



Winning Colors[®]

Integration of Psychological Research with the Books of **Wisdom**

“For **Wisdom** Knows and Understands Everything!”

Wis 9:11

**“The Reasons Why People Think/Act
As They Do In Situations/Relationships!”**

**This Complimentary Manuscript is Dedicated Above All to the
Evangelization and Conversion of China.**

**Based on the Natural Law this creation is the compilation of
many conceptions/image sources with the objective of
introducing/communicating Christianity (pg. 28)
according to a person’s present level of awareness.**

It Is the **Difference,**

the Integration of the **Wisdom of the Ages/Modern Psychological Research,
That Makes the **Winning Colors**[®] Process
(Behavioral Identification/Change)
the Best**

Be Careful How You Think; Your Life Is Shaped By Your Thoughts!

Prov 4:23



**Alert For All Availing Themselves To The
Winning Colors® Process,
There is no need for
a lengthy intellectual introduction:
If instructing others, it is your need to bloviate.**

Winning Colors® is a Process!!!

**NOT a Personality Slotting Type Casting Intellectual Exercise
such as Myers Briggs. Disk, et alii.**

**It Is IMPERATIVE That You:
Begin the Winning Colors® Process
Immediately
By Fulfilling the Following Tasks. Pg. 7 ff.**

Why???

**so you do not position self/others
in a defensive debating mode.**

**Secondly everyone has an emotional
attachment to that which he/she has been
exposed to First!!!**

Adults/youths have learned How Not to Learn!!!

**If your curiosity requires unnecessary information before proceeding immediately
with the Process at least just read pages 23,24
that explains how adults block/distort new information.**

If everything else fails, please follow instructions!!!

For those who despise **Wisdom** and **Instruction** are doomed.

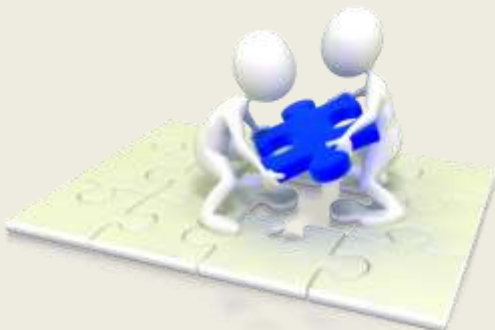
Vain is their hope, fruitless their labors. Wis. 3:11

“The First Function of a **Wise** Person Is to Put Things in Order!”

Begin the **Winning Colors**[®] Process By
Completing the Following Task.

“**Wisdom** keeps you safe – this is the advantage of knowledge.”

Ecc1 7:11





Step One

Target Yours/Others Behavioral Operating System



Be sure that you go to the author to get at his meaning, not to find yours. If everything else fails, please follow instructions. -Salman Rushdie

Step # 1: Begin the **Winning Colors[®]** Process by asking yourself the following two questions:

Why Have I been successful in life at times? List:

- 1) _____
- 2) _____
- 3) _____

(If a group situation, you may wish to make a visible list made up by members of the group.)

Why Have I been unsuccessful in life at times? List:

- 1) _____
- 2) _____
- 3) _____

(Again if a group situation, you may wish to make a visible list made up by members of the group.)

A clue as to why you have been Successful/Unsuccessful in life's challenges is...



An interpretation of this image follows on page 13.

Primal Source for the Winning Colors® Process:

c. 450-200BC Ecclesiastes 3:1-8

Qoheleth who is identified as “the son of David, king of Jerusalem”.

There is a season for everything, a time for every activity under heaven:



A **time** for giving birth,
a **time** for dying;
a **time** for planting,
a **time** for uprooting what has been planted.
A **time** for killing,
a **time** for healing;
a **time** for knocking down,
a **time** for building.
A **time** for tears,
a **time** for laughter;
a **time** for mourning,
a **time** for dancing.
A **time** for throwing stones away,
a **time** for gathering them;
a **time** for embracing,
a **time** to refrain from embracing.
A **time** for searching,
a **time** for losing;
a **time** for keeping,
a **time** for discarding.
A **time** for tearing,
a **time** for sewing;
a **time** for keeping silent,
a **time** for speaking.
A **time** for loving,
a **time** for hating;
a **time** for war,
a **time** for peace.

*“I swear
it's not too late”*

“Turn, turn, turn”. These words were put to music adapted entirely from (except for the last line) Qoheleth, also called the Book of Ecclesiastes. It was put to music by Pete Seeger in 1959

Your Responses to the
Two Questions Were
Individual TREES (Behaviors)
In That Huge Behavioral FOREST.

The Reason for
Your Success

You Brought Up the
the Right Behaviors for the
Situation/Relationship

The Reason for
Your Failure

You Brought Up the
Wrong Behaviors for
the Situation/Relation

Now Begin to Check Out and Confirm Your PRESENT Behavioral Strength with the Winning Colors® Communication Identification “Mercicards”.



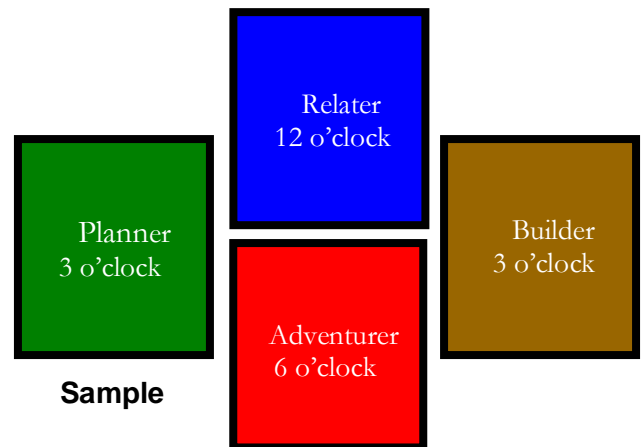
In order to communicate successfully with family members, friends, strangers, customers, clients, peers, executives or in fact **anyone**, you must first know your **present behavioral communication strengths**. Socrates said: “Know Thyself!” A quick and easy **Winning Colors®** card sort helps you assess your present people power and communication effectiveness in seconds.

Take the four colored cards and place them in the formation of a clock.

Clockwork **green**, **brown**, **blue** and **red**!

1. Place the four colored cards before you like a clock, illustrations up, in any order.

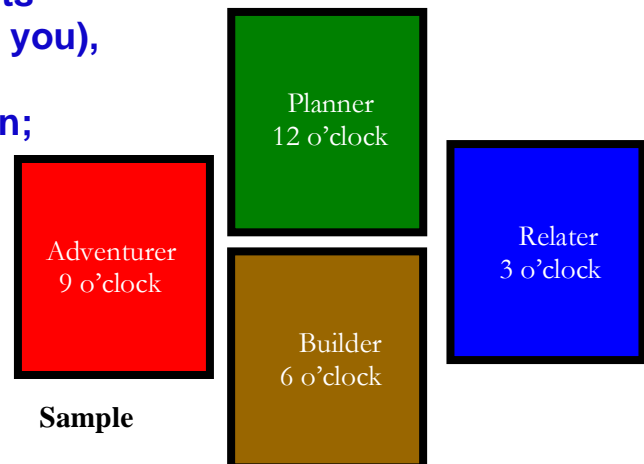
Place one at the 12 o'clock position,
the next at the 3 o'clock position,
the next at the 6 o'clock position and
the last card at the 9 o'clock position.



