



Four People You Should Know Quick Reference Guide

<p>How to Identify Someone with a Blue Personality</p> <p>Warm, Friendly, Sociable, Creative, Open Their desk: Pictures! Family, pets & friends Their dress: Casual, fashionable, soft/clean lines</p>	<p>How to Identify Someone with a Gold Personality</p> <p>Formal, Structured, Factual, Controlled, Firm Their desk: Organized, neat, motivational signs Their dress: Tailored, conservative, formal</p>
<p>What to Expect When Meeting a Blue</p> <p>Likes small talk and want to get to know you. Listen, make eye contact & watch body language Want open and honest discussions</p>	<p>What to Expect When Meeting a Gold</p> <p>Values punctuality, direct discussions, agendas Likes to be in charge and lead the process Focused on expectations and solutions</p>
<p>What to Avoid</p> <p>Being inflexible with your solutions Applying pressure for next steps Ignoring their expressed feelings</p>	<p>What to Avoid</p> <p>Arriving late, and not being prepared Being too loose with facts and expectations Acting unprofessionally</p>
<p>How to Identify Someone with a Green Personality</p> <p>Curious, Detailed, Serious, Succinct, Calm Their desk: Devices, books, disorganized Their dress: Practical, comfortable, functional</p>	<p>How to Identify Someone with an Orange Personality</p> <p>Excited, Bold, Competitive, Optimistic, Persuasive Their desk: Pictures with celebs, awards, trophies Their dress: Casual, sporty, eye-catching</p>
<p>What to Expect When Meeting a Green</p> <p>Open to possibilities that are relevant & objective Want details, facts and data they can analyze Expect time for questions and processing</p>	<p>What to Expect When Meeting an Orange</p> <p>Likes to look at the big picture Wants to get to the point, focusing on results Focused on success and achievements</p>
<p>What to Avoid</p> <p>Emotions and small talk Generalities; not enough details Expecting quick decisions</p>	<p>What to Avoid</p> <p>Being too serious Too many details Focusing on rules and regulations</p>