

Congratulations **High Blue**



Communications is the glue that holds your world together. iMA is an exciting new way to enter into communications that will help you Connect with others at every level of your life and create the world you were meant to live in.



iMA Creator and Master Practitioner

Welcome! The beginning of this guide gives you an insight into your communication and engagement style. You will then see how iMA can help you in developing your communication skills, building trust, giving way to better relationships at home, work and in social situations.

Identifying yourself as iMA High Blue is an important step towards your future success and happiness. This is a basic building block for you to learn the things you need to know about you and how you can relate to and communicate better with the majority of people who are on a different wavelength than High Blues. You and all other iMA High Blues are non-assertive, right brain brain thinking and tend to measure your personal worth based on compatibility and depth of your relationships.



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iMA High Blues at a Glance

You are a pleasant co-operative warm supportive team player.

You need reassurance that you are liked and personal assurances that you are doing a good job help you to feel comfortable within your job.

You are skilled at co-operating with others within the team and you are seen as a calming influence within a group. You prefer first names and informality within the office and are patient and considerate when dealing with others.

When stressed you may become indecisive and hesitant to act.

iMA High Blues measure their personal worth through attention from others and depth of relationships.

Those speaking the other 3 dialects can learn to use iMA and Modify the way they communicate with you by speaking in a way that you find it easiest to listen to.

When this happens communication, trust and co-operation will go up and stress and tension will go down.



Book Your Tour of iMA World

Led by iMA creator James Knight

[Click Here!](#)

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Why do we do what we do? Why do we not do the things we know that we should? Why do we do the things we know we should not?

I first began asking myself these questions when working as a sales representative for the Dale Carnegie organisation in the US.

My idea was if I could discover a way of knowing what my clients were interested in and talk in terms of their interest and even look at things from their point of view then I could make more sales.

I discovered that the basic building block of learning was the ability to identify and observe patterns.

That 90% of what we do is patterned, programmed and predictable and where most people, feel most comfortable, most of the time.

I discovered that people give clues to their comfort zone based on how they look, what they say, how they say it, what they do and how they do it.

When I started to identify the comfort zone of my clients and talking in terms of their interests and matching my selling style with the clients buying style I started selling 4 times the number of enrollments into Dale Carnegie Courses than the average sales representative. This led me to receiving international recognition as being one of the top 1% highest producing Carnegie representatives worldwide for 5 consecutive years.

A process I call iMA Dreamweaving has helped me to start several successful business's on both sides of the Atlantic. I'm a Dreamweaver and you can be too.

- Identify and Dare to Dream a Big Dream
- Move in its direction
- Actualise it by using iMA to connect your dream with the dreams of others.

[Click here](#) to see a sample of how I have used iMA Dream Weaving in my life.

You can't do it alone. Whatever it is that you want you need the help and support of others to get it. [Click here](#) for your complimentary PDF.

The answer to the worlds most pressing problems is in the question, "What Colour Are You?"

My life is richer and fuller since discovering iMA and yours will be too!

James Knight

iMA creator and Master Practitioner

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Website: <http://iMApractitioner.com>

Communication is the glue that holds relationships together.

iMA is a simple, colour based, universal language designed to help you communicate, understand, and work with people better.

Identify the colour of the person you want and/or need to communicate with, **Modify** the message by encoding it in a way that is most likely understood, and **Adapt** to the differences by treating the other person in a way that they want to be treated (iMA).

When that happens communication, trust, cooperation, understanding, sales and profits go up and stress and tension go down.

Jobs have colours just like people

The most valuable discovery that you being a High Blue can make is to identify the line of work that utilizes your natural talents. Something that you do effortlessly without a lot of study or preparation. Things that 75% of the world population find difficult, often marvelling at your ability and not coming close to matching it. When you do a lot with what you do well it gives you energy, keeps you excited and empowers you to produce extraordinary results.

High Blues like yourself find out how good you can be when you are long-term member of an ongoing team building in-depth relationships and using your natural counselling skills and your excellent ability to gain support of others. You work slowly and cohesively in carrying out tasks in bringing stability to the group.

Be and do better by doing a lot with what you do best and use iMA to help you Connect with others who are strong in areas where you are not.

The better you are at doing this the better the quality of your life.



Finding your High Blue Sweet Spot

This is your pathway to greater meaning and happiness. It is where you are the most positive, energised and aligned to the task at hand and time seems to stand still. This is where you will experience flow that keeps you excited, helps you reach peak performance and empowers you to produce extraordinary results.

