



EQUILIBRIA™

Description of Products/Services:

Basic & Premium PDI (Personality Diversity indicator) Reports

Understanding yourself and others through personality diversity is a powerful concept that can lead to better communication, collaboration, conflict resolution, a safer workplace, and overall harmonious relationships. Personality diversity refers to the idea that individuals have unique and distinct ways of thinking, feeling, and behaving, influenced by their personality traits and preferences.

You simply answer 35 questions to get access to your FREE, Basic or Premium Reports, that describes your personality tendencies. You know yourself better than anyone else, so see how accurate these reports are. There are no wrong answers, you are who you are, the E-Colors process allows you to manage your tendencies, and how you can understand and communicate better with others.

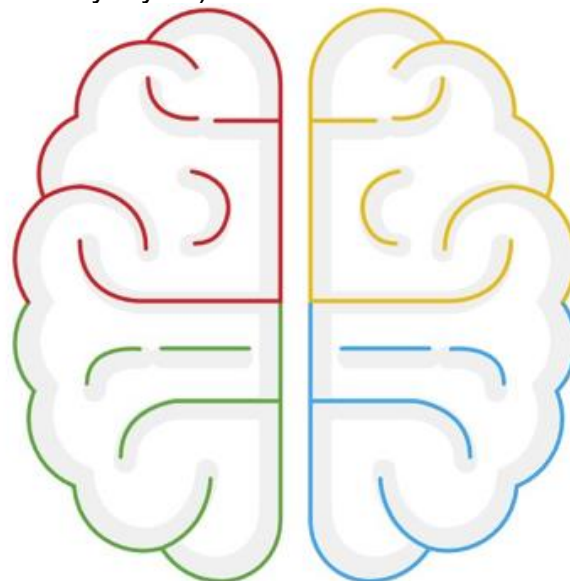
Four Main E-Colors (personality styles):

Red - Doer

The part of your personality that helps you take action and get things done.

Green - Thinker

The part of your personality that helps you plan and analyze information.



Yellow - Socializer

The part of your personality that helps you interact and engage with others.

Blue - Relater

The part of your personality that helps you empathize with and support others.

This simple yet highly effective tool heightens our awareness to different personality styles, communication styles and behavioral tendencies. We employ four primary colors to represent each of the four main personality quadrants.

Red (Doer): Reds have a direct and assertive communication style. They prefer concise and to-the-point conversations, focusing on the bottom line. Reds appreciate clear goals and objectives and value efficiency and results.

Yellow (Socializer): Yellows have an enthusiastic and engaging communication style. They enjoy lively and interactive conversations, often using storytelling and humour. Yellows appreciate positive feedback and a social atmosphere.

Blue (Relator): Blues have a calm and supportive communication style. They prefer a relaxed and harmonious atmosphere, focusing on building relationships and maintaining stability. Blues appreciate active listening and are attentive to nonverbal cues.

Green (Thinker): Greens have an analytical and precise communication style. They prefer well-organized and detailed discussions, focusing on accuracy and quality. Greens appreciate logical reasoning and evidence-based arguments.

12 Different Personality Styles, Which One Are You?



The E-Colors helps us improve our own self-awareness and how to better communicate with others. E-Colors theory suggests that we have all four E-Colors within us. That's why understanding the varying degrees of each E-Color in us is tremendously useful.

More information is available on <https://equilibria.com/e-colors> where you can see the benefits, and also do your FREE PDI report, and then upgrade to the Basic or Premium PDI Reports.

Not only does E-Colors bring many benefits in the work environment, it also works at home, or anywhere that you have to deal with people e.g. work, family, friends, sports, clubs, education ...

Report Details	FREE Report	BASIC Report	PREMIUM Report
Report length	1 Paragraph	1 Page	33 Pages
Discover your E-Colours combination (top 2 E-Colours)	✓	✓	✓
Basic understanding of what the top 4 E-Colours represent		✓	✓
Pie chart providing your full E-Colours make up and percentages		✓	✓
Basic self-awareness overview and limited self-management tips		✓	✓
Advanced self-awareness review (Professional and Personal environments)			✓
Advanced self-management section, including Personal Intervention			✓
E-Colours trigger recognition sheets and practical application protocols			✓

The Basic PDI Report costs USD 4.99.

The Premium PDI Report costs USD 49.99.

Practitioner Program

Become an E-Colours practitioner and join a global community of facilitators, coaches and consultants who are making a difference in our society. Practitioners all over the world are having a positive impact on their clients, communities, teams, and organizations through our simple, yet highly applicable tools.

