

PARENT GUIDE

How to plan for the future, relieve stress, and better communicate within your family



Parent Guide

Indigo is best used as a catalyst for having powerful and meaningful conversations with your child. The scores can evolve over time, and it's important to meet your children where they are now. Indigo believes that everyone was born with a specific set of strengths, interests and dispositions for a purpose. One of our roles as parents and educators is to support them in making that purpose real in the world.

See and appreciate them for who "they are".



Questions?

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www.indigoeducationcompany.com



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Powerful Conversations

Top 5 things you and your child can do together with the **IndigoInsightsTM Report**: If you have also taken Indigo, get your report out too and compare and contrast characteristics and discuss how this plays out in your relationship.

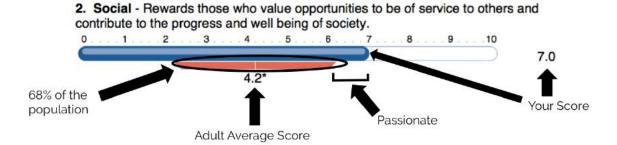
- 1. **Strengths Validation:** Read through "Strengths and Value to the Team" sections on the Indigo Summary Page. Share specific experiences you've had with your child where you saw them using that strength. Be as specific and validating as possible. Ask your child, "When do you feel like you are able to best shine?" "How does it feel when you are using your strengths?" "How can I support you in having more opportunities grow in strength areas?"
- 2. **Dos and Don'ts of Communication:** Read through the "Dos and Don'ts of Communication" page on the report. Have your child pick a few that are MOST important to them. Talk about ways in which you can alter your current communication patterns to honor their specific communication needs.
- 3. **Motivators:** Identify your child's top two Motivators. Talk about what these mean to your child specifically, and how this might be different or similar to your own Motivators. Use the reference guide from the report or this packet to identify ways in which you are currently supporting your child's Motivators and where you can explore additional opportunities for activities where their Motivators can be maximized.
- 4. **About Me:** Read through the "About You" page with each other and talk about it. Feel free to cross off or edit statements you don't agree with.
- 5. **Post-Secondary Pathways:** Look through the "Possible Degree Matches" section of the report. What pathways look most interesting to your child? Which options are brand new that they've never heard of before? Strategize ways in which you can both explore some of the interesting and new ideas to see if they might be worth considering. For example, they could shadow friends or colleagues of yours who are in those fields. *Build on this by asking them to share their MAP and about their thought process as they completed IndigoActivateTM.*



Motivators

Motivators are what drive us. Understanding someone's Motivators helps explain why they do the things they do.

How to Read the Motivator Graph



The Motivator graph is on the first page of the report on the bottom left. The top blue (or black) line and the number to the right of the graph mark indicate a person's score. The red bar below represents the middle 68 percent of the population. The thin white line in the middle of the red bar and number below it mark the corporate adult average score.

Note: If the score is within one standard deviation of the national average, it is Mainstream. If it is two standard deviations above, the score is Passionate; two below is Indifferent. Three standard deviations, above or below, is an Extreme score.

Focusing your Analysis

Focus on the top two Motivators. These are typically the biggest driving forces behind the choices an individual makes. The third may be worth noting if its intensity is above the national average. The lowest Motivator may also be important for understanding what could be a turn off for the student.

Ideal career environments

It's important to help students find activities and careers that align with their top two Motivators so that they will be engaged and fulfilled. See more on page 7 of this guide or in the "Post Secondary" section of the **IndigoInsightsTM Report**.

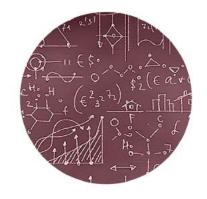


Theoretical

Driver: Learning for the sake of knowledge.

Ideal Environment: Academic challenge about a subject that matters to them.

Tips: Find out what they love to learn, and find ways to tailor their education around that passion or talent.



Individualistic

Driver: Independence, rank, recognition, freedom or power.

Ideal Environment: Autonomy in work style, chances for recognition.

Tips: Acknowledge their work when it is done well, give them room to do things their own way.



Social

Driver: Helping others or solving society's problems.

Ideal Environment: Clear connection between their work and its impact.

Tips: Discover what causes they care about, and see if they can do things in their career path that intersects with them.





