. I bring drama, warmth, and empathy to all relationships. I enjoy the symbols of romance such as flowers, candlelight, and music and cherish the small gestures of love.

In childhood, I was extremely imaginative and found it difficult to fit into the structure of school life. I reacted with great sensibility to discordance of rejection and sought recognition. I responded to encouragement rather than competition.

## HOW TO SUCCEED WITH YOUR BLUE FRIENDS:

Spend quality time one-on-one with them.  
Be aware that they wear their heart on their sleeve.  
Listen to them as they listen to you.  
Be supportive.  
Share your thoughts and feelings.  
Praise their imagination and creativity.

# GREEN



I seek knowledge and understanding  
I am analytical, global, and conceptual  
I live life by my own standards  
I am cool, calm, collected  
I need explanations and answers  
I am inventive, logical, and perfectionistic  
I value intelligence, insight, fairness, and justice  
I am abstract, hypothetical, and investigative  
I am a natural non-conformist, a visionary, a problem solver

At work, I am conceptual and an independent thinker. For me, work is play. I am drawn to constant challenges, careers, and like to develop models, explore ideas or systems. Once I have perfected an idea, I prefer to move on, leaving the project to be maintained and supported by others.

In love, I prefer to let my head rule my heart. I dislike repetition, so it is difficult for me to continuously express feelings. I believe that once feelings are stated, they are obvious to a partner. I'm uneasy when my emotions control me; I want to establish a relationship and leave it to maintain itself

In childhood, I appeared to be older than my years and focused on my greatest interests, achieving in subjects that were mentally stimulating. I was impatient with routine, questioned authority, and needed to respect teachers before I could learn from them.

## HOW TO SUCCEED WITH YOUR GREEN FRIENDS:

Give things that challenge their problem solving abilities.  
Respect their need for independence.  
Know that they are caring even though they may not show their feelings easily.  
Respect their inventions and ideas.