

# Green Color Style



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The purpose of this report is to capture the fundamental nature of a dominant Green's personality style, values, and motivations. They are observations of some common traits shared by many Greens.

You or the people you know may have any combination of the several characteristics. The important thing to keep in mind, however, is that the reason for determining which characteristics apply to you or others is to gain understanding and appreciation for the differences in all of us. And, instead of trying to change each other, we will choose to welcome and nurture the differences.

*"I have never let my schooling interfere with my education."  
-Mark Twain*

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## GREEN CHARACTERISTICS

The following qualities are associated with the Green color style. Since all of us are unique individuals, the characteristics will manifest themselves a bit differently for each person. However, the general theme will remain. Keep in mind that someone can still be considered predominantly Green without having all of the characteristics listed.

**Problem Solver** - Diligently works at finding a way to accomplish the task at hand. Has a tremendous amount of tenacity for figuring out solutions and enjoys the challenge.

**“Why” Mentality** - Wants to know the reasons why things must be done a certain way. “Because we’ve always done it that way” is not a good reason. Desires to know the logic or theory behind things. Very philosophical, interested in the “why” of human behavior. Inquisitive.

**Very Complex** - Abstract, theoretical, conceptual. Global thinker; looks at the big picture. Uses systematic approaches to situations or activities, including personal relationships.

**Standard-Setter** - Visionary, futurist, idea person, insightful. Often an inventor, technician, scientist, or engineer. Establishes new protocols and systems, especially for technological advances that may influence society as a whole. The Einsteins and Edisons.

**Cool, Calm, Collected** - Maintains composure in situations where others may become outwardly emotional. Considers expression of feelings (such as crying) as getting in the way of relationships instead of enhancing them. Looks at the principles involved in the situation; can work without harmony. Decides objectively.

**Intellectual** - Can never know enough. Constantly seeking information. Enjoys investigating matters further. Many Greens have a rather expansive vocabulary—know a tremendous number of “big words” and how to pronounce and use them.

**Work Is Play and Play Is Work** - Enjoys work so much it may be considered play. Can find “socializing” taxing unless interacting with someone sharing similar interests. Greens are often misunderstood as children because of their inclination towards solo activities.

**Need for Independence and Private Time** - Seeks autonomy. Doesn't necessarily enjoy or see the value in teamwork. Usually prefers to work alone. Works best without constant direction or coaching. Likes to be able to try new ways outside the norm.

**Driven by Competence** - Proficient and capable, Greens feel rewarded when the job is done well. They strive for expertise in field or areas of interest. Measurable success is motivating.

**Perfectionist** - Explores all aspects before making a decision. Takes pride in getting it right the first time and every time.

**Analytical** - Naturally investigative; able to find flaws and imperfections. Critical thinker. Does not take things at face value. Diagnostic, Systematic, good at asking questions that get to the root causes and inner workings of things.

### **Approaches Interpersonal Relationships in a Logical Manner -**

Can find it cumbersome to keep up with social expectations. Usually doesn't chitchat about personal matters. Speaks for a purpose, not simply to keep up social ties. May seek "formulas" for personal relationships.

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## **WHO AM I?**

*"It is not worth an intelligent man's time to be in the majority, there are already enough people to do that."*

*-G.H. Hardy*

Greens are on a never-ending quest for improvement of the status quo. They enjoy developing concepts and are intrigued by advances in progress, especially of an intellectual or scientific nature. Very complex individuals, not only do they think about how an issue affects them, they think of how it affects the world...and even beyond!

Solving a problem is nearly irresistible to a Green. Their strong drive to have things work "right" can compel them to spend a tremendous amount of time trying to fix things or find solutions to conditions that others might not concern themselves with.

For them, "work" is play, as long as they have an interest in what they are doing. They will sometimes spend a great amount of time on projects that others may perceive as "work," such as reading, attending lectures, and studying. Embarking on ventures that require them to investigate data, figure things out, or test theories is exciting and can be spellbinding.

Many Greens take pride in the display of information they have gathered. They derive gratification from a well-designed spreadsheet, charts, graphs, or reports. Mastering their subjects is a great source of pleasure to Greens, and they will seek avenues for enhancement of their competence.

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## **GREEN STRENGTHS**

- Analyzing
- Conceptualizing
- Confidence
- Designing
- Determination
- Developing
- Diagnosing
- Intellectualizing
- Inventing
- Mapping out
- Problem solving
- Reasoning
- Researching
- Technical know-how
- Thinking
- Objectivity
- Forecasting
- Understanding Abstract
- Perpetual Learner
- Tenacity

As naturally abstract thinkers, Greens find it easy to understand highly theoretical material and are adept at remembering the data and knowledge they often unearth. They love exploring theories, inventing systems and advancing technology. Unraveling mysteries and figuring out puzzles fascinates them.

When it comes to personal relationships, Greens like to establish their interest and commitment—then let the relationship maintain itself while they follow their intellectual pursuits. Although they take family responsibilities seriously, they may spend limited time expressing warmth and affection. For the most part, they like to keep their feelings on the inside and foster independence in their children. They prefer to discuss thoughts over feelings and make decisions based on head over heart. When it's time to analyze their feelings they will do so, but they don't make it a habit to share them with everyone they encounter.

