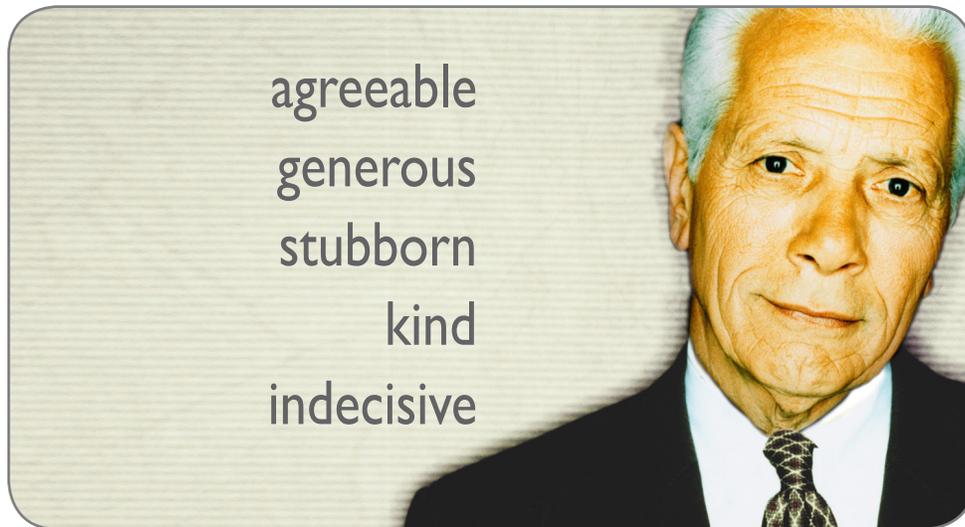

you are a white



definitely
white

Adapted from a presentation given by
Dr. Taylor Hartman

COLORCODE
Personality science.

STRENGTHS

You are a White. You are the most agreeable, and easily accommodated personality in the Color Code. You compliment every personality regardless of their differences in style. Your gentle nature and diplomacy wins you many loyal friends. You're often protected because the rest of the world sees you as a kind, good person that doesn't deserve to be beat up.

Whites are typically moderate people without extremes of personality. You are like water. You simply flow through life over and around life's difficulties rather than hitting up against things like other colors do. When *you* have conflict, nobody knows it. You are like a duck paddling frantically below the water, yet on the surface, you look very calm and comfortable.

You tolerate differences and encourage camaraderie among all players. In business you bring a sense of balance. You are the kind of individual that seeks what's right about other colors and accepts the difficulties rather than promoting ill will. You are receptive to every personality in crisis. You are satisfied, even-tempered, and ask very little of life.

Whites seek peace. You will say nothing, you will show no ill will, and then one day out of nowhere, you will blow up, leaving people wondering where the anger came from. You see and understand everything, but you don't tend to share your insights.

Whites are generous. You give much, and you do so with gentle approval and patience for those who experience your accepting embrace.

Probably your greatest strength is your kindness. You forgive others for their differences. You are not mean. You don't believe it's necessary to be rude.

Whites are often misunderstood. You are perceived as needing people to take care of you. Nothing could be further from the truth. Whites are independent, much like Switzerland. All the wars go on around them and at the end of the war, they're counting the money.

You do require space. Relationships cannot be forced upon you. You pick and choose whom you will let get close to

you. Your strength is your independence. Others can't impose on you what they think is right for you. You would prefer that they simply spend time with you so you are able to build rapport and then trust.

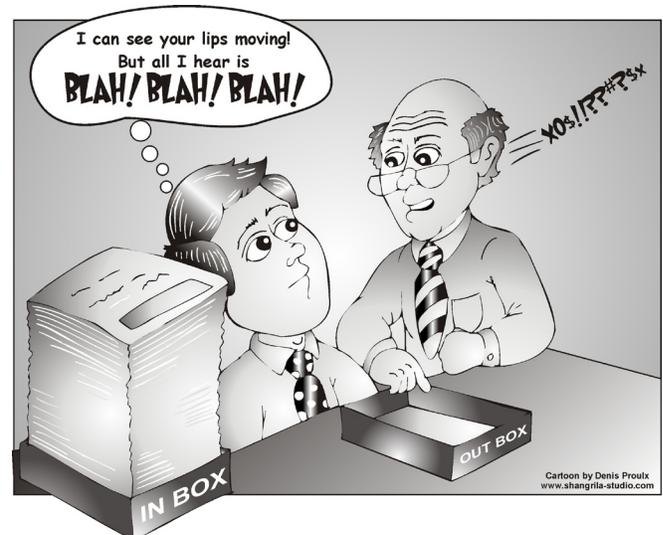
Whites are very logical. One of your greatest assets is that you handle Reds tremendously well. Reds can be very fiery and demanding, but you see them as bringing different strengths to the table. You have a very calming influence on others.

