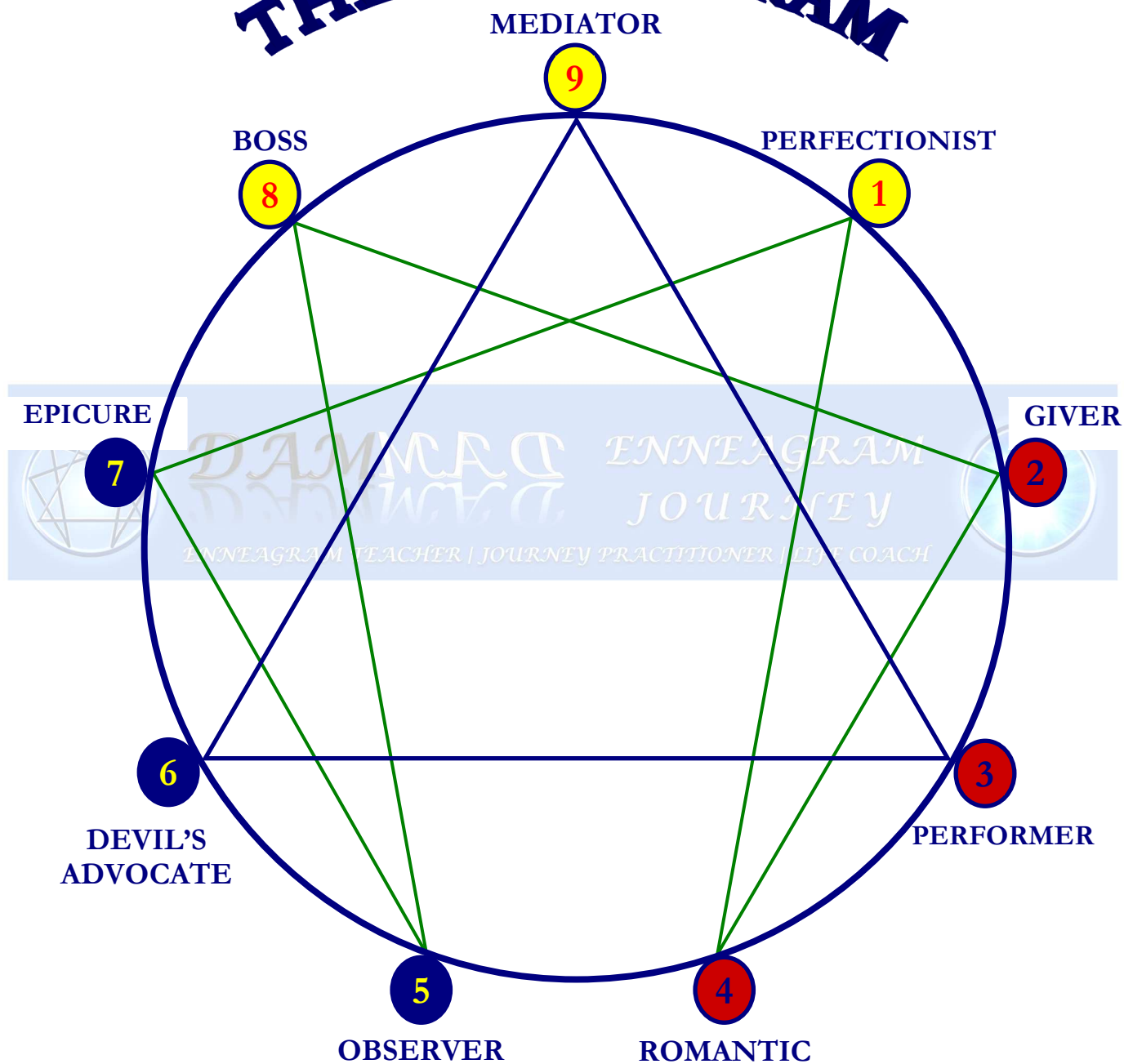
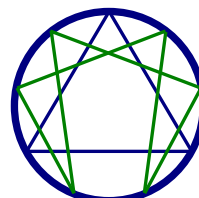


THE ENNEAGRAM

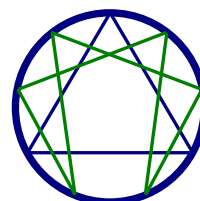


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DAMMAD ENNEAGRAM MODULE I MANUAL

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IN CRITICAL ARTICLES AND REVIEWS. FOR INFORMATION ADDRESS MARLENE@THEENNEAGRAM.CO.ZA**

Information found in this manual has been compiled by
myself, as well as from innumerable other resources.



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WELCOME!

What is the ENNEAGRAM?

The Enneagram is an ancient teaching. It has been adapted in order to be used as a modern tool for SELF AWARENESS and PERSONAL GROWTH.

Pronounced ANY -A-GRAM, the word “ennea” is Greek for nine, and “gram” means a drawing. ENNEAGRAM means a nine-pointed drawing.

The ENNEAGRAM teaches that we all develop COPING strategies early on in life in order to deal with personal and family situations and circumstances. We base these COPING strategies on our natural talents and abilities.

Shakespeare wrote "All the world's a stage and we are but players on it." We may understand this as a metaphor for life, but according to the ENNEAGRAM, it is literally true. We have acquired (chosen or been assigned) a role, a personality type, which we live out on the stage of life. The word "personality" comes from persona, which originally referred to the masks that actors wore onstage to mark the characters being played. Similarly, our personality type is the most visible expression of our often hidden essence or soul.

By working with the ENNEAGRAM, you quickly learn about your own unique way of viewing the world. You start to understand why you THINK the way you do - FEEL the way you do and then why you BEHAVE in your own certain way.

The more you UNDERSTAND yourself the easier it will be to break out from these old limiting patterns. You will be able to FREE yourself from all these old worn-out dinosaur patterns that just don't serve you anymore.

The more you understand your own world view, the easier it becomes to see others clearly for who they are. This will IMPROVE your relationships and open channels of COMMUNICATION that may previously have been blocked.

Your UNDERSTANDING and TOLERANCE of others in your life, be it family, friends or work colleagues, will improve and your world becomes a much easier place in which to live.

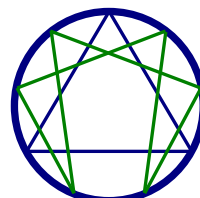
As you learn about yourself and the ENNEAGRAM, it will be very tempting to LAND on a certain type, I really urge you to stay OPEN until we have done ALL the types. Remember you are all 9, you've just fallen asleep to the other 8. It will also be very tempting to TYPE the people in your life. PLEASE, try to keep all guesses to YOURSELF. You are not in their shoes.

This course is about YOU, and learning about YOURSELF. It doesn't put you in a box; rather it takes the lid off your 'box' and allows the World to be your oyster.

HAVE FUN!!!



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On the spiritual level

Through its ancient origins, the diagram offers an important symbolic language. The end goal of spiritual development, the conversion of passion into virtue, is found in many traditions and cultures, and notably in Christianity, Sufism, and Buddhism.

Through self-observation in everyday life, the Enneagram invites us first to notice how much we waste our energy in obsolete defence mechanisms. Then, in stage two, the work of detachment begins: being able to live in the present while being able to put feelings and emotions into perspective.

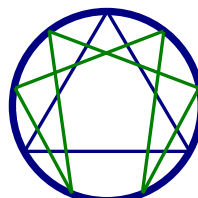
Once this stage is mastered, we can begin the final step towards self-actualisation: being able to channel, then recycle this energy flow into the peace of reconnecting with our essence.

Through the mastery of our inner forces, we can move along the road toward spiritual fulfilment. Fully aware people have succeeded in mastering their instincts, emotions, and thoughts; they are at peace with themselves, with their surroundings and with the universe. It's when we attain this balance that the divine energy can flow freely in us. To achieve this balance, we must take on the task of resorbing our passion, which is the bottleneck in the divine energy flow. This transformation of the ego in order to reach the higher levels of Being is the existential Quest that we find in so many symbolic images: St. George slaying the Dragon, the Knight searching for the holy Grail, the Alchemist working to transform lead into gold.

And of course, in the end we are talking about ourselves; we are St. George, the Knight, or the Alchemist, if we make the decision to set out on this quest. The Enneagram has already helped us to name our dragon: It's our passion, our dominant type. The Enneagram can also help us as we set out on our journey, as the chart for our voyage, to keep us on course...



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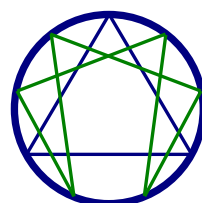


The secret is that while there are nine types of responses or personalities, depending upon your perspective, numbers 1 to 9 on the circumference of a circle, the goal is to become a ZERO, centred, balanced, egoless, selfless, fair & just, ready to pass through fana' or annihilation.

[Fanaa is the Sufi term for dissolution. It means to dissolve the self, while remaining physically alive].



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THE NINE TYPES ON THE ENNEAGRAM

1. The PERFECTIONIST ~ needs to be right and perfect

This type has a mind-set that only sees the *error*. They have a strong internal critic that constantly reminds them what is wrong, with themselves and others. They have very high morals and principles and can often be extremely righteous.

2. The GIVER ~ needs to be needed

This type has a mind that is constantly focused on what YOU need. A 2 will make themselves indispensable to others, so that they gain love and approval. They can be highly manipulative in order to achieve these ends. They deny their own needs.

3. The PERFORMER ~ needs to win/succeed

This type has a mind-set that is focused on the goal. They have a need to be the best at what they do. They are highly competitive and have a strong desire to win at all costs. They think that they are loved for what they accomplish rather than who they are. Success and image are paramount.

4. The TRAGIC ROMANTIC ~ needs to unique and special

This type only sees what is missing from their life and then longs for this with all their heart. The grass is always greener on the other side for the 4. Intensely emotional, 4's focus on "real" issues like birth, death and painful experiences. Can be melancholic. Appreciative of all things beautiful. Highly individualistic.

5. The OBSERVER ~ has a deep need to know

This type focuses on gaining knowledge and information as a way of making themselves feel safe in the world. They are emotionally detached from their feelings and others. Compartmentalize different areas of their lives to safeguard their privacy. Are introverted, curious and insightful. Like facts.

6. The DEVIL'S ADVOCATE ~ needs to feel safe and secure

This type is constantly on guard. They doubt and question everything. They are slow to trust and can procrastinate. Thinking often replaces doing. Can be pessimistic and fear that they are under attack. Highly loyal and can be leaders of the opposition. Range from very timid to very outspoken and confrontational.

7. The EPICURE ~ needs to avoid pain and keep options open

This type focuses on all the happy options that are available. Variety is the spice of life. Don't fence me in. Highly energetic people, they love to plan, but have difficulty in following through with things when they become boring and mundane. Optimists of note.

8. The BOSS ~ needs to control

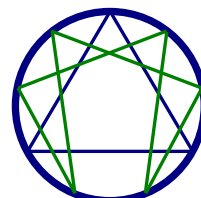
This type has a mind-set that picks up "who's in control here, and are they capable of being in charge"? Territorial and focused on control and power. Highly combative, but will fight for themselves and others who they perceive to be weaker than themselves. Seen as assertive and aggressive.

9. The MEDIATOR ~ has a need for harmony

This type has a mind-set that likes to blend and merge with others. They do not like conflict at all, because they can see all points of view. Readily will put their own agenda aside, as they know others needs far better than their own. Can be 'spaced out' and stubborn.



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FOCUS OF ATTENTION

TYPE ONE: THE PERFECTIONIST:

Perfection versus Error

TYPE TWO: THE GIVER:

Gaining approval by meeting others' needs

TYPE THREE: THE PERFORMER:

Gaining approval by accomplishments

TYPE FOUR: THE TRAGIC ROMANTIC:

Missing ingredient to happiness

TYPE FIVE: THE OBSERVER:

Knowledge and information

TYPE SIX: THE DEVIL'S ADVOCATE:

Safety and certainty

TYPE SEVEN: THE EPICURE:

Pleasant options and future plans

TYPE EIGHT: THE BOSS:

Who has the control here?

TYPE NINE: THE MEDIATOR:

Other people's agendas

PLACEMENTS OF ATTENTION

THE TRIADS

Core Points

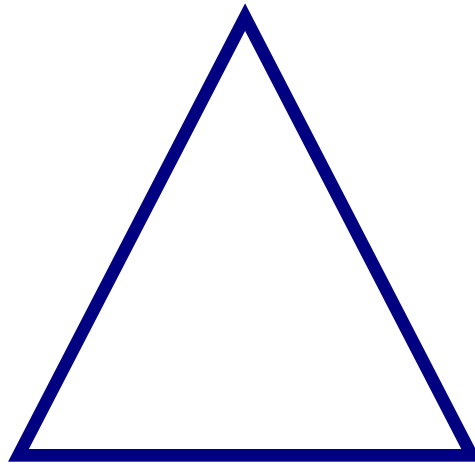


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BODY
Anger, Need to Control

MIND
Fear, Need for
Knowledge



EMOTION
Image, Need for
Love & Approval

It is important to understand that everybody has all 3 centres... a head, a heart and a body. One centre will be the first choice the other two come thereafter. For instance... a type 4 will have a feeling (heart) that something is missing, then long (head) for what they perceive to be missing and then, finally, might move out (body) to do something about it.

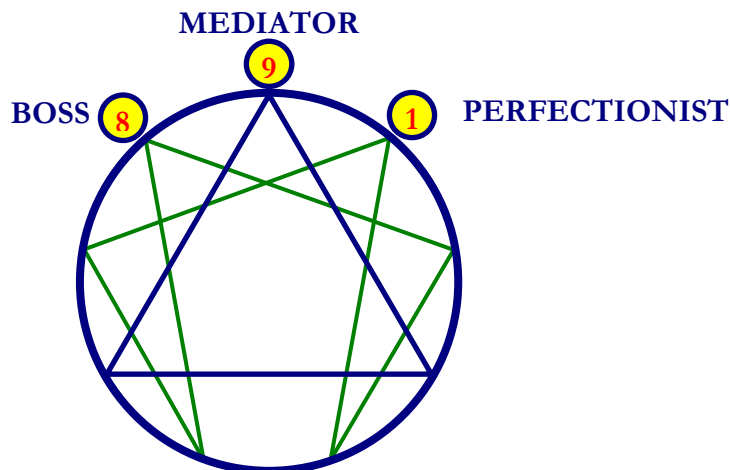
BODY TYPES: 8, 9 & 1's – ANGER types
all have a need to CONTROL

The 3 types at the top of the Enneagram diagram perceive life and living through their bodies. They will operate predominantly from an instinctive or 'gut feeling' and are highly tuned to non-verbal cues.

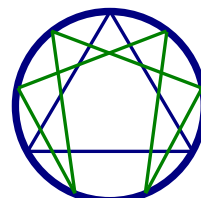
8's present a strong image and are unafraid to express their anger. This is onward-moving anger.

9's are agreeable, accommodating, and are often out of touch with their anger. This is the core of anger – anger has gone to sleep.

1's perceive their anger to be less than perfect and try to hold it back. This is inward-moving anger.



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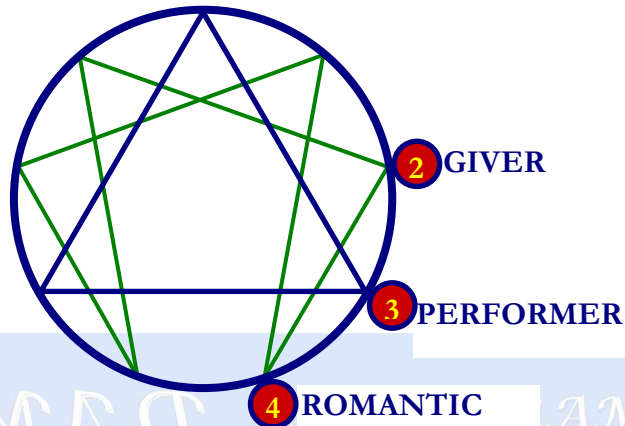
HEART TYPE: 2, 3 & 4's – EMOTIONAL types all have a need for LOVE and APPROVAL

The 3 types on the right side of the Enneagram diagram live their lives through emotion. They are activated by their own and others' feelings. They will use these feelings to open up to others and to the deepest parts of themselves. Giving and getting approval drives these types. They are very aware of how others feel and how they are perceived by others.

2's are interested in helping and nurturing others. They want to present a loving image. This is the outward-moving image type.

3's like to be seen in a good light, according to socially agreed upon norms. This is the core image point – emotion has gone to sleep.