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## **CORE VALUE = COMPETENCY**

Before Greens make a decision or take an action, they stop to think, “Do I have all the information...am I or is she/he competent to...?” Greens want to make sure they and others are capable of making a logical decision and have researched all the data required to draw a sound conclusion. The last thing they would want to do is to “look stupid” in front of others they respect or care about.

Greens shine the brightest and feel the most alive and fulfilled when they are researching their interests, learning, and demonstrating their competency. They appreciate opportunities to gain knowledge and experience; to analyze, design, create and build.

## A SKEW IN HUE

Greens are perhaps the most misunderstood of the Color profiles. Their ability to make objective decisions with a high degree of independence leads others to misread them as cold and uncaring. Because Greens are big thinkers, their minds are sometimes not in the same room—or even plane of existence—as the people they are with. Oftentimes they are internally focused on creating an idea or working on a problem instead of outside connecting. Their gift for critique compels them to seek perfection and may alienate those that don't understand or share a similar drive.

It is human nature to evaluate the actions of others. Our values, judgments, and beliefs influence our perception of those actions. It is a matter of perspective. For example, you may observe a person to be “aloof” because they rarely interact with others. Another person observing the same behavior would call it “private” Which is true? Good question...

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There are multiple ways to label any given behavior, so why would it be beneficial for us to know how other people may view ours?

When we are aware of how our own behavior is affecting others, we can make choices. We may think, “Yes, I do that and it is a part of myself that I cherish.” Or, “Wow, I didn't know I did that. Thank you for pointing that out to me so that I can become aware and change it if I choose.”

For example, have you ever had the opportunity to hear yourself on a tape machine? If so, did you sound the way you thought you did? Many times when people hear their voices played back, they are surprised at the speed, style, or even accent of their words. Frequently, after people hear something in their speech they were

not aware of before, they make some kind of modifications based on the feedback they received.

Keeping this in mind as you read, think of situations in which the following traits may apply to you. Notice whether you are coming across to others in ways other than you intended. Instead of hoping others will change and clearly understand your intentions, pay attention to the contributions you are bringing to the situation. Remember, it is your choice whether to modify your behaviors or not. Feedback is a gift. You may choose to use this gift in any way you desire. Validate yourself for who you are, and know when, where, and how you wish to best express yourself.

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## OTHERS MAY SEE GREENS AS

**Intellectual Snobs** - Know-it-all. Uses big words, refers to books that aren't read by the general public. Speaks of structures, systems and techniques.

**Arrogant** - Condescending. Gets irritated when they perceive others don't have the same competence or knowledge. Thinks they are always right.

**Heartless** - Uncaring. Devalues emotional pleas. Ignores people's values. Can fire someone or eliminate them from their life or interactions without feeling mercy or giving a second chance.

**Unrealistic** - Expects others to adhere to unbearably high standards of performance. Anticipates things will be done correctly and logically and gets annoyed when things are not. Assumes others should know more than they do and gets frustrated when they don't.

**Eccentric, Weird** - Has strange ideas and opinions. Behaves out of the ordinary. Engages in peculiar habits and is unaware or doesn't care about being obviously non-conforming or rebellious in regards to social norms.

**Unfeeling** - Without emotions. Does not allow others to express their emotions. Does not value feelings as valid reasons for action or decision-making.

**Anti-Social** - Doesn't like people or social activities. Reluctant or refuses to participate in social rituals. Not a team-player. Afraid to open up. Won't allow others to get to know them. Does not share feelings. Not interested in others.

**Cool, Aloof** - Does not bother to acknowledge others. Unfriendly, serious, doesn't smile very much. Hostile demeanor and body language.

**Mean** - Has a biting, demeaning, "make fun of others" sense of humor. Sarcastic, mocking and cynical.

**Critical** - Fault-finding, not on your side. Looks for errors and mistakes. Points out exceptions. Instead of focusing on what has been accomplished, hones in on what is lacking. Gets annoyed by mistakes and judges a person to be inferior if they too don't catch the mistakes.

**Lacking Mercy** - Hatchet man. Does not consider extenuating circumstances.

**Unappreciative** - Stingy with praise. Doesn't compliment or encourage.

## GREENS MAY SEE SELF AS

**Knowledgeable** - Has varied interests and spends time to research curiosities. Adept at designing and using systems. Has keen sense for figuring things out. Uses accurate words for precision—not to “one-up” others or demonstrate superiority.

**98% Right** - Unless extremely extroverted and thinking out loud, or playing “devil’s advocate,” Greens rarely speak on a subject they are not acquainted with. They pride themselves on their expert competence and seldom risk jeopardizing their reputation for being right. Generally, when Greens make a bet with someone, chances are it’s a well-calculated conjecture...they usually don’t make a bet unless they have conducted prior research, have a history of past victory or are otherwise fairly certain they will win.