2. Read the words, look at the illustrations.

Now Ask Yourself These Questions: Which Card Is Truly Like Me?
Which Card Is My Strongest Behavioral Communication Strength?

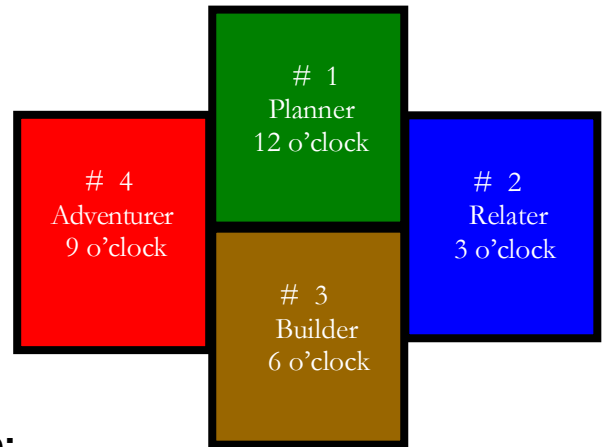
Based on your own internal feelings and thoughts
(not what you think, or feel that others expect of you),
rearrange the cards by placing the card
that best describes you at the 12 o'clock position;
the next at the 3 o'clock position;
the next at the 6 o'clock position
and the weakest at the 9 o'clock position.



3. Assign numbers to the colored cards based on the ranking you just made. Put #1 for the closest match at the 12 o'clock position and on to #4 at the 9 o'clock position.

READ the back of the card you chose as #1.
Is this like you?
If not, go through the cards again,
making new choices.

Sample of one person's selection.



4. Indicate below, the order in which YOU sorted your cards (1-4) as the sample above:

<u>SAMPLE ORDER AS ABOVE</u>	<u>MY ORDER</u>
<div style="display: flex; align-items: center;"> <div style="border: 1px solid black; background-color: green; color: white; padding: 5px; margin-right: 10px;"># 1</div> <div style="color: green;"> <p>PLANNER or FOX PART OF ME (GREEN)</p> </div> <div style="margin-left: 20px;"> <input style="width: 50px; height: 30px; border: 1px solid black;" type="text"/> </div> </div>	
<div style="display: flex; align-items: center;"> <div style="border: 1px solid black; background-color: brown; color: white; padding: 5px; margin-right: 10px;"># 3</div> <div style="color: brown;"> <p>BUILDER or BULL/BEAR PART OF ME (BROWN)</p> </div> <div style="margin-left: 20px;"> <input style="width: 50px; height: 30px; border: 1px solid black;" type="text"/> </div> </div>	
<div style="display: flex; align-items: center;"> <div style="border: 1px solid black; background-color: blue; color: white; padding: 5px; margin-right: 10px;">#</div> <div style="color: blue;"> <p>RELATER or DOLPHIN PART OF ME (BLUE)</p> </div> <div style="margin-left: 20px;"> <input style="width: 50px; height: 30px; border: 1px solid black;" type="text"/> </div> </div>	
<div style="display: flex; align-items: center;"> <div style="border: 1px solid black; background-color: red; color: white; padding: 5px; margin-right: 10px;"># 4</div> <div style="color: red;"> <p>ADVENTURER or TIGER PART OF ME (RED)</p> </div> <div style="margin-left: 20px;"> <input style="width: 50px; height: 30px; border: 1px solid black;" type="text"/> </div> </div>	

The above gives you a thumbnail sketch of your own behavioral communication strengths.

These are the **Four Parts of Yourself – Your Present Communication Strength Revealed.** You are all four. In most cases, one cluster of behaviors may be stronger than another. The goal of **Winning Colors®** is to be able to bring up different behaviors, according to the relationship/situation. The **“Merci” Cards** order indicates Your Present Personality, Comfort Zone, Primary Communication Behaviors.

Imperative: Always sort the cards in the formation of a clock.
If you sort them in a linear manner, there is a subliminal message that states the first card is more important than the others. On the other hand, when sorted in the formation of a clock, is 12 o'clock more important than 9 o'clock or 3 o'clock more important than 6 o'clock? **NO!** It depends upon the relationship/situation or what are appropriate behaviors for that specific time.

After you have completed the Card Sort, proceed as follows:



*After all is Said and Done...
More is Said than Done!!!*

1. Ask the participants with a show of hands: **How many of you are capable of thinking and of thinking and bringing up new ideas?**

* Now ask them to pick up the **green card**.

Prudence

* Then Say: **“The Green Card represents the Planner or Thinking Part of Me!”**

* Ask them to repeat the above phrase **OUT LOUD**. **What does the GREEN card represent?**

The group responds: **“The Green Card represents the Planner or Thinking Part of Me!”**



2. Ask the participants with a show of hands: **How many of you are capable of leadership and making decisions?**

* Now ask them to pick up the **brown card**.

Justice

* Then Say: **The Brown Card represents the Builder or Leadership and Decision Making Part of Me!**

* Ask them to repeat the above phrase: **“What does the BROWN card represent?”**

The group responds: **“The Brown Card represents the Builder or Leadership and Decision Making Part of Me!”**



3. Ask the participants with a show of hands: **How many of you have strong feelings and are capable of Team Building?**

* Now ask them to pick up the **Blue card**.

Temperance

* Then Say: **The Blue Card represents the Relater or Team Building and Emotional Part of Me!**

* Ask them to repeat: **“What does the BLUE card represent?”**

The group responds: **“The Blue Card represents the Relater or Team Building and Emotional Part of Me!”**



4. Ask the participants with a show of hands: **How many of you are capable of Action or Getting Things Done?**

* Now ask them to pick up the **Red card**.

Fortitude

* Then Say: **The Red Card represents the Adventurer or Action Part of Me!**

* Ask them to repeat: **“What does the RED card represent?”**

The group responds: **“The Red Card represents the Adventurer or Action Part of Me!”**



Conclusion

Emphasize, over and over again, if facilitating:

“You may merely be stronger in some behaviors rather than others presently.”

All **FOUR** are Vital Parts of Oneself!

It Is Imperative to Realize:

**Am I Capable Presently to Bring Up the Behaviors
Crucial For a Particular Situation or Relationship?
and/or**

**Is There a Member of My Team Capable of Bringing Up
the Essential Behaviors Demanded By the Situation/Relationship at Hand?**

The Goal Of the **Winning Colors**[®] Process Is To Be Able To Act
As the Situation/Relationship Warrants!

Here is the Ultimate Test to find out if you or members of your group Understand this Concept!!!!

Ask yourself or members by:
taking the card that is at the 9 o'clock position and put it behind your back.

Now ask:

Is there still a face of a clock in front of you?



Declare With Emphasis:

If you have not developed the behaviors for this part of yourself,
you will not communicate well with others
when this situation/relationship arises.

As a leader or part of a team, you are less effective and may even
be doomed to failure. This applies whether the situation is
in a family, in education, in an organization, in business or **spiritually**.
Remember that the processing of information and making connections
to learning is crucial for long-term memory and later application.

