

Thumbnail descriptive definition:
Winning Colors® Validates
Who You are as a Person and
Gives You the Tools to Validate Others!
Change Your Behaviors!
Change Your Results!
Change Your Destiny!

The **Winning Colors®** Positive Profiling Process

Is your uncomplicated, quick, identification of your or another's

PRESENT OBSERVABLE BEHAVIORAL STRENGTHS.

The process takes a matter of minutes and is crucial for both leader and team member.

Step # 1: Begin the Process by asking yourself or others the following questions:

Why Have I been successful in life? List:

- 1) _____
- 2) _____
- 3) _____

Why Have I been unsuccessful in life? (You may wish to keep this confidential.) List in your mind:

- 1) _____
- 2) _____
- 3) _____

(If a group situation, you may wish to make a visible list made up by members of the group.)

Step # 2: Whatever the response, it is true for that person.

However, you have indicated specific trees in your forest.

THE BASIC TRUTH:

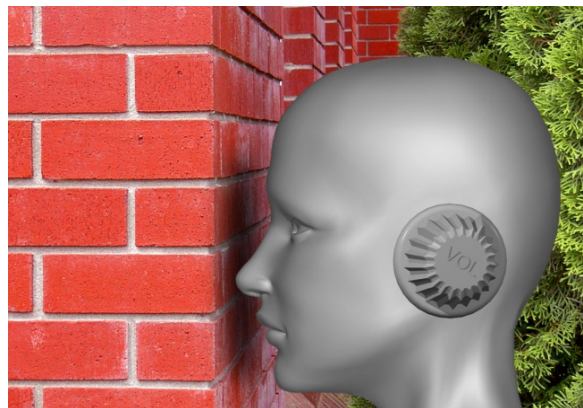
You were successful because you brought up the correct behaviors demanded by the situation or relationship. You were unsuccessful because you brought up the wrong behaviors required by the situation or relationship.

The Ultimate Goal of **Winning Colors**[®] is to give you the capacity to BRING UP THE **Doable** BEHAVIORS REQUIRED BY THE **SITUATION** or **RELATIONSHIP**.

It is the Difference That Makes Us the Best.

The Guiding Principle of the **Winning Colors**[®] process differs and is the antithesis of

**Type Casting:
Myers-Briggs, DISC,
True Colors et alii.**



Actuality: What is the objective I desire or end result required/necessary?
Do I have the communication tools (**Winning Colors**[®]) to accomplish the best outcome?

The Foundation of the **Winning Colors**[®] process is: Right Reason Controlled by What is to Be Done.

Practical examples: 1) **Your house is on fire.** Do you have the skills to put it out?

Apply this to the present political situation in the U.S.A.

2) **Donald Trump is a flaming red (action oriented: the deal)!**

The establishment is a **locked in brown** and is mystified as to how to control him!

3) **Bernie Sanders and President Obama are passionate and zealous greens. (Idealist visionaries)**

The establishment is a **locked in brown** and is mystified as to how to control them!

4) **Secretary of State Hillary Clinton is a bottom-line brown**

She fits the expectations of the establishment.

Step # 4: The **Winning Colors**[®] Time Clock Sort.

1. Place the four colored cards before you, as a clock, illustrations up. Place one at the 12 o'clock position, the next at the 3 o'clock position, the next at the 6 o'clock position, and the last card at the 9 o'clock position.
2. Read the **words**, look at the **illustrations**. Now Ask Yourself This Question: **Which Card Is Truly Like Me???** **Which Card Is My Strongest Behavioral Strength???**
3. Based on your own internal feelings and thoughts (not what you think or feel others expect of you), rearrange the cards by placing the card that best describes you at the 12 o'clock position, the next at the 3 o'clock position, the next at the 6 o'clock position, and the weakest at the 9 o'clock position.
4. Assign numbers to the colored cards, based on the ranking you just made, with #1 the closest match which is at the 12 o'clock position, #4 the weakest match, which you placed at the 9 o'clock position.

READ the back of the card you chose as #1. Is this the most like you? If not, go through the cards again, making new choices.

5. Indicate below the order in which you sorted your cards (1-4):

- PLANNER or the FOX PART OF ME (GREEN)**
- BUILDER, or the BULL AND BEAR PART OF ME (BROWN)**
- RELATER or the DOLPHIN PART OF ME (BLUE)**
- ADVENTURER or the TIGER PART OF ME (RED)**

After you have completed the Card Sort, proceed as follows:

1. Ask the participants with a show of hands: How many of you are capable of thinking?

* Now ask them to pick up the **green card**.

* **Then Say:** “The Green Card represents the Planner or Thinking Part of Me!”

* Ask them to repeat out loud the above phrase.

“The Green Card represents the Planner or Thinking Part of Me!”

The group responds: “The Green Card represents the Planner or Thinking Part of Me!”

There may be an initial resistance particularly by adults who have learned how not to learn. Explain that the repetition is important for people who process information differently: some visually, others tactilely and still others vocally. By repeating the phrase vocally, seeing the card and holding it: multiple sensory inputs!

2. Ask the participants with a show of hands: How many of you are capable of leadership or making decisions?

* Now ask them to pick up the **brown card**.

* **Then Say:** The Brown Card represents the Builder or Leadership and Decision Making Part of Me!

* **Ask them to repeat:** “What does the BROWN card represent?”

The group responds: “The Brown Card represents the Builder or Leadership and Decision Making Part of Me!”

3. Ask the participants with a show of hands: How many of you are capable of Team Building and have Emotions?

* Now ask them to pick up the **Blue card**.

* **Then Say:** The Blue Card represents the Relater or Team Building and Emotional Part of Me!

* **Ask them to repeat:** “What does the BLUE card represent?”

The group responds: “The Blue Card represents the Team Building or Emotional Part of Me!”

4. **Ask the participants with a show of hands:** How many of you are capable of Action or Getting Things Done?

* Now ask them to pick up the **Red card**.

* **Then Say:** **The Red Card represents the Adventurer or Action Part of Me!**

* **Ask them to repeat:** **“What does the RED card represent?”**

The group responds: **“The Red Card represents the Adventurer or Action Part of Me!”**

Conclusion

**Emphasize, over and over again, in your presentation:
YOU ARE ALL FOUR!**

You may merely be stronger in some behaviors rather than others at this time in your life.

It is imperative to know:

It is Not How Strong YOU ARE IN COMPARISON to the FOUR AREAS

BUT

ARE YOU CAPABLE of BRINGING UP the BEHAVIORS CRUCIAL for a SITUATION or RELATIONSHIP?

and/or

Is There a Member of Your Team Capable of Bringing Up the Crucial Behaviors demanded by the situation or relationship at hand?

The Goal of Winning Colors is to be Able to Act as the Situation or Relationship Warrants!

Here is the **Ultimate Test** to find out if you or members of your group **Understand this Concept!!!!**

Ask yourself or participants:

take the card that is at the 9 o'clock position and put it behind your back.

Now ask:

Is there still the face of a clock in front of you?



Declare With Emphasis:

If you have not developed the behaviors of **this part of yourself**, you will not communicate well with others when this situation or relationship arises. As a leader or part of a team, you are less effective and may even be doomed to failure. This applies whether the situation is in a family, in education, in an organization or business.

(Develop these thoughts according to your group.)

Remember that the processing of the information and making connections to learning is crucial for long-term memory and later application.)