**Expedient** - When on a mission to accomplish a goal, may not notice (or chooses to disregard) that others are seeking acknowledgment or personal connection. Generally more task-focused than people-focused at work or when engaged in a project.

**Visionary** - Sees the need and value for technology and change. Able to anticipate the future consequences of actions and inventions. Open-minded; recognizes possibility, relevance, and usefulness in areas that may be incomprehensible to others.

**Innovative** - Creative, original, unique. Work is play. Would rather spend time on worthwhile endeavors than to fritter it away on mere common entertainment. Has the ingenuity and resourcefulness to take ideas to fruition when others would have given up.

**Rational** - Eminently reasonable. Once relationships are established, prefers to let them maintain themselves. Does not feel the

need to constantly reestablish them. Cares deeply and prefers to share intense emotions only in close relationships.

**Independent** - Able to work alone proficiently. Enjoys their rich internal world of thoughts and ideas. Has plenty of interests and prefers to connect with others of similar propensity for a specific purpose other than social ritual merely for the sake of partaking in custom or expected convention.

**Deep Thinkers** - Under control, serious, and logical. Concentrates on other things and has different priorities than the general public.

**Able to Find Flaws** - Views it as a favor to point out discrepancies and imperfections. Often driven to find the exception to the rule.

**Witty** - Entertaining, funny, amusing. Enjoys word puns, dichotomies, and dark or sarcastic humor.

**Fair** - Seeks justice, able to reprimand. Gathers information before making judgments. Takes into consideration the whole picture. Knows the nature of human behavior and that things may not always be as they seem. Able to look beyond the obvious. In this quest to know all sides of an issue, Greens may reach information overload and find it difficult to choose one side or another.

**Assume Things Will Be Done Well** - Doesn't like to point out the obvious. Likes to think everyone is working to the very best of their ability and *that* is reward enough. Thinks commending trivial tasks would be equivalent to an insult.

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As you can see, depending upon which lens you are looking through, what can seem like less than desirable qualities to one can be held as redeeming qualities to another. If you find yourself beginning to make a negative judgment about another person's

behavior, stop...and see how you can reframe the behavior to view it in a more positive light. Also when you are more aware of how your own actions are being perceived by others, it can help you more effectively choose situations in which you can be most comfortable sharing those particular aspects of yourself.

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## RELATING TO GREENS

Greens seek to express themselves through their ability to be competent in everything they do.

The secret to relating to Greens lies in stimulating them to use their minds in an atmosphere of rationality and freedom. They have the ability to acquire the skills and knowledge required to perfect any product or system they choose to focus on, from computers to world peace. Their ability to conceptualize is a gift that they contribute, given the opportunity to do so.

### **Greens Need:**

Intellectual  
Stimulation  
Autonomy  
Challenge to question  
Time to ponder  
Information  
Competence  
Privacy  
Innovation  
Objectivity

### **Greens Value:**

Expertise  
Intellectual Achievement  
Knowledge  
Logic  
Technology  
Accuracy  
Ingenuity  
Strategy  
Self-sufficiency  
Improvement

**Greens Need to Be:**

Competent  
Well-informed  
Emotionally composed  
Recognized for their ideas  
Innovative  
Analytical  
Logical  
Continually learning

**Greens Find Joy in:**

Exploring new ideas  
High achievement  
Meeting challenges  
Seeking new knowledge  
Solving problems  
Doing what “can’t be done”  
Creative freedom  
Humor and irony

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## **TO BRING OUT THE BEST IN GREENS**

**Honor their need for privacy** - Greens are most comfortable in an environment that is unstructured, creative, and allows for privacy and independent discovery. Their loved ones, friends, and co-workers must understand their need for independence and private time. They like to sit by themselves and think without noise or intrusion. Don’t insist they share without first offering them time to gather their thoughts.

Once they have collected their thoughts, they are more ready to interact with others. Insisting that they sit and listen to you tell about your day before allowing them this solo period could prove to be rather futile, as well as frustrating.

**Understand their necessity to question your knowledge and facts** - Greens are extremely curious; they have a need to learn and comprehend. You can gain their cooperation by being objective and avoiding power struggles when their strong sense of logic challenges your ideas and data. Admire their intelligence; let them

know you value their wisdom. When you make it a point to ask for their opinion and supporting arguments on a topic, you will enlist their cooperation and maintain a positive atmosphere.

**Realize they too have feelings** - Because many Greens don't show their emotions readily, they can appear rather serious or detached. Greens may be somewhat reserved in demeanor or seem difficult to approach. Although they feel their emotions deeply, they usually do not show many of their feelings except to those that have earned their trust.

When discussing problems with Greens, remember they enjoy playing on words and demonstrating their large vocabulary, but have little tolerance for redundancy or stating the obvious. Their sense of humor can throw non-Greens off guard. Keep in mind that their wit for the most part is for amusement, not to hurt.

Greens generally pay little attention to verbal cues and have often become accustomed to others failing to grasp what they are saying or thinking. Therefore, to focus their attention on problems concerning them, be logical and objective.

