

I Said This You Heard That

Speaking Yellow

May 6, 2022

Good morning everyone. How many of you were here for our morning workout dance party? I know you expected something crazy like that from a yellow.

If you're new with us today and you're wondering what that was all about or what the heck is a yellow (besides a color)...well ...today we are in the third week of a series called *I Said This You Heard That ...*

... which is designed to help us better understand the people around us – the

people we ...

- Live with
- Work with
- Play with
- Have to put up with

We're trying to better understand their temperaments, to understand how they're naturally "wired" – the way they ...

- Approach life
- Perceive life
- Engage with life
- Avoid life

... so that we can better communicate with them

**Because when we communicate better,
our relationships are better.**

And when our relationships are better, *life itself* is better for everyone involved.

The trick, of course, is *understanding the people around us* because not everyone thinks or acts like us. And there are many ways to try and understand the various ways people think and act from the Enneagram to the Myers Briggs, to the DISC and many, many more.

But for the purpose of this series, we are using Christian psychologist Kathleen Edelman's study using the four temperaments ...

... called *I Said This You Heard That*

...

- ... which describes four key temperaments in terms of colors
- ... and how understanding each temperament helps us to speak according to another's needs, not ours

A Brief Review

Let's do a quick review of how the system works. Actually...even better, let's just watch that video Rick showed us last week and you see if you can spot yourself in the video.

Video Clip

So as Rick did last week for those of you with the Red temperament-which by the way if you missed...watch, listen or read online- we will be looking at...

- The strengths and weaknesses of today's particular temperament.
- The pitfalls you need to be aware of in communication if this is your type and how to address them.
- And then, for everyone else, how to speak the language of this particular type.

Obviously, there's a lot more to it than what we'll have time to go into so I encourage you to get the workbook or watch some of Edelman's videos by going to YouTube and searching I Said This, You Heard That or if you have a Right Now Media account, the study is located there (explain where to find and how to get).

So why does any of this even matter? Well, for a Christian, that is, a follower of Jesus – and we talked about this in detail in week one of the series ...

For a Christian the most profound implications of *being* a Christian have to do with how we manage our *relationships* ...

... not with how spiritual or moral we try to become.

Not that being spiritual and moral are unimportant. They absolutely are!

But, again and again, Jesus and the Apostles make it clear that the true measure of our faith and commitment is *how well we love other people* – especially those who are not like us and may not like us.

By this everyone will know that you are my disciples, if you love one another.
John 13:35 (NIV)

And one of the most practical applications of that truth – on which this whole series is based, is what the Apostle Paul wrote to a group of first century Christians in the region of Ephesus.

He wrote:

*Do not let any
unwholesome talk come
out of your mouths ...*

*... but only what is helpful
for building others up
according to ...*

Whose needs?

... their needs, that it may
benefit ...

Who?

... those who listen.

Ephesians 4:29 (NIV)

And if you've been here in the last two weeks then you know that when Paul writes "unwholesome" he doesn't mean "profanity."

Instead, he means ...

- Things that tear people down instead of building them up.

- Things don't create "wholeness" in a person but destroy it.

And that's what we're trying to learn how to do in this series. Speak in ways that benefit others.

Understanding Yellows

So today we are going to look at those of us who are Yellow...or Sanguine...or Life of the Party I's on the DISC profile. Yellows speak the language of people and fun.

A couple years ago I used this clip to illustrate how my husband Price and I interact. It's from a TV show that we are

pretty sure we are being spied on for content.

Let's watch:

VIDEO

Yep, I'm almost identical to the wife Linda and Price is eerily similar to Bob in the show, Bob's Burgers. And Linda, like me, is a very strong yellow (for me I score 32 out of 40 as a yellow).

So what do Linda and I have in common, along with most yellows?

- We love to talk.
- We love people.
- We strongly believe that strangers

are just friends we haven't met yet.

- We have no problem being center stage...truthfully most of us really enjoy the attention.
- We may ignore personal space around those closest to us.
- We rarely have a short answer for your question, every question almost always requires a story. We hear and speak in stories.
- And in mine and Linda's case we like to make up songs and sing songs. Just ask my daughter about how I wake her up in the morning. "Everybody up now, wake it up wake wake wake wake it up, wake it up wake it up. Everybody wake up" I'm thinking of creating my own album of

little dittys I sing. I really don't understand why she burrows under the covers further when I sing that? And honestly she (and my husband) are probably trying to hide right now.