Aesthetic

Driver: Form, balance, harmony, and beauty.

Ideal Environment: Workplaces that match their personal definition of balance.

Tips: Ask them if certain environments make them feel "off", and figure out how their current environment is affecting them.



Utilitarian

Driver: Return on investment of time, money, or energy.

Ideal Environment: Their results are rewarded practically in relation to their efforts.

Tips: Find out if they think their education is valuable – many do not – and find ways to tie their education to tangible rewards in the future.



Traditional

Driver: A set of principles or core values.

Ideal Environment: They feel like their work is tied into preserving and forwarding their values.

Tips: See if you can find out what their set of values are and how those match with their chosen career.



Watch a video about each motivator at: http://www.indigoproject.org/indigo-experience





In Depth College and Career Guide (Motivators - Part 1)

Motivators	Ideal College and Career Environments	Major/Career Ideas
Value learning and knowledge.	 Liberal Arts colleges (study many topics) Research Institutions or Majors Broad/core curriculum or intellectually intensive curriculum. Jobs or majors that are intellectually challenging and push students to think at a deeper level or learn new things. 	Science, R&D, Astronomy, Engineering, Education, IT, Mathematics, Economics, Philosophy, Journalist, Law, Medicine, Aerospace, Think Tanks, Engineering, Pre-med, Pre-law, Neuroscience / Psychology, Economics, STEM, Masters or PhD Programs, Anthropology, Political Science
Value practical accomplishments.	 Colleges with great job placement rates and majors or jobs with a high starting salary. Jobs with clear growth opportunities in terms of salary increases or bonuses. Look for practical and hands-on programs where students get a return on investment. 	Sales, Finance, Trade School, Entrepreneurship, Law, Computer Programming Specific Schools, Medicine, Consulting, Accounting, Engineering, Real Estate, Construction, Developer, Business Management, Investment Banking, Construction Management, Hospitality and Tourism Management
Value beauty, and harmony.	 Students should visit colleges to sense the atmosphere and to see how it looks/feels to them. Beautiful campuses or offices where the student feels balanced. Majors or jobs that have a creative outlet or form of self-expression. 	Media, Visual Arts, Architect, Therapy, Counselor, Entertainment, Event Planning, Interior Design, Fashion Design, Culinary Arts, Musician, Environmental Studies, Landscaping, Marketing/Advertising, Arts, Journalism, Creative Writing/English, Horticulture, Environmental Design, Urban Planning, Theatre, Graphic Design, Film
Value being of service to others.	 Colleges or companies that are making an impact on the world in a way students care about. Colleges or jobs with community service opportunities. Majors or schools where volunteering is part of the curriculum and jobs where volunteering is part of the culture at work. 	Non-Profit, Social Entrepreneurship, Corporate Social Responsibility, Education, Healthcare and Social Services, Community Programs, Physical Training. Medicine, Social Work, Counseling / Therapy, Biomedical Engineering, Veterinarian, Public Policy, Environmental Studies, Peace and Conflict Studies, Public Health
Value personal recognition and independence.	- Colleges with control over your major and the structure of your education Jobs and majors where you can have independence in the day-to-day Schools, majors, or jobs with performance, political, or entrepreneurship opportunities where you can be in control and gain personal recognition. (i.e. business plan competition or student government)	Entrepreneurship, Political Science, Theatre, Philosophy, Chef, Public Speaker, Litigation, Driver, Business, Actor/Singer/Artist, Music or Entertainment Industry, Outdoor or Adventure Jobs, Personal Trainer, Broadcasting / Communications, Accounting, Gaming, Trade Jobs such as Welding, Plumbing, Masonry etc., Real Estate, Consulting, Comedy
Unique system of values drives you.	 Colleges and companies that support your core values and encourage you to bring them out. Any job or major as long as your core beliefs are valued and respected. Schools that offer clubs or opportunities that align with your core values. 	Government, Education, Counselor, Banking, Military, Engineering, Medicine, Philosophy, Health Services or Public Health, Insurance, Religious Roles, Lobbying, Languages (i.e. Spanish), Quality Control, Industrial or Trade Jobs, Activism, Business, Cultural Studies (i.e. African American or Japanese Studies)