4's have strong needs to express themselves and to be seen as unique and special. This is the inward-moving energy of the heart



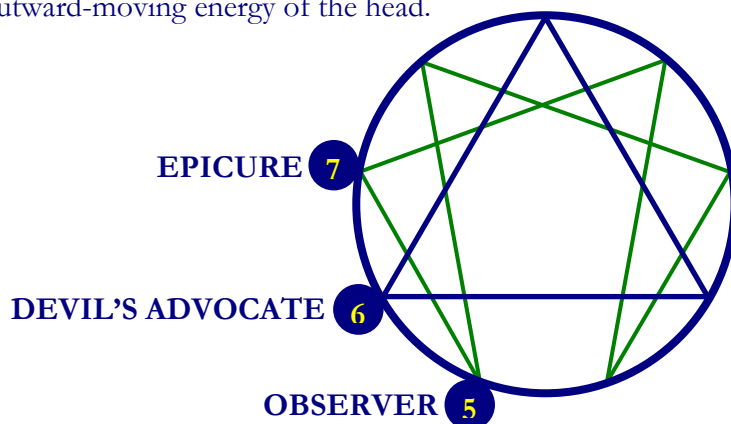
HEAD TYPES: 5, 6 & 7's – FEAR types all have a need for SECURITY through KNOWLEDGE

The 3 types on the left side of the Enneagram diagram live predominantly in the mental realm. This is where they are most comfortable: conceptualising...fantasising...analysing...thinking things through. Mental activity is what they value and enjoy most.

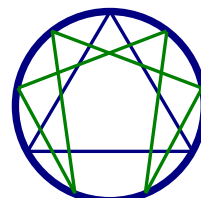
5's rely on their own resources and find safety in knowledge. This is inward-moving energy of the head.

6's look for relief of their fear through permission from authority, or by rebelling against authority. This is the core of fear – they do not see or feel fear.

7's are active and optimistic. They seek security by moving towards people and keeping their options open. This is outward-moving energy of the head.



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INSTINCTUAL SUB-TYPES

The instinctual sub-types are generated from the core of the body.

Human beings require 3 basic survival behaviours or instincts:

- **Self-preservation instinct**
- **Sexual or one-on-one instinct**
- **Social instinct**

We use all 3 of these instincts in our daily lives. These instincts are vital for life. Even though we generally use all 3 instincts daily, one instinct has been distorted since childhood & this is where our attention will go.

These 3 instincts create 3 sub-types for each point of the Enneagram & they are important variations to our personality style. We expend a lot of energy in our sub-type arena & it is the chief way in which we express; heal; communicate; integrate & resolve our habitual emotional state. [See Diagram 2: PASSIONS].

Learning to manage our instinctual energy is an important tool for self-awareness & personal growth.

Self Preserving – the search for well-being:

People of this Instinctual type are preoccupied with basic survival needs as they translate in our contemporary society. Thus, Self-Preservation types are concerned with money, food, housing, health, physical safety and comfort. Being safe and physically comfortable are priorities. These people are quick to notice any problems in a room such as poor lighting or uncomfortable chairs, or to be dissatisfied with the room temperature.

Social – the search for community:

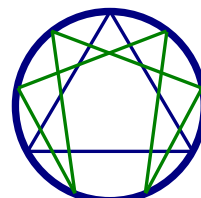
This subtype is focused on their interactions with other people and with the sense of value or esteem they derive from their participation in collective activities. These include work, family, hobbies, clubs—basically any arena in which Social types can interact with others for some shared purpose.

Sexual – the search for intimacy:

In healthy to average Sexual types, there is a desire for intensity of experience—not just sexual experience, but having a similar "charge." This intensity could be found in a great conversation or an exciting movie. Sexual types are the "intimacy junkies" of the Instinctual types, often neglecting pressing obligations or even basic "maintenance" if they are swept up in someone or something that has captivated them.



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GENERAL NOTES

HOMEWORK

Please introduce yourself. I would like you to tell me about yourself as a person, something like:

- I am a quiet person who likes to be on my own
- I am quite emotional
- I tend to take things personally
- I love a good fight
- I am overly responsible
- I love parties, lots of people and noise
- I like to help others and enjoy people
- I am very fashion conscious
- I am hardworking and don't get much time to play
- I can be quite lazy and I sleep a lot
- I don't trust very easily
- I love to experience lots of fun things
- I can be critical of myself and others
- I like to succeed and present a good image
- I chatter a lot; I could be nervous
- I move right away from conflict
- I find it very difficult when others do not pull their weight.
- I must have peace and harmony in my life
- I am very creative and see beauty all around me

HOW WELL DO YOU KNOW YOURSELF?

How would you introduce yourself to a group of people? Take time out to write an introduction.

HOW DO OTHERS SEE YOU? IS IT VERY DIFFERENT FROM HOW YOU SEE YOURSELF?

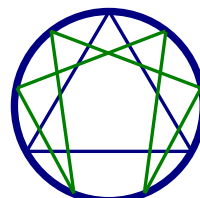
Ask 3 people how they see you and then take time out to write about it.

DO YOU KNOW YOUR STRENGTHS AND WEAKNESSES?

Take time out to list them.



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Theory of the Mind

1% to 5%

**Conscious
Mind**

Age
0

WILL POWER

REASON

ANALYZE

LOGIC

DECISIONS

THE CRITICAL FACTOR
(Guard)

Age
12

fears

doubts

intuition

insecurity

love

trust

career

relationships

+

“Automatic Behavior”

—

rejection emotions dreams success

self-talk goals money failure

**95%
Subconscious
Mind**

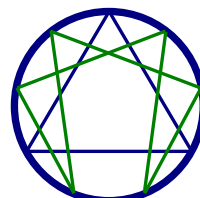
PRIMITIVE MIND

Fight

Flight



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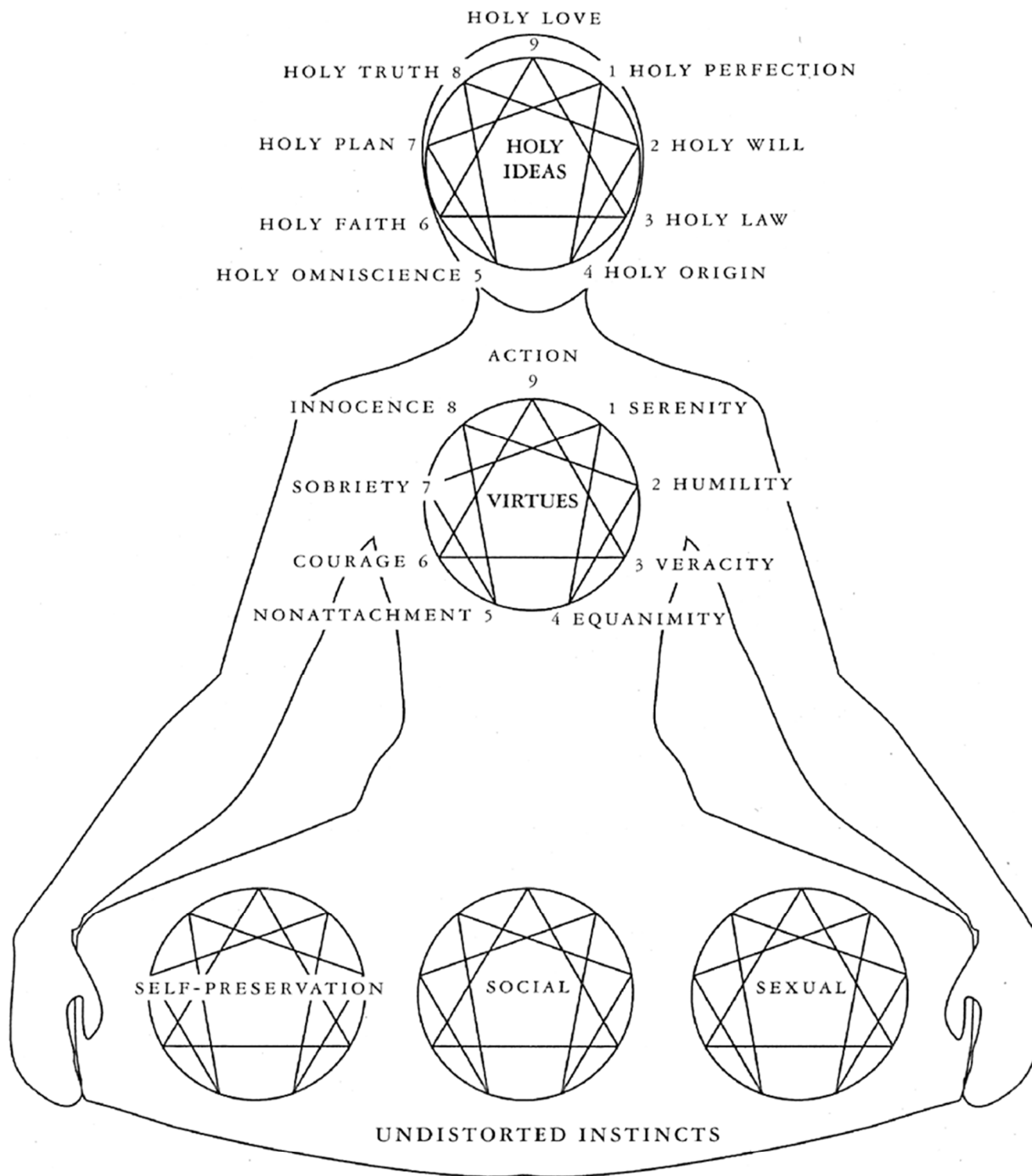
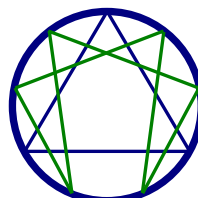


Diagram 1

THE OBJECTIVE ENNEAGRAMS



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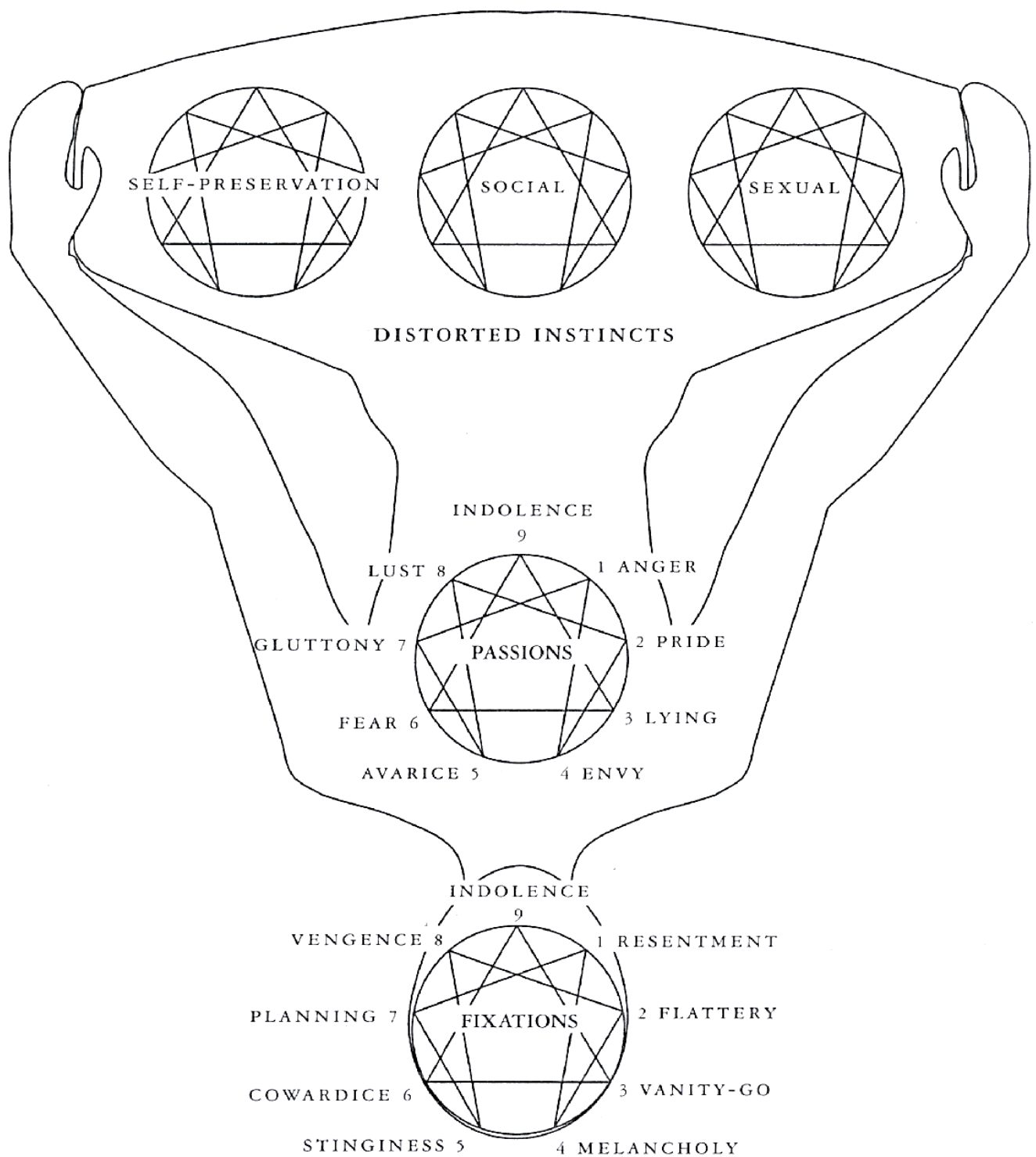


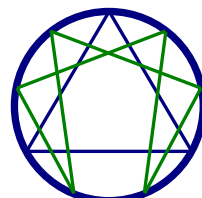
Diagram 2

THE ENNEAGRAM OF PERSONALITY

—•••••—



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Guidelines to Follow in Getting To Know Myself

When I am focusing on differences, it is often because I'm afraid of something in myself.

Dwelling on differences creates distance and increases fear.

Concentrating on commonalities develops compassion and understanding, while increasing love.

When I am judging another person, it is a good indication that it's time to look at what I am denying about myself.

When I become attached to fixing or changing another person, I am entering into the world of addiction by seeing my happiness as dependent upon another person's behaviour.

LoVe-based Thinking

The ego sees problems and obstacles in every situation.
LoVe-based thinking sees opportunities to learn in every situation.

Addictive thinking holds onto fear, irrationally
believing that fear serves some use.

LoVe-based thinking recognizes that healing is releasing fear.

Addictive thinking holds onto the negative past, thinking that
grudges and guilt serve a purpose.

LoVe-based thinking sees that healing is letting go of the past.

The ego tells you that seeing lack, fault, or unworthiness in
someone else makes us feel all the more powerful.

LoVe-based thinking states that healing is recognizing the worth in
everything and everybody.

The ego equates judging yourself with healing yourself.

LoVe-based thinking equates loving yourself with healing yourself.

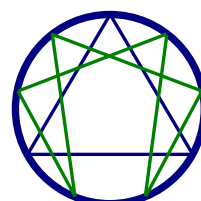
The addictive mind tells you that you are separate and that your
thoughts don't make a difference.

LoVe-based thinking tells you that the most powerful healing force
is a loving and forgiving thought that joins everyone.

Lee Jampolsky



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TYPE 1: The PERFECTIONIST

Also known as: the Reformer, the Judge, the Critic, the Preacher

"I may have my faults...but being wrong ain't one of them"

Jimmy Hoffa

Inward moving energy anger...of the body

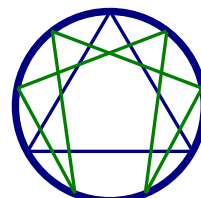
- 1's are motivated by the need to live their life the right way
- Guided by a 'gut' instinct
- Keep a strict control on their anger...
- Anger comes out as resentment
- They like to improve themselves and the world around them
- Have an internal critic...a judging mind

FOCUS OF ATTENTION

- Continual search for perfection...so life rarely measures up
- They are judgemental and critical
- 1's are conscientious and tidy
- They like everything to be in its place
- Meticulous...conscientious people...like to work by the Book...!
- RULES are important to the 1
- 1's are highly irritated by those who break the rules
- As 1's focus on error all the time...they avoid it all costs...and are afraid of making mistakes
- Know what is right and wrong...black and white...no grey areas
- They have high morals and principles...ethics
- 1's are very demanding...but avoid getting angry...seems incorrect...imperfection really annoys them
- 1's say things like ... 'right'...'I must'...'We should'...'ought to'
- They have an overdeveloped conscience...corrective mind
- Their internal correction is like a guided missile
- When a 1 criticizes you...they feel it is good...it shows love and concern...constructive criticism to improve yourself



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- Want continual feedback...to know if you are on the right track
- I's are not aware of their own anger...it gets displaced
- Anger is caused by unmet needs...self-denial generates resentment...like a ticking time bomb
- 1's have an overly developed sense of responsibility
- They emphasize practical values...thrift...honesty...work...effort...self-improvement
- Are highly self-disciplined people
- Can be workaholics...
- A compulsive workload can block out unacceptable feelings

This focus of attention leads to a very rigid stance on life...wanting to live in an ideal world...This makes them highly critical when standards are compromised.