Click here to receive your special gift that can help you uncover your High Blue “**sweet spot**”.



iMA Media Channel

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iMA Media Channel At a Glance

Building High Quality Connections by Educating and Helping Others



What is iMA?

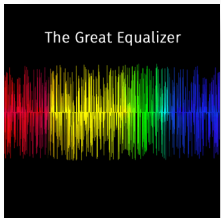
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How to Use iMA to:



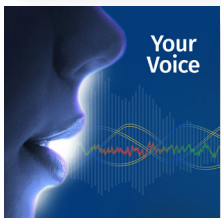
Put the right people in the right job.

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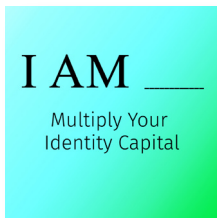
Utilize Your Precious Priceless Time

<https://mysoundwise.com/episodes/16146831566504431e>



Use Your Voice to Connect

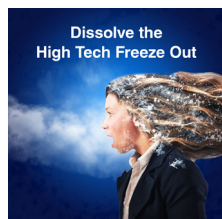
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Multiply Your Identity Capital
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Help Your Children
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Dissolve Technological Barriers
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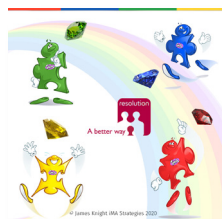
Jobs Have Colours Just Like People
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De-Stress Your work and Your Life
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Understand the State of Being High Yellow
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Professional Body of Family Lawyers
<https://mysoundwise.com/episodes/1605814119963e>

Meet Accredited iMA Affiliates & Practitioners



Phil Hitchen

iMA Building a Peak Performance Team

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Ashley Boroda

iMA at work in McDonalds', Microsoft and in the Classroom

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Alison Bull

iMAgeineering Mills & Reeve

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Duane Cormell

iMAgeineering Legal Recruitment

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James Moffat

iMA in Learning and Development

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John Mc Donough

iMA at Work Helping People Get a Fresh Start

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Gill Tiney

Collaboration Global

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Christine Alexander - Smith

iMA Humanizing Business

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Colm O'Brien

iMAgingeering Wig Wam

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Martin Durrant

iMA at Work in Recruitment and in Life

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Susan Tainton

iMA Innovator in the Boardroom

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James Pulham

iMAgingeering Financial Planning

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Michelle Berry

iMAgingeering Wig Wam

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Owen O'Malley

Investing in Your Future

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Emma Vites

iMAgineering Sales Recruitment

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Anna Masheter

Helping People and Organisations Be and Do Better

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Kate Cocker

iMA Presenter Coach

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Clive Digby-Jones

iMA Inventing the Future

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Mary Penrose

iMAgineering Our Dream

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Donal Kelleher

How I Raised Myself To Success

<https://mysoundwise.com/episodes/1606004612064e>



**“Connecting Creative Dreamers with
Technical Doers Building High Quality Connections
by Educating and Helping Others”**

<https://mysoundwise.com/episodes/16177959839110374e>

Doing a Lot With What You Do Well?



High Blue Natural Talents

<https://www.haikudeck.com/high-blue-natural-talents-business-presentation-8200f8d177>



High Green Natural Talents

<https://www.haikudeck.com/high-green-natural-talents-business-presentation-161c759e3c>



High Red Natural Talents

<https://www.haikudeck.com/high-red-natural-talents-business-presentation-e3641f6752>



High Yellow Natural Talents

<https://www.haikudeck.com/high-yellow-natural-talents-business-presentation-e44cde10b8>

“Recognize the desire to find your tribe. This is a group where you instinctively feel that you belong. Where you will always be accepted, where you never have to worry about fitting in.”



“A tribe is a group of people Connected to one another.

A group needs only 2 things to be a tribe:
shared interest and a way to communicate.”

- Seth Godin -

Meet Amiable Fellow
High Blues



High Blue Club

<https://www.linkedin.com/groups/4656264/>

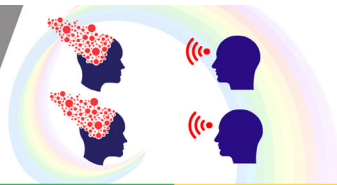
Meet Intelligent Fellow
High Greens



High Green Club

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Meet Cool Competitive Fellow
High Reds



High Red Club

<https://www.linkedin.com/groups/4498386/>

Meet Enthusiastic Fellow
High Yellows



High Yellow Club

<https://www.linkedin.com/groups/4493012/>