Motivator Reference Guide - Job Fulfillment

Motivators	Key points to remember if this is a top motivator	
Theoretical Value learning and knowledge.	Make sure your job provides continuous intellectual challenge.	
Utilitarian Value practical accomplishment.	Find a role that provides financial rewards for accomplishment. This may also take the form of desiring tangible impact for time and energy invested in projects.	
Aesthetic Value beauty and harmony.	Find a job environment that makes you feel balanced and harmonious - whether or not you like the physical workspace will affect your performance.	
Social Value being of service to others.	Find ways to give back to others. This can be in many forms, including corporat social responsibility, helping team members or impacting your community.	
Individualistic Value personal recognition and independence.	Make sure your role gives you control over your own destiny and recognition for your work.	
Traditional Unique system of values drives you.	Find a workplace where coworkers respect your traditions and values.	

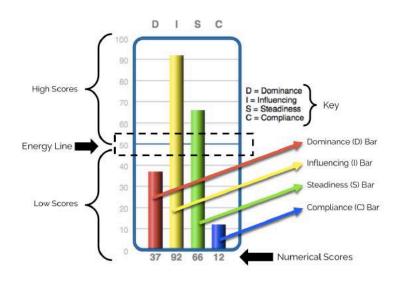


Behaviors (DISC)

Behaviors describe how we communicate, or "show up", when we are around people. It explains our social habits and styles.

Reading the DISC Graph

Each of the DISC scores falls somewhere between 0-100, and is indicated by a colored bar, with the numerical score listed underneath. There is no good or bad in DISC. The score just indicates which behaviors come more naturally to a person. If a student is Low (0-30) in a certain behavior, then they will favor the tendencies described in the Low category in most situations, just as the High (70 - 100) will favor the tendencies described in their categories. Students in the Middle (31



– 69 in all four categories) can swing either way depending on the context. Someone in the Middle on all Behaviors is called a "Bridge" and can adapt to a wide variety of environments, so focus more on Motivators than behavior style.

There is no "Right" or "Wrong" Style

Students often want to know the best DISC combination, but there is no best combination. High performing teams and organizations have a mix of all styles because all styles can contribute their unique strengths. There is no wrong style, but it's important to remember that there are wrong environments for every style.

Natural vs. Adapted

In each report, there is a page that compares Natural and Adapted DISC scores. Natural scores measure how a person natively shows up – this a measurement of who they truly are. Adapted measures how they are shifting their native state to meet the demands of their school or work environment. Adaptations of more than 20 points suggest stress points that may need to be addressed. More on DISC and stress on page 13 of this guide.

All Styles Can Lead

All styles can lead. DISC is not a measurement of leadership potential. Your style only influences the way that you lead. However, High D's do exhibit a natural desire to lead more often than other styles.



High Dominance

Style: Direct, opinionated, takes initiative **Ideal Work Environment:** Results oriented,

competition encouraged

Communication Tips: Be clear, don't be

intimidated, get to the point

Example: Steve Jobs



Low Dominance

Style: Cooperative, agreeable, peaceful

Ideal Work Environment: Collaboration, no unnecessary conflict

Communication Tips: Connect on a personal level, ask questions, don't

be aggressive

Example: Kate Middleton (Dutchess of Cambridge)

High Influencing

Style: Talkative, friendly, enthusiastic

Ideal Work Environment: Group projects,

lively discussions

Communication Tips: Be friendly, speak

warmly, act enthusiastic **Example:** Ellen DeGeneres



Low Influencing

Style: Reserved, analytical, matter of fact

Ideal Work Environment: Independent projects, analytical activities **Communication Tips:** Don't crowd them, keep dialogues short, give

them time to process

Example: Abraham Lincoln



High Steadiness

Style: Patient, understanding, loves

consistency

Ideal Work Environment: Well defined

projects, clear path to completion

Communication Tips: Don't be all over the place, explain structure clearly, be patient

Example: Michelle Obama



Low Steadiness

Style: Flexible, restless, change oriented

Ideal Work Environment: Room for variety, juggling multiple priorities **Communication Tips:** Be spontaneous, don't make them sit down and

listen, show emotion

Example: Richard Branson

High Compliance

Style: Precise, conscientious, cautious **Ideal Work Environment:** Jobs where quality matters, details are important **Communication Tips:** Be accurate, be

factual, be realistic

Example: Neil deGrasse Tyson



Low Compliance

Style: Big picture, unsystematic,

independent

Ideal Work Environment: Minimal rules, focus on broad topics **Communication Tips:** Talk about vision, be casual, avoid details