They will not allow themselves to show much emotion. In order to function, I's often need a just cause through which to channel their anger. You can always count on them to get the job done...and done properly. Work always comes before pleasure.



When a 1 becomes irritated with perceived imperfection...they can ruin their lives with too much **ANGER**.

Their judgement of all the wrongs of the world makes them uncompromising and full of resentment. They can often lose their sense of humour...become critical...bending...inflexible...fussy.

The 1 often feels guilty for no apparent reason.

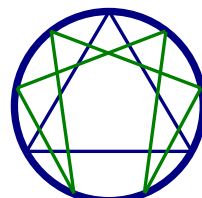
GIFT...is the flip side

When a 1 can accept things as they are...I's will be able to access the gift that they bring to the world...which is ~ **SERENITY**.

So, instead of being perpetually angry, a 1 is able to accept that which cannot be changed. They are then able to channel that 'angry' energy into changing what can be changed.



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BEST QUALITIES

Ethical...Responsible...Reliable...Productive...Helpful...Wise...
Idealistic...Disciplined...Conscientious...Honest...High integrity...
Fair...Helpful...Objective...Able to give constructive criticism...

WORST QUALITIES

Highly critical of self and others...Judgemental...Inflexible...Jealous
...Irritable...Controlling...Obsessive-compulsive...Nit-picking...Uncompromising...Self-righteous...Puritanical...Overly serious...Argumentative...Stubborn...Raging...Worrying

STRESS POINT

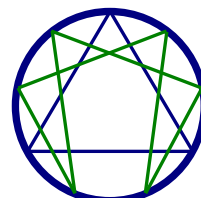
- Take on the emotional side of the 4
- This enables the 1 to be more in touch with their emotions
- It will also allow the 1 to see their own needs
- Can be frustrating as they can see that the ultimate perfection is unavailable...always something missing
- Will often not feel good enough...so have feelings of depression and melancholy



- Takes on the fun-loving side of the 7
- The 1 will become much less critical...more self-accepting
- Are able to let their hair down
- Will be more enthusiastic...optimistic...take life less seriously
- Spontaneity is available and they will plan pleasant activities



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If you know or are in relationship with a 1...it is helpful to...

- Take your share of responsibility...so the 1 doesn't end up doing all the work
- Reassure the 1...they are hard on themselves...tell them that they are ok
- Tell them that you value their advice...even if it sounds critical.
- Gently encourage them to lighten up

If you are a 1...it is helpful to...

- Take time out to do something FUN...for yourself!
- Become aware of what you want...and learn to ask for it
- Try to avoid saying..."I must...I should"...rather say..."I want...I need"
- Take an exercise class...or stress-reducing activity

EXAMPLES OF FAMOUS 1's

- Nelson Mandela
- Margaret Thatcher
- Mary Poppins
- Hillary Clinton
- Queen Victoria
- Gandhi
- Martin Luther

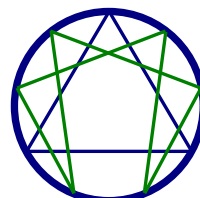


Quote from the sugar packet . . .

"Your life will be happy when you give up the right to be right ... for your right to be happy!"



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Journey Home

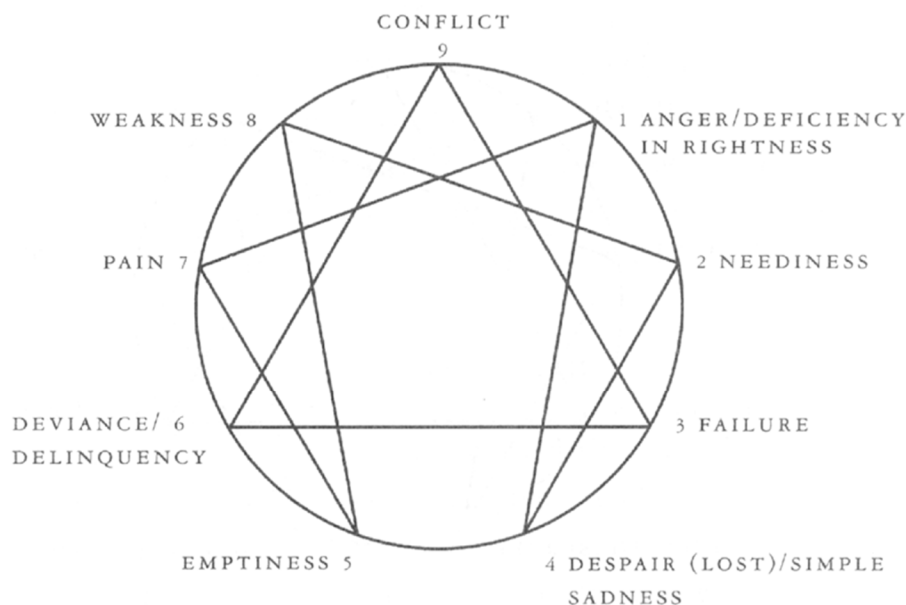
The work of reconnecting with our essential nature is not easy nor is it quick. But for those moved by an inner flame to discover the depths of themselves, it is a necessity. In the words of the thirteenth-century mystical poet Jelaluddin Rumi:

*You've been fearful
of being absorbed in the ground,
or drawn up by the air.*

*Now, your waterbead lets go
and drops into the ocean,
where it came from.*

*It no longer has the form it had,
but it's still water.*

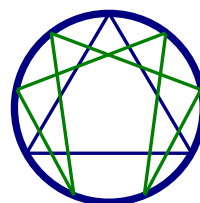
*The essence is the same.
This giving up is not a repenting.
It's a deep honouring of yourself.*



THE ENNEAGRAM OF AVOIDANCES



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TYPE 2: The GIVER

Also known as the Helper, the Caretaker, Self-Sacrificing, the Martyr

What's the point of being alive, If not to take care of other people?

Anon

Outward moving energy of the heart

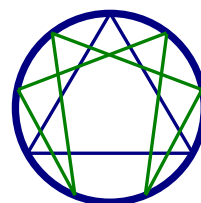
- 2's are motivated by the idea of being helpful
- They will seek approval from others to avoid feeling rejected Kind-hearted people who are helpful, warm and caring

FOCUS OF ATTENTION

- 2's move forward to meet your needs
- They are naturally tuned into what others need...even if they don't know them well
- They take great pride in being needed...have a need to be needed
- 2's like to think that they have no needs themselves..."I don't need anyone, but they all depend on me."
- Make themselves the central figure in other people's lives. Relationships are more important to them than anything else
- 2's make themselves indispensable
- They operate in a give - to - get way ('Indian-giver')
- They have a sense of having many selves to meet the needs of Others...so there is... Confusion between the many selves...'Which one is the real me?'
- Self-presentation will ALTER to whoever the 2 is with...becoming whatever the 2 perceives the other wants them to be...in this way getting the approval
- 2's use flattery to get people to like them
- This is easy for the 2...as they 'feel' what you need from them
- 2's feelings are so enmeshed with yours, that they find it hard to know what they are feeling themselves
- Their own needs are met by meeting others' needs
- 2's need to be in relationship...makes them vulnerable to rejection
- REJECTION feels like DEATH to the 2



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FOCUS OF ATTENTION cont...

- 2's crave intimacy...yet fear it too...it feels stifling...
- They want freedom...and feel confined by their own need to support others...even though they have set up the dependency
- **ANGER** and **HYSTERIA**...are signs that the 2 has unmet needs. Anger comes up when their own needs start to differ from their pleasing behaviour
- It is easy for the 2 to support others...and
- 2's feel it is difficult to ask for their own needs to be met...so **MANIPULATION** is how the 2 gets their needs met

This focus of attention leads to the constant reassurance of love and attention for the 2...through being helpful...kind...and sympathetic.

Givers will **ADAPT** themselves to the important people in their lives...sometimes taking on a completely different persona for each person and relationship.

PASSION or DRIVER

Because 2's want to help at all costs...their lives may be taken over with too much **PRIDE**.

They then lose their own sense of balance, by denying their own needs. They become very charming in order to please others...they are very proud of the fact that they are so helpful.

GIFT...is the flip side

When the 2 can stand back and see objectively what it is that others' need...and wait for them to ask for help...they will still have compassion, but it will have a humble quality.

HUMILITY...is the ability to know what others' need...and for them to see that they get their own needs met by serving others.

This will help the 2 to see that, even though they may not be needed, it does not mean that they are unloved.

BEST QUALITIES

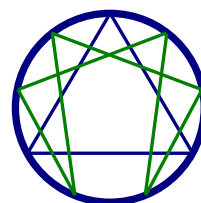
Natural nurturers...Kind...Loving...Warm...Adaptable...Generous...
Playful...Compassionate...Enthusiastic...Light-hearted...Expressive...Empathetic
Friendly...Joyous...Pure...Appreciative...Perceptive...Encouraging

WORST QUALITIES

Hysterical...Possessive...Needy...Insecure...Martyr-like...
Controlling...Insincere...Manipulative...Indirect...Exaggerating...Overly
Accommodating...Sabotaging...Dependent



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STRESS POINT

- Takes on the low side of the 8
- They become domineering...controlling
- They can be spiteful...vindictive...revengeful..."I'll show you just how much you need me!"
- Irritation and distrust arises...which makes the 2 **ANGRY**
- This helps their self-confidence
- Allows them to be more straightforward...honest with themselves

SECURITY

- Take on the high side of the 4
- This allows them to be more in touch with their **OWN NEEDS**
- Also, to express their own needs...including saying 'no'
- They can also accept their painful feelings...anger...sadness...loneliness
- Will be able to express themselves creatively...to do things for themselves
- It helps them to be alone and to look within themselves

If you are a 2...it is helpful to...

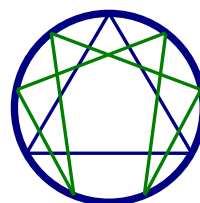
- Take up an activity that is for you...and you only...and do it alone
- Take time out to be alone
- Take notice of your own needs...and learn to ask for what you need...and then allow yourself to receive
- Learn to say 'no' when it is appropriate

If you know or are in a relationship with a 2...it is helpful to...

- Ask me what it is that I need and want
- Take an interest in my problems...even though I will try to focus on yours
- Be gentle if you criticize me...I am very sensitive
- Let me know that I am important and special to you
- Reinforce me if I am assertive and say 'no'...if it is appropriate
- Help me nurture my independent self...even though it is easy to be seduced by...or dependent...on the help that I give



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EXAMPLES OF FAMOUS 2's

- Mother Theresa
- Elizabeth Taylor
- Dolly Parton
- Florence Nightingale
- Lionel Ritchie
- Barry Manilow
- Madonna

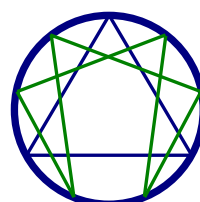


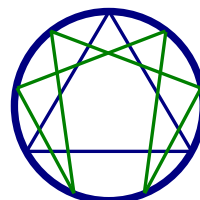
**Your task is not to seek for *LoVe*
But merely to seek & find
All the barriers within yourself
That you have built against it.**

A Course In Miracles



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[illegible]

“Given To”

This quality of compassion – as “giving from the heart,” is expressed in the following lyrics by Ruth Bebermeyer:

*I never feel more given to
than when you take from me —
when you understand the joy I feel
giving to you.
And you know my giving isn't done
to put you in my debt,
but because I want to live the love
I feel for you.*

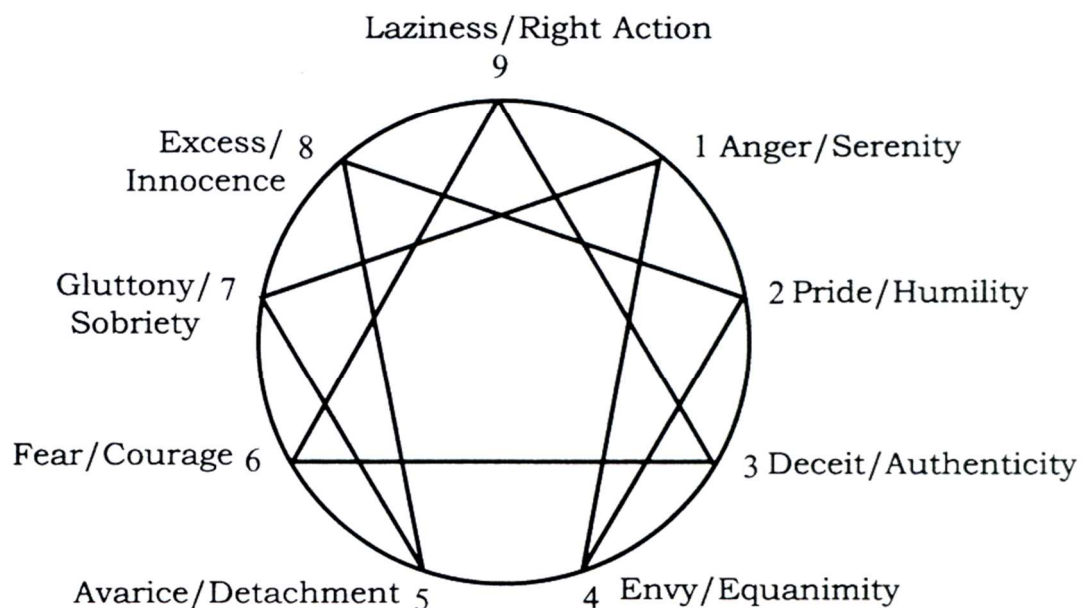
*To receive with grace
may be the greatest giving.
There's no way I can separate
the two.*

*When you give to me,
I give you my receiving.
When you take from me, I feel so
given to.*

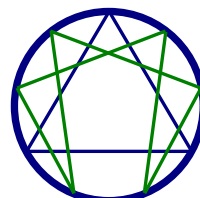
Song “Given To” (1978) by Ruth Bebermeyer from the album, “Given To.”

When we give from the heart, we do so out of a joy that springs forth whenever we willingly enrich another person's life. This kind of giving benefits both the giver and the receiver. The receiver enjoys the gift without worrying about the consequences that accompany gifts given out of fear, guilt, shame, or desire for gain. The giver benefits from the enhanced self-esteem that results when we see our efforts contributing to someone's well-being.

The nine points and the passion/virtue relationship



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TYPE 3: The PERFORMER

Also known as the STATUS-SEEKER, the MOTIVATOR, the ILLUSIONIST, the DECEIVER

'Just do It'



The Core Image Point

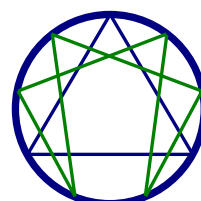
- 3's are image conscious and forget their authentic feelings in favour of a role
- All success is so that they gain love and approval
- Have poor access to an emotional life
- 3's put their heart into their work

FOCUS OF ATTENTION

- 3's are always focused on the goal...the task...the project...the performance...the achievement...the product...efficiency
- Chameleon-like...they will alter their presentation to enhance their effectiveness at getting the job done
- Highly competitive...will only compete when they are sure that they will win FAILURE is an F-word to a 3
- 3's have a happy, confident appearance and are highly energetic
- Can be workaholics
- Are very effective leaders...great sales people...motivators?
- Image is all to the 3...it is very important to project an image of success
- Winning is everything...see their whole life as one big competition
- 3's look to status-symbols for their happiness
- Believed that you are loved for what you do, as opposed to who you are
- Are often confused between their real identity and their job identity, as they believe that they are what they do
- Can change roles and image, shift persona to be whoever you need them to be. 3's are very busy people...down time is usually constructive/goal oriented
- Free time can produce anxiety...so holidays are packed with activity
- Achieving professional success occupies most of their time
- 3's put aside any feelings as they perceive them to be messy and get in the way of the goal



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FOCUS OF ATTENTION cont...

- Even though 3's are heart types, they forget the real feelings in favour of the role that they are playing
- They will 'do' feelings, looking and playing the part

This focus of attention can lead to self-deception and a leadership status...believing in the public self-image.

PASSION or DRIVER

The shadow side of the 3...is **DECEIT**...they deceive themselves that they are their success.

The feeling that comes from this deception is one of VANITY, in which they believe that they have the energy, the motivation, and skills to succeed where others don't.

GIFT...is the flip side

The gift that the 3 brings to the World, is **HONESTY** and **HOPE**.

This means that when they are honest with themselves, they will come to realize that "THIS IS WHO I AM, WHAT I AM and this is ENOUGH!"

They will find love and approval within themselves, instead of constantly looking for it from others.

