### TRUE COLORS EVALUATION SHEET

<table>
<thead>
<tr>
<th>Spontaneous</th>
<th>Active</th>
<th>Protective</th>
<th>Authentic</th>
<th>Multitalented</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active</td>
<td>Opportunistic</td>
<td>Traditional</td>
<td>Friendly</td>
<td>Inventive</td>
</tr>
<tr>
<td>Spontaneous</td>
<td></td>
<td>Responsible</td>
<td>Considerate</td>
<td>Capable</td>
</tr>
<tr>
<td>Competitive</td>
<td>Competitive</td>
<td>Realistic</td>
<td>Unique</td>
<td>Curious</td>
</tr>
<tr>
<td>Unplanned</td>
<td>Unplanned</td>
<td>Sensible</td>
<td>Understanding</td>
<td>Planning</td>
</tr>
<tr>
<td>Impactful</td>
<td></td>
<td>Dependable</td>
<td>Communicative</td>
<td>Knowledgeable</td>
</tr>
<tr>
<td>Realistic</td>
<td>Loyal</td>
<td>Conservative</td>
<td>Devoted</td>
<td>Idealistic</td>
</tr>
<tr>
<td>Open-minded</td>
<td></td>
<td>Organized</td>
<td>Warm</td>
<td>Seeking</td>
</tr>
<tr>
<td>Adventuresome</td>
<td></td>
<td></td>
<td>Creative</td>
<td>Resourceful</td>
</tr>
<tr>
<td>Daring</td>
<td>Daring</td>
<td>Concerned</td>
<td>Tender</td>
<td>Determined</td>
</tr>
<tr>
<td>Impulsive</td>
<td>Impulsive</td>
<td>Step by step</td>
<td>Inspirational</td>
<td>Complex</td>
</tr>
<tr>
<td>Fun</td>
<td>Fun</td>
<td>Cooperative</td>
<td>Dramatic</td>
<td>Calm</td>
</tr>
<tr>
<td>Exciting</td>
<td>Exciting</td>
<td>Orderly</td>
<td>Lively</td>
<td>Thinking</td>
</tr>
<tr>
<td>Courageous</td>
<td>Courageous</td>
<td>Conformist</td>
<td>Affectionate</td>
<td>Honorable</td>
</tr>
<tr>
<td>Skillful</td>
<td>Skillful</td>
<td>Caring</td>
<td>Sympathetic</td>
<td>Rational</td>
</tr>
</tbody>
</table>

| TOTAL ORANGE | TOTAL GOLD | TOTAL BLUE | TOTAL GREEN |

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Don Lowry  Communication Companies International  C 1989  pg 5
YOUR CHARACTER AS A BLUE

I need to feel unique and authentic
◆ Enthusiastic, Sympathetic, Personal◆

I look for meaning and significance in life
◆ Warm, Communicative, Compassionate◆

I need to contribute, to encourage, and to care
◆ Idealistic, Spiritual, Sincere◆

I value integrity and unity in relationships
◆ Peaceful, Flexible, Imaginative◆

I am a natural romantic, a poet, a nurturer

◆ AT WORK, I have a strong desire to influence others so they may lead more significant lives. I often work in the arts, communications, education, and the helping professions. I am adept at motivating and interacting with others.

◆ IN LOVE, I seek harmonious relationships. I am a true romantic and believe in perfect love that lasts forever. I bring drama, warmth, and empathy to all relationships. I enjoy the symbols of romance such as flowers, candlelight, and music and cherish the small gestures of love.

◆ IN CHILDHOOD, I was extremely imaginative and found it difficult to fit into the structure of school life. I reacted with great sensitivity to discordance or rejection and sought recognition. I responded to encouragement rather than to competition.
YOUR CHARACTER AS A GREEN

I seek knowledge and understanding
◆ Analytical, Global, Conceptual◆
I live life by my own standards
◆ Cool, Calm, Collected◆
I need explanations and answers
◆ Inventive, Logical, Perfectionistic◆
I value intelligence, insight, fairness, and justice
◆ Abstract, Hypothetical, Investigative◆
I am a natural non-conformist, a visionary, a problem solver

◆ AT WORK, I am conceptual and an individual thinker. For me, work is play. I am drawn to constant challenges in careers, and like to develop models, explore ideas, or build systems to satisfy my need to deal with the innovative. Once I have perfected an idea, I prefer to move on, leaving the project to be maintained and supported by others.

◆ IN LOVE, I prefer to let my head rule me heart. I dislike repetition, so it is difficult for me to continuously express feelings. I believe that once feelings are stated, they are obvious to a partner. I am uneasy when my emotions control me; I want to establish a relationship, leave it to maintain itself, and turn my energies back to my career.

◆ IN CHILDHOOD, I appeared to be older than my years and focused on my greatest interests, achieving in subjects that were mentally stimulating, I was impatient with drill and routine, questioned authority, and found it necessary to respect teachers before I could learn from them.