Don't be mad at them because they don't embrace your interests. It can be equally frustrating for them when you lack interest in their ideas and conversations. Instead, encourage them in their endeavors and provide avenues for exploration and contribution.

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**With Greens Be:**

Rational	Encouraging
Precise	Focused
Ready for questions	Logical
Prepared to give facts	Objective
Analytical	Open-minded

## TURN TO A GREEN FOR

**Ideas** - They are problem solvers and innovators. If you want to get the big picture on an idea or concepts for improvement, Greens have a knack for creating “masterpieces” from “mud.”

**Information** -When you need a logical explanation or data, Greens either already have it or know where it can be found. They pride themselves on being a storehouse of information on a variety of subjects.

**Competence** - Greens strive for brilliance. They want to be proficient and expert in their endeavors. If you need someone who knows what they are doing, ask a Green.

**Tenacity** - Although Greens have a tendency to brainstorm plenty of ideas for projects and can be content to let others finish them, if they are interested in the challenge at hand, they will not stop until they have the problem solved. Once the challenge is gone, they will move on.

**Firmness** - Since Greens are very objective, they are able to hold their ground without feeling threatened. If you need someone who will not be easily manipulated or duped to deliver a message, send a Green.

**Objective Decision Making** - Greens use their logic to examine the pros and cons of a decision. They explore issues from many angles and have the ability to see black and white or countless shades of gray.

**The Right Word** - If you are looking for accuracy in language—correct usage, meaning, or even spelling, a Green is one good source to turn to.

**Technology** - The most likely color type to have an intense interest in or passion for technology is a Green. They know how to use a variety of equipment and systems that may be foreign to the average person.

**Critique** - Greens easily spot what can be improved in situations, people, and theories. They welcome an opportunity to share their insights on what they think is sound and what could be modified to be more effective. Ask for their feedback.

**To Learn** - Greens are usually quite eager to enlighten others on various topics. Their main concern is whether the person they are educating has enough of a back-ground in the subject to comprehend the information they are receiving. If you have a genuine interest in a subject that deals with ideas, systems, theories, religion, etc., ask a Green.

**To Get Something Fixed** - Greens have the uncanny ability to know how to fix things or create more efficient ways of using things to progress forward.

**To Invent or Create Something** - Got a problem and don't know where to go from here? A Green's innovative mind is always creating new possibilities for solving challenges.

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## SELF ESTEEM AND STRESS

When people “shine brightly,” they use their skills, talents, and natural preferences in positive, resourceful ways. They have a sense of worth and self-respect or what we often refer to as positive self-esteem.

Positive self-esteem is important because when people experience it, they feel and look good; are effective and productive; and respond to others and themselves in healthy, positive, nurturing ways. People “in esteem” are able to enter effectively into stressful

environments. They have no need to tear other people down in order to make themselves feel good.

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## WHEN COLORS FADE

When individuals experience major or long-term stress, feel they have no control over their circumstances, or perceive they are being threatened or victimized, their self-esteem can start heading downhill and they can begin to “fade.” In these circumstances, normal behaviors can shift to defense mechanisms carried with us from the past. Even people experiencing success in many areas of their life, may begin to crumble or “fade” under prolonged periods of stress in other areas.

A lot of things can happen to people, but it is their own interpretation of the event that has the most effect on how they feel about themselves. Obviously, the things we say and do have somewhat of an influence on the way others feel and react to our behaviors, but self-esteem is essentially an “inside job.” The foundation of people’s level of confidence and self-worth is based on their own beliefs about themselves.

Being able to recognize when we, or someone we know, is “fading” can be the first step in being able to turn it around. Most of us have (or know someone who has) experienced a time in our life when we’ve felt overwhelmed. It could have been from a traumatic emotional event, unmet expectations, changes in circumstances, or even a deluge of too many responsibilities. When this happens, we will go to great lengths to preserve our identities and get our needs met.

We all have different things we value, and when the people in our lives are not operating in the same mode as we are, or

circumstances are not cooperating with our plans, there can be a mismatch of priorities or a groping for control.

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## **WHAT IS HAPPENING?**

When people begin to fade, they resort to meeting their needs any way they can. Most people are not consciously aware of their own coping behaviors. They instinctively turn to behaviors that meet their immediate need for relief, not realizing they can create long-term pain.

Things that might be stressful to one person or color style may be exciting or motivating to another. The following section describes typical behaviors common to Greens when they “fade.” Any one of the colors could possibly demonstrate any of these behaviors. They’re not restricted to Greens, but they’re the most common for Blues. Many of the suggestions for preventing fading, as well as the suggestions for brightening, can be applied across the color spectrum.

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## **WHEN GREENS FADE**

Greens are some of the most interesting people to be around. Their passion for improvement and visionary ideas can be awe-inspiring! However, when Greens fade, their patience is thinner than ever and things that may have only irritated them previously become unbearable. Greens can shift from an otherwise intelligent, rational person to someone who is critical, uncompromising, and harsh. Their typical wit and amusing sarcasm can become intentionally caustic ridicule. Or, they can become withdrawn and detached—not interacting with others or refusing to take part.