ENNEAGRAM TEACHER / JOURNEY PRACTITIONER / LIFE COACH

BEST QUALITIES

Visionary...Energetic...Competent...Effective...Optimistic...Friendly...Determined...Good Providers...Motivated...Motivators...Practical...Successful...Responsible...Empowering...Industrious...Enthusiastic...Creative...Great leaders...Efficient...Confident

WORST QUALITIES

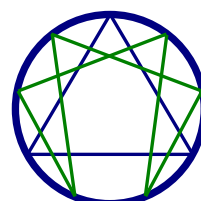
Obsessed with winning...Vain...Self-centred...Pretentious...Deceitful...Exaggerate in order to impress...Superficial...Aggressively competitive...Deceptive...Emotionally inaccessible...Hard-nosed go-getters...A void Failure...Embellishing...Vindictive...Intolerant of perceived incompetence...Impatient

STRESS POINT

- Take on the qualities of the 9
- Ambivalent...indecisive...become lazy...easily distracted from the task...will then lose confidence
- Upside is that they slow down...relax...become more peaceful



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SECURITY

- Take on the high side of 6
- Value what is best for the group...become the **GROUP LEADER**...so they are loyal and co-operative...can be more vulnerable

If you are a 3...it is helpful to...

- STOP and smell the roses occasionally
- Take time out just to Be...no goal
- Stop...ask, "What am I feeling?"
- Ask yourself..."Work or leisure, what matters?"

If you know or are in a relationship with a 3...

- Help them to take time out
- Let them welcome and appreciate their feelings Tell them that you love them just the way they are. Let them know what is really important to you

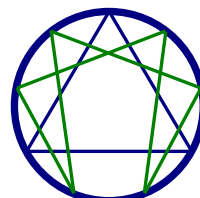


As Noel Coward so eloquently said:

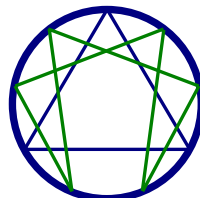
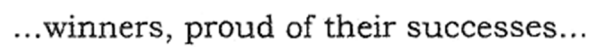
'WORK IS MORE FUN THAN FUN'



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This image shows a blank sheet of white paper with horizontal blue lines. The lines are evenly spaced and run across the width of the page, typical of notebook paper. There are no margins, text, or other markings on the page.



Issues of the HEART/FEELING TYPES:

As a 2 - What *needs* of MINE are not being met?

What has it really cost me to sacrifice myself in order to serve others?

As a 3 - How does it make me feel to have to “do” in order to get respect and validation?

What has it really cost me to always present an image of success?

As a 4 - How has my *emotional sensitivity* created drama in my life?

What has it really cost me to always long for that which I do not have?

Issues of the HEAD/THINKING TYPES:

As a 5 - How has my *fear of exposure* stopped me from connecting with life – how has this trapped me in my own pain? What has it really cost me to withdraw emotionally?

As a 6 - How have *fear, doubt*, and the *need* for security and guarantees affected my life? What has it really cost me to constantly engage in worst-case scenarios and suspicion?

As a 7 - How has it affected others and me when I constantly *need* to distract myself with new options for fun and enjoyment?

What has it really cost me to avoid feeling my true emotions or looking at major issues facing me?

Issues of the BODY/SENSING TYPES:

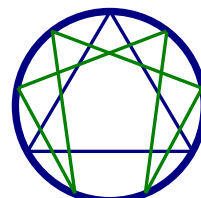
As an 8 - How has my *need* to control, dominate and take responsibility for others affected my life and theirs? What has it really cost me (and others) to always have to be strong and in control?

As a 9 - How has my *fear* of anger and my need to avoid confrontation ruled my life? How do I ‘forget’ myself? What has it really cost me to compromise myself in an effort to always keep the peace?

As a 1 - How has *judgment* and *anger* at others and myself for not getting things perfectly right, affected my life and the lives of those around me? What has it really cost me to constantly strive for perfection?



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TYPE 4: The TRAGIC ROMANTIC

Also known as: 'The Artist, The Connoisseur, The Individualist, The Drama Queen

'One should either be a work of art or wear a work of art'

Oscar Wilde

Inward moving Emotional point

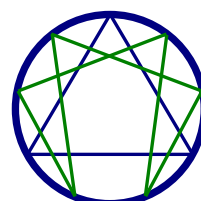
- 4's gain love and approval by being special and unique
- Like to experience their feelings
- Emotionally sensitive
- Search for the meaning of life
- To avoid being ordinary

FOCUS OF ATTENTION

- 4's are always attracted to the unavailable ideal
- "What is missing?"...this is what I long for, especially if it is distant or far away
- Unique individuals, focused on beauty and aesthetics
- Relate in a 'push-pull' kind of way in relationships
- Tend to seek out drama and intensity as a way of 'amping' up an ordinary or boring life
- 4's get impatient with boring...mundane...'run-of-the-mill' routine Emotionally honest...overly sensitive...take things personally 4's love a bit of melancholy and nostalgia...a flavour of longing...especially directed towards the past
- They have wide-ranging emotions...all the notes of the piano
- High highs to low lows
- Search for deeper meaning to life, ritualistic...symbolic meanings 4's feel different, apart from everyone else...no-one will ever be able to understand me
- Deep feelings of shame...sense of unworthiness
- Deeply sensitive to criticism...leads to low self-esteem/worth
- Take things very personally...torment themselves about what others think of them
- 4's feel abandoned...are prone to depression
- 4's envy what others have...grass is always greener on the other side



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FOCUS OF ATTENTION cont...

This focus of attention leads to an emotional sensitivity and depth. The importance that 4's place on emotions gives them enormous creativity. Because of this depth of emotion...4's feel different to others.

Their familiarity with all the different emotions gives them the ability to support others in their pain and suffering...and in times of crisis.

There is a lifelong search for heart connections, which can easily turn to longing and despair when the intensity fades.

4's need warmth; for someone to listen to them, for someone to share their feelings and the intensity of life.

4's often feel uniquely sensitive and special because they suffer from the loss of love.

Their own internal drama can be more 'real' than the Ordinary...everyday...boring mundane...reality of life.

PASSION or DRIVER

The shadow side of the 4 is...**ENVY**. When the 4 allows the feeling of abandonment to dominate...they will often ruin their lives with too much envy. The envy comes from the inability to see that things are perfect just the way they are.

Envy is always focused on something outside of you.

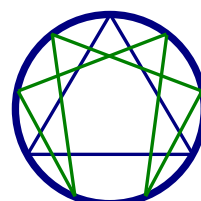
GIFT is the flip side

When the 4 can get their envy under control...and they have learnt to manage their ups and downs...they will be able to get more **BALANCE/EQUANIMITY** in their lives.

Finding this balance, they realize that they have everything that they need, and that they are perfectly fine the way they are.



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BEST QUALITIES

Warm...Empathetic...Caring...Compassionate...Creative...Supportive...
Refined...Expressive...Perceptive...Gentle...Stylish...Intuitive...Witty...Exquisite
Sensitive...Passionate...Empathetic

WORST QUALITIES

Depressive...Temperamental...Moody...Dramatic...Moralistic...Woeful...Morbid...Withdrawn
...Stubborn...Self-absorbed...Highly critical...Emotionally needy
...Wretched...Volatile...Snobbish...Take things personally...Tormented...Melancholic
Manipulative

STRESS POINT

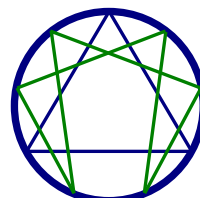
- Takes on the low side of type 2
- Can become highly jealous and possessive
- Try to manipulate others into loving them...thinking that the others love will fill their own emptiness and loneliness
- Deny and repress their own needs
- Become overly dependant
- Possibly become ill in order to get attention or be special
- Does help them to be less self-absorbed and meet others needs

SECURITY

- Takes on the high side of type 1
- Move from heart-based to body-based
- 4' s will become more self-disciplined
- Become more practical...do more problem-solving
- Have ability to use common sense to balance their creative imagination
- Act on their strong ideals and principles
- Will become less controlled by their feelings
- Be more objective
- Be less moody and melancholy
- Be less attracted to flamboyance



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If you are a 4...it is helpful to...

- Notice the qualities that you admire and envy in others and develop them in yourself
- Be specific and direct about what you do and do not want
- Develop good habits of eating...sleeping...exercising and work Focus on the positive aspects of your life
- Be as kind to yourself as you would be to your best friend
- Keep score of the things you have achieved and that have manifested in your life already

If you know or are in relationship with a 4...it is helpful to...

- Be a stable reference point...keep firm boundaries yourself even if they do not like it...do not be sucked into their drama
- Get them to use their enormous creative energy...by dancing...Painting...singing...to help them overcome melancholy
- Pay them a compliment...it means a lot to them
- Be supportive...help them to learn to love and value themselves Respect them for their special gifts of intuition and vision
- DO NOT tell them that they are too sensitive or that they are overreacting!!!
- A 4 really appreciates you telling them that you have understood what they are trying to tell you, even if you disagree

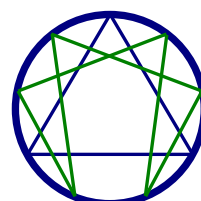
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EXAMPLES OF FAMOUS 4's

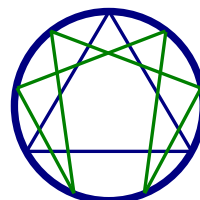
- Johnny Depp
- Beethoven
- Salvador Dali
- Rudolph Nureyev
- Prince



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Elements of Personality Types



Types	Life Script	Special Gift	Shadow Issue	Defence Mechanism	Rejected Transform Element	Addiction	Self-description	Strength Needed	Talk Style	Psychological Disturbance	Virtue
1	Perfection Resentment	Vision of Balance Completion Wisdom	Rage/Wrath	Reaction Formation Sweet Reason	Openly expressed anger	Perfection	"I am right" "I am hardworking"	Patience Tolerance	Preach Teach	Obsessive-compulsive Cleanliness	Wisdom Ethic Integrity
2	Helpfulness Manipulation	Warmth Loving Kindness	Pride Arrogance	Suppression Repression	Attention to own needs	Service	"I am helpful" "I am caring"	Humility Appropriate Self-esteem	Help Advice	Hysteria	Empathy Love
3	Achievement Deceit	Hope Forward Movement	Deceit Image	Identification	Failure	Efficiency	"I am successful" "I am a winner"	Faith Trust	Self-promotion Exaggeration	Workaholic	Future Vision Foresight
4	Excellence Moody Nostalgia	Compassion Mercy	Envy	Introjection Sublimation	The Mundane The Ordinary	Elitism	"I am unique" "I am special"	Contentment Balance	Sad Stories	Depression	Ability to Create
5	Knowledge Withdrawal	Insightfulness Awareness	Avarice Miserliness	Compartmentalisation Isolation	Emptiness	Knowledge	"I know" "I understand"	Non-attachment	Dissertations	Avoidant Personality Schizophrenia	Perception
6	Security Fear Doubt	Care and Concern for Underdog	Fear	Projection	Cowardice Reckless Courage	Security	"I am loyal" "I am careful"	Faith	Authority/Anti-authority Thought	Paranoid	Faithfulness Loyalty
7	Easy Optimism Uneasy Activity	Brings Joy to the World	Idealism Impractical	Rationalisation	Pain Suffering	Gluttony for Experiences	"I see the bright side" "I am fun"	Level-headed Moderation Sobriety	Anecdotes Jokes	Narcissistic Escapist	Joy Delight
8	Self-defined Justice Arrogance	Protective of People	Lust Wanting	Denial	Vulnerability Weakness	Vengeance Settle the Score	"I am powerful" "I am strong"	Trust Dependence	Imperatives	Sociopath	Justice Honour
9	Non-aggression Indecision Indolence	Unity Peacefulness Awareness	Sloth Laziness	Narcotisation Obsessive Thought	Conflict	Indecision Vacillation	"I am easygoing" "I am cool"	Active Love Right Action	Epic Tales	Passive Aggression	Empathy Mediation

TYPE 5: The OBSERVER

Also known as The Expert, the Nerd, the Misfit, the Philosopher, the Hermit

There is so much to learn just by watching

Anon

Inward moving energy of fear...head type

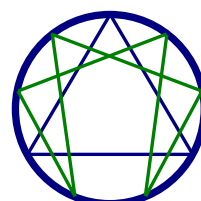
- 5's are motivated by the need to know and understand everything
- Their energy moves directly and privately up into the head
- As a head type...the 5 relates through facts...info...statistics
- Being logical and analytical...makes them feel safe

FOCUS OF ATTENTION

- 5's are on a continual quest to gain knowledge and information
- They feel **avaricious** (greed) for time...space...energy and knowledge
- Feels to a 5 like they never have enough of these things
- 5's are essentially **loners**...who are preoccupied with privacy
- Live their lives like hermits...preferring non-involvement
- They prefer to **observe**...rather than participate
- Watch life from the withdrawn place of outside observer
- 5's are **independent** and **self-sufficient**
- They will tighten their belts...to maintain independence
- 5's are minimalists...they enjoy doing without...make do with **less**
- Thinking often replaces doing
- 5's have trouble expressing their emotions...they will figure out their feelings in their head
- Facts are much safer...feelings are fearful as they are irrational...not logical
- 5's prefer premeditated timeslots for emotional events...this way they can prepare themselves...know what is expected of them



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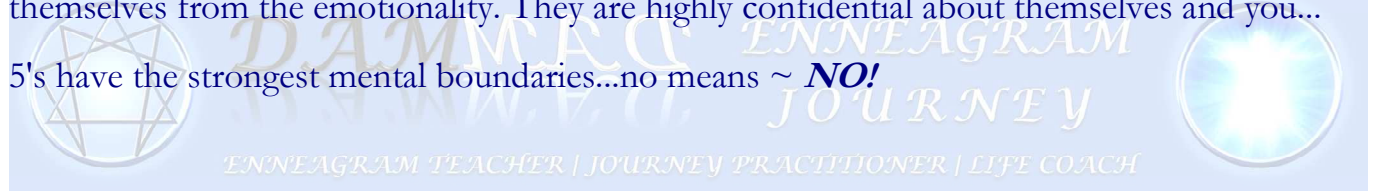
FOCUS OF ATTENTION cont...

- Emotional control is highly valued...will have a delayed reaction...then will allow feelings to surface later when alone
- They do need their privacy to recharge their emotional batteries
- However, tenderness can emerge without the need for words or prolonged personal contact
- Being with others for a long time tires out the 5
- 5's prefer structured events with a known time and agenda.
- **Compartmentalizes life**...like orange segments...work...social...home...friends...keeps all separate
- They like others to be independent - '**Don't expect too much from me, don't need me too much**'

This focus of attention leads to the 5 feeling isolated from the world...and their own part in it. Because 5's are dispassionate, they are able to stay calm in a crisis.

It might seem to others that they are cold and unfeeling, but they are just able to detach themselves from the emotionality. They are highly confidential about themselves and you...

5's have the strongest mental boundaries...no means ~ **NO!**



PASSION or DRIVER

5's feel as if they never have enough time...energy...space...they can ruin their lives with too much...**AVARICE/GREED**. This feeling comes from the fear of never having enough of all these things.

They will protect their time...space...and become entrenched in their intellectual world...wanting to know everything.

GIFT...is the flip side

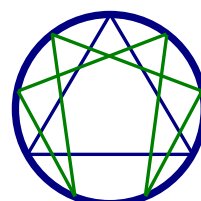
When a 5 works at seeing to their personal growth...that they have to live in the real world...and that they can still keep their private space...they will come to a state of **NON-ATTACHMENT**.

It often seems to the 5 that they are not attached to anything as they are so...detached.

But...they are very attached to their knowledge...their time...their privacy. This non-attachment will only be realized when the 5 accepts and understands that there will always be enough for their needs.