Winning Colors[®]

**“Gives You the Savoir Faire
You and Other People To Think/Act
As You/They Do In Situations/Relationships!”
You Lower the Odds In Favor With Expectation Clues.**

**Which HAT would be the BEST for
the Relationship/Situation at Hand?**

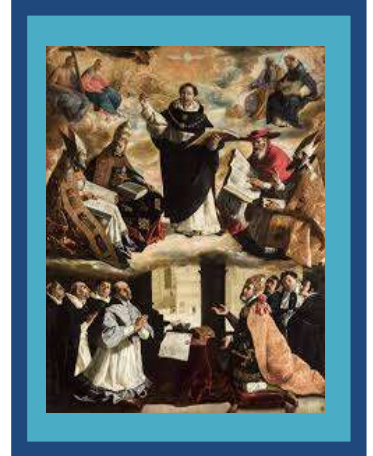


Indeed you love truth in the heart:

Then Pray That
In the Secret of
My Heart Teach Me
Wisdom! PalM 51



Our Lady of Mercy



St. Thomas Aquinas



St. Faustina



St Ignatius of Loyola



St. Michael the Archangel



St. John Baptist

**P
A
T
R
O
N**



St. Anthony of Padua

**S
A
I
N
T
S**

"The heart has its reasons which reason knows nothing of... We know the truth not only by the reason, but by the heart." Pascal



**THE MORE WISE
PEOPLE THERE ARE,
THE SAFER THE
WORLD WILL BE.”**

Wis. 6 :24

**“I Fear the Day When Technology Will
Surpass Our Human Interaction.
The World Will Have a Generation of Idiots”**

Albert Einstein.

**“Those who want to understand the
unfathomable depths of God must first
consider the World of Nature.”**

Romans 2:14-16

14Indeed, when Gentiles, who do not have the law, **do by nature what the law requires**, they are a law to themselves, even though they do not have the law,

15since they show that the work of the Law is written on their hearts, their consciences also bearing witness, and their thoughts either accusing or defending them.

16This will come to pass on that day when God will judge men's secrets through Christ Jesus
as proclaimed by my gospel.

STEP #2



**Target the Present Value/Belief System
of the Person/Organization
In Question.**

The First Step Was To Identify the Vehicle.

The Second Phase of the **Winning Colors® Process
Is **Absolutely Essential**
For Understanding Self/Others.**

Identify the Present **Value/Belief System of the Driver.**



STEP #3

WHY



INTEGRATE THE MULTIPLE INTELLIGENCE FACTOR

“Brothers and sisters: there are varieties of gifts, but the same Spirit;
and there are varieties of services, but the same Lord;
and there are varieties of activities,

but it is the same God who activates all of them in everyone.

To each is given the manifestation of the Spirit for the common good.

To one is given through the Spirit the utterance of Wisdom

and to another the utterance of knowledge according to the same Spirit,

to another faith by the same Spirit, to another gifts of healing by the one Spirit,

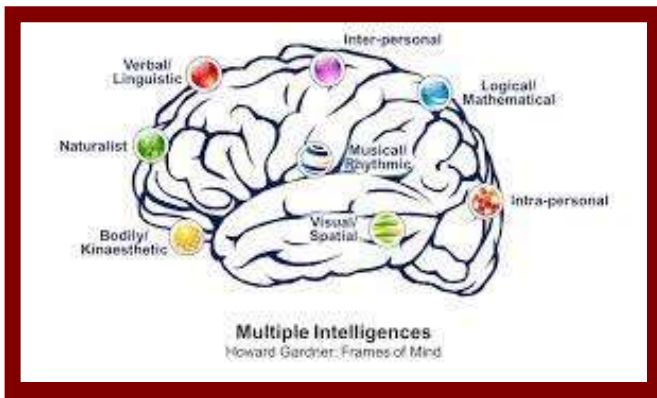
to another the working of miracles, to another prophecy,

to another the discernment of spirits, to another various kinds of tongues,

to another the interpretation of tongues.

**All these are activated by the one and the same Spirit, who allots to each one
individually just as the Spirit chooses.”**

1 Corinthians 12, 4-11




MULTIPLE INTELLIGENCES

refers to a theory describing the different ways persons learn and acquire information. These **multiple intelligences** range from the use of words, numbers, pictures and music, to the importance of social/spiritual interactions, introspection, physical movement and being in tune with nature.

The Multi-Intelligence Man

Leonardo Da Vinci excelled in Maths, linguistic, logical analytical, art, sculpture



A portrait of Leonardo Da Vinci, showing him with a long white beard and a dark cap, looking slightly to the right.

STEP

#4

Take Into Account the Present Experience of the Person (Positive/Negative) In the Situation to Be Considered.



SUMMARY

NEXT PAGE

Your Secret: Expectancy Theory Applied.
How to Positively Precisely Profile the
Whole Person and Communicate Successfully!

#1. Target the person's present behaviors with your Winning Colors® positive present profiling cards.



#2. Target the present value or belief system of the person or organization in question.



#4 Target their Multiple Intelligence Factor



#3. Target Their Intelligence/Experience

Aeon Communication, Inc., U. S. A, Canada
www.winnincolors.com winnincolors@shaw.com

FACT: “I can only act or even relate with ANYONE according to their ‘present’ level of awareness.”

For this reason it is sometimes safer/more productive to begin evangelizing by conversing at the Natural Law Level.

Four Attributes of Any Mind.

Thinking part of the mind ...

Decision part of the mind ...

Driving part of the mind ...

Action part of the mind ...



Defining the **Winning Colors**® Process Visually.

It is the *Difference* that Makes Us the Best!

JESUS: “WISDOM IS VINDICATED BY HER DEEDS”

Mat 11:19

The **Winning Colors**® process by means
of the “**Merci**” Cards:
An Integration of Modern Behavioral Research
and the Biblical Books of **Wisdom**.

Job

Proverbs

Qoheleth

Ben Sira

Wisdom

*Come, Wisdom of our
God Most High,
guiding creation with
power and love: teach
us to walk in the path
of Knowledge.*

Tuesday Dec. 17 Mass: Acclamation.

- *Behavior Modification
- *Neurolinguistics
- *Expectancy Theory
- *Locus of Control
- *Client-Centered Therapy
- *Brain Compatible Learning

Prudence

Temperance

Justice

Fortitude

Wis:8:7ff

JMJ 20

Pillars of the Natural Law.

“Father, as you made springs in valleys to form streams between mountains, so you made living streams of grace flow from the apostles, that their teaching may bring salvation to all nations...

May We Have a Practical Knowledge of Their Doctrine, ...”