The following are some common behaviors you might see when Greens are stressed, experiencing low self-esteem, or not getting their needs met for an extended period:

## **CHARACTERISTICS OF A FADED GREEN**

- Behaves indecisively
  - Refuses to comply or cooperate
  - Withdrawal, aloofness
  - Put-downs and sarcastic remarks
  - Refuses to communicate; the “silent treatment”
  - Obsessive
  - Highly critical towards self and others
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## **COMMON GREEN STRESSORS**

- Blocks imposed on their ability to display intelligence
- Overly sensitive people
- No flexibility
- Being limited to standard curriculum
- People who don't try to solve their own problems
- When they don't understand or know something
- Equipment failure
- Incompetence and unfairness
- Not enough time to gather data
- Lack of mental stimulation
- Lack of independent thinking
- Rules that block progress

- Stupidity, Redundancy, Routine
- Nothing new to look forward to
- Emotional outbursts
- Mistakes
- Ignored recommendations
- No system in place or failure of others to use system
- Made to look stupid or incompetent

Remember, self-esteem, although influenced from the outside, comes from the inside. When individuals have stable self-esteem they are more able to ask for what they need. So, what can you do to help boost your self-esteem, lower your stress levels, and get your Green needs met? Read over the following suggestions and decide which ones would be the most helpful to you.

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## HOW TO BRIGHTEN YOUR GREEN

If you are Green and feel yourself fading, it is time to shift your focus outward. You are a big-picture thinker in many areas, so use this ability and apply it to your personal situations. What you focus on is what becomes real for you, so relocate your focus to more empowering thoughts and ideas. What possibilities are you not noticing? Expand your thinking to include empathy for others and their journey in life.

**Balance Your Critiques** - Refrain from “punishing” or getting irritated at others for not living up to your expectations and high standards. For each drawback or mistake you notice, find a positive point. Pay attention to how much control you really have over a given situation. If you are stuck in a situation where you have to sit through a boring meeting, lecture or conversation - discover what you can learn or find ways to support others in their growth or

quest for new information. Take action to change the things that you can and recognize the things that you simply cannot so you can channel your energy into other pursuits that are higher on your priority list.

**Honor Your Independence** - Just because you prefer independent activities does not mean you are anti-social, a misfit, or unfriendly. Don't force yourself to get involved with activities you are not interested in just because of social pressures. If you get involved in activities to stretch your comfort zones and are growing from the experience - that is one thing. But if you find that you are feeling less alive and fulfilled, lacking somehow, because you are not enjoying it, shift your attention to the things you do like. You have the unique ability and nature to be content and enjoy solo activities. Enjoy them!

**Validate Your Interests** - Visit a library; spend time on the internet investigating; visit universities, museums, and research centers. Feed your hunger for knowledge. Many Greens mention that people have called them "weird" because of the topics of conversations and endeavors they choose to involve themselves in. Just because others aren't interested in the same things as you, doesn't mean you are wasting your time perusing your interests and passions (unless of course they are unlawful...then that is a different story altogether). If it is in your nature to do so, enroll in a course. Challenge, modify and redesign the ideas and information you learn.

**Pay Attention to Your Physical Condition** - If your health goes down the tubes because you are not taking a break to exercise and eat right, how do you expect to have your full capabilities to work at your potential? Design a strategy for maintaining your health. Investigate pro-grams and create one that fits your particular needs. For fun, chart your progress.

**Smile** - Interacting with others in a friendly manner can open up worlds. If you are not used to smiling and relating with others on a “personal” level, try an experiment. Make it a point to notice others...not just the people that you already know and like. Seriously, a simple smile can change the way that others perceive and relate to you. Shift your focus outward in the presence of others. Notice the effect that it has.

**Prioritize** - Learn to discern the difference between things that really do need to be perfect and those that just need to be done. Spend your energies perfecting the important ones. Weigh the investment versus the payoff. Is it more useful to you to have someone behave according to your standards and be unhappy or to have someone be happy at the sacrifice of perfection?

**Invite Yourself to Make Mistakes** - It is a required criterion for success to be able to adjust and make refinements. Think about what you feel that you cannot do and give yourself permission to try. Allow for results that are less than perfect the first time out. Challenge yourself to see how well you can do an average job on something. If you do an average job, you win! If you end up doing a better than average job, you still win.

**Recognize You Can Only Change Yourself -**

You can definitely have an influence on others. Though you may be able to help them change, they must be the ones to make the change. Realize that people are responsible for their own behaviors and attitudes.

Experiment with modifying your specific responses to situations. For instance, instead of getting furious because someone acted in an illogical way, get curious. See how well you can figure out their motivations or the circumstances leading up to their decision. More often than not, when you shift your own behavior, others shift theirs accordingly.



If you find that you are spending too much time around others that consistently fail to demonstrate the intellectual competence and stimulation you crave, it may be time to find other avenues to fulfill this desire. Although it might be impossible to switch jobs, co-workers, or certain family members, it might *not* be so impossible to switch or find additional acquaintances, projects or communities.

