

TRUE COLORS®

WHAT IS TRUE COLORS?

Intrinsic in human nature is the need for self-esteem and confidence, two characteristics widely recognized as the basis for successful behavior. True Colors® has been created as the vocabulary through which people can communicate the expression of their character.

Not unlike an actor or mime, people assume roles – actions and behaviors that develop their individual character. Most people believe their character is separate and unique from others. However, distinct similarities arise among groups of people, even when basic characteristics appear to be different. The adage, “birds of a feather flock together” is indeed accurate.

True Colors® is an easy, entertaining way to identify your character and better understand yourself and others. It is an invaluable tool for enjoying success in your professional life and workplace, as well as with family and in personal relationships.

ABOUT THE FOUNDER

In 1978, Don Lowry, the force behind the True Colors® concept, became aware of the work of Dr. David Keirsey. He was impressed with the accuracy with which Keirsey's theories predicted human behavior. In testing the theories, he discovered explanations for many experiences in his own life.

Lowry believed that there were fundamental and universal applications of Keirsey's work. A variety of programs could turn behavioral and temperament theory into practical information for both adults and children in settings from education to law or employee training to advertising. From this seed grew the metaphor True Colors.®

KEY BENEFITS OF TRAINING

- Understand and appreciate personality differences in self and others
- Recognize the values, joys, strengths, stresses and frustrations of each personality
- Build and promote self-esteem, respect and confidence
- Deepen relationships and create a more harmonious environment

WHAT YOU SEE and HEAR FROM GREEN

WHAT YOU SEE

- DOES NOT SHOW EMOTION EASILY
- BUSINESS LIKE AND SERIOUS IN MANNER
- MAY NOT APPEAR CASUAL AND FRIENDLY
- ACTS IN MORE FORMAL MANNER
- APPEARANCE MAY BE MORE UNCONVENTIONAL
- GESTURES FROM THE HEAD
- MAY BE MORE QUIET IN MANNER
- HAND MOVEMENTS ARE USED TO EXPLAIN OR SHOW MODELS, ETC.

WHAT YOU HEAR

- ASKS MANY QUESTIONS
- MAY WANT TO ESTABLISH CREDIBILITY OF THE SPEAKER
- VOICE IS MODULATED – DOES NOT COMMUNICATE EMOTION
- MAY NOT ALWAYS RESPOND IMMEDIATELY, NEEDS TIME TO THINK
- WILL RESPOND NEGATIVELY TO INCORRECT INFORMATION
- MAY POINT OUT ERRORS OR MISTAKES QUICKLY
- MAY WANT TO IMPROVE ON IDEAS SHARED IN CONVERSATION
- WILL ACT IRRITATED IF ASKED TO REPHRASE
- USES SEQUENTIAL DIALOGUE
- MAY BE BRIEF AND CONCISE