Watch a video about each DISC style at:

Example: Oprah Winfrey

http://www.indigoproject.org/indigo-experience





In Depth College and Career Guide (DISC)

Behaviors	Students Should Avoid	Ideal College and Career Environments	Major or Job Fit
High D's Direct Competitive Opinionated	- Situations where you can't express yourself or be direct with others - Majors or jobs that have little room for opinions Controlling professors or bosses that treat you paternalistically - Calm majors or jobs with little to no challenge.	 Majors or careers where competition is encouraged. Majors or jobs that are results-oriented and encourage risk-taking. Opportunities to lead and take initiative. Places where they can be direct with others and share their opinions. High intensity environments 	Political Science, Philosophy, Law, Business Management, Entrepreneurship, Surgeon / Intense Medical Paths, Firefighting, Real Estate, Armed Forces, Sports Management, Investment Banking, Consulting, Personal Training, Emergency Personnel
High I Talkative Friendly Enthusiastic	 Large lecture classes. Being alone too long. Professors who appear cold and distant. Solo projects Majors and jobs without collaboration. Majors and jobs where they are not encouraged to raise their voice. 	 Friendly environments. Group projects. Majors and careers with a lot of collaboration time and open discussion. Majors and careers with a lot of face time with other people. Environments where they can express thoughts and feelings out loud. 	Broadcasting / Communications, Education, Theatre, Public Relations, Marketing / Advertising, Journalism, Music and Entertainment, Field Researcher, Liberal Arts, Community Programs, Comedy, Actor / Singer, Personal Training
High S Loyal Patient Understanding	- Changing and unstable situations Lack of consistency Majors or jobs that are open-ended and require a lot of improvisation Schools where there is no clear path towards graduation and academic expectations are not as clear.	 Programs and jobs where students can clearly see the structure of their education or work tasks / projects. Students should know what is expected from them on day one all the way until the day that they graduate. Supportive, calm, and understanding environments. Minimal surprises or change. Majors or jobs that encourage a patient, understanding, and calm approach. 	Nursing, Education, Social Work, Medicine, Counselor / Advisor, STEM, Psychology, Research Driven Majors, Accounting, Health Care and Social Services, Biology, Chemistry, Therapy, Librarian, Industrial Engineering, Airplane Steward or Pilot, Administration
High C Precise Conscientious Cautious	- Professors or bosses without clear expectations Environments that require students to take a lot of risk Jobs or majors where the result is much more important than the process Jobs and majors that force students to think "big picture" and don't prioritize the details.	- Structured programs or jobs where quality, the process, and the details matter Classes with a detailed syllabus Jobs or majors that require a step-bystep approach Jobs or majors that encourage students to pay attention to all the details and follow a process the "right" way Jobs and majors that encourage an analytical, systematic, or logical approach.	Medicine, Engineering, STEM, Computer Science, Finance, Data Analysis, Data Scientist Law, Mathematics, Physics, Research driven majors. PhD programs, Architecture, Sociology and Psychology (Research Based), Pilot, Law Enforcement, Administration, Computer Systems, IT

DISC Stress TIPS

High Dominance (D)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High D's Direct Competitive	 Not feeling in control (external). Feeling helpless/can't take action. Not being communicated with. 	AngryExaggerateFocus on selfDon't listen well	 Exercise Praise them for taking actions that they can. Don't order them, ask them questions. Let them lead something.

Write your own unique stress tips below:

Low Dominance (D)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low D Cooperative Agreeable	 Anger-charged situations. Being challenged/ bossed around. High Ds! 	 Withdraw Passive Aggressive Blow-up under extreme pressure 	 Give space for collaborative ideas. Quieter/ calmer voices. Activities with everyone succeeding.



High Influening (I)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High I Friendly Enthusiastic	 Being/ feeling alone. Having to "bottom-line" their thoughts/actions/conversation. Having hard deadlines. 	 Talk too much and faster. Act impulsively. Think less before speaking. Mask their sadness. 	 Interact with others. Take frequent breaks from focused activities. Praise them and provide enthusiastic feedback. Have a fun experience or conversation!

