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Orange, Gold, Green, and Blue.  
Each color represents a different

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primary personality type, and all four lay the foundation of True Colors' fun and insightful personality-identification system. Designed to uncover key social information about yourself and others, True Colors is a tool that fosters an environment of

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Understanding and collaboration.  
How?

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By quickly identifying our  
prospect's color personality.

Discover the precise magic words

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to say to each of the four personalities. This isn't a boring research textbook on the four different personalities. This book shows a fun, easy way to talk to our prospects based on how they see and feel about the world. The results are stunning.

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Earth Green personalities will find a Fiery Red approach to be overwhelming, and seek to foster a harmonious and encouraging setting in which peoples' voices can be heard. Finally, a Cool Blue personality will interact the best with someone who understands



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that they want to do it right the first time around.

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By quickly identifying our prospect's color personality.  
Discover the precise magic words

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and how to get your network

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marketing prospects to fully understand and act on your message = fun! This is the most fun of the 25 skills of network marketing. Our prospects have a different point-of-view than ours.

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MLM: The Secret Language ...

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Network Marketing by Tom "Big

Al" Schreiter Paperback \$9.99.

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Right Now! by Keith Schreiter  
Paperback \$11.99.

Mini-Scripts for the Four Color  
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If you're curious about the

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For *Mill The Secret Language For Network Marketing*

correlation between colors and personalities, we're here to help you understand this mystery a little more. Let's take the color purple for example. This type of color is quite mysterious because it is a hybrid of both light and dark hues, which might hint at

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several different sides to your  
personality.

Which of the Four Color  
Personalities Are You? | Zoo  
Answer 16 personality questions  
to find out which of the four color  
personalities you fit with the best.



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Hope Schreiber. Jan 02, 2018.

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Quiz: Science Says There Are Four  
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Details: Amazon rank: #24,926

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Color Personalities: How to Talk to  
our Network Marketing Prospects.

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Four Color Personalities ...

The colors are red, blue, white,  
and yellow. Each color is  
associated with a set of your true

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personality traits. Red is a power color. If you score a red, you are logical and determined.

## Color Personality Test: What Color Are You?

By quickly identifying their color personality. This isn't a boring

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research textbook on the four different personalities. This audiobook is a fun, easy way to know how your prospects think, and the precise magic words to say to each of the four personalities. The results are stunning.

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and the precise magic words to  
say to each of the four  
personalities. The results are  
stunning.

The Four Color Personalities for  
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This is the introduction to the four different personality and learning styles I call the 4 colors. I believe this is knowledge that everyone needs to know: ...

4 colors personality profiles  
introduction - YouTube

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Hartman Personality Profile, sometimes known as "The People Code", created by Dr. Taylor Hartman, divides personalities into four colors: Red ( motivated by power ), Blue (motivated by intimacy ), White (motivated by peace), and Yellow (motivated by

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fun). Although different groups of people have different demographics, the general breakdown suggests that Reds comprise 25% of the population; Blues 35%; Whites 20%; and Yellows 20%.

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Hartman Personality Profile -

Wikipedia

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Mind reading = fun When we know how prospects think, selling and sponsoring are easy. Read deep inside our prospects' minds with this easy skill. Our prospects

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have a different point-of-view. So how do we talk to prospects in a way they "get it" and enjoy our message? By quickly identifying our prospect's color personality. Discover the precise magic words to say to ...

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Marketing  
Instant bonding, instant communication, and how to get your network marketing prospects to fully understand and act on your message = fun! This is the most fun of the 25 skills of

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network marketing. Our prospects have a different point-of-view than we do. So how do we give them our message in a way they "get it" and enjoy it? By quickly identifying their color personality. This isn't a boring research textbook on the four



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different personalities. This book is a fun, easy way to know how your prospects think, and the precise magic words to say to each of the four personalities. The results are stunning. Shy distributors become confident when they understand how their

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prospects think. Experienced distributors have short conversations that get prospects to join immediately. Why be frustrated with prospects? Instead, quickly discover the four personalities in a fun way that you will always remember. You

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will enjoy observing and analyzing your friends, co-workers and relatives, and you'll see the way they see the world. It feels like you have 3-D glasses in your network marketing career. Of the 25 skills, this is the first skill that new distributors should learn.

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Why? It gives the new distributors instant confidence. It eliminates rejection. It helps prospects listen with open minds. It gets instant results. What could be better than that? You won't have to look for great prospects when you know the four color personalities. You

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will have the ability to turn ordinary people into hot prospects by knowing their color personality and by saying the right words. By using humorous, slightly exaggerated examples of the four personality traits, you will remember and use this skill

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immediately. Life is more fun when you are the only one with the 3-D glasses. This is the one skill that you'll use every day for the rest of your life! Get ready to smile and achieve quicker rapport and results.

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Do you ever think you're the only one making any sense? Or tried to reason with your partner with disastrous results? Do long, rambling answers drive you crazy? Or does your colleague's

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abrasive manner rub you the wrong way? You are not alone. After a disastrous meeting with a highly successful entrepreneur, who was genuinely convinced he was 'surrounded by idiots', communication expert and bestselling author, Thomas



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Erikson dedicated himself to understanding how people function and why we often struggle to connect with certain types of people. Surrounded by Idiots is an international phenomenon, selling over 1.5 million copies worldwide. It offers

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a simple, yet ground-breaking method for assessing the personalities of people we communicate with – in and out of the office – based on four personality types (Red, Blue, Green and Yellow), and provides insights into how we can adjust

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the way we speak and share information. Erikson will help you understand yourself better, hone communication and social skills, handle conflict with confidence, improve dynamics with your boss and team, and get the best out of the people you deal with and

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manage. He also shares simple tricks on body language, improving written communication, advice on when to back away or when to push on, and when to speak up or shut up. Packed with 'aha!' and 'oh no!' moments, *Surrounded by Idiots* will help you

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Understand and communicate with those around you, even people you currently think are beyond all comprehension. And with a bit of luck you can also be confident that the idiot out there isn't you!

