

Orange Color Style



by Mary Miscisin, M.S.

Positively Publishing

Copyright © 2006 Mary Miscisin, All rights reserved. No portion of this book may be reproduced mechanically, electronically, or by any other means, including photocopying without written permission of the publisher. The original purchaser is authorized to make one printed copy for their personal use.

Positively Publishing

P.O. Box 277453

Sacramento, CA 95827 USA

Fax (916) 424-3665

info@PositivelyPublishing.com

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

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.

*"Life is either a daring adventure or nothing."
-Helen Keller*

ORANGE CHARACTERISTICS

The following qualities are associated with the Orange 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 Orange without having all of the characteristics listed.

Energetic - High need for mobility. Likes to get movement somehow throughout the day. Usually enjoys recreational activities, for example: skiing, boating, dirt biking, skate-boarding, dancing, and so on. Commonly drawn to competitive sports.

Desires Change - Enjoys variety, flexibility, and resourcefulness. This could include many aspects of life such as jobs, projects, relationships, and environment. Questions the status quo, expects others to adapt to situational requirements. Enjoys surprises; takes chances.

Playful - Quick-witted and humorous, likes to bring fun to a situation. Enjoys attention and engaging with others. Is interested in the process of reaching a goal as much as achieving it.

Master Negotiator - Charming, enjoys making a deal. "No" is often interpreted as "maybe." Tries to find a way to accomplish desires.

Natural Entertainer - Can be a bit flamboyant. May call attention to themselves by the way they dress, act, or speak. Likes to have

the interest of others. May give extravagant gifts and takes pleasure in seeing the reaction of the receiver.

Pushes Boundaries - Tests limits including physical, social, relationship, work and community convention. Natural non-conformist and risk taker. May live on the edge. Seeks excitement. Can get bogged down by red tape and rules. Many times can find loopholes in the system and may bend the rules if necessary to accomplish goals.

Accepts Challenge - Derives pleasure in solving problems. Thrives on competition and likes adapting to last-minute changes. Able to trouble-shoot and act in a crisis. May get involved in situations just to see if they can be successful where others have failed.

Impulsive and Spontaneous - Likes to leave options open so that they have the freedom to choose. May easily get distracted from task at hand if interruptions aren't kept to a minimum. Likes to live in the moment; may arrange life to include making on-the-spot decisions.

“Just Do It” - Finds planning tedious. Makes decisions and takes action quickly. Hates to wait. Wants to “get the show on the road.” May also change their mind as instantly as they made it up.

Appreciates Immediate Feedback - Delayed feedback is almost meaningless. Prefers giving as well as getting straight responses at once, instead of waiting.

Most Productive in Non-Structured Environments - Likes to be able to kick off shoes and be comfortable. Enjoys an environment that provides variety and flexibility.

Self-Confident - Takes initiative. May jump in and take over leadership role if others are perceived as ineffective or hesitant.

WHO AM I?

“The trouble with resisting temptation is you may not get another chance.” -Laurence Peter

Those with large amounts of Orange characteristics in their temperament boldly seize opportunities when they arise. When circumstances present themselves to an Orange, they are quick to grab hold of the moment if they are motivated to do so. They are quick decision makers and can be equally quick at changing their minds too. While some people are still mulling over options, Oranges have already leaped into action.

Oranges like circumstances that are larger than life. They enjoy trouble-shooting and successfully emerging from a situation. They also have a knack for eliciting the help of others and having fun along the way. If they can squeeze just an ounce of juice from a situation to liven things up a bit and add some fun, they will. The words to a popular '70s disco song portray a certain attitude of Orange quite succinctly: “I want to go where the action is, I want some action, I want to live!”

Oranges enjoy their senses, they like to experience the sensations of smell, touch, taste, hearing, and sight. Often, they aim to feel a certain “edge” or “rush.” There are many ways to get this “rush” whether it’s partaking in high-risk physical activities or contact sports, negotiating their way into or out of a situation or performing on stage - one thing for sure is this “rush” or “edge” makes them feel alive. If they don’t have it in certain areas of their

life, they will seek to find or create it in other aspects: work, relationships, or added activities. This craving for a rush can drive them to push their physical limits, often ignoring physical discomfort to accomplish their goal. Triumph over this discomfort may even add to the fun and the challenge.