Liturgy of the Hours, Vol. II, Sunday, Office of Readings, Psalm-Prayer

Wisdom's Four Essential Components

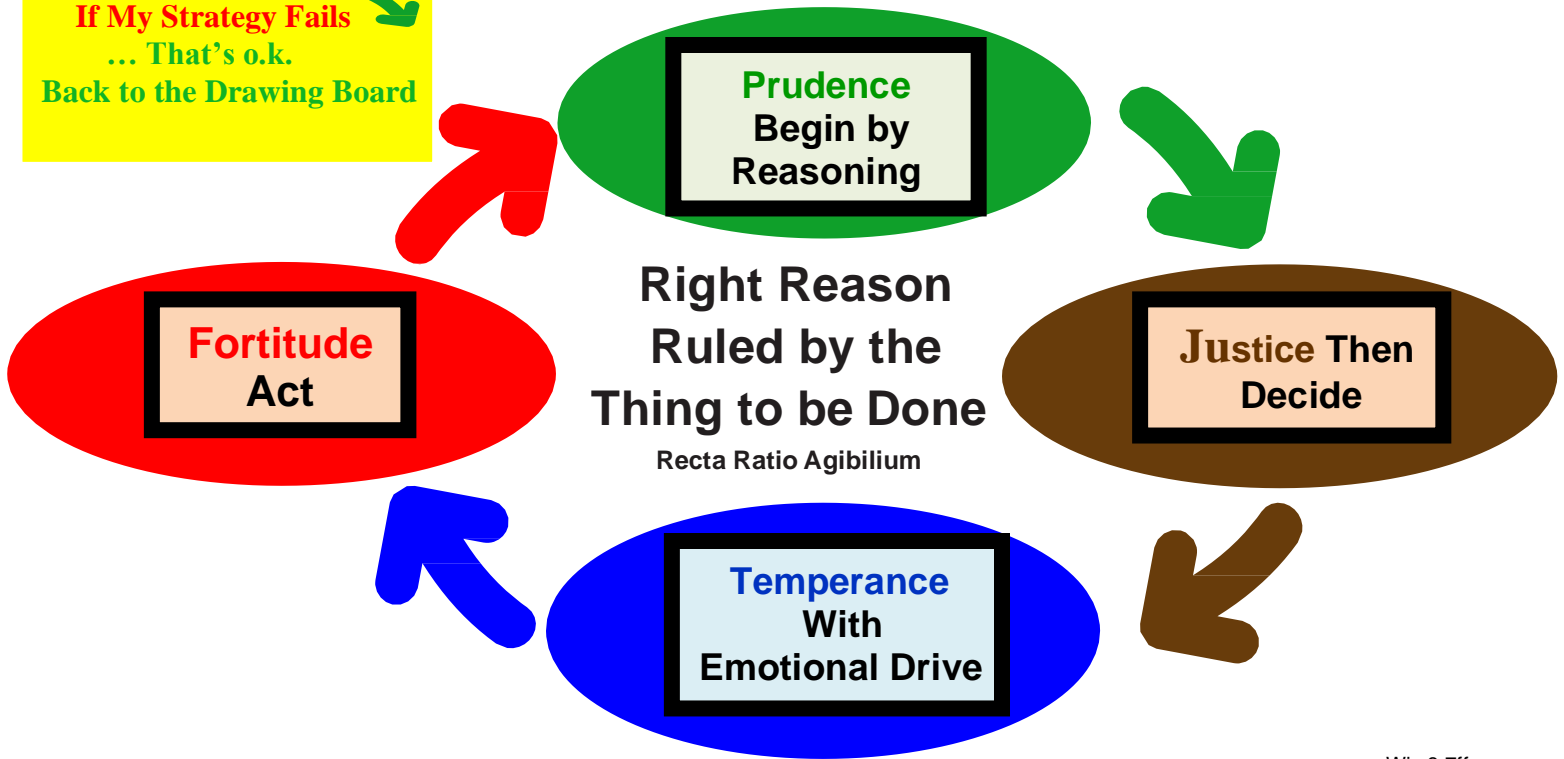
“Or if it be uprightness you love, why, virtues are the fruit of **Wisdom's** labors, since it is **Wisdom** who teaches **Prudence**, **Justice**, **Temperance** and **Fortitude**;
Nothing in life is more useful for human beings.”

Wis 8:7ff

It Is Crucial That You Proceed In The Following In Order to Realize Success.

“The First Function of a **Wise** Person Is to Put Things in Order”

If My Strategy Fails
... That's o.k.
Back to the Drawing Board



Wis:8:7ff

Contemplation and **action**: **ora** et **labora**,
as St. Benedict taught,
are **both** necessary in our life as human becoming's.
Winning Colors® by Means of the “**Merci**” Cards
Is a Powerful Psychosomatic Whole Person Practical
Application/Process Founded On the **Cardinal** Virtues.



Four Golden Imperatives For Behavioral Discernment Are Built-in to the Exceptional one-of-a-kind Winning Colors® Process!
Prudence; Justice; Temperance; Fortitude!

Discernment is the ability to obtain sharp perceptions or to judge well.

1st Apply to self: Target my behaviors; then Target my belief system; then Target my multiple intelligence factor and finally Target my intelligence/experience (variety of gifts/talents: 1Cor. 12:4-11)

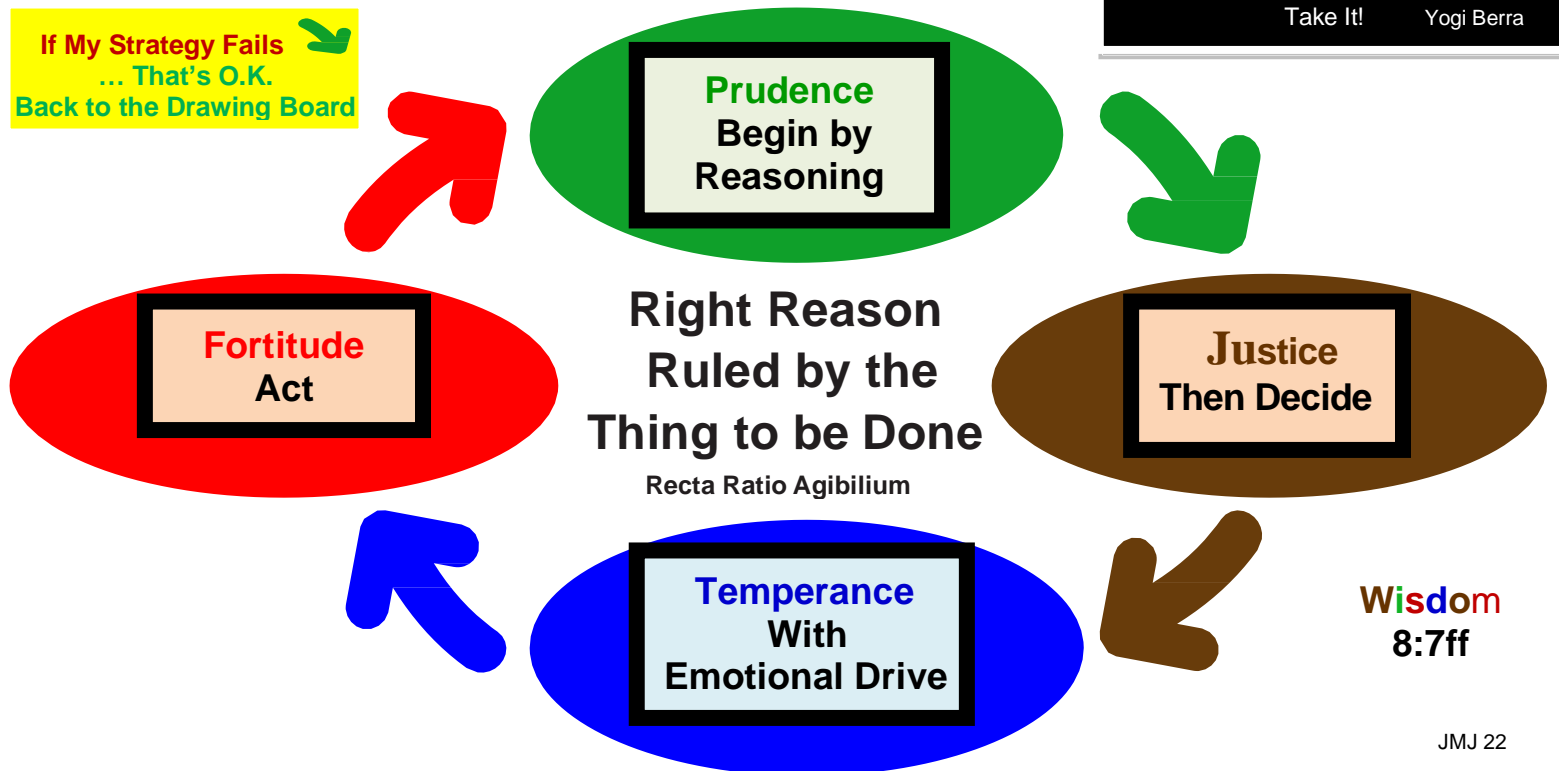
2nd Apply to anyone else I wish to understand/communicate/Evangelize fruitfully: Target their behaviors; Target their belief system; Target their multiple intelligence factor and finally Target their intelligence/experience. (pg. 15 variety of gifts/talents: 1Cor. 12:4-11)