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The perfect prospect. The perfect presentation. And our prospect says, "No." What happened? Our prospect did not connect with or understand our presentation. Our presentation is clear to us, but our prospect understands the world differently. Yes, our

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prospect understands a different language. There are four different color personalities, and each of those personalities interprets our world differently. They have their own viewpoint and their own language. They make their decisions based upon their

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viewpoint, and the language we use to present to them has to match their personality. When we talk their language, magic happens. Our prospects understand and appreciate what we offer them. Once we have this connection, prospecting, selling,



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Sponsoring, and presenting are easy. Learning the other color personalities' languages is easy. We simply modify our most common phrases to match their viewpoints. If our yellow personality prospect wants to serve and help the world, then

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Why not present our opportunity from that viewpoint? It is just that easy. In this book we will quickly learn the different personalities and how to identify them. Then, we will learn proven phrases for connecting, prospecting, selling, and sponsoring for each color

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personality. The reactions of our prospects will be amazing. As network marketing leaders, we want to move people to take positive actions. Using their own color language is how we will do it.

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Defining an organization by its growth strategy enables business leaders to make better decisions about the ways their companies compete. Anjan Thakor's four categories of growth, which he arranges into the Competing Values Framework, delivers

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methods for developing strategies grounded in internal cultures and industry goals. Written for professionals, this book provides easy access to concepts in fields as diverse as corporate strategy, finance, organizational behavior, change management, and

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Leadership. Teaches ways to  
formulate a growth strategy and  
implement it through simple  
organizational interventions  
Provides an intuitive framework  
and common language about  
growth strategies Teaches  
readers how an effective growth

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strategy can boost stock price  
Readers learn what kind of  
growth strategy will maximize the  
value of an organization Readers  
with varied functional  
backgrounds can understand  
these concepts

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Fear? Sweaty palms? Don't know what to say? Afraid of how others will react? Why do we avoid setting appointments? Our self-image says to us, "Don't take a chance." Motivation alone won't fix this. Our minds will come up with excuses not to set the

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appointment. Our sponsor yells at us, "Face the fear, and the fear will go away." Sounds easy to say, but to do? Not as easy.

Appointments are part of our business. We must fix this problem. We will have to make setting appointments enjoyable.

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Then, our brains will work for us instead of against us. How can we make setting appointments enjoyable? First, we will learn to make appointments a passion, something we look forward to. And second? We will learn the exact words to say to avoid



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rejection and to reduce tension with our prospects. Let's face it. No one wants to be a pushy salesperson. We want to be a welcome addition to other people's lives. We can do this by following certain principles such as being brief, getting to the

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point, making it all about our prospects, and presenting our offer as a way of improving their lives. No more fear. No more feeling guilty. Instead, let's turn our negative feelings into positive momentum to get appointments fast. We want to enjoy every

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moment of our business. Get  
more appointments now. Order  
your copy right away.

DISCOVER YOUR TRUE COLOR(S)  
WITH THE COLOR CODE -- AND  
UNLOCK YOUR POTENTIAL FOR  
SUCCESS AT WORK AND AT HOME

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Go ahead, take the test, and find out what makes you (and others) tick. By answering the 45-question personality profile, you will no doubt gain insight and illumination that will start you out on a thrilling journey of self-discovery while you: \* Identify

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your primary color \* Read others easily and accurately \* Discover what your primary motivators are \* Identify and develop your natural strengths and transform your weaknesses \* Improve your relationships with yourself and others \* Enhance your business

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performance. The Color Code will, quite simply, change your life. It is guaranteed to make a difference in every relationship you have, starting with the relationship you have with yourself.

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Why can't we convince others?  
And why won't people listen? We  
say great things to people. We  
offer great products to prospects.  
We share our vision and passion  
with others. And they don't  
believe us, they don't buy, and  
they don't share our vision and

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For Him The Secret Language For Network Marketing

passion. We say great things, but people don't believe us or act on our message. Why? Well, we don't need more good things to say. Instead, we need to learn how to get people to believe and trust the good things we are saying already. It's not about the



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price. It's not about the salesman's breath. It is not about the leader's PowerPoint presentation. It is all about the magical first few seconds when we meet people. What happens? In the first few seconds, people make an instant decision to: 1.

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Trust us. Believe us. Or, in the first few seconds, people make an instant decision to: 2. Turn on the salesman alarm. Put on the “too good to be true” filter. Be skeptical. Look for “the catch.” This decision is immediate, and unfortunately, usually final. Tom

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"Big Al" Schreiter shows us exactly how to build a bond of trust and belief with prospects in seconds. How? By talking directly to the decision-making part of the brain, the subconscious mind. In this book, "How To Get Instant Trust, Belief, Influence And

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Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind," we will learn easy four- and five-word micro-phrases and simple, natural techniques that you can master within seconds. Yes, this is easy to do! Our message should be

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inside of other people's heads,  
not bouncing off their foreheads.  
Our obligation is to get our  
message inside of their heads so  
they will have options and  
choices in their lives. Now, if we  
can't get people to trust and  
believe our message, then we will

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effectively be withholding our message from them. Use these short, easy, tested, clear techniques to build that instant rapport with other people. Then, everything else is easy. If you are a leader, a salesman, a network marketer, an influencer, a

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teacher, or someone who needs  
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