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BEST QUALITIES

Analytical...Wise...Kind...Persevering...Sensitive...Objective...
Sensitive...Calm...Curious...Rational...Perceptive...
Tender Knowledgeable...Confidential...Insightful...Gentle...Focused

WORST QUALITIES

Intellectually Arrogant...Superior...Stingy...Negative...Remote...
Stubborn...Distant...Critical of others...Unassertive...Judgemental...
Withholding...Withdrawn...Cynical...Alienated...Anti-social

STRESS POINT

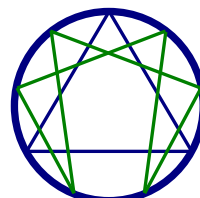
- Take on the scattered energy of the 7
- Will become distracted...confused
- Confusion sets in when they do not have enough time to think things through...especially if there are too many options
- Fear being overwhelmed...will be unable to commit
- Find it hard to decide...become abstract...vague...unable to give a straight answer
- Upside...is that the 5 will experience life more broadly
- Become less self-conscious...spontaneous...fun-loving

SECURITY

- Take on the assertive behaviour of the 8
- They will take charge...be definite...more forthcoming
- It will help them to access their anger...and use their body energy to DO...**move away from thought into ACTION**
- Will become more outspoken
- Helps them to have the courage of their convictions to make things happen



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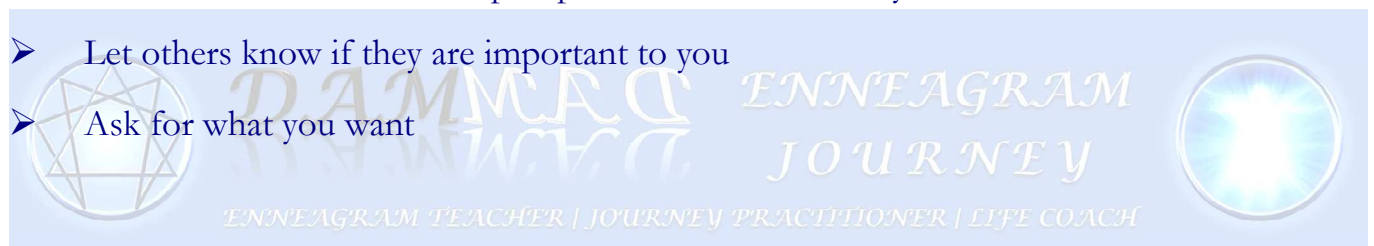


If you know...or are in a relationship with a 5...it is helpful to...

- Speak in a straightforward way
- Remember that the 5 needs time alone
- Don't come on like a bulldozer
- Help me to avoid the things I hate...like loud noise...parties
- Not be invasive or demanding...I will retreat into my shell
- Respect the fact that I do not like to be the centre of attraction
- Respect their independence

If you are a 5...it is helpful to...

- Take a leap of faith...and express yourself more often...start with those with whom you feel safe
- Become more active...take up a sport...or creative activity
- Let others know if they are important to you
- Ask for what you want



EXAMPLES OF FAMOUS 5's

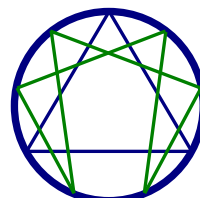
- Steven Hawking
- John Cleese
- Albert Einstein
- Rowan Atkinson
- Yoko Ono
- Meryl Streep

'THE QUIETEST PEOPLE HAVE THE LOUDEST MINDS.'

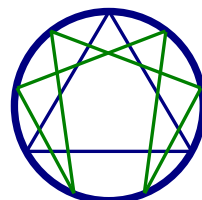
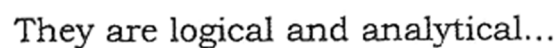
Stephen Hawkin



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This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



HOW TO BEST WORK WITH EACH ENNEAGRAM TYPE

"To get along with me, I need you to. . ."

TYPE ONES:

- ✦ Do what you say you're going to do, and do it right so I don't have to take it on or pick up the slack and then get resentful. Also, be more helpful so I don't have to carry the load.
- ✦ Appreciate how hard I work and how good a job I do. Sometimes you resist me.
- ✦ Pay attention to the details. And be proactive, look to catch the mistakes so I don't have to.

TYPE TWOS:

- ✦ Appreciate all the special things I do for you. And give back. Ask me what I would like.
- ✦ When you must criticize me, be sensitive. I'm trying to do a good job to please you.
- ✦ Don't take advantage of my good will and support. I can burn-out trying to help.

TYPE THREES:

- ✦ Notice what I do and achieve. Encourage me. Praise is the gas that makes my motor go.
- ✦ Don't slow me down or get in the way. I don't like interruptions, or carrying your load.
- ✦ And do a good job so I can be proud of what we accomplish.

TYPE FOURS:

- ✦ Value and recognize my contribution, my specialness and gifts.
- ✦ Let me be me. And, remember, I need meaningful work to feel committed and alive.
- ✦ Be patient with my tendency to be "sensitive," and encourage me to do reality checks.

TYPE FIVES:

- ✦ Respect my need for privacy/space. I'm uncomfortable engulfed with emotional needs.
- ✦ In working with me, have your facts ready and be objective, straight forward and succinct.
- ✦ Don't dismiss my analysis or ideas. I try to think things out very carefully.

TYPE SIXES:

- ✦ Be clear & honest in communicating with me; ambiguity or any withholding drives me crazy.
- ✦ Don't take it personally when I play devil's advocate. I am great trouble-shooter.
- ✦ Be patient and understanding when I overreact to problems because of my anxiety.

TYPE SEVENS:

- ✦ Don't clip my wings. I need as much freedom as the situation will allow.
- ✦ Lighten up and let's have more fun together. Say something positive.
- ✦ Be patient if I'm not as structured or disciplined as you.

TYPE EIGHTS:

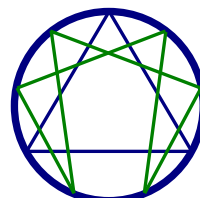
- ✦ Be direct and honest with me. I don't care for playing games.
- ✦ Don't assume my assertive manner is an attack. It simply makes sense to me to be direct.
- ✦ When you disagree, tell me. When I'm wrong, tell me. If you want something, tell me.

TYPE NINES:

- ✦ Be patient with my pace. I work best without constant monitoring and pressure tactics.
- ✦ If you must confront or get a commitment from me, an unpressured discussion gets results.
- ✦ Be sure you really have my attention if it's important. Remember, I need structure. Gently.



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TYPE 6: The DEVILS

Also known as the Loyal Sceptic...the Doubter...the Questioner...

the Team Player...the Hero...the Security-Seeker...

ADVOCATE



"Be prepared"

The Core Head/Fear Point

- 6's are out of touch with their **fear**
- Are motivated by the need for security...and are careful types

Two types of 6's

- **Phobic** 6's are **outwardly fearful** and seek approval
- **Counter phobic** 6's **confront** their fear
- Both aspects can appear in the same person



FOCUS OF ATTENTION

6's **scan the environment** for clues for safety...Looking for the threat and danger

They are highly **suspicious** and always suspect the motives of others...especially that of authority

Suspicious too, of positive regard... "what did you mean by that?" When faced with danger...there are two responses...**FIGHT** or **FLIGHT**...counter-phobic and phobic

6's have authority problems, either submitting to... or rebelling against. Especially suspicious of positive regard/flattery/approval...'what do you mean by that?'

6's are the most **doubting** of all the types...they question everything...sceptical

Say things like...'it depends'...'just in case'...

Because they are head types, facts and **proof** are good for a 6

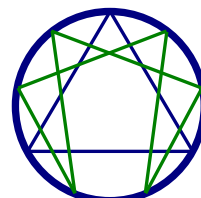
6's ask hard questions to eliminate any doubt

They make great trouble-shooters

As the fear turns to doubt for the 6, they tend to procrastinate which leads to... **ANALYSIS PARALYSIS**...where thinking replaces doing



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FOCUS OF ATTENTION cont...

- 6's tend to worry about all possible disappointments...**pessimists**
- Always imagine the **worst-case scenario**
- They overestimate danger...and will ask for advice...which they will doubt anyway!
- 6's have difficulty with **TRUST**...But when you have their trust...they are the most **LOYAL**...committed...team players
- Relate strongly in an 'us against the world' type of way
- Have a tendency to project their fear onto relationships
- Love feels threatening...leaves them open to exposure...will the love be returned
- 6's expect to be rejected
- 6's distrust success...anxiety peaks with success...success equals exposure to possible attack, so...
- Even though they have high goals...there is often a history of incompleteness
- 6's feel persecuted...so they will always support the underdog...They are the 'Leader of the Opposition'
- 6's have a talent for detecting flaws in an argument...what is left unsaid
- 6's are afraid to recognize their own anger...afraid of others anger

This leaves the six on a constant quest for **predictability**.

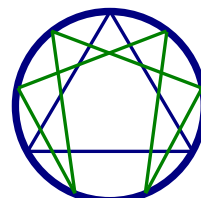
This focus of attention confirms that the **world** is a very **THREATENING** place. It needs to be questioned as it is dangerous out there.

Doubting...checking...testing...6's will see the hidden intentions and underlying motives that can influence people...soOo...

'I HAVE TO BE PREPARED.'



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PASSION or DRIVER

The shadow side of the 6's...**FEAR**. This feeling of fear turns into paralyzing **doubt**...remember the **analysis paralysis**. This doubt can become so paralyzing that the 6 start to question their own common sense. A negative piece of information can cancel out years of positive signals. The mind can be so stuck in this fear that it is hard for the 6 to see that they are building **worst-case scenarios** in their mind.

GIFT...is the flip side



When the 6 can get their doubt under control...they are able to access their gift...which is **COURAGE** and **FAITH**.

Courage is to have enough **trust** in your intuition to rely on it and **act** on it.

Faith is not belief...but a trust from within.

BEST QUALITIES

Loyal...Sociable...Reliable...Competent...Committed...Champion of the underdog...Have fine discriminating minds...Honest...Fair...Practical...Responsible...Supportive...Organised...
Heroic...Caring...Compassionate...High intellect and wit...Faithful



WORST QUALITIES

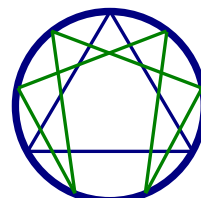
Anxious...paranoid...Controlling...Sceptical...Fearful...Reactive...Doubtful...Inflexible...Slow to trust...Defensive...Rigid...Ambivalent...Suspicious...Hyper-vigilant...Defensive...
Argumentative...Unpredictable...Procrastinating...Judgemental

STRESS POINT

- Takes on the low side of the 3...
- Avoid feeling anxious by keeping themselves very busy...Frenetic
- Reluctant to try anything new...it might fail
- Take on a role or image in order to feel more secure
- Might lie about themselves in order to get ahead
- Can be chameleon-like and say what they think others will want to hear



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SECURITY

- Takes on the high side of the 9...
- Will become calm and relaxed
- Less anxious and questioning
- Will avoid confrontation
- 6's become more trusting of their own authority
- See things from a broader point of view

If you are a 6...it is helpful to...

- Take things at a slower pace, so that you can put possible dangers in perspective
- Focus on yourself, instead of constantly reacting to things outside
- Relate to others without making assumptions
- Nurture the 3 self-confidence...then make decisions and stick to them

If you know or are in relationship with a 6...it is helpful to...

- Take time to listen to them...carefully
- Be direct and clear...put ALL the cards on the table
- Draw their attention to what is working well at the moment
- Reassure them that everything is ok between you
- Don't judge a 6 for their anxiety
- Be reliable in your relationship with them...**DO WHAT YOU SAY YOU ARE GOING TO DO!**
- **Gently** push a 6 towards new experiences
- Try not to react to my overreacting



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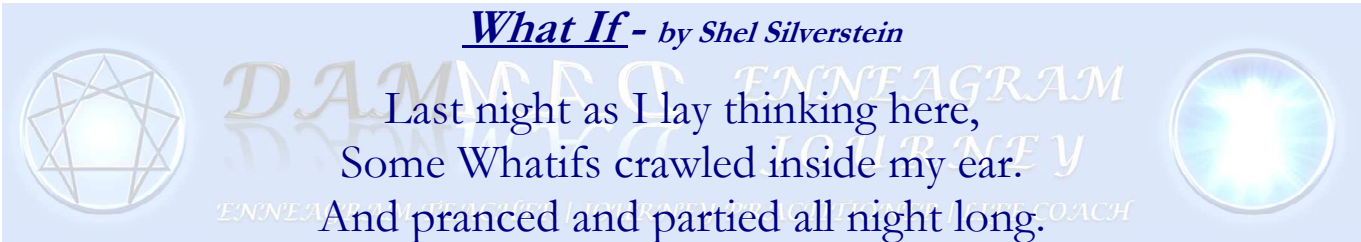
EXAMPLES OF FAMOUS 6's...

- Joan of Arc
- Julia Roberts
- John McEnroe...counter-phobic
- Woody Allen...phobic
- Hitler
- Mohammed Ali
- Everyone in Winnie-the-Pooh
- Dennis the Menace

F . . . E . . . A . . . R

False Evidence Appearing Real

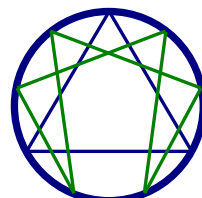
What If - by Shel Silverstein

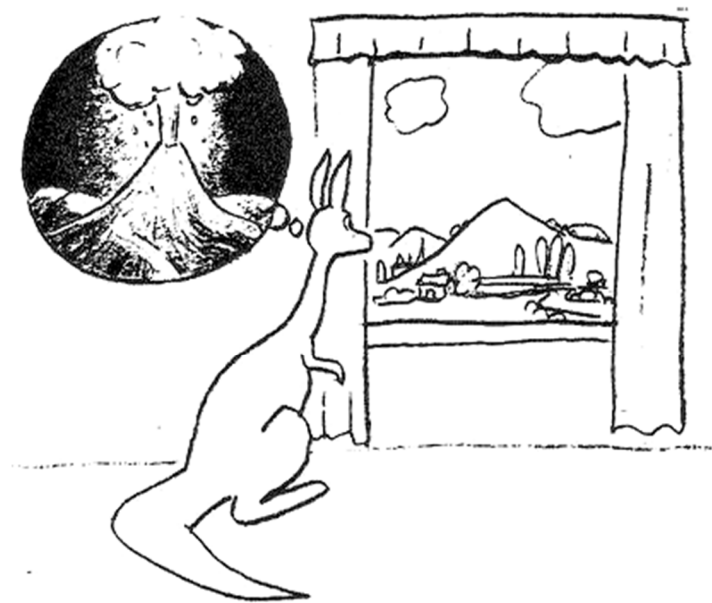


Last night as I lay thinking here,
Some Whatifs crawled inside my ear.
And pranced and partied all night long.
And sang their same old Whatif song:
Whatif I'm dumb in school?
Whatif I get beat up?
Whatif there's poison in my cup?
Whatif I start to cry?
Whatif I get sick and die?
Whatif I flunk that test?
Whatif nobody likes me?
Whatif a bolt of lightning strikes me?
Whatif they start a war?
Whatif my parents get divorced?
Everything seems swell, and then . . .
The night-time Whatifs strike again!



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[illegible]

Walls of Fear

Through your fear you build a wall
to protect your heart, you make it tall
you think you're safe,
but it makes you blind,
freedom here, you will not find

You trap your soul
in your angry mind
there's no peace in there
for you to find

The shame, the sorrow, the fear, the pain, are woven too deep
in your life to explain

Trapped inside yourself you despise
caught in the maze, of deceit and lies,
the choices you make and the way you feel, a kaleidoscope perception that isn't real.

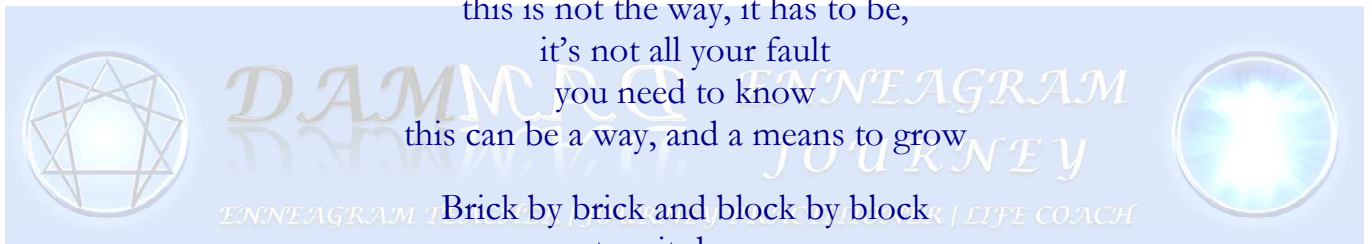
If you look deep inside,
you too can see,
this is not the way, it has to be,
it's not all your fault
you need to know
this can be a way, and a means to grow

Brick by brick and block by block
tear it down,
to solid rock!

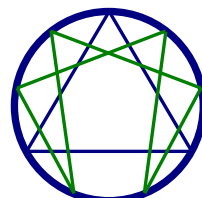
Face your fear, and jump your fence
you must come, to your defence

You must stand strong,
you can stand tall
your castle of darkness,
then will fall!

