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Orange, Gold,
Green, and Blue.

Each color

represents a

different

primary

personality

type, and all

four lay the

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ersonality-
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Understanding
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words to say to
each of the four
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a fun, easy way
to talk to our
prospects based
on how they see

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and feel about
the world. The
results are
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personalities

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will find a
approach to be
overwhelming,
and seek to
foster a
harmonious and
encouraging
setting in which
peoples' voices
can be heard.
Finally, a Cool
Blue personality
will interact

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the best with
someone who
understands that
they want to do
it right the
first time
around.

*Communicating
with the Four
Color*

*Personalities /
DISCOVER ...*

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identifying our
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communication,
and how to get
your network
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prospects to
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and act on your

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message = fun!

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fun of the 25
skills of

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prospects have a
different point-
of-view than
ours.

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If you're
curious about
the correlation
between colors
and
personalities,
we're here to
help you
understand this
mystery a little
more. Let's take

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the color purple
for example.

This type of
color is quite
mysterious
because it is a
hybrid of both
light and dark
hues, which
might hint at
several
different sides
to your
personality.

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*Which of the
Four Color
Personalities*

Are You? / Zoo

Answer 16

*personality
questions to
find out which
of the four
color*

*personalities
you fit with the
best. Hope*

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The colors are
red, blue,
white, and
yellow. Each

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color is
associated with
a set of your
true personality
traits. Red is a
power color. If
you score a red,
you are logical
and determined.

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Personality
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their color
secret
personality.

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different
personality and

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colors. I
believe this is
knowledge that
everyone needs
to know: ...

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Personality
Profile,
sometimes known
as "The People
Code", created
by Dr. Taylor
Hartman, divides
personalities
into four
colors: Red (
motivated by
power), Blue
(motivated by
intimacy),

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White (motivated by peace), and Yellow (motivated by fun). Although different groups of people have different demographics, the general breakdown suggests that Reds comprise 25% of the

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Personalities

Blues 35%;

Whites 20%; and

Yellows 20%.

Language For

Hartman

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Mind reading =

fun When we know

how prospects

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think, selling
and sponsoring
are easy. Read
deep inside our
prospects' minds
with this easy
skill. Our
prospects have a
different point-
of-view. So how
do we talk to
prospects in a
way they "get
it" and enjoy

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quickly
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