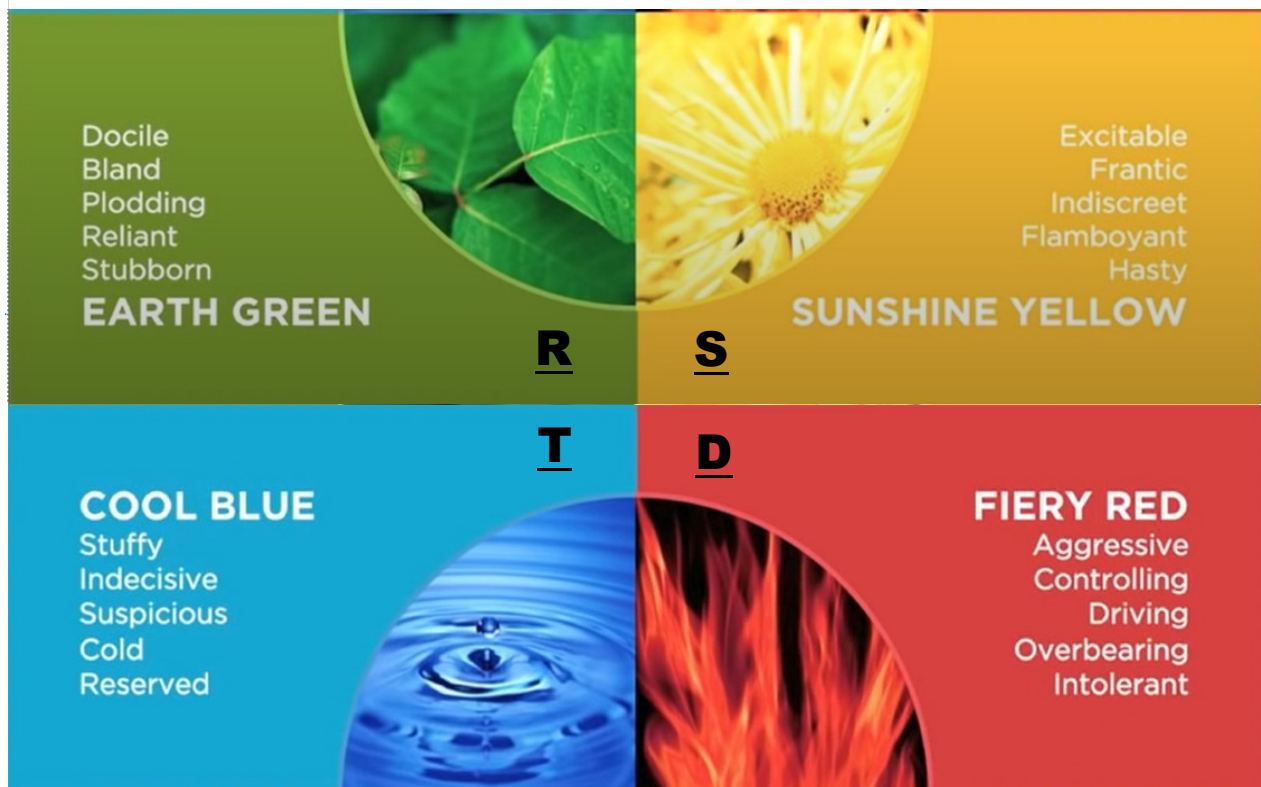


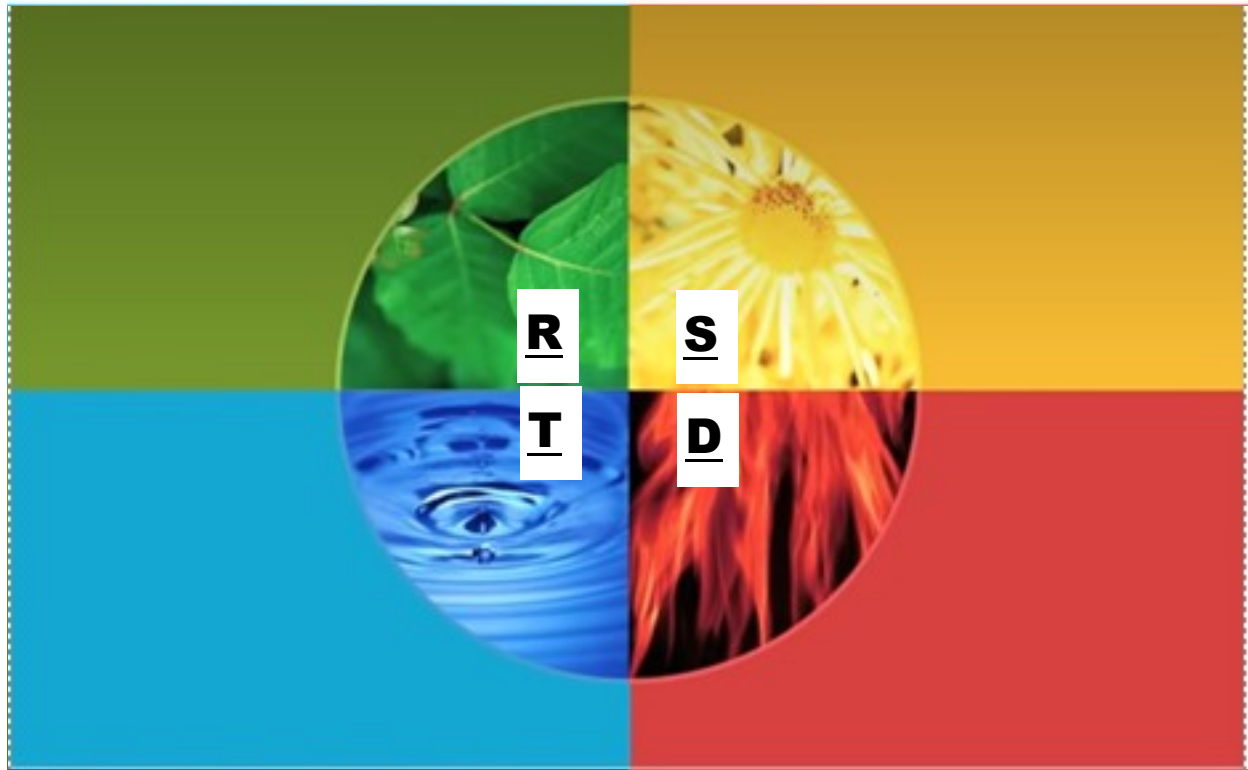
## Insights Discovery Color Energies – **GOOD** Day