Write your own unique stress tips below:

Low Influencing (I)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low I Reserved Matter-of- Fact	 Group activities. Activities with prolonged interaction. Leaving the zoom video on. High I's trying to get them to verbalize feelings and participate. 	 Withdraw even more. Speak softly. Note: this is very dependent on their other DISC styles. 	 Writing/ journaling/ drawing. Opportunities to demonstrate learning other than verbally. Alone time.



High Steadiness (S)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High S Patient Consistent	 Chaos and change. Feeling out of control (internal). No time to plan. Feeling rushed. Surprises. 	 Get more controlling externally. Internalize emotions. Take things personally. 	 Figure out what you can control. Create a new schedule. Take personal time. Create a list and check off one task at a time.

Write your own unique stress tips below:

Low Steadiness (S)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low S Flexible Restless	 Feeling confined. Unvarying work routines. Highly structured activities. Minimal choice or flexibility. 	 Even more impulsive. Excessively show emotion. Create chaos. Become frantic/ scattered. 	 Flexible activities with choices. Activities with physical movement. Change locations. Spontaneous (yet safe) action.



High Compliance (C)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
High C Precise Cautious	 Not having enough or accurate information. Tasks without clear expectations. Risky situations. Perceived failure. Heightened emotion. 	 Either withdraw or ask a lot of questions. Decision Paralysis. Become more self-critical. 	 Provide them with all the details they need or the space to gather that. Give authentic validation. Give them a clear road map to success. Help them feel seen and heard.

Write your own unique stress tips below:

Low Compliance (C)

Behaviors	What Causes Stress	How they Behave Under Stress	Stress Relief Tips
Low C Unsystematic Independent	 Lots of rules. Detail and precision. Too many questions. Mistakes are viewed as failures. 	 Take risks Ignore important details. Act out in one of their high DISC styles. 	 Look for where you have freedom. Being able to focus on results not process. Focus on the big picture. Dream with me!



COVID19 Family Tips for Students - Look for your child's high DISC style(s) and top Motivator(s)

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Let be involved with planning family traditions/ holidays/ rituals ensuring the details are preserved.	Let them ask as many questions as they want and allow them to come up with their own rules.	Allow them to use their detailed/ analytical nature to help the family/others and solve problems.	Build in safety for making mistakes. Calculate financial gains. Pursue money making activities.	Provide lots of time for them to reflect internally. Purchase guides/ materials for aesthetic projects.	Provide ample time for research and learning. Ask teachers to create rubrics/ guidelines for success.	High C Must feel secure. Struggles with lack of information and perfectionism.
Try to maintain a sense of normalcy and spend even more time on family traditions/holidays.	Let them create their own routine or structure. Provide recognition for even small wins.	Keep existing service-oriented activities on the schedule. Let them help the family.	Have them come up with a plan for achieving their goals. Create processes to improve efficiency	Create a vision board. Do nature/ mindfulness activities daily. Create a balanced schedule.	Keep track of learning goals. Tackle one subject /task at a time.	High S Must have structure. Struggles with lack of routine.
Talk about beliefs/ traditions that you share. Pray together or share beliefs/ values with others.	Let them lead something in the family. Have family music, dance, theater performances.	Point out ways they help around the house. Let them stay connected to friends online.	Ask them to talk about their dreams. Create real-world projects you can work on together.	They might prefer moving meditation like dance or yoga or walking and talking in nature.	Help them find a group of peers or mentors to learn from/with. Let them talk about interest areas.	High I Must feel connected. Struggles with sadness.
Let them lead a family/ religious/ cultural or holiday gathering.	Give lots of choices and put them in charge of something for the family.	Listen to and support their ideas regarding how they want to make a difference.	Create mini competitions. Pay them for work they do around the house. Let them win.	Provide space for them to express emotion however they need to. Let them redecorate their room.	Let them be in charge of their learning and teach it to the family.	High D Must feel heard. Struggles with anger/control.
Traditional Create daily rituals. Don't miss holidays. Dig deep into cultural/faith influences.	Individualistic Find a way for them to lead, perform or uniquely express themselves.	Social Find a safe way to serve their family or community. Foster an animal.	Utilitarian Don't waste their time. Use this time to help them make and achieve goals.	Aesthetic Go outside, practice mindfulness, allow for artistic expression/music.	Theoretical Go deep in interest areas and invest is materials to support their learning.	Indige

Important: We highly recommend you wrap your children in their Love Language at least 3 times a day. Free test at www.5lovelanguages.com.

