



Facilitator References

Real Colors® Tips & Tricks

Real Colors®
Communicating More
Effectively Using
Temperament
two pages

For Colors to help an individual in his/her communication, the individual needs to learn to **speak in the language of the listener** and **listen in the language of the speaker**. This is often easier said than done. It requires an individual to venture outside his/her own personal comfort zone. Instead of filtering communication through your own color lens, try filtering communication through one of the other color lens.

Through the Gold Lens

Time is here and now. It is limited in duration. Therefore, every minute is important. Wasting time, anyone's time, but particularly a Gold's time, is something that can never be replaced. Golds are able to accomplish lots of tasks because of their singular ability to manage time. It is managed sequentially, in priority, and efficiently. This strength can also be a limitation when taken to excess. Expecting others to always accommodate them and their concept of time sets other colors up for failure and sets Golds up for disappointment.

Through Blue Lens

Time is a function of relationships. The more immediate the relationship, the more important to a Blue. By nature, Blues place more importance on relationships than time. Consequently, time spent enhancing and nurturing relationships usually trumps a need to be on time. For Blues, there will always be more time, but there is not always more time to build relationships. Blues feel a need to take advantage of any time provided to build and nurture relationships. Because of a Blue's focus on relationships, his/her timeliness or lack thereof may be seen as disrespectful or rude.

Through Green Lens

Time is a function of information for Greens. Greens gathering information can become completely engrossed and lose track of time. And since gathering information is a never-ending undertaking, time is viewed as somewhat limiting. Do you want the best answer, or just any old answer? The best requires concentration, to the exclusion of other things, and time. What's more, the best answer can always be refined because information is not static. It's constantly changing. Becoming lost in the information gathering process is not anti social or disrespectful.

Through Orange Lens

Time is here and now for Oranges. However, it is not necessarily sequential. An orange may spend a little time on one task and move on to another before completing the previous task(s). Time is also a function of the most challenging, fun, new task out there. Time is prioritized by the energy it takes to complete it, and the newness of the task. Routine tasks may bore an Orange. An Orange who's hopping from task to task is a functional Orange. It is not a rude, "I don't care" Orange.

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continued

When looking at the chart, consider that the problem with the communication may be that you, as an individual, simply have not filtered through a color other than your preference. You may be ascribing a negative basis for another's behavior with respect to time without considering the other person's color lens.

The real world requires each color to make appropriate adjustments in his/her communication style to meet the needs of the situation. It also requires that an individual not rush to negative judgment about a color that doesn't make the adjustment the way we would or as quickly as we would.