## Insights Discovery Color Energies – **BAD** Day

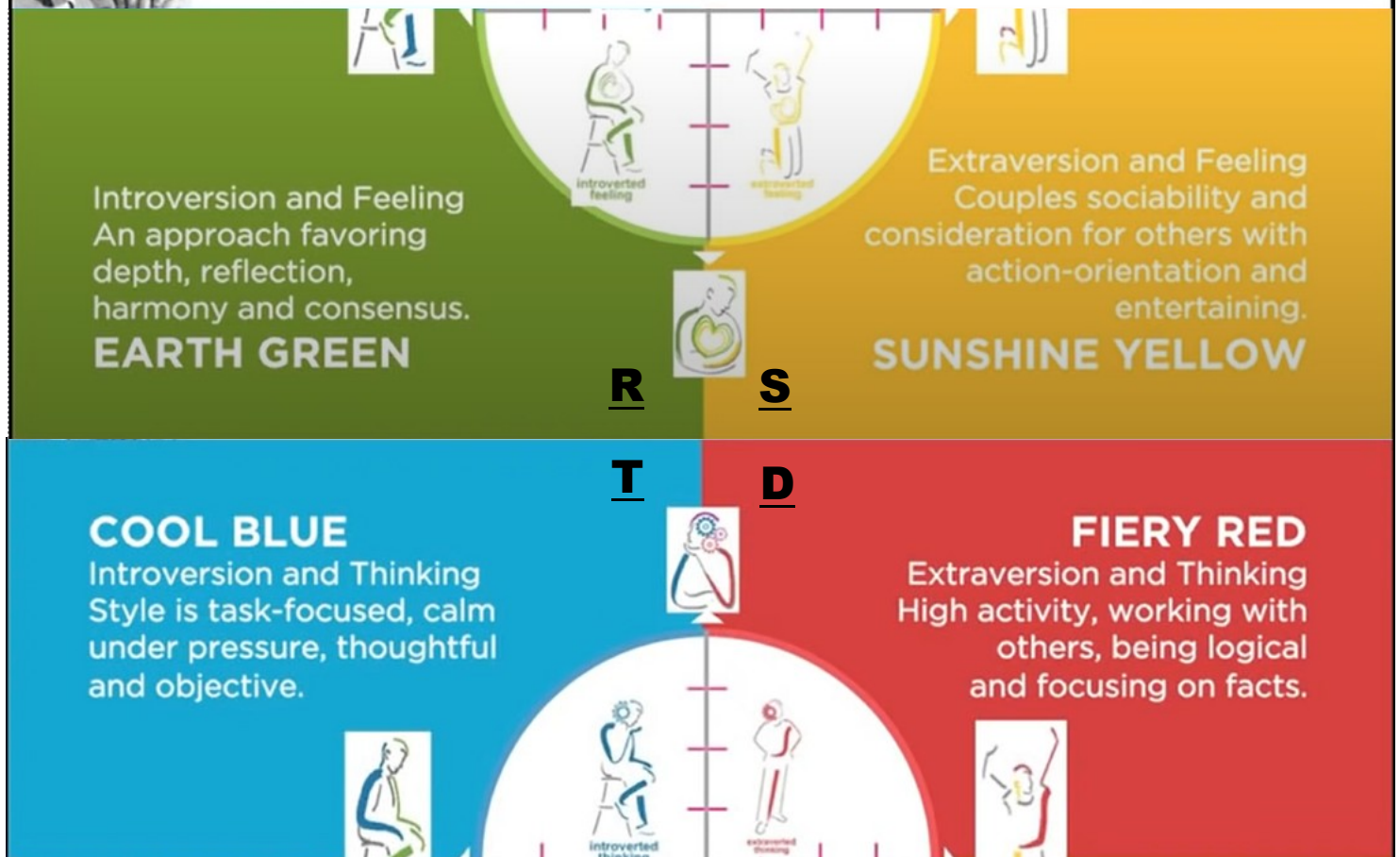


What Color(s) Do You Lead With?





## Jung's Preferences and the Insights Discovery Color Energies



# Going Up?

## **GREEN**

Actually uses the “open door” button to help others get in.

**R**

## **Yellow**

Sees elevator as a great opportunity to “catch up” and chat with people. May hold door open to finish conversations with people who get off on other floors.

**S**

## **BLUE**

Mentally calculates the combined weight of all passengers and compares to maximum posted weight restrictions. May wait for next elevator.

**T**

**D**

## **RED**

Goes straight into the elevator and presses the button (repeatedly)



# How You Might Best **Contribute**

R

