

Connecting with Colors[®]



Your Personalized PSP Results

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PERSONALIZED PSA SCORE for Mary Shader

Category: SALES

Here are the results of your assessment:



As you can see from your results, your Sales interactions are influenced by more than one Color Style, in the percentages shown. How high those percentages are, relative to one another, will offer a clue to your attitudes and behavior in this particular aspect of your life - the higher the percentage, the greater the Color Style influence.

This report will first give you detailed information about your Primary Color, the strongest influence, and how this affects your Sales style. This is followed by information about your Secondary Color, which also influences your basic Sales personality. How you view life and live it will be the result of your unique color blend in all areas.

You will also learn in this report how your Color Style interacts best with other colors in Sales, and how you can use Color Style techniques effectively to improve all aspects of business relationships in this area.

YOUR PERSONAL COLOR COMBO IS: **GREEN/YELLOW**

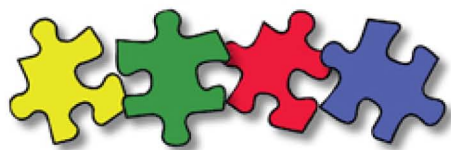
There is a need to develop the human resources of the country, training in a comprehensive manner, to the workers in agriculture and in other sectors, to the youth and women.

Investment in human resources is one of the most important factors for the economic development of the country. It is the most important factor for the development of the country. It is the most important factor for the development of the country. It is the most important factor for the development of the country.

The government should invest in human resources, the most important factor for the economic development of the country. It is the most important factor for the development of the country.

GREEN IN SALES

Goal:



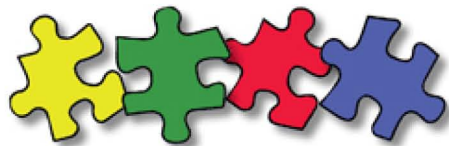
YELLOW IN SALES

Yellow is the color of optimism, energy, and creativity. In sales, yellow represents the initial stage of the sales process, where the salesperson is building rapport and establishing a connection with the prospect. Yellow is also the color of the salesperson's attire, which is designed to be bright and attention-grabbing.

Yellow is also the color of the salesperson's mindset. It is a color that is associated with positivity, confidence, and a willingness to take risks. Salespeople who are yellow in their mindset are more likely to succeed in their sales efforts.

Goal:

The goal of the yellow sales strategy is to build a strong relationship with the prospect and establish a connection that will lead to a sale. This is achieved by using yellow in the salesperson's attire, mindset, and communication.



You will get all you want in life...

if you help enough other people
get what they want.

—Zig Ziglar

COLORS IN SALES

THE THREE PHASES OF PHENOMENALLY SUCCESSFUL SALES:

The 7-Point Checklist for Sales Success

Know your "Why."

Be authentic, poised and mindful.

Be engaging attitudinally.

Connect energetically with a lot of people.

Match actions to focused intention.

Formulate specific goals.

MasterMind weekly.

SKILLFUL CONNECTING WITH COLOR STYLES

THE UNSKILLED SALES SCENARIO

The unskilled salesperson, however, does not know how to use a customer's color style to create a rapport, and therefore, the salesperson will not be able to connect with the customer. The salesperson will not be able to connect with the customer, and the customer will not be able to connect with the salesperson. The salesperson will not be able to connect with the customer, and the customer will not be able to connect with the salesperson.

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You can dream, create, design and build...

the most wonderful place in the world,
but it requires people to make the dream a reality.

–Walt Disney

FOLLOW THE CLUES TO DETERMINE COLOR STYLE

HOW TO APPROACH THE FOUR COLORS

If you have an opportunity to meet face to face with your customer, or to speak

Here are some useful questions:

Can you identify the Color Style from the following answers?

- Volunteer, check in on my neighbors and help people out.
- Free time? I like to do research.
- Free time? I'm too busy working on my career.
- My free time is filled with anything goes from hanging out in a hammock, to skydiving.

COLOR HINTS THAT GIVE YOU VERBAL CLUES:

"Oh you go first." (Blue)

"I just want to take notes." (Green)

"I will go first." (Red)

Already talking. (Yellow)

BODY LANGUAGE CLUES

Green Prospect

Warning: Admin Interface Warning: interface() failed: open_basedir restriction in effect: file(/usr/share/doc/libapache2-mod-php5/phpmyadmin/) is not allowed to be opened by script at /usr/share/doc/libapache2-mod-php5/phpmyadmin/index.php:10.