So I'm curious, who else in here has identified themselves as being a Yellow?

Ok next question, do any of you make up songs or break out into song when someone says something that is a lyric? Or is that just me? And Linda? And my mother-in-law?

Anyway, let's talk a little more about us yellows.

We speak the language of people and fun.

We need approval, acceptance, attention and affection

Random note: did anyone else notice that each of those has a double constant? I think it's cause yellows need a double dose of everything.

Anyway, let me give you some key characteristics and behaviors of yellows.

1. Yellows tend to have a high degree of interpersonal and social skills.

As kids, we often got into trouble for talking in class and moving around too much. We probably got in trouble for

ignoring our parents' warnings to not talk to strangers. We weren't trying to be disobedient. It's just that, to us yellows, there is *no such thing* as a stranger - just another fascinating person to explore and relate to.

We are great at small talk and love to get the conversation going

... which leads to a second characteristic.

2. Yellows tend to be people gatherers.

Yellows define what it means to be "networked." People are often drawn to them and their charisma. When operating in our strength, we have a way of making

everyone feel welcome and like they belong.

We usually have a very wide circle of connections and know more people than our red, blue and green friends. And because of our outgoing nature many more people know us than we even really know.

The joke with my family is that no one wants to go to the store with me because we will either run into someone I know OR I will make friends with some stranger and what was supposed to be a 10-minute trip to the store will take well over an hour.

3. Yellows will choose people over

task.

If the option is to gather people together for some fun, connect with others, talk on the phone OR do homework, pay the bills or clean the house, you can guess which options the yellow will gravitate to.

I asked Mr. Horn to give me an example of what it's like to be married to a high yellow. He said it is a regular occurrence for him to come home from work (upstairs that is, since he works from home in a makeshift office in our basement) to find all the lights on, the cabinet doors open, dog food on the counter, food sitting out, laptop open, papers all over the counter and I'm nowhere to be found. He goes searching and finds me in the other room on my phone

sending Marco Polos (a video messaging app) to my band mom friends.

If my options are complete a task or answer that text, message or call, you can bet which one I'll do. And let's be honest for most of us yellows, we get bored easily especially with tasks so we are very easily distracted especially by anything new and exciting whether that's a person or even, squirrel.

4. Yellows often speak and act impulsively.

Of course, that's a great illustration of "the dark side" of being blessed with a Yellow temperament. Sadly, we often don't think before we speak or act and that can cause

us to unintentionally hurt people, including ourselves. We can get into trouble with overcommitting, overspending, overeating, gossiping and other scenarios where lack of discipline can cause an issue.

When our positive characteristics get taken to an extreme or we aren't careful about overindulging our needs ...

- Our desire for approval and attention become like a drug we can't quit.
- Our desire to have that approval leads us to neglect the ones we love the most and finds us treating people as simply a "means to an end"... people who will validate us.

- We lose sight of anyone else's feelings or desires, it becomes all about us: what we want, how we feel, the applause we seek, the things we want.

In fact, if you're predominantly a Yellow (or have a significant amount of Yellow characteristics in your temperament mix), you've probably had people get upset with you over those kind of things.

Maybe they've told you... or hinted at things like...

- Is there anything you think that you don't say? You talk too much!

- You are so loud. You are a bit much.
I need you to turn it down a bit!
- You need to focus, now is not the time for fun and games!
- Stop interrupting me, I wasn't done yet
- Can you please give me some space?
- I thought I was important to you but you're never around and you don't ever have time for me.
- I'm frustrated because you don't seem to care about me. You're

always late, never turn in what I need, leave the place a mess, etc.

Well that's what gets said to me...maybe my other yellows don't have those issues

“Yellow Speak”

And, if you're a yellow like me, I'll give you some suggestions on how you can improve your communication with others a bit later in this message.

But let's jump on the other side of the fence for a little while.

What do you do when you're in a relationship with a Yellow and those positive aspects of their temperament or

their desire to get their needs met specifically their needs of approval, acceptance, and attention go to an extreme?

Well let's take a look at how Jesus responded to one of his crew who was a yellow.

Peter was one of the 12 men who Jesus called to follow him. He was an apostle. He was instrumental in the spread of Christianity throughout the first-century world. He wrote two books of the New Testament and probably had a great deal of influence in the writing of the Gospel of Luke.