LIMITATIONS

Whites often seem boring and uninvolved. A woman says to her White husband, "What would you like to do tonight, honey?" He has no clue. He's never known what he wanted to do. He's waiting for her to tell him where she wants him to go and how she wants him to be, and then he'll go. And he'll be fine with that. Whites seek direction in that sense.

You can appear very boring, but ironically, you are not bored. Whites are perfectly content by themselves. You are entertained by watching people from a distance. You don't need to be interactive; you don't need to be involved. And you really are enjoying yourself, but you think that you may be bored. You're not "bored." You're simply "boring."

Goal setting is not your strong suit. If someone asks you what your plans are, you don't know. You think, "What do you mean? Do you mean today? Do you mean five years from now?"



One of the fun things about Whites is their ability to look someone straight in the eye and lie. You rationalize that it is better to be untruthful than to face conflict or fight.

You express yourself reluctantly, preferring to let others believe what they will. Even though you are capable of expressing great insights, you simply choose to withhold the information until you feel it's safe to share.

Whites silently accept whatever comes their way. What you don't value, you stubbornly discard in time. You are unwilling to risk rejection by putting yourself on the line. The sad part about this is that because of your hesitancy, others aren't permitted to experience your great insights.

One of the most frustrating White limitations is your "silent stubbornness." You may know a particular behavior is bothersome, but you will continue to do it anyway.

Whites can also be very indecisive. Your indecision limits your accomplishments.

EXAMPLE

There was a woman with a White Driving Core Motive who loved the Color Code. She was up at 10:00 at night reading the book and she wakes up her Red husband who is asleep next to her, and says, "Honey, honey! Do you think I make decisions well or not?" He was furious. He grabbed the book, and said, "Close the book! You're White. Go to bed." That's kind of what happens. Whites just want feedback. They want to know.

Lastly, Whites can be very passive. You really don't have a whole lot to say about a whole lot of things. You just allow it to go on. You seem very content. But you're not putting a lot of fire into a relationship. So typically you marry somebody who does a lot of the charging up of the relationship. And that can become draining over a period of time.

NEEDS AND WANTS

What drives you? What are your needs? Whites need to feel good inside. Unlike the Blues, who want to *be* good, and the Yellows and Reds that want to *look* good, Whites want to *feel* good. You don't want pressure or pain or

discomfort. You like feeling comfortable.

Whites need to be independent. You do not join every organization. You have no need for lots of social praise or involvement.

Whites need to be respected. You don't require it like a Red, but you want it just the same. Whites do not appreciate it when people discard their value.

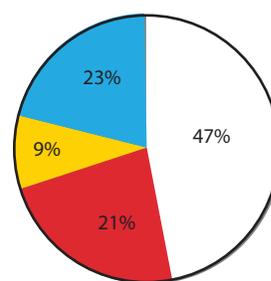
Whites need acceptance. This is kind of the area where you and Blues share a similarity. You want to be accepted as you are. You don't want to be imposed upon, or made to change. You feel resentment towards those who try.

Whites want to please themselves first and then others. This is a very important insight to understand. Unlike the Reds who are simply selfish, you are selfish, and you want to please others because you don't want conflict.

Whites want freedom. You want to move at your own pace and have your own quiet space. You need to have the kind of time and movement that feels comfortable.

Whites want contentment. You don't need great power plays, lots of money, or many friends. You are perfectly content with one or two very good friends, and one or two excellent hobbies.