ORANGE STRENGTHS

- Take charge orientation
- Being the master of tools
- Free spirited
- Thriving during chaos
- Determination
- Direct communicator
- Doing many things at once
- Changing
- Adaptability
- Action
- Keeping options open
- Negotiating
- Making an impact
- Spotting/seizing opportunities
- Risk-taking
- Trouble-shooting
- Exceeding limitations
- Welcoming adventure
- Thinking on the spot
- Expediency

Many Oranges enjoy the challenge of trying to beat the clock and pushing the limits. They may get in the habit of putting things off until the very last minute. Sometimes this is a way of leaving their options open in case something more inviting comes up. Other times it is because their schedule is jam-packed with other “priorities”...but many times, it’s just for the fun of it!

Many Oranges have a certain eye for style and may dress with flair. The clothing they choose can send a message (blatant or subtle) that says “look at me,” “notice me,” “I am fun.” Even the cars they drive and “toys” they own imply they like to enjoy life and live it to the fullest.

CORE VALUE = FREEDOM

Before Oranges make a decision, they stop to think, “What are my options?” If they are not presented with any choices, they will begin to create them. They will search for loopholes in rules, negotiate flexibility in decisions and request to modify plans.

Oranges are instinctive trouble-shooters. There is something about “rising to the moment” that entices them to take action. They welcome change and new ideas and are rarely set back by defeats because they take them as being only temporary, a new challenge to face and conquer.

Oranges can deal with chaos and are apt to create some stimulation and variety if there isn’t enough in their lives. They like to test the limits. They might just stir up some commotion or tricky situations so they can figure a way out. It can be a fun contest to them.

A SKEW IN HUE

Oranges enjoy being in the center of the action. If they are interested, they are involved. Many Oranges have a rather direct manner and an air of confidence that makes them natural leaders and fun to be around. However, sometimes the motivations and actions of Oranges are misunderstood. The same traits that are viewed as positive by some, may actually be irritating to others.

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 “flakey” because they change their mind at the very last minute. Another person observing the same behavior would call it “spontaneous.” Which is true? Good question...

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 modification 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.

OTHERS MAY SEE ORANGES AS

Rude - Blunt. Does not stop to think about how their mannerisms, behaviors, or communication approach will affect other people or the situation. Uses foul language. Pushy, loud, and boisterous. Interrupts.

Irresponsible - Flies by the seat of their pants and does not think ahead regarding consequences to their actions. Disregards time lines and is constantly late. Flake. Changes mind at the last minute, bails out of commitments...quits.

Not Serious - Makes a joke out of everything. Puts more effort into fun than into work. Does not understand the importance of completing certain tasks or undertaking specific responsibilities. Is too lackadaisical when it comes to comprehending the depth of consequences that can result from the failure to give the situation their full attention and concern.

Selfish or Self-Centered - Spends time doing only what pleases them. If it's not fun or a turn-on at the moment, it gets postponed or neglected. Makes decisions solely based on what would benefit

or please them the most, not taking into account what others want and need.

Ignoring the Rules - Feels rules were made to be broken. The rules don't apply to them; if they can get around rules they are proud of them-selves. Likes to "beat the system." Takes shortcuts. Uncontrollable—lives by their own rules. Minimal respect for authority.

Manipulative - Wants to have things their way. Will go to great lengths to control others or the situation. Lies, cheats, exaggerates, minimizes.

Impatient - Won't wait. Demanding, hasty, edgy. Continuously rushed or in a hurry. Cuts ahead of others in line, circumvents protocol or the chain of command, skips getting permission and forges ahead with their own particular agenda.

Easily Distracted - Unable to stay on task, scatterbrained. Works on other things when people are trying to talk to them. Cluttered. Has too many irons in the fire.

Unprepared - Flies by the seat of their pants. Pushes things to the last minute. Disregards time lines. Constantly late.

Flirtatious - Pushes personal boundaries. Uses innuendo. Attempts to attract admiration for amusement.

Taking Advantage of Others - Dishonest, disrespectful, untrustworthy. Uses others for personal gain without reciprocation.

Flaky - Doesn't remember promises made and doesn't follow through. Changes mind at the last minute and neglects to let others know in a timely manner. Unreliable.

ORANGES MAY SEE SELF AS

Straightforward - Tells it like it is. Honest. Comfortable with self and others, so uses casual language. Does not put on pretenses. Many Oranges would rather “Tell it like it is” than beat around the bush or “candy coat” something. Not all Oranges use foul language and those who do, feel it expresses their intensity for a subject matter or helps emphasize a point.