Make the journey,
you'll find its worth
more than anything
else here on Earth



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TYPE 7: The

Also known as the Enthusiast, The Eternal Teenager, The Adrenalin Junkie,
The Gourmet

EPICURE

'You only live once...make the most of it'

Anon

Outward moving energy of the head/fear

- 7's are motivated by the need to be **HAPPY**
- It is most important to them to have **pleasant activities** planned
- It is essential for a 7 to **avoid pain** and suffering

FOCUS OF ATTENTION

- An epicure is someone who wants to experience and sample ALL that life has to offer... smorgasbord
- Ultimate optimist...like to live on a constant HIGH
- Like to plan new and fabulous things to do and experience...Gluttonous
- 7's need high levels of stimulation, adventure and multiple options of activities
- Enthusiastic...energetic and childlike...the ultimate Peter Pan
- They cannot stand being closed in...
- 7's often have a problem with commitment...mostly of the mind
- Commitment feels like a trap
- They have trouble finishing what they started...get bored and move onto the next exciting thing...project...relationship
- 7's are fear-based people who move forward into friendly contact
- Charm is the first line of defence...'Charm and disarm'
- Great at talking their way out of trouble...avoid conflict by making a joke...to diffuse fear
- 7's avoid pain at all cost...especially emotional pain
- They will replace deep and painful feelings with pleasant alternatives
- Don't want to get into 'negative' emotion...get angry if you insist
- They rationalize everything...escape into mental pleasure...talking...planning...intellectualizing
- 7's equalize authority...and expect recognition...level the playing fields

This focus of attention can lead to a way of relating that systemizes information so that commitments come with loopholes and many options.

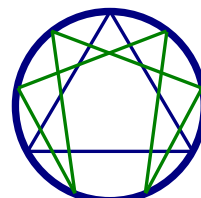
It means that 7's are often perceived as shallow and superficial... as it looks like they are only touching on life.

The 7 is also called 'monkey mind', as they have the fastest mind of all the types.

They are quick to talk and like to play. They like to take on new projects, but rarely follow through. They have a talent for non-linear analysis... remote associations ... and unusual fits.



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PASSION or DRIVER

Because 7's are afraid of being shut in...they can ruin their lives with too much **GLUTTONY**.

Nothing seems to satisfy the 7...they always need more. They are afraid of missing something...so they become gluttons...especially of the mind.

They can't stop eating... laughing... moving onto more pleasures.

GIFT...is the flip side

When the 7 can control this passion...they will still need the pleasure and diversity, but they are able to focus their attention and show **SOBRIETY**.

Sobriety is a state where emotions are centred and integrated.

This will help the 7 to become more realistic and see that life has ups as well as downs...can get to a point where they are able to have long-term commitment...of the mind.

This will give them the pleasure that they seek.



BEST QUALITIES
Enthusiastic...Motivated...Cheerful...Fun- Loving...Spontaneous
Productive...Imaginative...Quick...Confident...Charming...Curious
Humorous...Gregarious...Entertaining...Positive...Energetic
ENNEAGRAM TEACHER | JOURNEY PRACTITIONER | LIFE COACH



WORST QUALITIES

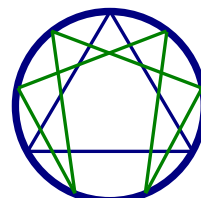
Restless...Self-centred...Unfocused...Impulsive...Manic...Possessive...Non-Committal...
Rebellious...Narcissistic...Opinionated...Self-Destructive...Unreliable...Defensive...Righteous

STRESS POINT

- Take on the low side of 1
- Will get stressed when final boundaries appear...i.e., deadlines or emotional confrontations
- If they feel trapped...will become angry and critical
- Direct this anger at the person that they feel is restricting their freedom
- Become judgemental
- Standards become very high
- Will get irritated or anxious...take themselves more seriously
- Find it difficult to laugh at themselves



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SECURITY

- Takes on the quieter behaviour of the type 5
- Become a lot more introspective and objective
- Will be more sober and slow down
- 7's then take life more seriously...and get taken more seriously
- They will take time and step back...move inward to observe and digest their many experiences
- Take pleasure in spending time alone e.g., fishing

If you are a 7...it is helpful to...

- Accept that just as there is day and night...so life has ups as well as downs
- Realize that your pace is far speedier than most peoples'...and it is hard for the rest of us to keep up with you!!!
- See that quiet time does not mean that you are missing out on something
- Create a healthy eating, exercising plan for yourself. Be in your BODY

If you know or are in relationship with a 7...it is helpful to...

- Help them see that committing yourself does not have to be such a problem
- Be responsible for yourself...7's dislike clingy or needy people Show them that other peoples' values have merits...like focus...and perseverance
- Appreciate their grand visions and listen to their stories

EXAMPLES OF FAMOUS 7's

- Richard Branson
- Jim Carrey
- Robin Williams
- Mozart
- The character of Peter Pan
- Joan Rivers
- Sir Cliff Richard
- David Bowie

(Growing old is inevitable...growing up is optional!)

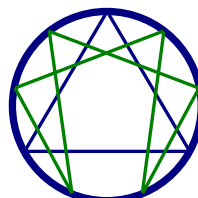
Bumper sticker

There's no doubt that getting older is mandatory, but to mature remains optional!

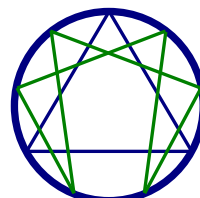
Anonymous



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Mirroring Poem by Mark Roske

Introduction

If there is one fragment of my being that I haven't accepted or forgiven,
I will find that fragment in you.
You will mirror, precisely, that part of me that needs my *LoVe* and attention the most.
"*LoVe* each other as I have *LoVeD* thee".
In *LoVing* all parts of you No Matter What, I am whole and healed.
In *LoVing* all parts of me, I see nothing in you but
the purity and innocence that I am, that WE are.

"Mirroring"

I cannot be better than you,
you cannot be worse than me...
ego dies and we are free.

Beautiful child, Perfect Being,
Let me share what I am seeing.

Mirroring Spirit's sacred song,
above the field of right and wrong.
inseparable, our hearts as one,
sharing breath and sacred Sun.

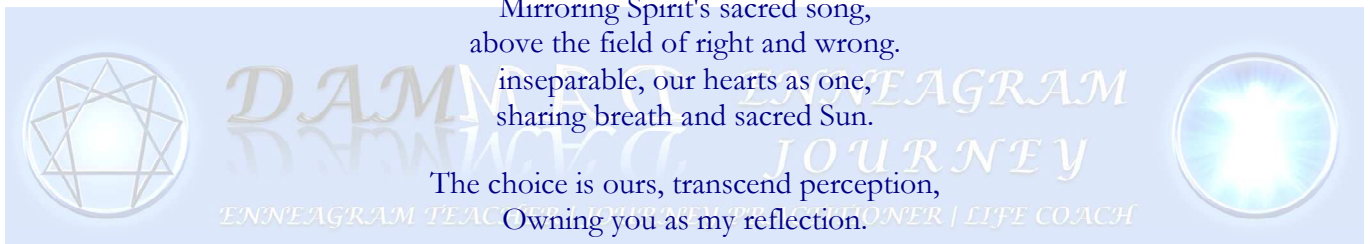
The choice is ours, transcend perception,
Owning you as my reflection.

Layers of pale perception peeled,
a view of a "you" and a "me" is healed.

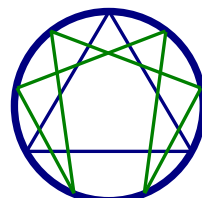
Spinning cells are merged in motion,
droplets in the same vast ocean.

Barriers broken, borders gone,
our simple souls sing one grand song.

Symphonic triumph, our notes get clearer,
Honouring you as my own mirror.



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TYPE 8: The BOSS

Also known as: the Bully, the Dominator, the Asserter, the Warrior, the Leader.

Go BIG or Go HOME!

Outward moving energy anger...of the body

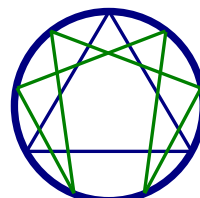
- 8's are motivated by the need to be strong...self-reliant
- They operate from a gut feel
- They avoid appearing weak or dependant.
- 8's like to control situations

FOCUS OF ATTENTION

- 8's give out powerful energy
- They make their own way in life...through their strength
- Control...control...control...this is what the 8 is concerned about...especially possessions and personal space
- Like to be in charge...
- 8's will confront you to test you...what are your motivations?
- They would rather know that you are against them...than you not know where you stand on an issue...always TESTING
- 8's expect you to have an opinion...
- 8's have boundary issues...
- Need to learn the difference between self-defence and aggression...they really come on strong
- 8's have a huge LUST for life...excessive capacity for everything...**too much...too many ...too loud...too long**
- If something feels good to the 8..."let's get more of it!"
- For an 8...it's an **all-or-nothing** approach to life



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FOCUS OF ATTENTION cont...

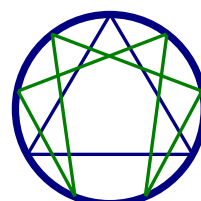
- Things are black and white... right or wrong...fair or unfair...you are either a wizard or a wimp...**extremes**...no middle ground
- 8's are strong people...confident of their own abilities
- They prefer directness...what you see is what you get
- Anger bursts forth easily...but subsides quickly...**volcanic**
- They are not very sensitive to their own feelings or others
- They **deny** their own **vulnerability...theirs and others...**
- 8's wear **BIG** armour to cover up their soft heart...the bigger the energy...the bigger the softness to defend
- Rules are not an easy thing to deal with for an 8...they will impose their own rules
- 8's are strictly anti-authoritarian...don't like others to have control over them
- They are very concerned with justice and power...their own brand of justice...
- It is wise **NEVER** to cross an 8 - their justice will turn to Revenge...an eye for an eye... mafia style...**my way or the highway**. 8's are a tower of strength...when times get tough.
- They are great protectors...use their enormous strength to protect those who are too weak to protect themselves...hugely protective over family...weak...innocent

This focus of attention means that **bored 8's are TROUBLE!!!** They will not submit to a dull evening...they will drop a bomb...or say/do something to liven things up!

8's are well aware of their strength and power and the constructive changes they are able to bring to the world. They are aware that they use their **anger (power)** as an appropriate force in the service of others. They are very assertive people who protect the weak and abused...and are able to speak up for justice.



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PASSION or DRIVER

When 8's are **AFRAID OF APPEARING WEAK/VULNERABILITY**...they are likely to let lust rule their lives. They can become completely excessive in everything...it is a way for the 8 to prove to themselves that they are alive...eat too much...drink too much... the last one at the party. They can also be very arrogant. 8's can fly into rages that make the walls shake!

GIFT...is the flip side

If the 8 is able to use their great strength in gentler ways...they will be able to see **their gift** that they bring to the world...which is **INNOCENCE**.

This is a state where the world is considered a safe place...and where the 8 can let go of their big armour. When they can let go of the excessive need to control...the 8 will be able to accept that there are values other than brute strength. They will then be able to be touched by tenderness.

BEST QUALITIES

Doers...Charismatic...Strong...Magnanimous...Gentle...Assertive...Capable...Responsible...
Great leaders...Direct...Clear...Brave...Protective...Straightforward...Decisive...Authoritative...
Self-confident...Loyal...Energetic...Dynamic...Enterprising...Powerful

WORST QUALITIES

Controlling...Rebellious...Insensitive...Aggressive...Domineering...Clumsy...Inconsiderate...
Arrogant...Demanding...Self-centred... Bullying...Combative...Possessive...Vengeful...Ruthless
Boorish...Bulldozing...Territorial...Excessive

STRESS POINT

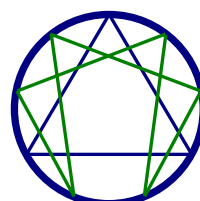
- Take on the quieter side of the 5
- They will withdraw mentally and physically to think things through. This helps them to get some balance...be more objective
- Helps them to cool their fiery temperament

SECURITY POINT

- Take on the caring side of the 2
- Allows them access to the heart energy...nurturing...gentle
- 8's become a lot more loving...also more lovable
- They will become more sensitive to their own feelings
- It allows them to question their harsh use of justice...power...strength...truth



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If you know or are in relationship with an 8...it is helpful to...

- **Stand up for yourself...**8's respect you if you have the courage of your convictions
- Be confident...strong...direct
- Don't gossip about me...or betray my trust
- Give me some space to be alone
- Remember even though I am speaking assertively...don't take it as a personal attack
- When I stomp...scream...curse...remember that is just how I am
- Show me that there are other options than force
- Support me when I reveal softer feelings and vulnerabilities

If you are an 8...it is helpful to...

- Listen to what others say...even if you disagree
- Understand that there is value in other opinions
- Be careful when you are 'direct'...it might be seen as intimidating
- When you get angry...stop...take a few breaths...let it be a reminder to slow down and...
RELAX

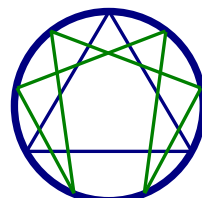
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EXAMPLES OF FAMOUS 8's

- Saddam Hussein
- Henry VIII...started his own religion to legitimize his lust
- Aretha Franklin
- Winston Churchill
- Al Pacino
- Garfield the cat
- Mafia don



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Healing

Healing is a *life-long journey* toward more wholeness - embracing what is most feared.
Healing is opening what has been closed, softening what has been hardened.

You heal when you stop participating in feeling the victim: guilty; needy; worthless; shameful; abandoned; empty; doubting; limited; power-hungry; wronged; etc.

Healing doesn't mean that the other person will change.
It doesn't mean/guarantee they will stop pushing your buttons.
It means that YOU stop your habitual responses to them.

Accept that whatever the other feels or doesn't feel, is ***not really about you***,
that they are just doing what they are doing from their own pain, and that you cannot necessarily change them.

It's actually so freeing to just let the other feel whatever they are going to feel about you. This is not easy but it's possible with *practice*.

- Don't try to change other's feelings – own your own feelings, thoughts/interpretations ... and then your reaction will change automatically.
What is *your stuff* - and what is *their stuff*?
- Just sit with “*what is*” in the present moment. Then ask yourself: What are the *lessons* here for ME? What *gift* is hidden within this for ME?
- Your job is to *become the change* you seek.
- True forgiveness happens after you set free all feelings that have been buried/denied. This letting go brings *forgiveness*, which *heals*.
- Honour each other as *powerful teachers*.
- The game stops *only* when you learn to feel good about yourself, and can start *valuing your time* and energy enough to stop others abusing it.



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TYPE 9: The

Also known as the PEACE-MAKER, the 'COUCH POTATO',
the SAINT, the SELF-NARCOTISER

MEDIATOR

'HASTE MAKES WASTE'

The Core Body/Anger Point

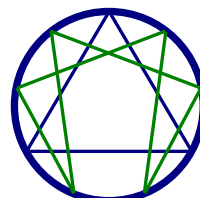
- 9's are out of touch with their anger
- Are motivated by the need to keep the peace
- Merge with others and **AVOID CONFLICT**
- Have a need to control...do this through passive aggression/stubbornness
- Because they are body-based...it must feel right

FOCUS OF ATTENTION

- 9's are focused on other peoples' agendas...like slip-streaming, morph
- Find it very difficult to make decisions...because they can see all sides
- Ambivalent...especially about their own personal decisions
- Decisions are easy when they are not personally loaded i.e., emergencies...financial, political, educational
- Easier for the 9 to know what they don't want, as opposed to what they do
- 9's feel that they are one with the universe
- They will become one energetically with whomever they are with
- 9's dislike being under pressure...prefer living at their own pace
- **ROUTINE**...is very important to the 9...dislike change
- "There's plenty of time...It can wait until tomorrow...Môre is nog n dag - syndrome"
- Can procrastinate - go directly to the head...Analysis paralysis
- Find it very difficult to **say NO**...hard to separate
- 9's delay their anger...fear of separation...which leads to **Passive-aggression...goes stubborn**...'go slow'...'didn't say yes, didn't say no"
- 9's assert control by waiting it out - doing nothing



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FOCUS OF ATTENTION cont...

- 9's are the most trusting of all the types
- Need to set priorities because they become easily distracted
- Need a wake-up call externally to get going
- 9's often say that they feel insignificant like a grain of sand on the beach

This focus of attention allows them to see all sides of a question and then merge with others agendas. Decision-making becomes extremely difficult when all the options seem equally important. **Passive-aggression** replaces constructive confrontation because conflict and saying no may lead to separation and then having to decide for the self.

9's are highly supportive and really 'know' at a gut level what is important to others. Highly stable people, they are really reliable, good-natured people to have around.

PASSION or DRIVER

The shadow side of the 9...is **SLOTH**...they **NARCOTIZE**...when they dull out their own energy using food, TV, alcohol, books, sleep.

This is part of their **self-forgetting**...their self-neglect...they become indifferent...busying themselves with everything and nothing in order for them to forget that they disagree with whatever is going down. It is preferable to keep quiet and not confront.

It is a **deep fear of conflict and separation**.

GIFT...is the flip side

The gift that the 9 brings to the world is, is **RIGHT ACTION/LoVe and UNITY**.