And he was a yellow. Once, when the disciples were crossing the sea of Galilee, the Bible tells us that Jesus walked across the water to where they were. They were all terrified at what was happening.

All except for Peter, who said “Hey, looks like fun! If that’s really you, Jesus, let me walk out there with you.” And he jumped out of the boat and started walking.

That was Peter, always pushing the limits, always saying the audacious thing that no one else would say. When Jesus asked his followers, “Who do you think I am?” Peter didn’t hesitate. “You are the Christ,” he proclaimed, “the Son of the Living God.”

But what Peter is probably most remembered for, unfortunately (and perhaps unfairly) is his colossal failure at the time of Jesus' trial and crucifixion. For three years, Jesus had been traveling around teaching, doing miracles and winning the favor of the people. The situation was becoming more tense by the hour as the religious establishment looked for ways to get rid of him.

So, Jesus called his disciples together and said, "My time is at hand. I'm going to be killed and you all are going to go your own way."

Peter said to him, "Even if

everyone else deserts you, I never will." "Peter," Jesus replied, "the truth is, this very night, before the rooster crows twice, you will deny me three times." "No!" Peter insisted. "Not even if I have to die with you! I will never deny you!" And all the others vowed the same.

After this exchange, the Bible tells us that they walked on until ... they came to an olive grove called Gethsemane, and Jesus said, "Sit here while I go and pray." He took Peter, James, and John with him, and he began to be filled with horror and

deep distress.

He told them, "My soul is crushed with grief to the point of death. Stay here and watch with me." He went on a little farther and fell face down on the ground. He prayed that, if it were possible, the awful hour awaiting him might pass him by. Then he returned and found the disciples asleep. "Simon!" he said to Peter. "Are you asleep? Couldn't you stay awake and watch with me even one hour? Keep alert and pray. Otherwise temptation will overpower you. For though the spirit is willing enough, the body is weak."

Mark 14:29-35,37-38 [NLT]

The rest of the story most of you know.

Jesus is arrested and put on trial. Peter follows at a distance. Three times he is confronted and asked if he was one of Christ's followers. And, just as Jesus said, each time he denies it. As Jesus is crucified, Peter runs and hides in shame, a shame so deep that even after Jesus appears to him after the resurrection three days later, Peter is still in a funk. He can't make sense of everything that's transpired in the space of a week, and so he does what Yellows do best. He announces to the rest of the disciples ...

"I'm going fishing."

"We'll come, too," they all said. [Again, a classic

response to a yellow personality!]*So they went out in the boat, but they caught nothing all night. At dawn the disciples saw Jesus standing on the beach, but they couldn't see who he was. He called out, "Friends, have you caught any fish?" "No," they replied. Then he said, "Throw out your net on the right-hand side of the boat, and you'll get plenty of fish!" So they did, and they couldn't draw in the net because there were so many fish in it. Then the*

disciple whom Jesus loved [referring to John] said to Peter, "It is the Lord!" When Simon Peter heard that it was the Lord, he put on his tunic for he had stripped for work, jumped into the water, and swam ashore.

The Bible says that when all of the disciples reached the shore, they sat down to eat with Jesus.

When they had finished eating, Jesus said to Simon Peter, "Simon son of John, do you love me more than these?"

“Yes, Lord,” he said,

“you know that I love you.”

Jesus said, “Feed my lambs.

*Again Jesus said, “Simon son of John, do
you love me?”*

*He answered, “Yes, Lord, you know that I
love you.”*

Jesus said, “Take care of my sheep.”

*The third time he said to him, “Simon son
of John, do you love me?”*

Peter was hurt because Jesus asked him the third time, “Do you love me?” He said, “Lord, you know all things; you know that I love you.”

Jesus said, “Feed my sheep.

Then he said to him, “Follow me!”

Peter turned and saw that the disciple whom Jesus loved was following them. When Peter saw him, he asked, “Lord, what about him?”

*Jesus answered, "If I want him to remain
alive until I return, what is that to you?
You must follow me."*

John

21:3-7, 15-17, 19-22 [NIV]

To me, this series of events and dialogue is another example of the amazing wisdom, compassion and grace of God. He knows who we are, He understands how we're wired up, and that affects how He relates to us. We can learn some things about relating to the Yellows in our lives from examining the way that Jesus dealt with Peter. So, here we go ...