Oranges like to be direct and open and find there’s no time like the present to communicate their views. Some feel that social etiquette restricts their freedom to be themselves. They’d rather relax and have a little fun. These individuals feel they are incredibly entertaining and like to think others welcome and enjoy a little amusement as well.

Easy-Going - Preferring to leave options open and go with the flow, many Oranges use the term “plan” quite loosely. For the most part they like the thrill of being surprised at what comes up next and the challenge of being able to rise to the occasion. At the moment they make a commitment, they feel it’s a good idea. But as the date approaches, new options may have appeared or the previous commitment now doesn’t sound so fun or interesting. Many Oranges are most comfortable making commitments with the option to change their mind.

Enjoying the Process - Very serious about producing desired results, yet believes in having fun along the way.

Now-Oriented - Believes in living life to the fullest, squeezing the juice out of every moment. Self-fulfilling and independent, looks out for “number one.” Why compromise immediate needs when tomorrow may never come?

Productive Freedom - Gets things done in any way they can. If they need to push a few limits, so be it. Proficient. Does not like to be bogged down by too many restrictions. Wants choices.

Good Negotiator - Sees possibilities when others may think the doors are closed. Helps others open their minds and think outside the box. Inspires others to agree. Convincing. Innovative, “people-pleaser”. Able to establish rapport with others. Knows that people embrace a leader, someone who is self-assured and confident.

Mover and Shaker - Eager, enthusiastic, efficient. Doesn’t believe in wasting time. Wants to make things happen, not merely *watch* things happen—or worse, sit around discussing it. Doesn’t like to be slowed down. Takes the bull by the horns.

Multitasker - Enjoys working on several things at once. Highly mobile; switches gears quickly. Is stimulated by variety and change.

Spontaneous - Energized by crisis or chaos. Able to troubleshoot and is prepared for most anything. Creative.

Friendly - Bolsters self-esteem of others and builds rapport by giving some attention. Makes others feel at ease and acknowledged.

Succeeding - Believes the ends justify the means. Seeks to accomplish outcomes and will do whatever it takes to reach goals.

Flexible - Adaptable, spontaneous. Likes to leave options open. Reprioritizes instantly, according to the situation at hand. Goes with flow and seizes the opportunity at hand.

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.

RELATING TO ORANGES

Oranges want to engage others in a mutual, fun-loving way. You can relate to them most effectively when you are active and in the moment. Keep in mind that Oranges hate feeling stuck. Let them know your preferences and then encourage them to come up with some other options for accomplishing the goal. Determine which ones you would be willing to accept if it came down to it. Just knowing they have choices puts an Orange at ease. They won't necessarily take advantage of the other options, but somehow just knowing they *could* if they wanted to allows them to feel content going along with yours.

Oranges Need:

- Action and activity
- Freedom
- Flexibility
- To make an impact
- Attention
- Adrenaline rush
- Variety
- Physical contact
- Fun & play
- Competition

Oranges Value:

- Adventure
- Forthrightness
- Options
- Experience
- Flair
- Spontaneity
- Results
- Opportunity
- Winning
- Expediency

Oranges Need to Be:

Noticed
Active
Resourceful
Involved
Physical
Expedient
Tangible
Spontaneous

Oranges Find Joy in:

Being the best
Excitement
Moving their body
Performing
Taking action
Taking risks
Trouble-shooting
Freedom

TO BRING OUT THE BEST IN ORANGES

Understand Their Way of Relating - Don't take it personally if Oranges don't always make their relationship with you their number one priority. You may be highly important to them, whether it seems that way or not. Frequently, Oranges enjoy the comfort of knowing you are in their lives and may turn their attention to other avenues and adventures for the moment. It does not mean that you are not valued by them. It simply means that their concentration is temporarily directed elsewhere.

Demanding their attention or insisting they verbally state or otherwise demonstrate their commitment to you can push them away. Recognize what activities and behaviors you are willing to accept in your life. Let them know your boundaries and figure out consequences together, then allow them some space.

Understand their impulse to take each moment as it comes - When left to their natural expression, Oranges are carefree, playful, and spontaneous. Their craving for action, variety, and excitement may capture their attention in an instant. Because they are most comfortable in environments that are unstructured, it can be a

challenge to get them to adhere to a fixed schedule or plan. If you know the Oranges in your life have a tendency to forget or “blow off” appointments and plans for something that has come up at the last moment, a gentle reminder or double check on your part may help save you from disappointment.