Try investigating the numerous on-line communities or local networking groups of colleagues and others that have common interests. Join in the debates and information sharing. Having opportunities to interact with others that you find capable, logical and intellectually challenging can provide a cushion of patience for the times you must spend around those who do not share your intensity in approach to life.

**Reach Out to Others** - It may be a habit of yours to try to solve your problems all by yourself. Although this is resourceful in many situations, there are times when it is beneficial to seek answers with the help of others. Professionals or close friends can be just the answer for personal (not just work-related) assistance.

**Read** - Pick up a copy of *A Guide for Rational Living* (1997), by psychotherapists Albert Ellis, Ph.D. and Robert A. Harper, Ph.D. It offers a revolutionary approach that “can teach any intelligent person how to stop feeling miserable about practically anything.” This book contains no-nonsense methods, backed by hundreds of research studies, for changing self-defeating behaviors. It set new standards in the field of psychology, providing answers to help people deal with their lives more effectively.

## BRIGHTENING OTHER GREENS

If you happen to have Greens in your life that you think may be fading, you can do things to support them in their brightening process. These suggestions work best when Green individuals are actively putting in the effort to address their own needs. These tips are also effective in helping to prevent a Green from fading.

Some of the following suggestions may be out of your comfort level just now. But if you have a genuine desire to learn and grow, they will quickly become a natural part of your behavior.

*To help brighten Greens, remember to:*

**Provide information when they request it instead of getting defensive because they ask** - Greens aim to be accurate and competent in their endeavors, so before they decide on a direction for action they like to have all the data. Don't dismiss their questions or scold them when they ask for proof. Just remember: "inquiring minds want to know."

**Recognize the value and usefulness of their work** - Accept their futuristic, idealistic nature and quest for perfect performance. Provide opportunities for them to choose tasks that are difficult and challenging. Although Greens like acknowledgment for their ideas, creativity, and competence, they will not seek it out as readily as others. Let them know their contributions are important and their work appreciated. Don't go overboard with the emotional displays and stick to the specifics of *why* you find their work so valuable.

**Understand their emotions are deep** - And that's where they like them—kept inside, not out on their sleeve. Quit expecting the Greens in your life to display extremes of emotion. They may not

want to say “I love you,” or show a lot of affection. For many Greens it is just not in their nature. Greens are a lot like cats. Some cats love to give and receive affection; others will run away if you approach them. Some come to you at their own pace. And, some won’t accept or show affection altogether, no matter how hard you try. Greens have their own way of showing ardor. Usually, it does not include public displays like holding hands and kissing in front of an audience.

However, there are numerous variations. Some Greens show plenty of affection—when they want to—and they like it when you do, too. The key is to recognize the difference between your needs and desires and theirs. If both parties respect the wishes of the other, chances are they’ll get along better than if both were constantly compromising their own needs.

**Notice when they are being affectionate or complimentary -**

Greens can have covert or subtle ways of showing affection or giving a commendation. It may appear in the form of a joke or even a nod of the head accompanied by a smile. Sometimes they are disappointed when people miss their intended recognition, yet they usually will not turn up the volume to make it more obvious. Instead they will just let it drop. Pay attention to their unique style of demonstrating approval or affection. You may be surprised to discover what you’ve been missing has been there all along. You just didn’t recognize it.

**Honor their privacy -** When they are reluctant to share personal anecdotes, don’t pry. They will share when you have earned their trust. If they don’t eventually open up, that’s okay too. Many times they prefer to talk about ideas and events, rather than relationship or personal issues. It is similar to many pet owners. They usually have the most fun sharing stories and challenges with others that can relate because they also own pets. Seldom is someone who does not like pets or own any pets very interested in the subject. If

you enjoy discussing personal issues, hobbies find someone else who does too, and give Greens a break.

**Allow them independence** - Greens have the ability to be content with solo activities. Just because you may need to be surrounded by people does not mean that they do. Don't label them as antisocial or pressure them to get involved in activities that simply are not of interest to them. Yes, it is beneficial to experience a variety of things, but just because you enjoy an activity does not mean they will. Greens like to feel included but not coerced.

**Demonstrate logic for rules** - Their need to understand the reasoning behind rules and procedures, and their reluctance to obey them blindly, comes from the fact that they are usually thinking of a better way of doing things. Make sure you have a valid explanation of why things need to be done a certain way. Be open to listening to their ideas for improvement. Perhaps it is time for a change in the rules.

**Consider their ideas** - Sometimes people are so intimidated by Greens' imaginative concepts or style of explanation that they may avoid listening to their ideas. Hear them out. Ask them for data or to research something. Offer them creative projects. Open your mind to new options and ways of looking at things. Allow them the freedom to get a little wild with their ideas.

**Understand their sense of humor** - Greens' minds can detect comedy in most any situation. Their wit seems to be never-ending. If their sarcasm is a bit too much for your taste, simply let them know without placing a lot of judgment and drama around it. If they get a rise from you, they are likely to do it again just to "get your goat." Be aware that most Greens are not trying to harm others by their cynicism, they are simply pointing out the incongruity of life—which they find amusing. Don't take their humor personally.