To Whom Does This Winning Colors® Process Apply?
 My Wife/Husband; My Son; My Daughter; My Father;
 My Mother; My Relatives; My Friends; My Teacher;
 My Student; My Superior; My Co-Worker; My Enemy;
 My Client; The Person I Wish to Marry; My Boss;
 The Politician I Am Going To Vote For and
ABOVE ALL MYSELF!!!



When You Come to a Fork in the road:
 Take It! Yogi Berra

If My Strategy Fails ... That's O.K.
 Back to the Drawing Board



#1 Why Adults Fail to Learn!

There remains a primitive need to fight off the new and strange.



- a) There is an unconscious commitment to what I expect and am conditioned to think is likely. "The Message Received Is the Message Sent!"
- b) I have an emotional attachment to that to which I am exposed to first.
- c) I unconsciously kill my thoughts and feelings in order to remain safe and maintain the status quo.
- d) Many times, I defend myself in order to gain victory over the other person. I do not wish to appear absurd. I defeat the person who knows (teacher, professional) by not learning.
- e) Proven Fact: It is impossible to think of two things at the same time. Seldom do people actually listen ... they while you are talking are thinking of what they are going to reply!

What a terrifically high price to pay for remaining ignorant!

Imagine a **HUGE MARKET PLACE** with all the various **STANDS**. Suppose you have a lettuce **STAND**. If you wish to gain knowledge and profit more, you must leave your lettuce **STAND** and go over to the carrot **STAND**. If you talk all the time about lettuce with the carrot man, you'll never learn anything about his vegetable. It is impossible to talk or to hear two things at the same time. The only way to grow and profit in business is to leave your lettuce **STAND** and go **UNDER** the **STAND** of the carrot man. You **UNDER – STAND**. *Counseling-Learning: A Whole-Person Model for Education, Charles A. Curran*

**To be able to switch from
STANDING to UNDERSTANDING
and Back At Will Is the Skill of a Successful Winning Person.**

You are not expected to agree with the **Winning Colors®** Process
But
at least understand the fundamental and basic differences
between the **Winning Colors®** Psychosomatic Process and
All Type Theory Inventories in order to make intelligent objections.

Why Is a Clever Person Wise?
Because He Knows What to Do!
Why Is a Stupid Person Foolish?
Because He Only Thinks He Knows!

Prov 14:9

#2 Why Adults Fail to Learn!
They have an emotional
attachment to that which they
have been exposed to first.



I'M ONLY
RESPONSIBLE
FOR WHAT I SAY
NOT FOR WHAT YOU UNDERSTAND

Many Professionals Particularly “Well” Educated Professors, Psychologists, Corporate Trainers, Many In the Helping Professions and ALL Devotees of Type Theory Are So Emotionally Attached to Type Based Personality Assessments That They Filter Out Whatsoever Is Different ... (e.g. Myers Briggs since 1930’s et alii). There Is Consistency However: All Personality Assessments Are Based On Type Theory.

“The Message Received Is the Message Sent!”

Many Evangelizers Are Unaware of the Imperative Need For the
“Unconditional Total Regard” Listening Skills of “Client Centered Therapy”...
Let alone How the Brain Actually Functions.



You naïve ones,
gain prudence,
you fools,
gain sense! Prov 8:5



An Effective Communication Tool Valuable for Evangelizing

We Must Begin By Crying Out For **Wisdom**

From a treatise on the psalms by St. Hilary, bishop. Liturgy of the Hours, 2nd Week in Lent.

Successful Communication **Demands** That a Person Starts Communicating In Terms of the Other Person's **Present Level** of Awareness.

- **Fact # 1**

Example: If the other person speaks Chinese only, **you must find a way to adapt your message** in terms of the **person's present level of awareness** (e.g. using a translator).

- **Fact # 2**

The Natural Law Written in All Persons' Hearts Since Adam and Eve^① is the Present Level of Awareness of All Persons Thus a Basis for Evangelization.

Actual Conversion, However, Takes Place Through Grace: the Sole Power of God.

- **Fact #3**

The Books of **Wisdom** explicitly explain how this truth/knowledge (Natural Law) is embedded in every Human Being. (JMJ 36) "What is Truth?" asked jesting Pilate; but did not wait for an answer!

- **Fact #4**

The "gates" of Heaven were closed to all humans by the Sin of Adam and Eve.

The "gates" of Heaven were opened for possible entrance for **Every Human Being** by the death and resurrection of Jesus Christ (refer JMJ pg. III).

Each human being must be open to receiving that Grace in order to receive it. (Refer JMJ pg. II, JMJ pg. III)

"Lord, teach us goodness, discipline and **Wisdom,
and these gifts will keep us from becoming hardened
by evil, weakened by laziness or ignorant because of foolishness!"**

Psalm Prayer, Liturgy of the Hours III.

① Wis 10ff "Wisdom Protected Adam, Cain Abandoned Wisdom, Wisdom Protected Noah, Wisdom Helped Abraham..."

One Basic Reality In Evangelizing That Is Seldom and Must Be Considered.

**God Has Built In the Universe:
The Natural Law
For Over 6 Billion Persons Today
(Plus Billions of People Since Adam and Eve)
As the Only Means
For Attaining Salvation
(The Law Written In Our Hearts)** Romans 2:14ff

Next Consideration



I Have an Emotional Attachment To That Which You Have Been Exposed to First.

The First Thing That Everyone Is Exposed to Is Original Sin!





BE AN APOSTLE!



