



# The Real Colors Continuum

Each of us is born with a temperament. That temperament is influenced by our environment, the people with whom we are raised, our education, our socioeconomic background, all those things. But when you scrape all that away, you have a CORE temperament with which you were born.

**BLUES** tend to be enthusiastic, sympathetic, communicative, compassionate, idealistic, sincere and imaginative. A **BLUE** might say “I look for meaning and significance in life. I need to contribute, to encourage and to care, and I value integrity and unity in relationships.”

**GOLDS** tend to be loyal, dependable, organized, thorough, sensible, punctual and caring. A **GOLD** might say “I have a strong sense of what is right and wrong in life. I value home, family and tradition. I am a natural preserver, a parent, a helper.”

**ORANGES** tend to be witty, spontaneous, generous, optimistic, eager and bold. They might describe themselves as needing fun, variety, stimulation and excitement. Freedom to act is of utmost importance to an **ORANGE**, who might say “I act on a moment’s notice, and I value skill, resourcefulness and courage.”

**GREENS** tend to be perfectionistic, analytical, conceptual, cool, calm, inventive and logical. **GREENS** seek knowledge and understanding; they need explanations and answers. A **GREEN** might say “I value intelligence, insight, fairness and justice. I am a natural non-conformist, a visionary.”

Remember: NO ONE is entirely one color, nor does anyone totally lack a color. Joe Smith might be 90 percent blue and 10 percent gold. Jessie Jones might be split 50-50 orange and green. Tom Donaldson may exhibit one dominant color in his personal life, another in his professional relationships.





# The Real Colors Continuum

Understand and accept your FATE, understand and appreciate your style or temperament, and understand, arrange, and rearrange your nurturing. To know and appreciate your values and needs is a vital ingredient for personal and professional success.



Real Colors®