Don Lowry Communication Companies International C 1989 pg 7
YOUR CHARACTER AS A GOLD

I need to follow rules and respect authority

◆ Loyal, Dependable, Prepared◆

I have a strong sense of what is right and wrong in life

◆ Thorough, Sensible, Punctual◆

I need to be useful and belong

◆ Faithful, Stable, Organized◆

I value home, family, and tradition

◆ Caring, Concerned, Concrete◆

I am a natural preserver, a parent, a helper

❖ AT WORK, I provide stability and can maintain organization. My ability to handle details and to work hard makes me the backbone of many organizations. I believe that work comes before play, even if I must work overtime to complete the job.

❖ IN LOVE, I am serious and tend to have traditional, conservative views of both love and marriage. I want a mate who can work along with me, building a secure, predictable life together. I demonstrate love and affection through the practical things I do for my loved ones.

❖ IN CHILDHOOD, I wanted to follow the rules and regulation of the school. I understood and respected authority and was comfortable with academic routine. I was the easiest of all types of children to adapt to the educational system.
YOUR CHARACTER AS AN ORANGE

I act on a moment’s notice
❖ Witty, Charming, Spontaneous❖

I consider life as a game, here and now
❖ Impulsive, Generous, Impactful❖

I need fun, variety, stimulation, and excitement
❖ Optimistic, Eager, Bold❖

I value skill, resourcefulness, and courage
❖ Physical, Immediate, Fraternal❖

I am a natural trouble-shooter, a performer, a competitor

❖ AT WORK, I am bored and restless with jobs that are routine and structured and satisfied in careers that allow me independence and freedom, while utilizing my physical coordination and my love of tools. I view any kind of tool as an extension of self. I am a natural performer.

❖ IN LOVE, I seek a relationship with shared activities and interests. With my mate, I like to explore new ways to energize the relationship. As a partner, I need to be bold and thrive on being physically close to my partner. I enjoy giving extravagant gifts that bring obvious pleasure to my loved ones.

❖ IN CHILDHOOD, of all types of children, I had the most difficult time fitting into academic routine. I learn by doing and experiencing, rather than by listening and reading. I need physical involvement in the learning process and am motivated by my own natural competitive nature and sense of fun.
Orange

What's Great About Me?

I value freedom and excitement. I think that being skillful is more important than structure, logic, and feelings. I like being spontaneous and I want to enjoy what I am doing. Planning things sometimes takes the fun out of it. I like games and competition. I also like to learn things that I can go out right away and put to use.

Gold

What's Great About Me?

I value the traditional things in life. I am practical and I like structure. Being responsible and following the rules is more important than excitement and feelings. I like family life, saving money, and I plan to really make something of myself. I like to belong to groups and want to help make them run smoothly. I enjoy learning about things that are useful to me.

Green

What's Great About Me?

I value knowledge and new ideas. Discovering solutions and using my brain are more important than are feelings, rules, and non-stop excitement. I like to know how and why things work in a certain way. I prefer to work on my own and also need room to think so I can come up with new ideas and the right answers.

Blue

What's Great About Me?

I value people. Being liked and having everyone around me getting along is more important than are facts, rules, adventure, or logic. I am sensitive to others and become uncomfortable when there is conflict or competition. I like to socialize and to work with people. I learn best when people care about me and when they give me support and feedback.
BLUE

Romantic – Idealist
Self- Improvement
Perceptive of Feelings
Good Social Skills
Personal Relationships
Harmony
Ethics
Cooperation
Naturally Compliments others
Charming
BEHAVIOR

Sincerity
Self-Awareness
Verbal Expression
Communicator
Imaginative
Blend in easily with others
Openness

VALUES

Wholeness
Self
Uniqueness
Authenticity
Interaction
Global Perspective

ESTEEM

Sincerity
Communicator
Imaginative
Blend in easily with others
Openness

ABILITIES

Charming
“Cause” Oriented
Nurturing
Dramatic
Persuasive
Sympathetic
Emotional
Bubbly

Don Lowry
Communication Companies International
C 1989
pg 106
GREEN

Often not in the Mainstream
Cautious Speaker
Perpetual Student

High Standards
Constructs Conceptual Models

Sees Possibilities
Scientific Inquiry
Sets the Standards

Intelligence
Knowledge
Competence

Fairness
Logic
Clarity

Analytical
Inventive

Insight
Progress

Concentration
Dislikes Redundancies

Calm, Cool, & Collected
Hypothesize

Perfectionist

Non-conformist

Plays with Words
Thinker
Ask Questions

VALUES

ABILITIES

BEHAVIOR

Don Lowry
Communication Companies International  C 1989  pg 108
ORANGE

Action Over Words
Live For Today
Dislikes Routines
Quick Reactions to Situations
Competitive

The Here and Now
Skill
Producer

To Have Impulses
Optimistic

Freedom to Act
Variety
Analytical

Action
Entertainer

Resourcefulness
Fraternity
Negotiator

Physical

Entertainer

Resourcefulness

Charming

Performance

Risk Taker

Performance

Negotiator

Things Done Quickly

Entertainer

Be the Best

Risk Taker

Be the Best

Entertainer

Realistic

Witty

Witty

Thrill Seeker

ABILITIES
VALUES
ESTEEM
ACTION
BEHAVIOR

Don Lowry  Communication Companies International  C 1989  pg 109