Being *Apostles of Mercy* means touching and soothing the wounds that today afflict the bodies and souls of many of our brothers and sisters.”

Pope Francis

The Question is

How???

One Tool: The **Winning Colors®** process, your secret power for rejuvenating/revitalizing the four parts of self. **Winning Colors®** is a

Practical Application

of the Natural Law As Found In the Scriptures:

Prudence, **Justice**, **Temperance** and **Fortitude** ([Wisdom](#) 8:7ff)

Winning Colors® Is More Than a Personality Assessment:

But a Concrete Down-to-earth

Way to Be Merciful vs **Abstract Guesswork** In Regard To Both Self and Others.

Please Understand Me!

Winning Colors® Is a **One-of-a-Kind** Present Personality

Behavioral Identifier/Change Agent Process That Empowers You to

Bring Up Behaviors That May Become Virtues

Required By the **Situation/Relationship**.

The **Winning Colors**® Process Is
Your Real-World/Hands-On Personal “**Divine Merci**” Power Tool
For Beginning Evangelizing at All Person’s
Basic Present Level of Awareness, Which Is: The Natural Law!



Fourth Day

Today Bring to Me

**“Those Who Do Not Believe In God
and Those Who Do Not Yet Know Me.**

**I was thinking also of them during
My bitter passion, and their future zeal
comforted My Heart.**

Immerse them in the ocean of My Mercy.”

**Most Compassionate Jesus, You are the light of the
whole world. Receive into the abode of
Your Most Compassionate Heart the souls of those
who as yet do not believe in you or do not know You.**

**Let the rays of Your grace enlighten them that they, too,
together with us, may extol Your wonderful Mercy, and do not
let them escape from the abode
which is Your Most Compassionate Heart.**

**Eternal Father, turn Your merciful gaze upon the souls
of those who do not believe in You, and of those
who yet do not know You, but who are enclosed in the
Most Compassionate Heart of Jesus.**

**Draw them to the light of the Gospel.
These souls do not know what great happiness it is to love You.
Grant that they, too, may extol the generosity of
your mercy for endless ages. Amen. (Faustina 1216)**

Second Tool:

Give the Divine “Merci” Credit Card to Others. Why?

“The Lord Sends Forth His Watchman”

Be an Apostle!



Being *Apostles of Mercy* means touching and soothing the wounds that today afflict the bodies and souls of many of our brothers and sisters.”

Pope Francis

Be a Watchman!



“A watchman always stands on a height so that he can see from afar what is coming. Anyone appointed to be a watchman for the people must stand on a height for all his life to help them by his foresight.”

Exekiel by Saint Gregory the Great, Pope.

There is considered opinion that Jesus meant each of us to personally sign this Image
Jesus I Trust in You



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The **Winning Colors**® Process was founded/based on the Potency/Effectiveness of Neurolinguistics as the Natural Law reveals in the **Wisdom** Books of the Bible:

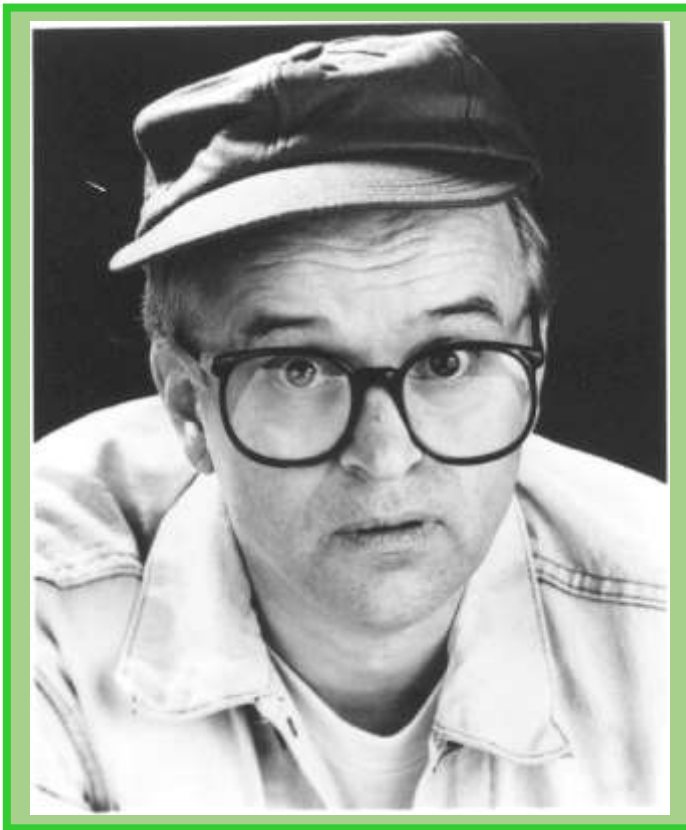
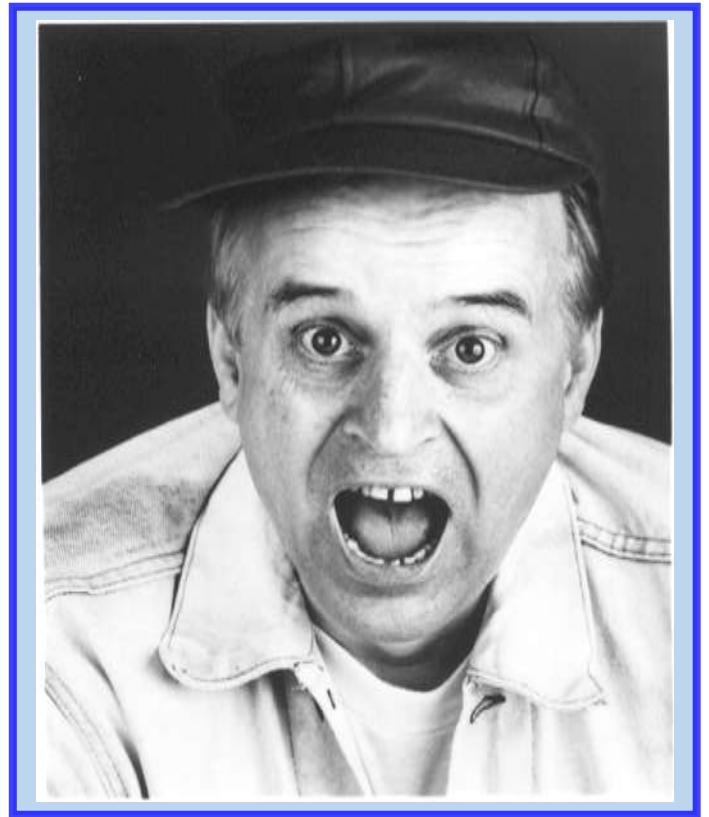
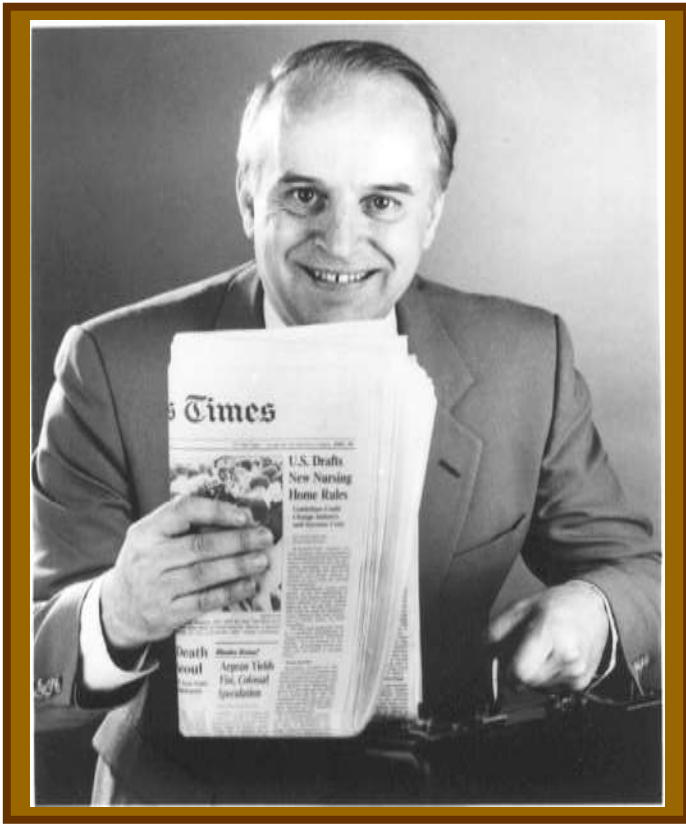
Four Power Words brought to light as the **driving force** of human behavior/development in the Book of **Wisdom**①: “**Wisdom**② **Protected Adam; Cain Abandoned Wisdom; Wisdom Protected Noah; Wisdom Helped Abraham; Wisdom Rescued Lot; Wisdom Protected Jacob; Wisdom Rescued Joseph; Wisdom Led the Israelites Out of Egypt;**