This means that when they can get in touch with their own anger, they will see that it is a very valuable life force.

When they get in touch with themselves, instead of looking to the outside world to tell them what to do, they have the innate ability within themselves to do the right thing.

It also means that they can express an opinion without feeling separate or forgetting themselves. They exist as individuals, and so they are lovable, just as they are.

'I am significant'.



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BEST QUALITIES

Natural mediators...Loving...Appreciating...Peaceful...Kind...Gentle...Supportive...Centred...
Wise...Able to Create Harmony in a group...Empathetic...Non-judgemental...Easy-going...
Caring...Receptive...Mellow...Patient...Open-minded

WORST QUALITIES

Ambivalent...Readily replaces own wishes for others'...Passive aggressive...Loses the self...
Avoiding...Narcotize...Resistant...Stubborn...Unassertive...Defensive...Lazy...Spaces out...
Lethargic...Sleepy...Hazy...Vague...Indecisive...Slothful to themselves...Obsessive Boring...
Accommodating...Belligerent...Procrastinating...Inertia

STRESS POINT

- Takes on the low side of 6
- Becomes very FEARFUL...suspicious...aware of all the threats
- Procrastinate even more as the indecision turns to doubt
- Feels like the only safe thing to do...is to do nothing at all
- Inertia...one foot on the brake because I am always doubting/questioning

SECURITY

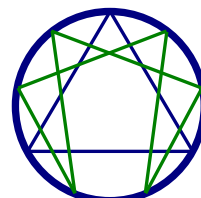
- Takes on the high side of the 3
- With support the 9 gets wings
- Becomes self-motivated...make excellent leaders
- Become energetic...efficient...productive
- Can narrow their focus
- Acquire a lot of self-confidence
- Live less through others and take more control of their lives
- No ulterior motives

If you are a 9...it is helpful to...

- Take the first step to change a situation, instead of hoping that it will change
- Express your opinions and your feelings
- Ask others to join you in your interests, rather than always going along with them



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If you know or are in relationship with a 9...

- Make them tell you what they want to do
- Help them to stay focused on what they said they wanted to do
- Help them to notice their own point of view
- Don't criticize them for being placid or slow to make up their minds
- When they go into a long rambling story...wait it out

EXAMPLES OF FAMOUS 9's...

- Bob Marley
- Dalai Lama
- Grace Kelly
- Pete Sampras
- Ronald Reagan
- Dagwood

Winnie-the-Pooh who said...



ENNEAGRAM
JOURNEY

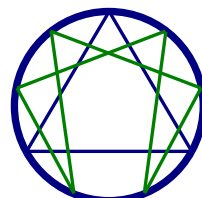
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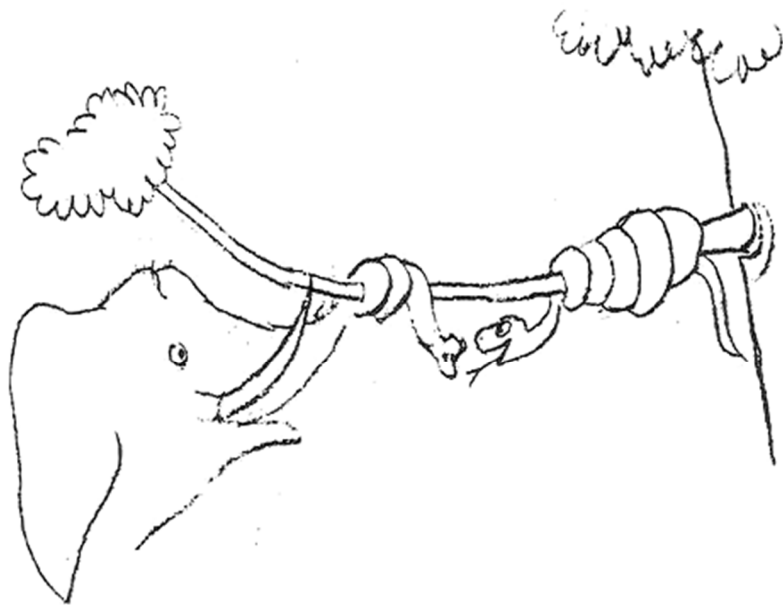
"Sometimes I sits and thinks and sometimes I just sits"



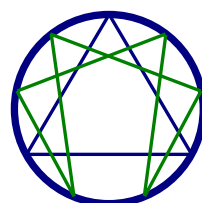
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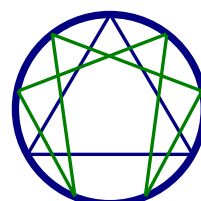


Points to remember

- Energy follows attention, this is a law of physics, so where is my attention focused at any given moment?
- Where do I lose energy?
- Develop an inner observer; can I observe myself in action?
- Self-observation never becomes habitual, like exercise it continually breaks down and falls asleep, I forget!
- Be curious about yourself and have expectations of benefit.
- Identify with and have positive regard and respect for different types, they are NOT a defective version of my own!
- To have rapport, connection, communication and deep communion with another person, you need to drop your own agenda (personality) identify and match energy.
- Genetics May give type, but environment, culture, religion etc. give depth and level of development.
- It is a mistake to categorize types according to compatibility or non-compatibility, your best match in intimate and professional circumstances is a healthy, mature person of any type – in fact a healthy, centred YOU is possibly the most important criteria!
- It is important and consoling to remember that we are not always fixated in a limited view of reality. The compulsion or bias of type is not always in force.
- If you are healthy and mature, you will probably think clearly, act responsibly and respond appropriately most of the time, but when pressure builds the bias of type comes into play and tends to dominate our perception.
- **REALISE YOU ARE NOT YOUR PERSONALITY!!!**
- You are NOT your thoughts and feelings, you HAVE a thought or HAVE a feeling; you are much, MUCH more than a mind-set or an emotion!



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What to Do When You Have Discovered Your Type

Introduction

This section is divided into 2 main parts. All of the information and exercises in the first part apply equally to all 9 Enneagram personality types.

Part 1 begins with a breathing and centering exercise. We then describe 5 general Enneagram principles that will aid you in understanding yourself. Finally, we discuss 9 important elements involved in personal and professional development.

Part 2 offers a series of suggested practices that are specific to each personality type. Each practice is tailored to a particular type and provides practical means for pursuing self-development.

Part 1: General Practices & Principles for All Types

The following breathing and centering practice is referred to throughout the rest of this section. It is a key tool that can help you as you undertake the suggested practices for personal and professional development.

Breathing & Centring

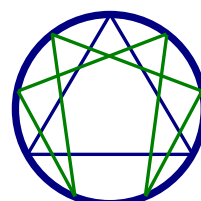
This practice is designed to direct your attention inward, to quiet your mind, and to focus your attention. If you wish, you can tape the steps below and then listen to them as you practice. You can practice these steps for a few minutes or for as long as you like. In the beginning, ten to twenty minutes is optimal. Of course, you can do a breathing practice whenever you need to reduce your reactivity and re-center yourself. When you use the breathing exercise for the practices described later in this section, we suggest you do it for only a few moments.

Steps to Take

1. Sit in a chair with your legs uncrossed and your feet flat on the floor. Close your eyes to help remove your attention from your external surroundings.
2. Put your attention on your breath, and concentrate on it as you breathe in and out. Let your mental state be receptive. Follow your breath, and let your body relax as you breathe. Your breath is a good internal reference point, because it is always there, every moment. And your breath provides a neutral focus, because it has no content or agenda of its own.
3. As you follow your breath in and down, let your breath deepen until it seems to disappear, right into the gravitational center of your body. In this place of grounding deep inside, you have a solid base from which to open your heart and be receptive to yourself and others.
4. When your attention shifts away from your breathing to some thought, feeling, or sensation, just notice it happening. Then let your attention return to your breath. As you continue to follow your breath, you will gradually become free from your ordinary preoccupations and reactions.
5. When you have completed this practice, bring your attention slowly and gently back to your external surroundings. Become aware of yourself sitting in the chair, hear the sounds around you, and open your eyes.



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5 General Principles

Below are 5 general principles related to the Enneagram. Each of the 5 general principles have 3 interrelated components. In learning the principles, it may help you to remember that each principle has 3 parts. Mastering the understanding of these 5 principles can be very empowering to you as you pursue your personal and professional development.

After reading each principle, take a few minutes to consider ways you could use the principle in your life. Then do the daily practices associated with each of these principles.

Principle 1: 3 Laws of Behaviour

1. Wherever your attention goes, your energy follows, rising and falling with the demands of the situation.
2. Managing your attention and energy requires self-observation. The skill of self-observation is essential in order to be able to alter your attention and your energy as desired and, consequently, your behavior, too.
3. Although self-observation becomes easier as you practice it, it never becomes habitual. Self-observation requires continuous practice.

You can observe for yourself that these 3 laws of behavior are correct. These laws are central to managing your personality and are fundamental to giving your personal and work life more meaning and fulfillment. The limiting nature of unmanaged habitual personality reactions often leads to conflict, to suffering, and even to failure in both your personal and professional relationships.

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Practice Using the 3 Laws of Behavior

On the days you do this practice, take a few minutes at the end of the day to review the following questions. Record your responses in a journal, if you like.

- How did I do today at staying aware of where my attention and energy were focused?
- When I reacted automatically to someone or something, was I able to bring back my awareness and redirect my attention and energy?
- How can I practice managing my attention and energy tomorrow?



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Principle 2: 3 Centers of Intelligence

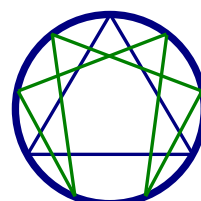
In Western psychology and education, the mind has been elevated to prominence as “the center of intelligence”. Yet there is also an intelligence of the heart (emotional intelligence) and an intelligence of the body (sensations and instincts). All 3 of these intelligences—mind, heart, and body—require ongoing cultivation. Recognizing, developing, and valuing all 3 centers of intelligence are crucial to all of us in reaching a fulfilling life.

In the Enneagram, the inner triangle of types (3, 6, and 9) are the core types of these 3 centers of intelligence. Each core type has 2 adjacent types, or wings, that represent variations on the respective core type. Each core type and its 2 wings constitute a triad. While all types rely to some degree on all 3 centers of intelligence, each of the types relies heavily on 1 of the centers—the heart, the mind, or the body, depending on which triad the type is in. This means, for example, that if your type is in the mental triad (5, 6, 7) you rely more on the Mind Center of intelligence to guide you than on the Heart Center of intelligence or the Body Center of intelligence.

1. *Heart Center* - If you are a Heart Center type—2, 3, or 4—you tend to perceive the world through the filter of emotional intelligence. You are attuned to the mood and feeling state in others, in order to maintain your feeling of connection with them. You depend more than other types upon the approval and recognition of others to support your self-esteem and your feeling of being loved. To assure that you get that approval and recognition, you create an image of yourself that will get others to accept you and see you as special. Of course, not only the Heart Center types but all types depend on emotional intelligence to develop the higher qualities of the Heart Center, such as empathy, understanding, compassion, and loving-kindness.
2. *Head Center* - If you are a Head Center type—5, 6, or 7—you tend to filter the world through the mental faculties. The goals of this strategy are to minimize anxiety, to manage potentially painful situations, and to gain a sense of certainty through the mental processes of analyzing, envisioning, imagining, and planning. Of course, not only the Head Center types but all types depend upon mental intelligence to develop the higher qualities of the Head Center, such as wisdom, knowing, intuition, and thoughtfulness.
3. *Body Center* - If you are a Body Center type—8, 9, or 1—you tend to filter the world through an intelligence of kinesthetic and physical sensations and gut instinct. You use personal position and power to make life be the way you sense it should be. You devise strategies that assure your place in the world and minimize discomfort. Of course, not only the Body Center types but all types depend upon the Body Center of intelligence to be in touch with the energy needed for action, to discern how much power to use in situations, and to supply a sense of being grounded in the world.



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Practice Using the 3 Centers of Intelligence

On the days you do this practice, take a few minutes at the end of the day to reflect on the following questions. Record your responses in a journal, if you like.

- Given my primary center of intelligence, how did I cultivate all 3 centers of intelligence today?
- In what ways did I exemplify the higher qualities of each center of intelligence today?
- Based on my reflection, what higher qualities do I need to cultivate tomorrow?

Principle 3: 3 Life Forces

Knowingly or unknowingly, we all operate from 3 life forces all the time, and all of them are inherent/inborn within us.

1. Active Force - The active force provides the energy for action and expression. All that you do and accomplish in the material world uses the active force. The active force gives expression to your thoughts, feelings, and imagination. Western cultures especially value this force. Sometimes the active force is referred to as the creative, affirming, or positive force, because it makes things happen.
2. Receptive Force - The receptive force takes in, processes, and digests all the stimuli received by your senses. It is vital to understanding and appreciating the world you live in, to communicating effectively, and to taking right action. Western cultures tend to subordinate the receptive force to the active force and even to devalue it. The receptive force is sometimes referred to as the understanding force, because it takes in and digests impressions. It is also referred to as the negative force, because it counters or reacts to the active force. Yet the receptive force is prerequisite to the third force—the reconciling force.
3. Reconciling Force - The reconciling force is the force of consciousness or awareness. It brings your active and receptive forces into correct proportion, into balance and harmony. In this sense, the reconciling force is the master force that you need to develop in order to carry out right action. The reconciling force is sometimes referred to as the preserving, neutralizing, or neutral force, because it has no position per se but balances the other 2 forces and ultimately sustains you.

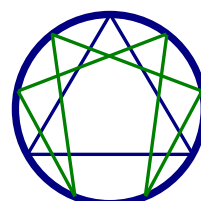
The serenity prayer expresses the central role of these 3 life forces:

“God grant me the courage to change the things that I can change (active force), the serenity to accept the things that I cannot change (receptive force), and the wisdom to know the difference (reconciling force).”

Mastering these 3 forces requires recognizing them and understanding how they interact. You need to use your continuing effort every day to bring the active force and the receptive force into awareness and balance.



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Practice Balancing the 3 Life Forces

On the days you do this practice, take a few minutes at the beginning of the day to become quiet and centered by doing the breathing practice for a few moments. Then repeat to yourself 1 of these 2 statements:

- “Today I will practice being receptive to the communications of others and aware of my own inner experience as a guide to my actions.”
- “Today I will practice being aware of my active force and my receptive force and work at balancing them.”

Periodically throughout the day, reflect on the statement you chose to repeat to yourself. We suggest you alternate between these 2 statements from day to day.

Principle 4: 3 Survival Behaviors: The Personality Subtypes

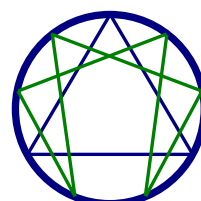
Human evolution requires 3 basic survival behaviors, referred to in the Enneagram as subtypes: the self-preservation subtype, the social, or group, subtype, and the one-to-one, or intimate, subtype. Because these are survival behaviours, each Enneagram personality type includes all 3 subtypes. Although you manifest all 3 subtypes to some degree, you usually express 1 of these 3 subtypes more than the other 2.

1. Self-Preservation Subtype - Your attention and energy go to issues related to personal survival, such as safety, security, comfort, protection, and adequate basic resources.
2. Social Subtype - Your attention and energy go to issues related to your community and group membership, such as role, status, social acceptance, belonging, participation, and fellowship.
3. One-to-One Subtype - Your attention and energy go to issues related to intimate relationships, such as bonding with special others, sexual intimacy, attractiveness, closeness, union, and merging.

It is important to become aware of these 3 subtypes operating in your life and how they often drive your behavior. 1 goal of this awareness is to balance your own subtype preoccupations appropriately so that none dominates your life. Another goal of this awareness is to be able to accept differences between you and others. Without the awareness of the influence of these subtype preoccupations, you can experience an imbalance in what your energy is devoted to, and you can experience misunderstandings and conflict with others whose preoccupation differs from yours.



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Practice Developing Subtype Awareness

On the days you do this practice, set aside a few minutes to reflect on the following questions about subtype behaviors. Remember that all 3 subtype behaviors are present in our lives. Record your responses in a journal, if you like.

- How do the self-preservation, social, and one-to-one subtypes manifest themselves in my life, and which 1 tends to dominate?
- How does my subtype preoccupation cause difficulty in my relationships, and how does it benefit them?
- What do I need to do, or stop doing, to bring balance into my life with respect to the subtypes?

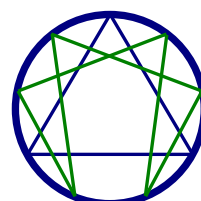
Principle 5: 3 Levels of Knowing & Learning

We all have 3 interrelated ways of knowing and learning, and it is useful to be able to distinguish among them. Although the higher levels are more advanced and require more skill, each way has value.