When Peter rashly claimed that he would follow Jesus to the bitter end, what did

Jesus do? He calmly told him the truth - “no, Peter, you will deny me.” When Peter restated his claim, notice that Jesus didn’t argue with him. Instead, what he did was allow Peter to fall on his face *just enough* to prove the point.

He takes three of his disciples to a garden and tells them to “watch and pray” with Him ... and all three promptly fall asleep. But notice that Jesus addresses only Peter, as if to make the point, “You think you’ll stand with me to the end, but you can’t even stay awake for an hour! And here’s why Peter: *the spirit is willing, but the flesh is weak.*”

Yellows need to be reminded of that from

time to time. We are dreamers. We have really good intentions. But the dreams and intentions of the spirit are limited by the reality of the flesh.

1. You can be of great service to us by *gently* helping us to face the limits of reality.

We are go big or go home people. We far too often overpromise and underdeliver if for no other reason than we are ever optimistic. For example, say you are married to a yellow and she seems to think she can leave the house at 6:15 pm go to Kohl's on Barry Road to do a return, go order and pick up dinner from Hawaiian Brothers in North Kansas City and be

somewhere else across town by 7 pm but you as a blue know better. You might say something like, hmmm I'm not sure that is possible. I mean you never know what traffic is going to be like or the line at the return desk.

Unless they are really mature, yellows don't instinctively pick up on this kind of detail. So, you can help by pointing those things out, gently.

I say "gently" because yellows don't respond very well to confrontation. They equate confrontation with rejection and when they mess up they feel a tremendous amount of shame. To avoid that pain of rejection and the shame they

feel...they will argue with you, they will usually try to justify their behavior and choices, they will become demoralized and totally miss the point of what you are trying to say.

2. That's why, when confronting a yellow about a specific failure, it's a good idea to focus on the future rather than the past.

It's true that people in general respond much better to "next time, do it this way" compared to "let me tell you how you just screwed up." But with yellows it's even more important because it keeps us from going into "rationalization mode" of which we are masters.

Notice that this is how Jesus handled Peter's denial. In the post-breakfast conversation, he didn't say, "Well, Pete, told you so. You really let me down. If you would've just ..." I think it's significant that not one word was said about that. Everything was present and future focused - "how do you feel now and what will you do about it?"

By the way that order of feeling and doing is very important to a yellow. In fact, it's the third key to relating well to that personality pattern.

3. Be relational before giving instructions.

Jesus did have some things he wanted Peter to do (which we'll look at in just a second). But what did he do first? He talked a little fishing. He sat down and had some breakfast. He talked in detail about how Peter felt about him: "Peter, do you love me?"

Yellows want that kind of relational connection. If they suspect that you are just interested in "task" they'll tune you out. You know that little saying, "People don't care how much you know until they know how much you care"? That's the measuring stick that yellows apply to the rest of us.

So, if you want to get anywhere with a yellow, do not underestimate the importance of this.

After Jesus relationally connected with Peter, he gave him instructions.

4. Finally, help them set a specific action plan.

“Peter do you love me?” “Yeah, Jesus let’s talk about that.” “Ok, Pete, but show it by feeding my lambs and taking care of my sheep.” (He’s referring to the others who would become his followers). “Follow me.”

Yellows are good at seeing the big picture - “love Jesus,” for example. But on the

details, they need concrete steps. So, if you need a yellow to do something for you, help them make a list. If you do it in a relational way, they will usually thank you.

Now, to this point, some may be thinking, “this all sounds a little too touchy-feely. Is there ever a time when you get in the face of a yellow and say, ‘that’s too far.’?”

Yes, there is. Sometimes, when a yellow wants to get out of an assignment or doesn’t like the confrontation, their strategy is to ...

“Shift the focus to others” – but don’t allow it. Help them stay focused on what they / we need to do

After that chat on the beach, Peter asks Jesus... but what about John. (fill in here)

And Jesus gets in his face – “it’s really none of your business what he does. *You follow me.*”

Now, Peter’s temperament did not change.

If you read the rest of his story he has to get called out again by Paul when he acts one way with some Gentiles but then changes his tune when some of his Jewish buddies show up. It’s obvious that he was still who God had wired him up to be in his mother’s womb: a bright yellow.

But through the work of the Holy Spirit and the loving confrontation of others, he dies as one of the pillars of our faith. He gives up his life for following Jesus and countless lives are transformed because of his faithfulness. His passion, his speaking and relational skills set the early church on a trajectory for massive growth.

God used him and his temperament for good.