Red Prospect

NOTE: The above information is for informational purposes only. It is not intended to be used as a substitute for professional advice. The author is not responsible for any loss or damage resulting from the use of this information.

Yellow Prospect

Warning: Values Exceeded Error on the 1000 iterations and 1000 iterations when the user enters a value greater than 100.

What you say can mean 4 different things...

As you can now understand, what you say can mean as much as four different things based on a person's Color Style taking into account that which every Color Combo you are getting in that moment is the one you go with.

Speak their language, keep yourself in a neutral attitudinal space about whatever they are doing and saying, and you create synergy and rapport with them.

SKILLFUL vs. UNSKILLFUL APPROACHES

It's interesting to note the natural differences in Sales approach by each Color, and how each can benefit by tailoring the message to the customer's own Color Style. Here, in the context of an invitation to a **NETWORK MARKETING BUSINESS OPPORTUNITY** meeting, are several scenarios, where the first color is giving a sales presentation to the second:

A BLUE giving a sales presentation to a GREEN:

Unskillful:

The Green is thinking:

Skillful:

The Green is thinking:

A BLUE giving a sales presentation to a RED:

The Red is thinking:

The Red is thinking:

A BLUE giving a sales presentation to a YELLOW:

The Yellow is thinking:

GREEN giving a sales presentation to BLUE:

Keywords: *work engagement, organizational commitment, organizational citizenship behavior, turnover, organizational identification, organizational trust, organizational justice, organizational support, organizational identification, organizational trust, organizational justice, organizational support*

A GREEN giving a sales presentation to RED:

Keywords: social support; self-esteem; coping strategies; depression

Abstract This study examined the effects of a 12-week, 1000 kcal energy deficit diet on the body composition and metabolic profile of 10 obese women. The subjects were randomly assigned to either a low-carbohydrate (LC) or a low-fat (LF) diet. The LC diet was composed of 15% carbohydrate, 65% fat, and 20% protein, while the LF diet was composed of 55% carbohydrate, 30% fat, and 15% protein. The subjects were monitored for changes in body weight, body fat percentage, and metabolic profile. The results showed that both diets resulted in significant weight loss and reduction in body fat percentage. The LC diet group showed a greater reduction in body fat percentage compared to the LF diet group. The metabolic profile of the subjects improved over the 12-week period, with both groups showing a decrease in fasting glucose and insulin levels. The study suggests that a 12-week, 1000 kcal energy deficit diet can effectively reduce body weight and body fat percentage in obese women, with the LC diet showing a greater reduction in body fat percentage.

A GREEN giving a sales presentation to BLUE:

Keywords: child sexual abuse; disclosure; self-blame; victim blaming

[illegible]

Abstract The purpose of this study was to examine the effects of a 12-week, 1000 kcal energy deficit diet on the body composition and metabolic profile of obese women. The study was a randomized, controlled trial. The subjects were 20 obese women (mean age 45.5 ± 10.5 years, mean BMI 35.5 ± 4.5 kg/m²). The subjects were randomly assigned to either a control group (n = 10) or an intervention group (n = 10). The control group received a standard diet (2000 kcal/day) and the intervention group received a low-calorie diet (1000 kcal/day). The subjects were monitored for 12 weeks. The primary outcome was the change in body composition (fat mass, lean mass, and bone mineral content) and the secondary outcome was the change in metabolic profile (glucose, insulin, and lipids). The results showed that the intervention group had a significant decrease in fat mass and an increase in lean mass and bone mineral content compared to the control group. The intervention group also had a significant decrease in glucose, insulin, and lipids compared to the control group. The results suggest that a 12-week, 1000 kcal energy deficit diet can improve body composition and metabolic profile in obese women.

A RED giving a sales presentation to a BLUE:

RED: Hello, my name is [Name], and I am the [Title] at [Company]. I am here today to discuss [Topic] with you.

BLUE: Hello, my name is [Name]. I am the [Title] at [Company]. I am interested in [Topic]. Can you tell me more about [Topic]?

RED: Yes, I can. [Topic] is a [Description] that [Benefit]. It is a [Description] that [Benefit]. It is a [Description] that [Benefit].

BLUE: That sounds like a [Description]. Can you tell me more about [Topic]?

RED: Yes, I can. [Topic] is a [Description] that [Benefit]. It is a [Description] that [Benefit]. It is a [Description] that [Benefit].

A RED giving a sales presentation to a GREEN:

RED: Hello, my name is [Name], and I am the [Title] at [Company]. I am here today to discuss [Topic] with you.