SECONDARY COLORS



Remember that you can have only one Driving Core Motive. However, it is possible to have a Secondary Color that also influences you. A Secondary Color means that you might have "another side" to you that is a little different than what someone would expect from

you if considering only your Core Motive.

If you do have a Secondary Color, there will be times and situations where its impact in your life is a positive one—in other words, it enhances what you do. There are other times when the influence of your Secondary Color will be a destructive one.



Also, for good or for bad, that secondary influence will be stronger for some than it is for others. It is important to note, however, that no matter how strong the influence of the Secondary Color, it is still not nearly as significant as the Core Color itself.

White with Red

In this blend, the White personality core is “Peace,” but you may have a lot of Red traits. That makes you a tough person to read. One minute you are moving along, complacent with your surroundings and the next, you come on like a bull dog. You may not be as verbal as a Red, but you will get your way.

You are highly logical. What’s fun about Whites with a Red blend is that you have a quiet arrogance.

Whites with Red are also very perceptive and focused. You move quietly at your own pace. You are excellent in teams because you don’t need to dominate, but you are willing to give feedback.

White with Blue

The White with Blue is a very different breed than the White with Red. The White personality with secondary Blue is a comfortable blend. You’re more involved than the pure White. When you have the Blue side, you get more connected to what’s going on.

You also mix logic and emotion well. You hold your emotion in more than Blues, but you feel it more than just pure Whites.

White with Yellow

Whites with Yellow have the best at people skills. It is hard not to absolutely love being around you. Because you are White, you are not obnoxious like the Yellow. And because you have Yellow, you are not boring like a White. That makes you appealing to every color.

You’re very relaxed. “Relaxed energy” is probably a good way to describe you. You are comfortable like an old shoe who has been around for a long time, but you’re moving some place. You are up and you’re talking and sharing. You are quite easy going. Ironically, even though the

White is logical and the Yellow is emotional, there is not much conflict there because you are such a lightweight personality.

ROLES

White Children

White children are probably the most blessed gift a parent will ever receive. Their needs are so few, they are easy to accommodate. They are not demanding. They don’t require great fanfare. They are usually the easiest babies to care for. There is a quiet, unique gentleness about them. This promotes family harmony. They are the children who travel through life with an even temper. New experiences can traumatize White children however, because they are typically shy. They do not easily step outside of their comfort zone.

White children are often overlooked. If you’re the parent of a White school child and are paying taxes, you are not getting your money’s worth. They are the nicest, easiest children in the world. They don’t fight. They don’t cause contention. They don’t get in anyone’s way. But they also get overlooked. If a teacher has thirty kids, she is grateful for the few who will sit quietly at the back of the room while she attends to the others.

White kids are quite forgiving of parents. They do not tend to attack parents for not being everything they think the parents ought to be.

One of the problems with White children, is that sometimes they approach life too casually. This can be seen in their aimless and misguided natures. For example, White children forget lunches, musical instruments, or that they need two dozen cookies by tomorrow morning.

How enjoyable can life be when you have to constantly remind someone to brush their teeth? Whites often respond to these reminders with casual, albeit disdainful, remarks like, “Why do you have to get so huffy about everything? Whose life is it anyway? Go on and mind your own business and leave me alone.” Even if they don’t say that verbally, it’s what they are thinking.



Whites as Parents

White parents are the kindest people. You are very patient and very enduring. You can put up with lots of problems. Small children do not bother you and you roll through the teenage years. You're very accepting of the fact that people have to grow up. You have quiet elegance, and fortitude. You don't get ruffled easily, and you don't deal with pettiness. You are more concerned with giving your kids the best kind of childhood you can.

White parents can become overwhelmed. Because you're permissive, kids sometimes get out of hand. You don't like to put boundaries and structures on them, so when they get out of hand, you don't know what to do. Whites can lose control, and then somebody else takes over.

White parents are non-judgmental. You're somewhat uninvolved. You expect your children to figure out what they need to do. You don't offer direction, because you don't want to be seen as pushy, too involved, or too demanding. But interestingly, of all the four personalities, you are the most capable of giving feedback that would be received, because you don't do it with demands.

Whites in the Workplace

Whites are great at working in their own comfort zone. You want to work at your pace. You'll come in when you want to come in. You'll speak when you want to speak. But you will get the job done.