Now, obviously, many more things could be said about “speaking yellow” – how to communicate with those of us with this

particular temperament *in general*.

And if you want to know what that more is, I encourage you to check out the *I Said This You Heard That* workbook and videos.

Advice to Yellows

But now, in the time that remains, I want to say a few things to those who are my Yellow brothers and sisters about communicating with others.

Here's the tricky part for us. We tend to communicate pretty darn well, especially with people who do not know us very well.

For us, I think our focus needs to be not

on what we say but what we do. As yellows, we thrive off communication with others. We are people-oriented and external. We long for attention and approval. This makes it tricky for us to discern sometimes our true motive.

Are we really seeking to connect and make others feel welcome or are we using them to validate us and give us their approval? Are we using our skills to entertain and bring joy to others or are we striving and straining for attention?

For us I think we need to engage in four specific practices.

1. Silence. Learn to enjoy it.

We need to learn to be silent. Since we spend a lot of time talking and around other people, we can get overstimulated. Silence allows us to quiet our heart and mind and to think about what we most want to say and to reflect on what we have said. After all, our relationships will never grow to where they could if we are constantly dominating the conversation.

2. Solitude. Learn to pursue it.

We have to learn to be alone and to be friends with ourselves. Our relationships will be stronger when we intentionally choose to engage in them. We will see exponential growth when we move into relationship from a place of strength instead of being needing for attention, affection, approval and affirmation. So it's good for us to replace our FOMO (fear of

missing out) with JOMO (joy of missing out) intentionally choosing to slow down and be still.

Service. Learn to serve others tangibly.

You've heard the phrase talk is cheap and actions speak louder than words? Well check out this verse from

1 John 3:18

Dear children, let us not love with words or speech but with actions and in truth.

We have to understand that at least a good chunk of our relationships are with people who are not yellows. We think compliments and words of affirmation are helpful and sometimes they are but for many it feels like we are manipulating

them for a compliment or trying to get them to validate us.

If you really want to show someone you love or care for them, love and care for what they love and care for.

For example, for many years, I would buy Price gifts and write little cute notes to him. He has more nerdy items than you can imagine but you know what he actually prefers? My help in keeping our house clean and free of clutter, for me to be home and to just hang out with him just chilling.

Even now, I have to remind myself to put down my phone, turn off my laptop, say no to that social engagement or committee meeting so that I can honor his need for support and silence. Learn the art of serving others according to their needs.

Learn to talk less and serve more...oh and do it without demanding someone validate you. Just serve.

Surrender. Learn to seek your need for approval from God not people.

For those of us who are yellows, man we love people and yet it is hard sometimes to discern if we are actually loving them or just loving what we get from them--their attention, approval, applause.

One of the hardest lessons for those of us who follow Jesus and are yellows is to learn to seek our identity in Jesus and to get our need for attention and approval from our King NOT from other people.

Other people will never be able to fill up

our need for love and affirmation. We can only get that from Jesus so we have surrender that need to him.

Conclusion

And honestly I think that's something we can all do ...surrender that is.

I think we all need to be pretty cautious that we don't take this information from this series and fall into the culture of hyper individualism--the extreme focus on self at the detriment of others and the society as a whole.

Now to be sure, there is value in having boundaries, knowing oneself, taking care of oneself but when we go to the extreme

and it becomes all about each of us as individuals well frankly that just can't work.

We are not all little kings and queens who get to dictate to others what they need to do to keep US happy.

So if it's all about me...if I make everything about my preferences who wins?

If we want crappy relationships we can just do what comes naturally... make it all about us and our preferences, BUT if we want healthy, satisfying relationships, we have to learn how to submit to one another. How to ebb and flow, how to give and take. We need to help others understand our temperament and express

our needs but also we have to understand them and seek to meet their needs too.

Now if you are not a follower of Jesus, if you are still investigating, no worries, I still think what we are sharing will be helpful to you and your relationships because something beautiful happens when two people with their unique stories learn to communicate and relate better.

But if you are a follower of Jesus. If you say that Jesus is your King, then you need to be able to surrender your preferences to him and allow him to show you how to love others as he has loved you. How to speak in ways that benefit and build them up.

So as we move into this last part of the service, I want to invite all of us, but especially my yellow friends to be still, to close our eyes, and just listen to this song and to invite the Lord to speak in to our hearts and minds. What do we need to surrender. What do we need to lay down?

Let's pray.