GREEN: Hello, my name is [Name]. I am the [Title] at [Company]. I am interested in [Topic]. Can you tell me more about [Topic]?

RED: Yes, I can. [Topic] is a [Description] that [Benefit]. It is a [Description] that [Benefit]. It is a [Description] that [Benefit].

GREEN: That sounds like a [Description]. Can you tell me more about [Topic]?

RED: Yes, I can. [Topic] is a [Description] that [Benefit]. It is a [Description] that [Benefit]. It is a [Description] that [Benefit].

A RED giving a sales presentation to a YELLOW:

RED: Hello, my name is [Name], and I am the [Title] at [Company]. I am here today to discuss [Topic] with you.

YELLOW: Hello, my name is [Name]. I am the [Title] at [Company]. I am interested in [Topic]. Can you tell me more about [Topic]?

RED: Yes, I can. [Topic] is a [Description] that [Benefit]. It is a [Description] that [Benefit]. It is a [Description] that [Benefit].

YELLOW: That sounds like a [Description]. Can you tell me more about [Topic]?

RED: Yes, I can. [Topic] is a [Description] that [Benefit]. It is a [Description] that [Benefit]. It is a [Description] that [Benefit].

A YELLOW giving a sales presentation to a BLUE:

YELLOW: Hello, my name is [Name], and I am the [Title] at [Company]. I am here today to discuss [Topic] with you.

The Way is Sweeping [Recommendation](#) [Add book to your shelf](#)
by [David Shields](#)

A YELLOW giving a sales presentation to a GREEN:

A YELLOW giving a sales presentation to a RED:

Abstract This study examined the effects of a 12-week, 1000 kcal energy deficit diet on the body composition and metabolic profile of 10 obese women. The subjects were randomly assigned to either a low-carbohydrate or a low-fat diet. The low-carbohydrate diet resulted in a greater loss of body fat and a greater improvement in insulin sensitivity compared to the low-fat diet. The low-fat diet resulted in a greater loss of lean mass and a greater improvement in blood pressure compared to the low-carbohydrate diet. The results suggest that a low-carbohydrate diet may be more effective for weight loss and improving metabolic health in obese women.

BLUE IN SALES

Blue is the color of the sky and the sea, representing a vast, open, and calm environment. In sales, blue is often associated with trust, reliability, and professionalism. It is a color that is calming and soothing, making it a popular choice for corporate branding and sales materials. Blue is also a color that is associated with intelligence and logic, making it a good choice for sales professionals who need to be clear and concise in their communication.

GOAL FOR BLUES

The goal for blues is to create a strong, positive impression on the customer. This is achieved by using blue in a way that is consistent and professional. Blue is a color that is easy on the eye and is a good choice for a variety of different applications. It is a color that is versatile and can be used in a variety of different ways to create a cohesive and professional look.

Blue is a color that is often used in sales materials to create a sense of trust and reliability. It is a color that is associated with professionalism and is a good choice for a variety of different applications. Blue is a color that is easy on the eye and is a good choice for a variety of different applications. It is a color that is versatile and can be used in a variety of different ways to create a cohesive and professional look.

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RED IN SALES

There are many reasons why sales are not meeting expectations. One of the most common is a lack of understanding of the customer's needs. Another is a lack of communication between the sales team and the marketing team. A third is a lack of training for the sales team. A fourth is a lack of motivation for the sales team. A fifth is a lack of resources for the sales team. A sixth is a lack of time for the sales team. A seventh is a lack of information for the sales team. An eighth is a lack of support for the sales team. A ninth is a lack of feedback for the sales team. A tenth is a lack of recognition for the sales team.

There are many ways to improve sales. One way is to understand the customer's needs. Another way is to communicate between the sales team and the marketing team. A third way is to train the sales team. A fourth way is to motivate the sales team. A fifth way is to provide resources for the sales team. A sixth way is to provide time for the sales team. A seventh way is to provide information for the sales team. An eighth way is to provide support for the sales team. A ninth way is to provide feedback for the sales team. A tenth way is to provide recognition for the sales team.

Goal:

There are many ways to achieve a goal. One way is to set a goal. Another way is to plan a goal. A third way is to execute a goal. A fourth way is to evaluate a goal. A fifth way is to adjust a goal. A sixth way is to celebrate a goal. A seventh way is to learn from a goal. An eighth way is to share a goal. A ninth way is to inspire a goal. A tenth way is to motivate a goal.