Allow them to show off their skills without condemning them for their process - As natural performers, Oranges need the freedom to express themselves. Their lighthearted charm, wit, and fun can be irresistible. You may find yourself being motivated by the charisma and style of an Orange. They are good negotiators and persuaders. As natural fun-seekers, they like to recruit others to play along with them. For the most part, whether they admit it or not, they enjoy being the center of attention. They often feel there isn't anything that they cannot do. They love any opportunity to show their skillfulness, cleverness, agility, and precision. They are proficient, capable, hands-on people. They have a love of tools and are masterful with them. Give them immediate feedback and praise for the clever way they handled a situation.

Avoid slowing them down when they are on a quest - Oranges like immediate results and therefore complete tasks quickly. As excellent multitaskers, they are capable of, as well as rather enjoy, doing a variety of things at once. For best results, don't insist that they drop what they are doing and give you their full attention. Instead, figure out what you can do to help them finish their projects or otherwise fit into their world.

With Oranges Be:

Dynamic	Open-minded
Clear	Skillful
Confident	Spontaneous
Engaging	Ready for action
Flexible	Swift

TURN TO AN ORANGE FOR

Leadership - If you need someone to take charge of a situation with confidence, ask an Orange. Oranges are able to take over and manage a situation with flair, even when they have little experience with the circumstances at hand.

Trouble-Shooting - Oranges are quick decision makers. When faced with a challenge, they find it almost irresistible. Their minds go straight to work figuring out a way to make things happen. They are flexible, innovative, and not afraid of trying something new.

Tasks Requiring Risk and Chance - Many “daredevils” are Orange. Race car drivers, bungee jumpers, and firefighters tend to be Oranges. If you need someone to go first in an activity or try something uncertain, chances are an Orange will volunteer before you even get the opportunity to ask. They enjoy a good adrenaline rush.

Fun Ideas - When brainstorming for events—from family reunions to conferences—Oranges can contribute a plethora of suggestions for outrageously fun activities.

Action - If you want something done *now*, ask an Orange. They have the ability to easily stop what they are doing mid-stream and change direction. They are ready for action and aren’t hesitant to do what it takes to accomplish their immediate goal. They realize that quickness is important and usually are aware of all the shortcuts.

Proficiency with Tools - Skillfulness, agility, and precision can be quite natural to Oranges. Frequently, they are able to build or make something with ease and accuracy. Talents they take for granted may be difficult for others.

Variety - When you want a change of pace, find an Orange. They arrange their world to ensure variety and are even known to create a

crisis or two just to stir things up. If you want a new or different way of doing something, you need only observe an Orange in action.

Negotiation - If you run up against a “no” from someone and need a “yes,” enlist the help of an Orange. They have a charming way of gaining cooperation from others. They are full of options and choices and won’t usually let up until they get their way, or a close compromise.

Entertainment - Oranges relish telling a great story, adventure, or even some juicy gossip. They can describe situations in larger-than-life representations. They are expressive and energetic. They are involved in a virtual kaleidoscope of pursuits.

A Good Laugh - Practical jokes, cartoons, and other forms of humor are part of the nature of Oranges. They can reframe the most mundane or even unfortunate circumstances into something to jest about. They love to laugh and to make others laugh, as well.

Straight Answers - Oranges will “tell it like it is.” While others are being careful to be politically correct, Oranges like to give it unadulterated. Often, they will speak their mind on a subject even if no one else agrees or is even listening. If you want to cut to the chase and get some frank, forthright responses, ask an Orange.

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.

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.

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 Oranges when they “fade.” Any one of the colors could possibly demonstrate any of these behaviors. They’re not restricted to Oranges, but they’re the most common for Oranges. Many of the suggestions for preventing fading, as well as the suggestions for brightening, can be applied across the color spectrum.

WHEN ORANGES FADE

Oranges can be very intimidating when they are stressed or low on esteem. They can become exceedingly pushy, overly aggressive, and confrontational—even physically violent. Placed in an overly restrictive environment, they will go to great extremes to gain their freedom or control.