S

"Doing it in a kind way!"

"Doing it together!"

"Doing it carefully!"

"Getting it started!"

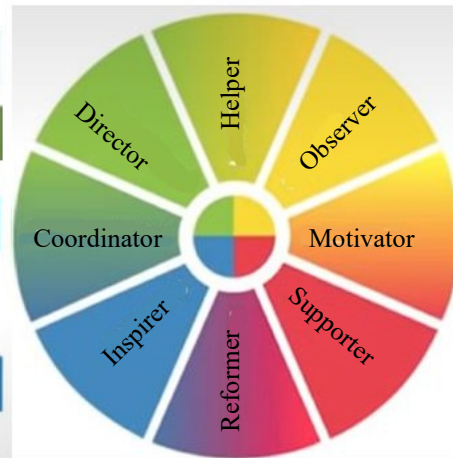
"Doing it correctly!"

"Doing it now!"

T

D

"Getting agreement!"



"Getting it done!"

# How You are Likely to **Lead**

Fostering Teamwork

Personal Focus

Inspiring Creativity  
& Innovation

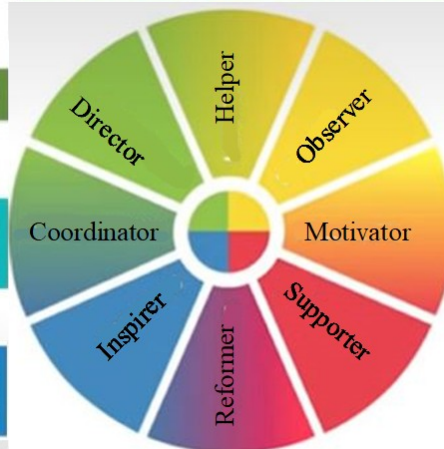
Improving Quality  
& Process

Motivating Others

Problem Solving  
& Analysis

Driving Goals & Results

Performance & Discipline



## Our Approach | The Insights Discovery Framework



## In Summary

1. Learn to use your Conscious Brain
2. Know Your Unique Personality Style
3. Observe “The Otherness of the Other”
4. Take Action – Make a Difference