NOTE: Everyone is a blend of highs and lows and multiple DISC/Motivator types so these suggestions will not completely capture your kids' needs.

COVID19 Family Tips for Students - Look for your child's low DISC style(s) and top Motivator(s)

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Low C Don't push too hard on rules. Try to stay big picture.	Low S Surprise them with something fun! Express emotion.	Low I Give them lots of space. Try written communication.	Low D Avoid conflict and expressing anger.	Indigie
Let them learn from a big picture perspective. Provide context for their learning.	Let them jump from topic to topic while learning.	Give them lots of space to dig deeply into learning topics on their own.	Let them learn in a safe, non-competitive way.	Theoretical Go deep in interest areas and invest is materials to support their learning.
Let them come up with new, creative, non-rigid ways to express themselves and pursue aesthetics.	Let them express their aesthetic pursuits boldly and explore new interests.	Purchase materials for art projects or software to support aesthetic pursuits.	Do low stress artistic/ nature/ or mindfulness based activities.	Aesthetic Go outside, practice mindfulness, allow for artistic expression/music.
Focus on their results, not process and show them ways to make quick money.	Create mini goals for quick rewards. Have a menu of paying chores they can do.	Have them create a goal journal. Help them streamline their work/ schedule.	Make sure their schedule is efficient and helps them achieve their goals.	Utilitarian Don't waste their time. Use this time to help them make and achieve goals.
Help them think about social problems they want to solve and how they can contribute towards that.	Find new and interesting ways for them to help out. Watch good news online.	Point out ways they can help around the house or help people without a lot of interaction.	Provide a safe space for them to help others and feel like they are making a difference.	Social Find a safe way to serve their family or community. Foster an animal.
Choice and freedom are critical. Let them feel in control of their destiny and praise them.	Don't box them in and give them freedom express their individuality.	Give them opportunities to be in control of their own environment and style.	Give lots of choices and let them put their own unique spin on things.	Individualistic Find a way for them to lead, perform or uniquely express themselves.
Include them in family traditions/ holidays/ rituals without being too rigid.	Let them explore beliefs/ traditions the matter to them. Express all that is good in your family.	Try to maintain a sense of normalcy and read about/ explore family traditions/culture/ holidays.	Make family/ religious/ cultural or holiday gatherings special and safe.	Traditional Create daily rituals. Don't miss holidays. Dig deep into cultural/faith influences.

NOTE: Everyone is a blend of highs and lows and multiple DISC/Motivator types so these suggestions will not completely capture your kids' needs. Important: We highly recommend you wrap your children in their Love Language at least 3 times a day. Free test at www.5lovelanguages.com.

Additional Indigo Applications

- Writing College Essays and Resumes: Use the style section, skills and strengths-based portions of the assessment as a reference when writing college essays and resumes. Additional Information in Indigo Workbook PDF*
- **Set up a LinkedIn page:** Have your student set up a LinkedIn page. In addition to their work experience, have them include their favorite statements from their IndigoActivateTM MAP about who they are and what they are interested in accomplishing in life.
- Share with Important People in Your Life: The Indigo Report is a great opportunity to have a conversation with important people in your student's life to help them better communicate and build skills based on strengths.
- Ideal Work Environment and Things You May Want From Others Page: Check to see if your child's potential college and/or workplace matches their ideal environment. Also look at their current environment. If their current environment doesn't fit, how can they (and you) make adjustments or requests to create an environment that better suits their needs? Is your student getting "What They Want" from you and their current environments?
- **Leadership Development:** Use the assessment to decide which type of leadership style your student prefers and learn strategies around leveraging your student's strengths to drive desired results.

Additional Indigo Resources

- Parent Resources Webpage: http://www.indigoproject.org/parent-resources
- "Indigo Experience" Webpage of videos explaining Indigo Attributes: http://www.indigoproject.org/indigo-experience
- *Indigo Workbook: PDF can be downloaded here:
 https://bit.ly/Genius101download. Paperback copy of the Indigo Assessing your Genius 101 Workbook available for purchase at: https://bit.ly/Indigo101









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