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

CHARACTERISTICS OF A FADED ORANGE

- Acts rude and defiant
 - Breaks rules on purpose
 - Fails to complete things, runs away, quits job
 - May joke or tease inappropriately
 - Overly competitive, manipulative
 - Deceitful conduct
 - Violent behavior
-

COMMON ORANGE STRESSORS

- Lack of freedom or choices
- Feeling trapped
- Lack of challenges
- Not being able to use their skills
- Rigidity
- Strict guidelines or rules
- Forced to keep quiet or not participate
- Insufficient attention
- Limited humor in others
- Waiting, slow actions
- Indecisiveness
- Traffic or car problems

- Routine
- Lack of sex
- Details, paperwork
- Inactivity, restriction of physical movement
- Lack of money

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 Orange needs met? Read over the following suggestions and decide which ones would be the most helpful to you.

HOW TO BRIGHTEN YOUR ORANGE

If you are Orange, your quick thinking and demand for action can get you ahead of yourself. Since you usually enjoy operating in a rush of adrenaline, you might have a tendency to arrange your life so you are constantly on the edge and perhaps putting others on edge as well. What you may find fun and exhilarating, others may perceive as stressful. In fact, the people in your life that are depending on you may not find your behavior very fun at all. So how do you get your own needs for freedom, spontaneity, and attention met without trampling others in the process?

Have Some Fun - Instead of trying to get a majority of your needs for fun and games met at work, where it could be detrimental to your employment status or even the health and safety of yourself and others, find other avenues. What do you like to do for fun? Get out. Go motorcycle riding, to amusement parks, concerts, or camping. Joke around, sing, play in the rain, splash in the mud.

It is important to your overall well-being to include play in your life. Do it safely and legitimately.

Get Hands-On - Use your love of tools to create. Build something—if not a house then a sand castle. If you want to develop your skills, take a class on auto repair, sculpting, landscaping, glass blowing.... What are you interested in? Choose something and go for it!

Move That Body - Get some physical activity. Exercise: pump iron, jump rope, climb trees. When stressed, go for a walk, jog, or run to cool off—but do come back when your thinking clears. Get out and dance, roller skate, bike ride, something that will get you in action—now!

Find Other Oranges - It can be very stressful to have to guard every word and action in order not to upset those around you. Having other Oranges who will not take your complaining as insults and can hear your words through your colorful language is like being able to breathe fresh air.

Focus - Concentrate on one thing and complete it before starting something else. Reduce distractions by turning off your phone or putting away projects that are not a priority at the moment.

Prioritize - Decide what is most important and what has to be addressed. Complete the most important project before moving on to the next one.

Make an Impression - You can be in the spotlight in a variety of ways. Choose inspiring, motivating ways. At work, be the best you can be. Let your actions speak for themselves. It is much more impressive than getting attention for breaking the rules. Capture the interest of others by sharing your triumphs at appropriate times.

Display your trophies and be proud of your accomplishments. At play, practice your skills, pour yourself into your endeavors.

Reward Yourself - Be aware of any tendency to set high goals in the moment, then get overwhelmed and disappointed in the next. Remember to notice the things that you *do* accomplish. Pay attention to little achievements along the way to the big one. Set up a system of immediate reward. For instance, if you are trying to quit smoking, instead of feeling like a failure for slipping and smoking one cigarette, reward yourself for all the ones you did not smoke.

Compete - Get involved in competitions and games. Take charge of arranging events if that's what it takes. Join a sports team, create a contest at work, challenge your neighbors to a cook-off. Find ways to compete that won't jeopardize your job, health, or budget.

Start Your Own Business - If you are tired of conforming to the rules and procedures of others, why not be your own boss? It is important to either find ways to love what you are doing or do something else. If you are wise enough to research your options and plan ahead in your investments of time, money, and resources, owning your own business can meet several of your needs all at once.

Keep Healthy Habits - Notice when you may be slipping into unhealthy, compulsive behaviors:

- Lacking sleep because of too much partying or “extracurricular” activities
- Using drugs
- Drinking too much
- Smoking
- Gambling or taking financial risks

- Overeating
- Taking physical risks (i.e., driving over the speed limit)
- Overindulging in sex

Take inventory, then take action! Figure out what is most important to you and what is or isn't working in your life. Join a group or elicit the

BRIGHTENING OTHER ORANGES

Oranges are generally optimistic and enthusiastic. If you are flexible and want to encourage them, little effort will be required to enhance their self-esteem. You can add a bit of excitement to your life by allowing an Orange to entertain or provide ways to create a contest or game. They love to perform and volunteer readily for leadership roles that involve taking risks.