You are excellent at jobs or tasks that require solitude. For example, a forest ranger or a computer programmer, because you are content to be on your own. You don't need somebody else to entertain you, and you certainly don't want to do the entertaining. You're not very excited about group processing or doing things as a team as much as you are working alone.

You're quite dependable and logical. "Does it make sense that I work here? Does it make sense that I do this task?" You're quite capable of figuring out for yourself what makes sense.

In the work world you're non-verbal. White employees and employers do not communicate well. Even though you are excellent delegators, you tend to be kept out of the loop. You hesitate to micro-manage because you wouldn't want to be treated that way.

On the other hand, you are excellent listeners. Unlike Blues, who get emotionally involved, you simply listen to what the facts are, and then, provide well thought out feedback in an unemotional, non-judgmental way.

RELATIONSHIPS

White–White Relationships

Whites can work with anybody, except traditionally with other Whites. Whites are referred to as "peace and tolerance." You're very nice and you're very comfortable, but you don't really stir anybody to do anything or to go anywhere.

You're not real demanding of each other, and as a result, you do not often end up working together or getting married because nobody is lighting any kind of fires. You tend to be in supportive roles to the more fiery personalities that will benefit from your more stable personality. However, when two Whites do end up together, it makes for a relaxed and patient pair. Whites are slow to anger. Therefore, issues that may cause problems in relationships for other colors, don't even ruffle Whites' feathers. Whites don't dwell on problems or create unnecessary conflict—theirs is a calm and peaceful relationship. They are gentle and kind toward each other, often with a foundation of friendship.

White–Red Relationships

Whites and Reds—fire and ice—a natural blend. You're both very logical. The Red tells you what to do, and you do it... if you want to. You plan things very practically, "Does it make sense to vacation this time of year? Are we doing the things the kids need to become healthy in their lives?" Whites offer a safe port in the storm for the Reds. You are very logical, have great clarity, and are very accepting. Therefore, you understand why the Red is doing what he is doing, and you do not take it personally. Whites accept and tolerate the Red's demands and arrogance.

White–Blue Relationships

The White–Blue relationship is of a gentle persuasion. You can get into a relationship and go on forever, but



who knows where you're going? You're content. You truly are happy. You can spend the whole weekend working in the garage and feel good about it. You do not have to be entertained by the outside world.

On the negative side, there is not a whole lot of passion. You tend to be more accepting of the relationship. When you're healthy, it's a tough blend to beat. But when you're unhealthy, you really don't have any need for each other, because Blues and Whites can make their own magic. You can make things happen for yourselves. You don't need a lot of other people to entertain you.

Often in a White-Blue relationship, Whites won't give enough and Blues ask for too much.

EXAMPLE

A White husband came home after a long day at the office. He's greeted with a warm kiss from his Blue wife, who had just taken a phone message and promised (as Blues do), that her husband would call back right when he got home. Well, his initial response was, "Thanks for the message. I'll call back in a half an hour: "Half an hour? I promised that you would call back immediately!" Three more times she hammers him while he tries to digest some of the evening paper. Finally, she threatens him, "Bill, either you call right now, or I will just have to call back and explain how you and I don't see eye to eye

on friendship and keeping promises. After all, she's your friend and I did promise you would call." So quietly, he hands her the phone and tells her to call. This infuriates her even more, because her threats don't work. She calls and says, "Louise, I'm terribly sorry to have to tell you this. But I felt you should know that I have given Bill your message and he will return your call when he is good and ready. That obviously is not right now."

White–Yellow Relationships

Whites and Yellows like each other a lot, but rarely tend to get together. You just don't fulfill one another's needs.

Typically, you don't find Whites and Yellows mixing in marriage or business. Because of the lack of leadership and often chemistry. You make great friends and you get along well, but you typically tend to be better at adding to a relationship rather than creating one of your own. When they do make a relationship work, it is one of gentle fun. They are easy-going and accommodating of each other. Neither places any harsh demands on the other and together they enjoy a comfortable, relaxed relationship.

CONCLUSION

You are a White. You offer us all a model for gentle human dignity. You are diplomatic and value peace. You are definitely a White.