**Realize that love of their work does not mean they love you less**  
- Don't try to force them to make you their number one priority.  
Learn to live in conjunction with their fervor for their work. Allow them opportunities to increase their knowledge and demonstrate their competence. How many ways can you find to be interested in their work?

**Pay attention to what they need and want** -Your idea of showing how much you love them might be to give them a hug or cards and candy. They may want you to show your love for them in a different way. Be open to their needs and desires.

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*It is easy to remember the metaphor of Green used to describe this personality style: **Green are KEEN GREEN**  
(thinking machines)*

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## **COLOR COMBINATIONS**

### **The Influence of Your Secondary Color**

This report offered information regarding the traits that are most widespread for the Green personality style. However, keep in mind that we all have a blend of different variations of the four colors. The other colors in our spectrum also influence our behaviors. So, even though a person may be Green dominant, their Gold, Orange, or Blue characteristics will often affect their choices and actions.

If you are dominant Green, you may have found that some of the characteristics described in this report did not match your unique style. This is because a person's second brightest color can have a great influence on their most dominant. For some, their second color is so closely tied with their first that it is common to refer to their top two colors instead of just their primary, most dominant.

For instance, we might say someone is a “Green-Blue” or a “Green-Gold.” This way we include their second color with their most dominant. For some people, their second color influences their first in a strong way. For others, their second color may have only a slight impact. Other individuals are somewhere in between.

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## GREEN DOMINANT COMBINATIONS

### Green-Orange

The visionary, independent, problem solving of the Green style combines readily with the boldness, trouble-shooting ability, and resourcefulness of the Orange style. The Orange in this combination provides a “charge-ahead” attitude that can propel these individuals toward high goals and expansive endeavors. The Green dominant traits bring ingenuity and the drive to create a better, more advanced world than before; providing big picture insights, along with the vision and ingenuity to keep trying.

Variety and change are familiar friends to them. They resist people and situations that limit, trap or bore them; working best with an assortment of projects and circumstances that encourage them to think on their feet and figure out opportunities for success. The non-conformist nature of this combination pushes these individuals to live by their own standards.

### Green-Gold

Both Greens and Golds prefer to think, investigate options and plan before making a decision. When Green traits are more abundant than Gold, innovation and independence can lead to the creation of new rules and standards. This combination is great with data, details, and being forthright and firm-minded in their decisions.

High expectations are usually placed upon themselves and those around them. They prefer to do things their own “right” way. Convinced they know what is best for others as well, they may try to “strongly encourage” certain individuals to make improvements in themselves and their procedures for operating.

When the Green and Gold traits are almost equally dominant, the result is competent, capable, dependable individuals that like to set goals, resolve problems and move ahead...and if not careful, can adapt workaholic tendencies. Although they may enjoy a good debate and exchange of ideas with those they find intellectually challenging, they usually dislike small talk, finding it a waste of their valuable time.

### **Green-Blue**

Individuals with Green as their primary color and Blue as their second are probably the most misunderstood of the combinations. Their ambition for perfectionism, the high standards they set for themselves and others, as well as their drive for accuracy may alienate people. They put proficiency and competency first. They possibly will choose to avoid certain social functions, preferring instead to read a good book, go for a long hike, or invent a new system for doing something.

Yet at the same time, the Blue in them can take things personally and may feel hurt for long periods. Others may never know they have hurt this person because Greens are most likely not going to open up and share. Although they may come across as guarded or unapproachable, Green-Blues may feel they are open-minded and communicative. They want people to like and understand them without having to spell it out for them. What Blues and Greens have most in common is their ability to see endless possibilities. They usually look at the big picture before the small details. Both are very creative, imaginative, and idealistic.

## THE LOGICAL NEXT STEP

As you stop and think about what you have learned so far by reading about the dominant Green color style, you'll realize how knowing this information can cause shifts in the way you interact with the Greens. You'll notice that although every person is unique in many ways, the values, preferences, and motives you are able to recognize can give you clues as to what Greens may think, say, or do in certain situations.

It has been said that there is power in pattern recognition. Virtually everything in nature follows patterns, and knowing about these predictable cycles in advance allows you to both prepare for them, and to handle them more resourcefully when they do occur.

Similarly, knowing that a person is Blue, Green, Orange or Gold dominant gives you valuable information how to best interact with them and have a positive relationship experience. A wise man once remarked, "You can't change the weather, but you can adjust your sails." The same goes for interacting with different Color styles. You may not be able to change them, but you can adjust your sails to have the smoothest sailing possible to reach your destination.

Whether your dominant color style is Green or you are reading this to be able to better relate to the Greens in your life, the information and insights you gained can help you understand the motivations and intentions behind Green behaviors.

Use this information to bring out the best in the Greens in your life.