When you understand their temperament, core needs, and values, you can provide them with an environment that allows and encourages them to express themselves. Not only will you engender their respect and appreciation, you will ensure their future cooperation and support. They will comply with home and work rules when you allow them “time-outs” or private coaching instead of a public showdown.

The following are suggestions for preventing Oranges from fading or burning out. These suggestions can also help Oranges that have faded to brighten up. Some of them may fit with your values and rules of operation; others may not. The fact is—they do work. Only you can decide if they are right for you and the various relationships in your life. There is a big difference between encouraging Oranges to shine versus allowing them to bulldoze

over your needs. It may take a bit of fine-tuning to incorporate these changes into your relationships.

To help brighten Oranges, remember to:

Understand Their Need to Multitask - Recognize their desire for variety and for accomplishing more than one thing at a time. One of the biggest complaints about Oranges' behavior is that they do not pay attention or make good eye contact. Quit expecting them to. They really are able to work on other things while talking to you. Waiting to get their full attention seldom does much good. They may indulge you by looking at you but their mind will be elsewhere.

Allow Them Freedom and Choices - Oranges want options, including doing nothing if they choose. Just knowing they can opt out of a situation or have other choices can give them a sense of comfort and lower stress levels. Do not impose unnecessary duties, schedules, or rules just for your sense of control or comfort. They will inevitably find ways to get around them anyway. Give them opportunities to offer solutions based on their experiences. Respect their relaxed ways. Leave room for spontaneity. Share your sense of humor.

Grant Them Attention - Let them show off their skills. Recognize the impact of their presence. Validate their talents. You can stimulate Oranges to greater achievement by providing tangible incentives for jobs well done; reward their cleverness, creativity, and ingenuity; praise their ability to accomplish things.

Be Consistent, Not a Bully - Oranges often rebel against discipline and will resist an order if given too rigidly, without any leeway for creativity or flair; it threatens their self-esteem and puts them down. Be firm and direct, not condescending or antagonistic. Formulate ground rules for behavior with their input "up front."

Enforce the rules consistently. Discuss options. That way, before they take any liberties, you give them permission to do what they love doing.

Make It a Game - Appeal to their sense of adventure by making a bet, dare, or contest. If it feels like a “have-to” it is not fun. Do the unexpected. Tell them they *can't* do something. For example, “I’ll bet there’s no way you can have this done by Monday—only an expert could do that. It’s just too much.” Chances are they’ll prove you wrong. Create a competition and make the payoff (if they lose) go to a rivalry or some “cause” they dislike.

Supply Immediate Feedback - Give them recognition and straightforward critiques. Let them know immediately when they violate a rule. If you let it slide, most likely it will happen again. Equally, give them instant acknowledgment for a job well done. Note their quickness of action, their flair and skillfulness.

Get Out of Their Way - Oranges are concrete problem solvers who need hands-on activities. The thought of sitting for hours doing one thing seems like a slow “death sentence” to them. Give them the freedom to demonstrate their ideas verbally and physically. So many people unknowingly stifle the flair and productivity of Oranges by bogging them down with rituals, routines, and personal rules. Although Oranges do like to be efficient, implementing restrictions is not the way to inspire them. Allow some freedom and you may be surprised at the proficiency they can achieve.

If they are given the liberty to develop their talents, they may feel more compelled to pay attention to the ground rules. This is because they can focus their attention of doing a good job rather than the perceived restrictions placed on them.

Appreciate Their Directness - Allow them to be open and expressive. Of course, this does not mean that it is okay for them to swear at a board meeting or do similarly inappropriate things. What it does mean is to give the benefit of the doubt. Remember that most Oranges have an agenda and are looking for the shortest route to reach their goals. They may not take the time to say “good morning,” “please,” and “thank you” —they will sometimes leave these words and rapport-building rituals out of their vocabulary because they are looking straight at their target and aiming to get there quickly.

Some people may think they are doing Oranges a favor by trying to “train” them to pause and say “hello” before allowing them to continue with their agenda. Although this may work when trying to train children, if you have not had much success or are aggravating the situation, skip it. Oranges find it condescending and controlling. Respect is relative anyway. Watch two Oranges interact. Notice if either one is insulted by the other’s bluntness. Usually, it is a relief to them to be able to cut to the chase.