Wisdom Led the Israelites through the desert ...”

①Wis.8:7ff ②Wis.10ff Verse Headings - Good News Bible Translation



Exercises



How Good are You at Communicating with People?

Discover the **Secret** to Communication: the **Winning Colors**® process!

Can You Change Your Communication Style (Bring Up the Behaviors Crucial)
According to the Situation/Relationship?

Can You Identify the **Relater?** **Builder?** **Adventurer?** or **Planner?** Part of Yourself and Others?

The **Clue** for the **Pictorial Behavioral Bias** is on the next page.

**The Game of all Games!
Do You See Other
Persons as They Are?**

Check out your observation skills.

The Guessing Game



You are now ready to assess the behavioral predominance of any person or situation.

Many people say they know the best way to make friends and get along with people... but do they??? . . . do you??? **Start with persons you think you know.**

Prove that you know what motivates and esteems others!

Although a person is all four parts, many times certain behavioral clusters are more prominent or stronger. Some parts may even seem not to exist, e.g., the emotional part is suppressed. Taken on this superficial level, type theory may seem plausible.

How good are you at identifying the best way to communicate? **What kind of leader are you?** A successful leader knows the behavioral strengths of himself and others. Guess the behavioral strength of anyone you know . . . superiors, peers, clients, customers, instructors, friends or family!

NAME	BROWN BUILDER	BLUE RELATER	GREEN PLANNER	RED ADVENTURER	SCORE
My Guess for: Jan	3	4	2	1	
Actual Sort	3	1	2	4	5
_____	_____	_____	_____	_____	_____
Actual Sort	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
Actual Sort	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
Actual Sort	_____	_____	_____	_____	_____

Blank spaces under NAME and above Actual Sort: Place the names of the persons you are guessing in the blank space

Blank spaces after name: Write the order of cards after the **NAME** in the blank spaces (number them 1 to 4) as you think each person will arrange them.

Reality Check: Have each person arrange the cards as she/he truly feels she/he is. Number them from 1 to 4. Place numbered arrangement next to **Actual Sort**. **Compare your guess with the actual arrangement of each person's cards.**

Score: The more balanced the person, the more difficult to choose the order. 5 points if you guess their 1st choice. 4 points if you guess their 2nd choice. 1 point each if you guess their 3rd and 4th choice. Total = 11.

You may score 7 points for both, if their 1st and 2nd choices were the inverse of your choices. Many times, the first two behavioral clusters are interchangeable. The backup is very important.

It takes practice to be able to pick out the third and fourth cluster. It is not crucial that you do so at the beginning stages. It is helpful to know the fourth cluster as this would indicate the persons behavioral weakness and steps may be taken to improve it, if desired. **Total possible score for each person is 11 POINTS.**

Number in my group: _____ x 11 = Possible score: _____ My score: _____

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****** Final Clue: The Colored Frame Matches the Pictorial Behavioral Bias For Above. ****Note: The Four Photos Are the Same Person!**

The Game of all Games!
How do other persons
see you?



Secret Personality Identifier List: Reality Check

- 1) Check all the behaviors you believe you have.
- 2) Have acquaintances, business associates or family who know you check off all the behaviors they have experienced on separate forms.
- 3) Note the behavioral strength of the person assessing your behaviors. (Planner, Builder, Relater, Adventurer)
- 4) Compare your perceptions with those of others!

Remember, you are identifying clusters of learned behavior, not pigeon holing the person. Behaviors may change and often do adjust according to the situation.

♠ **BUILDER**

- prepared
- saves
- leader
- being in control
- dutiful
- sensible
- responsible
- power
- law and order
- dependable
- status
- track record
- authority
- tradition
- accountable

—
—

♥ **RELATER**

- friendly
- gives
- relater
- being accepted
- romantic
- harmonious
- loving
- sensitive heart
- emotional
- sympathetic
- honest feelings
- people-centered
- exterior detail
- act as a team
- group projects

—
—

♣ **PLANNER**

- logical
- creative
- strategist
- being perfect
- independent
- theoretical
- skeptical
- predicts
- thinker
- exactness
- reasonable
- analyzing
- interior detail
- innovative
- mastery

—
—

♦ **ADVENTURER**

- playful
- spends
- mover
- being spontaneous
- comradeship
- lighthearted
- exciting
- complete freedom
- action
- risks and chance
- fun and games
- fast machines
- quick
- merry making
- easy-come, easy-go

—
—

Total checks: Add the total number of check marks in each column. You may wish to add words to the list.

♠ ___ **Builder**

♥ ___ **Relater**

♣ ___ **Planner**

♦ ___ **Adventurer**

NOTE: The Secret Personality Check List is an indicator of present behaviors for self and others. This check list is not meant to indicate the behavioral strengths as the Card Sort or Discovery form. Challenge: Add logical words if you wish.

Your exercise for developing your ability to make an Accurate Perception of Any Person.

The objective of your **Winning Colors® process** is to empower you to apply successful communication strategies in **REAL LIFE** situations and relationships **quickly**: at work, home, recreation, business or education. In order to take command of any situation, it is crucial that you integrate this behavioral identification process into your lifestyle. The following **PLAN OF ACTION** is suggested for a minimal competency.

Put the name of 3 people who you think have strong Planner behaviors.

You think that they would put the planner card at the 12 o'clock position or at least the 3 o'clock position.
Checks out your guess by having them sort the cards. Learn how to read persons like a book.