*Let your True Colors show!*



# COLOR STYLES

## It's all about discovery...



### YOUR COLOR STYLE JOURNEY HAS JUST BEGUN!

This E-Report is a great introduction and offers valuable insights into the world of Color Styles. Even if you apply a fraction of what you have learned in these pages, you will begin to notice interacting with others becomes more cooperative than competitive, relationship mysteries dissolve, and who knows - you may find yourself smiling even more!

### REMEMBER - A QUICK REVIEW:

**BLUES:** Caretaking, optimistic, passionate...Blues are your "True Blue" friends. A Blue's world revolves around people, relationships, and fostering growth in themselves and others. Connect with the harmony of you - True Blue.

**GOLDS:** Dependable, responsible, conscientious...Golds truly are "Good as Gold". Golds thrive on consistency, organization and structure. They like to know what to expect and what is expected of them. Be prepared! Examine these additional resources.

**Greens:** Analytical, objective, problem solvers...Greens truly are "Keen Green Thinking Machines". Greens are problem-solvers intrigued with the how and why. They crave facts, information and competence.

**Oranges:** Energetic, spontaneous, opportunistic...Oranges truly "Squeeze the Juice" out of every moment. Oranges are natural performers who flourish in an atmosphere of variety and stimulation.

### KEEP THE MOMENTUM GOING!

Here are some additional resources for you to explore and apply the concepts of Color Styles. Many have found these exciting products life-changing as they discover the nuances of Color Styles. And best of all, they are all certified "PostivelyMary Quality"! Whichever you choose, you are in for a treat!



## Showing Our True Colors

### The Foundational Color Style Book

By Mary Miscisin



Filled with easy-to-use tools for personal growth, this delightful, energy-packed book will help you uncover the power of the Color Styles. You will discover the characteristics behind each of the four Color Styles, as well as tips for understanding, appreciating, and relating to each Color style. The end result will be a celebration of the uniqueness in yourself and others.

**Order Now**  
Instant Access

"SHOWING OUR TRUE COLORS, by Mary Miscisin, provides refreshing insights and practical suggestions for enhancing communication, reducing conflicts and understanding why people behave as they do."- John Gray, author, MEN ARE FROM MARS, WOMEN ARE FROM VENUS."

Use these COLOR STYLE resources to better understand your friends, spouse, co-workers, and yourself!

**Satisfaction  
Guaranteed!**



## SHOWING OUR TRUE COLORS -Audio Edition

The insights you'll gain from listening to this carefully put together AUDIO FORMAT will increase your effectiveness in using Color Styles - whether you're simply trying to understand and get along with a relative, mate or co-worker better - or an experienced facilitator who wants to give your seminars new life.

Either get instant access to the MP3 recordings to upload to your I-Pod, or a CD you can play on your home stereo, car stereo, portable CD player or computer CD bay. Simply click on the "ORDER NOW" button and follow the instructions to purchase your Showing Our True Colors Audio Edition!



## SHOWING OUR TRUE COLORS PowerPoint Presentation



This PowerPoint CD is designed as a training tool for teaching True Colors. It helps the trainer remember the material and stay on track while providing eye-catching visuals for the participants. The slides contain 10 characteristics for the color styles plus the core values for each. Participants determine their color spectrum by recording which traits apply to them and rank ordering their findings from most to least like them.

**Claim Your Copy!**

## SHOWING OUR TRUE COLORS Instructional DVD



The DVD features 50+ minutes of author & True Colors Master Trainer Mary Miscisin presenting 10 characteristics for each of the four dominant True Colors styles using the "Showing Our True Colors" PowerPoint CD".

Make your presentations come alive, enthrall your audiences and have them begging for more. Give a Color Style Presentation that your participants will talk about for years to come.

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# ABOUT THE AUTHOR



For more than 20 years, Mary Miscisin has inspired audiences and organizations from around the world.

Beginning with her years as a University Instructor, she has parlayed her extensive background – having a Masters Degree combining communication, psychology and health education along with certification as a practitioner of Neuro-Linguistics – to become a recognized authority on the True Colors methodology, personal change psychology, and effective communication techniques.

Her work as an employee wellness program coordinator for Hospital, University and Insurance Industry wellness programs has provided a wealth of experience from which she draws upon to design and test a variety of methods she offers to participants in her presentations.

With the success of her book - "[Showing Our True Colors](#)" Mary has directly impacted the lives of thousands with her writing, audio programs, public speaking engagements, and live appearances.

Her book is being published in six languages and her work has been featured in magazines and on radio shows throughout the U.S. and Canada.

What began as a commitment to helping individuals improve their health and wellness has evolved into a passion for assisting individuals to succeed at work, in relationships and other areas of their life.

Mary has been called on by organizations as far ranging as local school districts and government agencies to Fortune 500 companies when they have wanted to accelerate staff creativity, collaboration, communication, and personal excellence. Whether you read her book, listen to her audio programs, or attend her presentations you will participate in an information-packed, get involved adventure where you'll discover powerful tools to transform relationships... amplify your communication skills...and increase your personal AND professional effectiveness.

For more information, please visit her website at: [www.PositivelyMary.com](http://www.PositivelyMary.com)