

**Platinum rule:** do unto others as **THEY** would be done by

Cool Blue	Give me the details
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Cautious</li> <li>Precise</li> <li>Deliberate</li> <li>Questioning</li> <li>Formal</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Introverted/Thinking</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be well prepared and thorough</li> <li>Put things in writing</li> <li>Let me consider all the details</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Be overemotional or exaggerate</li> <li>Be careless or casual with important issues</li> <li>Keep changing things without good reason</li> </ul>

Earth Green	Show me you care
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Caring</li> <li>Encouraging</li> <li>Sharing</li> <li>Patient</li> <li>Relaxed</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Introverted/Feeling</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be patient and supportive</li> <li>Slow down and work at my pace</li> <li>Ask my opinion and give me time to answer</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Take advantage of my good nature</li> <li>Push me to make quick decisions</li> <li>Spring last minute surprises</li> </ul>

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Fiery Red	Be brief, be bright, be gone
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Competitive</li> <li>Demanding</li> <li>Determined</li> <li>Strong-Willed</li> <li>Purposeful</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Extraverted/Thinking</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be direct and to the point</li> <li>Focus on results and objectives</li> <li>Be confident and assertive</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Hesitate or be indecisive</li> <li>Focus on feelings</li> <li>Try to take over</li> </ul>

Sunshine Yellow	Involve me
<p><b>Natural traits</b></p> <ul style="list-style-type: none"> <li>Sociable</li> <li>Dynamic</li> <li>Demonstrative</li> <li>Enthusiastic</li> <li>Persuasive</li> </ul> <p><b>Preference</b></p> <ul style="list-style-type: none"> <li>Extraverted/Feeling</li> </ul>	<p><b>Communication tips</b></p> <p><b>Do:</b></p> <ul style="list-style-type: none"> <li>Be friendly and sociable</li> <li>Be entertaining and stimulating</li> <li>Be open and flexible</li> </ul> <p><b>Don't:</b></p> <ul style="list-style-type: none"> <li>Bore me with details</li> <li>Tie me down with routine</li> <li>Ask me to work alone</li> </ul>