The purpose of the E-Colours Certified Practitioner program is to prepare you to be able to use the E-Colours in your commercial offering or within the organization with whom you work. The program prepares you to deliver E-Colours focused individual coaching and group training sessions, using our Premium Reports as a foundation of understanding. It also gives you the flexibility to integrate E-Colours content into your programs, workshops, consulting processes, etc.

Private Practitioner Programs USD 2,000.

Scheduled Practitioner Program USD 500.

More information is available on <https://www.shop.equilibria.com> under the CERTIFICATION tab.

Online E-Colors & Personal Intervention Book (NEW, coming soon)

The E-Colors and Personal Intervention book is an excellent resource for those who want to learn more about personality diversity.

This is available as an **online version** for USD 8.

Use it as part of your own development of personality diversity awareness, or as a tool for interacting with others.

As people living in social environments, we encounter different personality styles in our day-to-day interactions. How you interact with, communicate with and influence others determines your level of success and satisfaction in life. Our personality diversity tools, captured within this guide, allow you to be intentional about your interactions and deliberately plan the positive outcomes you want to achieve both individually and within a team, organization and community.

In this guide, you will learn about our core personality diversity tools, the E-Colors, and Personal Intervention. The E-Colors process helps to identify different personality styles, which enables people to better understand themselves and others. It leads to a heightened awareness that we do not all think and act the same and that we all have different communication styles and behavioral tendencies.

The understanding of the richness of personality diversity, and the management of our tendencies through Personal Intervention, are basic principles that enhance individuals, teams and organizational performance.

When you purchase this book, you will have access to the following resources:

- The difference between personality and character.
- An introduction to Equilibria's core tools.
- The basics of the E-Colors.
- The E-Colors ethics.
- The basic elements of Personal Intervention.
- A breakdown of the 12 E-Colors Combinations, key elements, and descriptors.
- Effective forms of recognition for different personality styles.
- Recommendations for success when working with different personality styles.
- Strategies to engage in listening for different personality styles.

- How to delegate to different personality styles.
- Natural leadership tendencies and behaviors of different personalities.
- Natural communication tendencies of different personality styles.
- 8 Essentials – A model for high-performance teams consisting of eight interdependent elements.
- Planned Engagement Checklist – An excellent checklist to follow to achieve intentional outcomes in your engagements with others.

Price USD 8 per user.

E-Colors Interactive (NEW, coming soon)

This program allows you to gain access to the 11-page report that shows you how to interact with different E-Colors (one report for each of the other E-Colors). It includes the following topics as part of each report:

- Personality style overview;
- Quirks & traits;
- Coaching opportunities with tasks;
- Coaching opportunities with people;
- Personal intervention tips;
- Strengths;
- Potential limiters;
- How could I disrupt teamwork;
- How is teamwork disrupted for me;
- Leadership behaviors;
- Communication styles;
- How could I get hurt:
- What makes it difficult for me to stop the job;
- What makes it difficult for me to follow procedures;
- How to address procedural challenges;
- Style awareness;
- General communication tips;
- Collaboration;
- Recognition;
- Coaching & mentoring;
- Constructive feedback;
- Delegation;
- Influencing;
- Stress factors, and
- Psychological safety.

Access to a single report USD 4.99
Access to all 12 reports USD 49.99

E-Colors Observation (NEW, coming soon)

What if I am working with someone who has not done their E-Colors, how can I improve our interactions?

If you do not know an individual's E-Colors, you can select the various quirks, traits or behaviors that a person shows (over 250 options for you to select from), and the Personality Diversity Indicator can provide you with their E-Color combination, and the subsequent E-Colors Interactive report, on how you can interactive more effectively with this individual.

The E-Colors Interactive report includes the following topics on each 11 page report for both your E-Colors, and also the other individual:

- Personality style overview;
- Quirks & traits;
- Coaching opportunities with tasks;
- Coaching opportunities with people;
- Personal intervention tips;
- Strengths;
- Potential limiters;
- How could I disrupt teamwork;
- How is teamwork disrupted for me;
- Leadership behaviors;
- Communication styles;
- How could I get hurt:
- What makes it difficult for me to stop the job;
- What makes it difficult for me to follow procedures;
- How to address procedural challenges;
- Style awareness;
- General communication tips;
- Collaboration;
- Recognition;
- Coaching & mentoring;
- Constructive feedback;
- Delegation;
- Influencing;
- Stress factors, and
- Psychological safety.

Access to a single report USD 4.99

Other Shop Items

We also have the following items in our online shop.

Know the E-Colors – Know Yourself, Know Your People – Poster Display – USD 9.99
for printing rights of up to 5 copies.

At the End of the Day E-Book – USD 9.99.

Customized Drinking Tumbler – USD 21.99.

Intentional Communication Card for Health Care – USD 3.