Example:	Planner	Builder	Relater	Adventurer
<u>Mary (My Assessment)</u>	___ 1 ___	___ 3 ___	___ 4 ___	___ 2 ___
<u>How Mary Actually Sorts the Cards</u>	___ 3 ___	___ 1 ___	___ 2 ___	___ 4 ___

If you guessed Mary would sort the cards as above, this is an acceptable perception as often the 1st and 2nd choice are interchangeable.

If, however, you put the Relater/Adventurer as #1, than perhaps you are reading situations/relationships incorrectly.

	<u>Planner</u>	<u>Builder</u>	<u>Relater</u>	<u>Adventurer</u>
<u>My Assessment Planner first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Planner first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Planner first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Builder first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Builder first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Relater first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Relater first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Relater first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Adventurer first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Adventurer first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____
<u>My Assessment Adventurer first followed by</u>	___ 1 ___	_____	_____	_____
<u>Actual Sort of Subject</u>	_____	_____	_____	_____



The Builder Part of Me.
The Decision
Making Process

The Decision Making Process

The Challenge:

Order for My Winning Colors®
 ___ Planner ___ Builder
 ___ Relater ___ Adventurer
 I need to improve these behaviors
 List: _____

Option 1

Positive consequences +

Negative consequences -

Option 2

Positive consequences +

Negative consequences -

Option 3

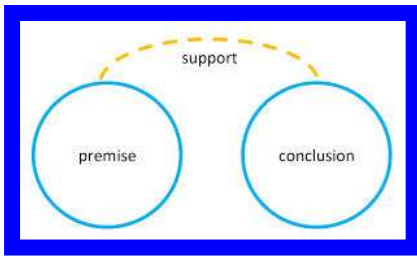
Positive consequences +

Negative consequences -

Do I need more information?

My decision:

One of Numerous Exercises:
 "What Color is Communication?"
 Stefan & Shay
 "The Secrets for Building Character"
 Communication Skills for Leadership, Team-Building, Conflict Resolution in Character Education.
 ISBN 1-880830-56-6



**Over 4 billion people
are contingent on salvation
by what is described in**

Scripture as the Law *Written* in their hearts!

World Religious Population

Adherents Estimates 2019

Religion	Adherents	Percentage
Christianity	2.4 billion	29.81%
Islam	1.9 billion	24.60%
Secular/nonreligious/ Agnostic/Atheist	1.2 billion	13.91%
Hinduism	1.15 billion	14.28%

Do you want to have experience?

Wisdom knows the lessons of history and can anticipate the future.

Wisdom knows how to interpret what people say
and how to solve problems.

Wisdom knows the miracles that God will perform and
how the movements of history will develop.

Wisdom has taught me the nature of living creatures...

the reasoning powers of human beings...

I learned things that were well known and
things that had never been known before, because

Wisdom, who gave shape to everything that exists, was my teacher.

Wis 7:20 ff, 8:8 ff

Romans 2:14-16

14Indeed, when Gentiles, who do not have the law, **do by nature what the law requires**, they are a law to themselves, even though they do not have the law,

15since they show that the work of the Law is written on their hearts, their consciences also bearing witness, and their thoughts either accusing or defending them.

16This will come to pass on that day when God will

**judge men's secrets through Christ Jesus,
as proclaimed by my gospel.**

Origins of Western Thought

Two strands of analysis of humankind

Absolute Certainty/Control

Hippocrates (460-380 B.C.): father of modern medicine (four types)

Parmenides: stability

Galen (Roman, c. 2 A.D.)

Types: People may be melancholic, choleric, sanguine or phlegmatic.

Muhammad: Islam (600)

Chaucer: Canterbury Tales (1400)

Predestination (c. 1500)

Machiavelli (1469-1527): The Prince

Divine Right of Kings (c. 1600)

Descartes (1596-1650): "I think, therefore I am."

White Supremacy: 17th century scientific racism

Napoleon (1852-1882): Fascism

Darwin (1809-1882): survival of the fittest

Phrenology (c 1850)

20th Century

Totalitarianism, Fascism, Capitalism (c 1900)

Type Theory: application basis for Nazism,

Assessments: designed for control/mathematical certainty in analysis of people's thinking, feelings, actions (Lorge-Thorndike)

Jung: type (introversion, extroversion)

Lorge-Thorndike: intelligence level slot

Type Casting: Kiersey-Bates.

True Colors: supposedly identifies ``core personality types``, Performed, DISC, **Myers-Briggs** et alia.

(No research has established validity and reliability of these assessments for the general public.

They are simply dubious theories.

This does not mean they are untrue but not proven and remain as theories or hypothesis.)

Anne Landers: Profit-making application:

"I've got your number...figured out!"

Humankind can be totally controlled, figured out, measured, pigeon-holed and type cast.

Motto (Cartesian Mathematical Type Casting Focus)

"I've Got Your Number!"

Mystery/Dignity of the Person

Socrates (469-399 B.C.): "Know thyself"

Heraclitus: change

Plato (429-347 B. C.): world of forms

Aristotle (384-347 B.C.): matter and form united. (Interaction of change and stability)

Qoheleth (c. 200 B.C.): There is a season for everything, a time for every occupation under heaven.

Christianity (c.30 A.D.): **Beginning of Dignity and Equality of men/women restricted to Western Civilization.**

Magna Carta: Beginning of personal freedom (1215 A.D.)

Beginning of Modern Science: Roger Bacon (c.1250)

Escalation of Democracy (13th to 19th century)

Respect for the person developed under the influence of Judaism and Christianity.

Discovery of America (1492) Australia (c. 1600)

Constitutional changes in England promoted democracy.

Scientific Revolution of the 17th Century.

Societal Revolutions: French and American.

20th Century

Einstein: relativity.

Heisenberg: uncertainty principle.

Development of various processes based on freedom and respect of the person to change and mature.

Behavior Modification: change is possible.

Client-centered Therapy: person controls change.

Rotter's Locus of Control: change of behavioral focus creates balance.

Dune: differences in learning style.

Neuro Linguistics: how words affect people in different ways.

Marshal McLuhan: The message received is the message sent.

Rorschach testing designs.

Expectancy Theory. Target the behavior to identify outcome.

Winning Colors® process came into being. (c.1980)

Integration of above psychological research, the Books of **Wisdom** and philosophy such as prudence according to Thomas Aquinas.

"Merci Cards": Four cards representing the Cardinal Virtues
Persons are free agents, each in control of his/her own destiny.

Motto (Whole Person Process Focus)

"Be All You Can Be!"

21st Century Winning Colors® Enhancement and Enrichment.

Winning Colors®: One-of-a-Kind present behavioral identifier/change agent.

Definition: a Whole Person Process NOT a Type Casting Inventory.

Application empowers you to bring up behaviors required by the situation/relationship.

Perhaps
the most important thing
is to face ourselves
in the mirror and
to color ourselves
the colors of
our choice
If
only one color was
would never see
the beauty of the rainbow.

Shay Thaelke



The Dawn

To go deeper in the night.

To sink beyond it is right.

Deep within

the within of things.

Deep within the within.

Ancient portals bow your heads.

Majestic music rise in strains.

Minds of men be awed indeed
or miss the many splendored thing.



It is the Difference that Makes Us the Best!