

## GREEN

### Your strengths:

- You are very organized and very accurate.
- You're an amazing planner.
- You're a great problem-solver.
- You always finish what you start.
- You're a loyal friend.
- You're very intelligent.
- You don't want a boss, you don't want anyone telling you what to do.
- You have a long runway. It takes you a long time to make a decision, but once you make it, you stick with it. And you can always devise a system to get you there. You are great at follow-thru.

### You have some weaknesses:

- You're uncomfortable sharing your feelings. Relationships are hard for you both in personal life & business.
- You don't want to ever make a mistake, so you over-analyze things. You've lost a ton of money because you do so much analysis, it seems like you never make a decision.
- You tend to be suspicious of people and often very critical. For instance, right now you're probably thinking that some of what I say is accurate and some of it is WAY off-base. It's very important for you to be right, which means the people around you very often have to be wrong.

OK. There are 3 things I see that could make a big difference in your success & happiness. Before I get to that, how is the accuracy of the evaluation so far?

### 3 things that could make a big difference to you:

- Get good at building relationships with other people. To do that, you need to learn to listen to people. That one skill would change your life – becoming a good listener.
- Start making quick decisions. Tune in to your gut feeling. Just go with it sometimes. If it turns out to be wrong, then change direction. But at least you'll be in action instead of forever analyzing everything
- The words you speak are critical, because you speak your reality into existence. When you say negative things, you actually put those things in your life. That's why you're unhappy so often. So just be aware of it. Train yourself not to say negative stuff.

## YELLOW

### Your strengths:

- It's not about the money for you. You don't care how many cars & stereos & TVs somebody has. It's about family & friends & relationships. The purpose of money is how you use it to help others.
- You're patient with people, you're a team player, and you're very dependable.
- When people are phony, you see it immediately.
- You are open with your feelings.
- You are optimistic.
- You are relaxed & comfortable in your body.
- If you have kids, you are a great parent.
- People love you, because you're a great listener and you're so nurturing.
- Because people love you, you have the ability in business to build a huge organization.

### You have some weaknesses:

- You're very sensitive; at times, you take things too personally, you get hurt by other people, and sometimes that stops you completely in your tracks from doing whatever you want to do.
- You always put others first – you do what they want. And some people take advantage of you.
- You don't set goals, so sometimes it's hard for you to see what you've achieved, and because of that, you often struggle with believing in yourself.

OK. There are 4 things I see that could make a big difference in your success & happiness. Before I get to that, how is the accuracy of the evaluation so far?

### 4 things that could make a big difference to you:

- You need to learn how to not take it personally when someone says “No” to you or when someone offers “constructive criticism.”
- A friend of mine has a plaque on his wall that says, “It's none of my business what other people think of me.” That would be perfect for you.
- You need to learn to be more assertive in dealing with other people, so they don't take advantage of you.
- Make a list of the 25 things you want most in life, plan how you'll achieve them, and mark them off your list as you get them. Becoming more goal-oriented will really help you be happier & more successful.

## BLUE

### Your strengths:

- You see the big picture immediately. You can make decisions with very little information.
- You are a people-magnet. People love you because you're energetic, enthusiastic, motivating, convincing.
- You're creative. Your mind goes a mile a minute.
- You are a social animal, the life of the party
- #1 on your list is to have fun.
- You love excitement, and you love to travel.
- You're an excellent promoter.
- You're a natural salesperson.

### You have some weaknesses:

- You probably have sticky notes & post-it notes all over the place. You tend to be un-organized, and not so good on follow-up. You could accomplish a lot more if your life had more structure.
- You find it hard to focus on one thing for very long. You're always looking for excitement, so you change directions a lot, which means you don't stay with one thing long enough to have huge success.
- You're happiest when you're in a group of people, and you tend to talk a lot then, and sometimes other people feel left out when you're doing all the talking.

OK. There are 3 things I see that could make a big difference in your success & happiness. Before I get to that, how is the accuracy of the evaluation so far?

### 3 things that could make a big difference to you:

- Most important – you need to learn to listen, not talk. You're such an exciting person – if you were also a good listener, people would stand in line to be around you.
- In business, you need to make a decision and stick with it. You need a system to keep you organized and to force you to follow up, or you'll always struggle. Follow-up is where the fortune is.
- When you're building a group or organization of any kind, you need to connect with detail-oriented people. You provide the vision, and they can put it together for you.

## RED

### Your strengths:

- You're an amazing producer.
- You are the best negotiator.
- You have great energy.
- You're a risk-taker, a leader.
- You're very confident.
- You take action.
- You're independent. You'll just take right off and start doing it.

### You have some weaknesses:

- You have a big ego. You think you're always right. That's a problem when you deal with other people because they'll never give you their best performance because they resent you.
- You are not a team player. People will work with you because you're successful, but they're always looking for someone else they can get along with better.
- The toughest problem you have is, you're unteachable. The only time you can ever learn from anyone else is when you've had your butt kicked, you're down on the ground, almost dead. When you finally get there, THEN you are coachable.

OK. There are 2 things I see that could make a big difference in your success & happiness. Before I get to that, how is the accuracy of the evaluation so far?

### 2 things that could make a big difference to you:

1. Most important – you need to learn to stop talking and start listening.
2. Learn to understand and value other people.