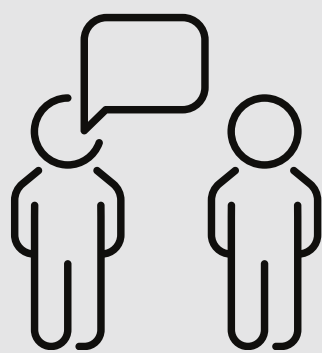


# HOW TRUE COLORS CAN HELP...



True Colors is a personality profile indicator that helps individuals & organizations perform at their maximum potential. It's a 4-hr hands-on, interactive workshop providing practical & useful activities. True Colors enhances relationships & fosters growth by viewing the world through other lenses. The bottom line is to create unity through valuing differences.

Specific focus areas are below:



1

## COMMUNICATION

Effective communication is an essential ingredient for the success of any individual or organization - poor communication increases conflict & loss of productivity. Learn how to improve your individual communication skills & interaction with different personality types. You will develop & strengthen rapport, boost listening skills & clearly deliver your message in a mutually beneficial way.



2

## TEAMBUILDING

Effective teamwork brings new ideas, helps solve problems & increases efficiency. Ineffective teamwork destroys productivity & performance. Discover the personality types of your Team & identify how team members will contribute their talents & abilities. You will also understand how to work with members of the Team effectively & collaboratively.



3

## CONFLICT NAVIGATION

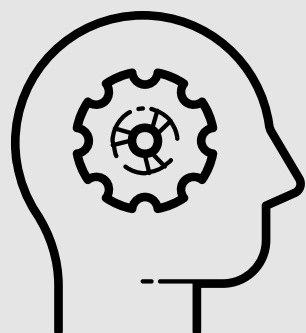
The ability to navigate & manage conflict is a powerful and important skill. Whatever the source of conflict may be, personal prejudices, differing interests or eroding personal relationships, it's important to deal with it in a controlled & constructive way. You will understand the causes, characteristics & approaches for dealing with conflict.



4

## CONSULTATIVE SELLING

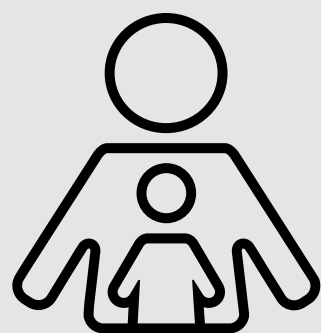
To fully master the complexity of the sales relationship, sales representatives must go beyond likability & learn to add value through every step of the sales process. You will develop a selling mindset by actively listening to customer needs, wants & objectives. Additionally, you will apply strategies to communicate & sell more effectively to customers of all personality types, closing the sale by navigating resistance & overcoming objections.



5

## EMOTIONAL INTELLIGENCE

Emotional intelligence equips us with tools that manage emotions, leading to more positive outcomes & a higher quality of life. You will increase self-awareness & enable avoidance of emotional hijack situations. You will also enhance relationship management skills by using techniques to increase empathy.



6

## PARENTING

Parents can find difficulty in adapting parenting styles to each unique child. This disconnect can create unnecessary tension, stress & frustration. You will understand & appreciate how personality differences lead to unique behaviors of children, learn new methods to build & promote respect & self-confidence in your children, & deepen family relationships.