

Volume I (2012) Communiqué

3 **Color** Me: Escaping My Filter System.

Another Secret Solution: Dreams to Reality



Welcome to your World of **Winning Colors**®

It is the **difference** that makes us the best.

These **Color** communiqués, with the latest strategies that work,
are shared with you freely.

These suggested communication tactics may seem simple,
but they are another example of the power of **Winning Colors**®.

If you sort and interpret the Communication Behavior Identification Cards accurately,
you will discover more about the communication style of yourself and others
than you would through years of personal interaction.

Hundreds of thousands of others already do this!

The Great Escape Communiqué

Color Me Knowing How to Escape My Personal Filter System

Winning Colors®



Escape Your Caged
Hidden Communication
Behavioral Filter System
for
Self and Others!

The Secret is Out!



Become
An Effective Communicator!
A Commanding Leader!
A Rock-Solid Team-Builder!
**Successful at Resolving
Conflict!**

Here is How You Break Your Sound and Space Barrier.

1. Check off all the behaviors that you believe you have on the list. You never need to show this to anyone. In fact it is dangerous to do so. Even those close to you may have a tendency to give a “put down”.

2. Have as many people as possible who know you check out the behaviors they have experienced from you.

3. For a deeper understanding of Self and Others: the Secret of Secrets:

Give them the Communicard sort beforehand. You identify their present behavioral strengths. Does she/he operate from a Planner, Builder, Relater or Adventurer Behavioral point of view?

4. Your reality Check: Now make sure you give the “Identifier” to several people who score in each behavioral grouping: Planner, Builder, Relater or Adventurer.

5. The result will be , for example, those with Adventurer strengths (action oriented people) the best judges of whether you have such strengths. This is a reality check that is effective in sorting out the “wannabe!” For example, you may think you have strong action behaviors but none of the action oriented people check you having action behaviors. What does that tell you? Or do you think you are very people oriented but Relaters (people oriented) check very few Relater behaviors! Perhaps you might be fooling yourself. This identifier has been particularly helpful with youth and adult even moreso, as it sorts the “wannabe” from those who actually exhibit the behaviors in real life situations.



Secret Personality Identifier List: Reality Check

- 1) Check all the behaviors you believe you have.
- 2) Have acquaintances, associates peers or family who know you check off all the behaviors they have experienced on separate forms.
- 3) Note the behavioral strength of the person assessing your behaviors. (Planner, Builder, Relater, Adventurer)
- 4) Compare your perceptions with those of others! Remember, you are identifying clusters of learned behavior, not pigeon holing the person. Behaviors may change and often do adjust according to the situation.

Total each column: The highest total indicates the strongest communication strength of the person as perceived by the marker. You may add ONLY POSITIVE behaviors that are not listed below. This is a self-esteem builder not a "personal griping session!"

★ BUILDER

- prepared
- saves
- leader
- being in control
- dutiful
- sensible
- responsible
- power
- law and order
- dependable
- status
- track record
- authority
- tradition
- accountable

✦ RELATER

- friendly
- gives
- relater
- being accepted
- romantic
- harmonious
- loving
- sensitive heart
- emotional
- sympathetic
- honest feelings
- people-centered
- exterior detail
- act as a team
- group projects

□ PLANNER

- logical
- creative
- strategist
- being perfect
- independent
- theoretical
- skeptical
- predicts
- thinker
- exactness
- reasonable
- analyzing
- interior detail
- innovative
- mastery

▲ ADVENTURER

- playful
- spends
- mover
- being spontaneous
- comradeship
- lighthearted
- exciting
- complete freedom
- action
- risks and chance
- fun and games
- fast machines
- quick
- merry making
- easy-come, easy-go

Total checks: Add the total number of check marks in each column.

♠ Builder _____

♥ Relater _____

♣ Planner _____

♦ Adventurer _____

NOTE: The Secret Personality Check List is an indicator of present behaviors for self and others. This check list is not meant to indicate the behavioral strengths as the Card Sort or Discovery form.

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