Be Confident - Speak and move with confidence. If you are too wishy-washy, some Oranges get an irresistible urge to walk all over you. However, be careful to recognize the difference between assertiveness and aggressiveness. The latter can trigger a fight with an out-of-esteem Orange. Be direct and clear on what you expect.

Move with Them - Oranges find predictable routine tedious and boring. Frequent change of pace and variety will help eliminate much of their stress. Don’t make them sit still while they talk with you. Be willing to walk from room to room or conduct business while playing a sport.

*It is easy to remember the metaphor of Orange used to describe this personality style: **Oranges squeeze the Juice***
(out of each moment)

COLOR COMBINATIONS

The Influence of Your Secondary Color

This report offered information regarding the traits that are most widespread for the Orange 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 Orange dominant, their Gold, Blue, or Green characteristics will often affect their choices and actions.

If you are dominant Orange, 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 "Orange-Green" or a "Orange-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.

ORANGE DOMINANT COMBINATIONS

Orange-Blue

The wit, charm, and spontaneity of the Orange style positively enhance the enthusiasm, genuine love for people, and empathy of the Blue. When Orange is more dominant than Blue, the need for freedom and flexibility can often take precedence over the need to connect with others. Although they value and nurture their relationships, the powerful tug to switch attention to whatever

captures them at the moment can divert their energy—and sometimes they have a tendency to forget to check with the other people involved before diving into another endeavor. This combination is generally easygoing and likeable. They are accepting of themselves and others and enjoy working with people in a cooperative environment.

Orange-Green

This combination is naturally eager to boldly dive in and “Go for it!” Their competitive, risk-taking nature compels them to continuously take on new challenges. And if things don’t work out, they can easily switch gears to a new undertaking. Their Green provides them with the big picture insights, along with the vision and ingenuity to keep trying. They may attempt new challenges before they’ve gathered all the data or gained the high level of skill generally required by most Greens before they feel comfortable taking action. Their rebellious, freedom-loving nature can cause them to feel suffocated and frustrated by rules and commitments and they’ll often find a way to work around them. Overall, they typically thrive in chaos and crises, using their keen logic to quickly distil the best solution to deal with problems and solve challenges successfully.

Orange-Gold

This blending derives great joy from experiencing the here and now. They have an attitude that “tomorrow may never come” so they seize the moment, often without thinking of consequences for the future. This is where their second color, Gold, can haunt them with guilt. Because it’s in a Gold’s nature to plan ahead, the Orange-Gold has a tendency to act now, regret later. They may browbeat themselves for being irresponsible but make sure that everyone else around them is abiding by the rules! They may have things super-organized so that they can take advantage of opportunities when they arise, yet without upsetting the balance of their lives. Planning ahead and keeping organized makes it

possible for them to act with more freedom and speed than if they had to wade through things to find what they need. This way they are unencumbered and free to act on a moment's notice. They are prepared to take on any challenge that comes their way.

PUTTING IT INTO ACTION

As you stop and think about what you have learned so far by reading about the dominant Orange color style, you'll realize how knowing this information can cause shifts in the way you interact with the Oranges. 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 Oranges 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 Orange or you are reading this to be able to better relate to the Oranges in your life, the information and insights you gained can help you understand the motivations and intentions behind Orange behaviors. Use this information to bring out the best in the Oranges 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.

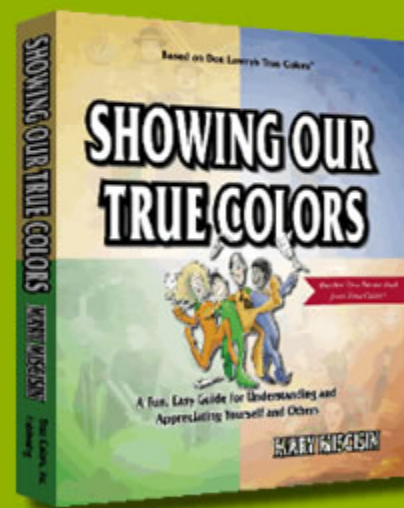
Greens: Analytical, objective, problem solvers...Greens truly are "Keen Green Thinking Machines". Greens are problem-solvers intrigued with the how and why. They crave facts, information and competence.

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.

Claim Your Copy!

**Sign Up to Get Fun & FREE
Tips, Quizzes, and Activities!**

Simply click the link below to go to
www.PositivelyMary.com and sign up!

[CLICK HERE](http://www.PositivelyMary.com)

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