1. **Knowing Based on Your Habit of Mind: Incremental Learning.** This level of knowing and learning is based on your personality type and is determined largely by the core beliefs and the attentional style of your type. This level of learning occurs almost automatically through the 5 senses. It requires little personal awareness because it is based on the habitual thoughts, feelings, and sensations of your type. Once you have identified your personality type, you can use a number of different strategies to promote your personal growth. See the Personal Development section of the Type Description pages for a list of these strategies.
2. **Knowing Based on Conscious Awareness: Reconstructive Learning.** This level of knowing and learning requires you to consciously observe your thoughts, feelings, and sensations. Maintaining awareness of the biases generated by your type's core beliefs, coping strategy, and attentional style gives you choice. This level of knowing involves questioning and reflecting on your usual assumptions and replacing your automatic reactions with consciously and deliberately made choices. To work at this level of knowing and learning, you need to internalize both the material on the Type Description pages and the general and specific practices in this section of the book.
3. **Direct Knowing: Transformational Learning.** The third level of knowing and learning harnesses the specific energy of your type and uses it as a transforming agent to transcend your type and its core beliefs, strategy, and attentional style. Direct knowing is based on a level of awareness that allows action to precede, not follow, the usual thoughts, feelings, and sensations of your type. Direct knowing, or transformational learning, requires you to be willing to experience your life from a perspective that is not based on a fixed position or identity. It requires you to take an openly receptive stance, where personality biases drop away. From this stance, your intellectual curiosity and emotional openness enable you to experience life directly without the distortion or bias of your type. The Enneagram provides you with specific ways to pursue this work of transformation. To master this level of knowing and learning is a lifelong endeavor and entirely voluntary. "The ultimate goal of my development" in the Type Description pages as well as the reflection practices in this section provide an overview of the transformation tasks.



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Elements of Personal & Professional Development: The 9 Cs

Begin the work of personal and professional development by centering yourself, in order to be able to practice self-observation. Become consciously aware of how your energy follows your habitual placement of attention, what your current preoccupations are, and how your behavior flows from these. Use this awareness to learn to contain your energy rather than discharge it into habitual patterns. Learn to convert your energy into conscious conduct.

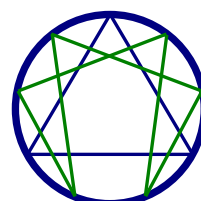
The 9 Cs described below are central to the efficient and effective work of personal and professional development, to wholeness, and to well-being.

1. Center Yourself. Center yourself by practicing the breathing exercise for a few moments.
2. Cultivate Your Consciousness. Cultivate consciousness in yourself by using self-observation to discover what your current preoccupations are.
3. Collect Your Energy. Collect your energy back into yourself, into the gravitational center of your body, when it wants to discharge into habitual reactions.
4. Contain Your Energy. Contain your energy by concentrating your attention on experiencing your feelings instead of discharging your energy in a habitual, type-determined way. Resist the urge to take immediate action.
5. Consider the Meaning of Your Usual Reaction. Consider what your usual automatic response is about by using inner inquiry and self- reflection.
6. Convert Your Energy to Conscious Conduct. Convert your habitual responses into conscious conduct by using your awareness to coach and encourage yourself to try healthier courses of action.
7. Compassion. Manifest compassion by adopting a kind and caring attitude toward yourself and others.
8. Consequences. Consider the consequences, or effects, of your conscious conduct by noticing the impact of your behavior on yourself and on others.
9. Clarity. Gain clarity about the process of personal and professional development by reflecting upon and internalizing the previous 8 elements of development.

You can use this 9 step process regardless of your particular personality type simply by focusing on the issues and dilemmas associated with your type. When you have difficulty with a particular step, put more attention into mastering that step.



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Part 2: Specific Practices for Each Type

For each of the 9 personality types, you will find 4 specific practices. These practices provide you with opportunities to become more aware of how your personality functions, to take action to change your habitual behavior, to preview and review your progress in self-development, and to reflect on the ultimate goal of your development.

Practice Awareness - This practice builds your self-observer and focuses on a key aspect of your type.

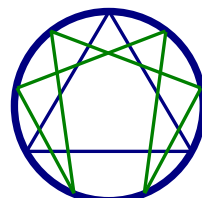
Practice Taking Action - This practice focuses on changing a habitual behavior associated with your type.

Practice Previewing and Reviewing Your Progress - This practice gives you the opportunity to work on the central issue of your type. This is perhaps the most important practice for personal and professional development.

Practice Reflecting - This practice leads you to reclaim the fundamental principle associated with your type and to pursue the ultimate task of self-development of your type.



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Practices for the Perfectionist (Type 1)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to the dominance of your inner critic and its incessant demands. Stop several times a day for a minute or so to consider the following questions:

- How have I been judging myself and others?
- How constantly present has the voice of judgment been?
- How has my inner critic made me feel?
- In what ways has my inner critic been affecting my behavior?

Practice Taking Action

Recall that Perfectionists tend to be dominated by the dictates of their inner critic to always do what is correct and responsible. Consequently, they end up suppressing their personal needs and their natural desires for pleasure.

So, each day consciously and deliberately include time for personal needs, natural desires, and pleasurable activities, at least some of which have nothing to do with self-improvement. Schedule inviolate time for these activities.

Notice when internal resistance comes up to doing enjoyable things. Use this resistance as a signal to go ahead and do them.

To check the value of this practice for you, notice if you are experiencing more balance of work and pleasure in your life. Remember that Perfectionists can get so driven by responsibility and by doing work before pleasure that they never get to the pleasure.

Practice Previewing and Reviewing Your Progress

Preview:

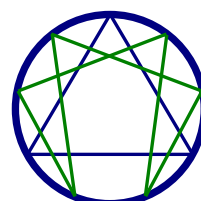
When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice accepting my own and others' mistakes and errors as part of the natural flow of life. I will practice appreciating different points of view, different values, and different ways of doing things. I can do this by releasing resentments when they arise and practicing forgiveness. I will try to bring a sense of harmony and balance between work and pleasure into my life today.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart,

- How did I do today at accepting mistakes and errors?
- At appreciating differences?
- At forgiving?
- At experiencing a sense of harmony and balance between work and pleasure?

Use what you learn from this review to guide your thoughts and actions for tomorrow.

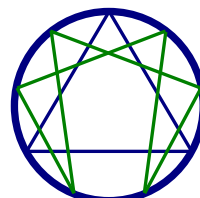
Practice Reflecting

At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Perfectionists. A natural outdoor setting is an ideal place to do this.

The fundamental principle Perfectionists lose sight of and need to regain is that we are all 1 and we are perfect as we are. Therefore, the ultimate task for Perfectionists is to reclaim perfection by regaining a sense that life is good as it is, not divided into right and wrong as Perfectionists perceive it to be. This ultimate task is more easily accomplished when you accept differences and mistakes, experience compassion and forgiveness toward yourself and others, and allow yourself time to relax and enjoy life. Then explore what adopting these truths would mean to your life.



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Practices for the Giver (Type 2)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to how much your attention and energy go to others' needs and feelings. Stop several times a day for a minute or so to consider the following questions:

- How much of my attention and energy have gone into responding to others' wants, needs, and feelings?
- How much of my time has been absorbed by others' needs?
- What have I done when I've seen that someone or something needs my help?
- In what ways have I been adapting myself to meet others' expectations?

Practice Taking Action

Recall that Givers tend to believe they must fulfill others' needs in order to gain approval and love. So, each day make a conscious effort to ask yourself what you want and need from both yourself and others. Deliberately make your own wants and needs primary. Notice when a feeling of selfishness or guilt comes up to try to stop you from taking care of yourself or from asking for what you need from others. If you notice a rising emotional intensity in yourself, use this feeling as a clue that you are not paying sufficient attention to your own wants and needs.

To check the value of this practice for you, notice if you are really feeling nurtured. Remember that Givers have a powerful tendency to repress their own needs and become absorbed in fulfilling others' needs.

Practice Previewing and Reviewing Your Progress

Preview:

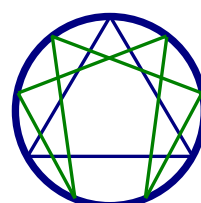
When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice giving and receiving equally, as my own needs and others' needs become apparent to me. I will practice doing this with an open and generous heart. I can do this by taking time to develop my own independence and autonomy, by nurturing my own interests, and by looking out for my own well-being as conscientiously as I look out for the interests and well-being of others.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today in giving and receiving equally?
- How was I in being open and generous toward myself as well as others?
- Did I take time to fulfill my own interests and needs?

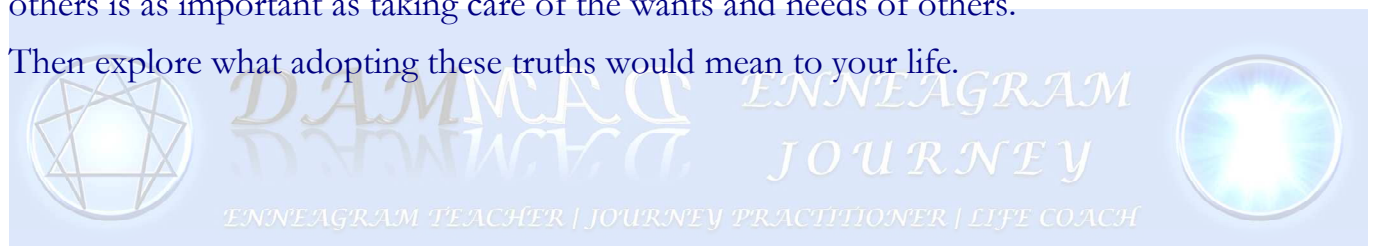
Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

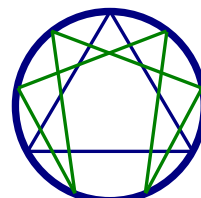
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Givers. A natural outdoor setting is an ideal place to do this.

The fundamental principle Givers lose sight of and need to regain is that everyone's needs are equally and freely met. Therefore, the ultimate task for Givers is to realize that being loved and receiving approval are not dependent on being needed and don't depend on how much you give to others. This ultimate task is more easily accomplished when you realize that paying attention to your own personal wants and needs and receiving what you want and need from others is as important as taking care of the wants and needs of others.

Then explore what adopting these truths would mean to your life.



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Practices for the Performer (Type 3)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to your feelings and your tendency to put them aside in favour of efficient action. Stop several times a day for a minute or so to consider the following questions:

- What feelings have occurred in me since I last stopped to check?
- What tasks have I been putting my energy into when these feelings came up?
- How have I avoided or suspended these feelings?

Practice Taking Action

Recall that Performers often suspend or avoid feelings, because feelings seem to get in the way of efficient action.

So, each day make a conscious effort to moderate your pace at work and in your personal life. Notice your hard-driving energy, your time urgency and impatience, and your preoccupation with things to do. Knowing that your tendency is to do everything fast, stop yourself for a few moments, and breathe deeply and slowly. Let your attention follow your breath into the centre of your body and away from the demands of the world. Then, in this quieter state, determine to practice a more moderate pace.

To check the value of this practice for you, notice if you are taking the time to be aware of your own feelings and to really listen to others. Remember that Performers can get so focused on multiple goals and achieving results that they screen out their own feelings and what others are trying to communicate to them.

Practice Previewing and Reviewing Your Progress

Preview:

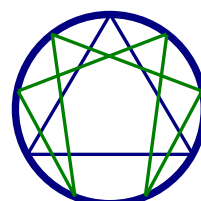
When you first get up in the morning, centre yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice knowing that getting things done is not solely dependent upon my own effort and efficiency. I will practice letting go of constant doing and become more conscious of what I really need to do. I can do this by staying in touch with my feelings and letting them guide me.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today at distinguishing what to let go of and what to accomplish?
- How receptive was I to my real feelings and to maintaining a pace that was in harmony with my feelings?

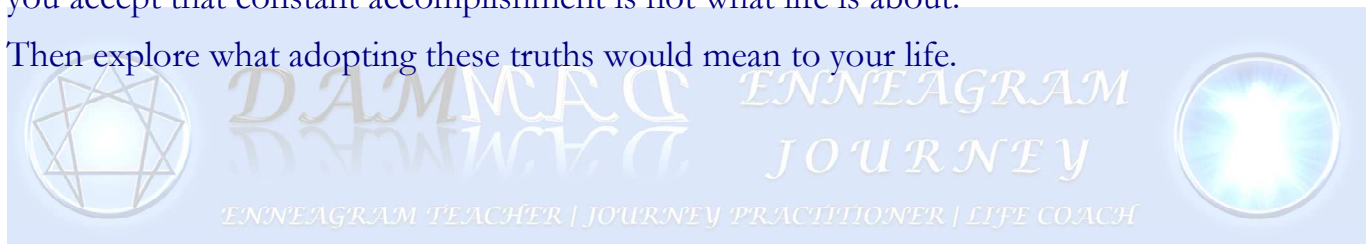
Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

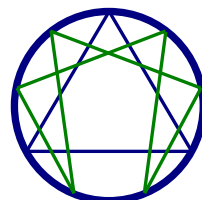
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Performers. A natural outdoor setting is an ideal place to do this.

The fundamental principle Performers lose sight of and need to regain is that everything works and gets done naturally according to universal laws, not simply by the individual efforts of the doer. Therefore, the ultimate task for Performers is to know that recognition and love come from who you are, not from what you do. This ultimate task is more easily accomplished when you accept that constant accomplishment is not what life is about.

Then explore what adopting these truths would mean to your life.



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Practices for the Romantic (Type 4)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to how much time you spend missing and longing for things that feel important but are not present in your life. Stop several times a day for a minute or so to consider the following questions:

- What have I been feeling disappointed about?
- What have I been feeling that there's not enough of in my life?
- How has what seems special or ideal, but not available, been dominating my attention?
- What or who have I been experiencing as just fine and not lacking in any way?

Practice Taking Action

Recall that Romantics often get so absorbed in what would be ideal but is lacking that they tend to miss what is positive about the present. So, each day consciously embrace and appreciate the ordinary experiences of everyday life. Appreciate the little things, such as necessary daily tasks, ordinary encounters with others, and whatever beauty is around you. If you notice your attention drifting away to what is missing or to feeling disappointed with the way things are, use this experience as a signal to return your attention to the present and to make the ordinary meaningful.

To check the value of this practice for you, notice if you are experiencing the present as more fulfilling and less disappointing. Remember that Romantics, because their attention is absorbed in past and future ideals, often fail to appreciate much of ordinary everyday life.

Practice Previewing and Reviewing Your Progress

Preview:

When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice living in emotional balance and sustaining a steady course of action, despite any fluctuating feelings I experience. I can do this by not being swayed by strong emotions or dominated by what is disappointing, and by appreciating what is positive and meaningful in the ordinary flow of life.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today at appreciating what is present and fulfilling in my life rather than lamenting what is absent and disappointing?
- Did I sustain a steady course of action despite fluctuating feelings?
- Did I resist getting absorbed in strong feelings of longing or envy?
- Did I experience more of a sense of wholeness?

Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

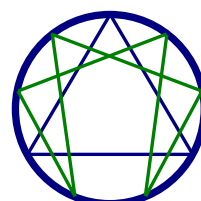
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Romantics. A natural outdoor setting is an ideal place to do this.

The fundamental principle Romantics lose sight of and need to regain is that everyone has a deep and complete connection to all others and all things. Therefore, the ultimate task for Romantics is to realize that a sense of wholeness and love come from appreciating what is already present in the here and now. This ultimate task is more easily accomplished when you realize that feelings of something missing are a consequence of idealizing the past and the future instead of focusing on satisfaction in the present.

Then explore what adopting these truths would mean to your life.



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Practices for the Observer (Type 5)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to your tendency to limit your emotional involvement by detaching from your feelings and disengaging from others. Stop several times a day for a minute or so to consider the following questions:

- How have I been limiting my emotional involvement?
- In what ways have I been avoiding my own and others' feelings?
- When others have expressed their emotions, have I detached and withdrawn into my mind?

Practice Taking Action

Recall that Observers often detach from their feelings and disengage from others because they are concerned that others might intrude upon them and demand too much of them. So, each day make a conscious effort to practice a sense of abundance. Act from the position that there are ample resources and energy. Give more of yourself and take more from the world around you. Observe and counter your tendency to withdraw to conserve energy. Notice when you react by retracting, and use that as a signal to stay present and connected.

To check the value of this practice for you, notice if you are staying more attached to your feelings and more engaged with others rather than reverting to your inclination to withdraw. Remember that a sense of abundance seems counter-instinctive to Observers, who are concerned about scarcity and the depletion of energy in a world they believe takes too much and gives too little.

Practice Previewing and Reviewing Your Progress

Preview:

When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice staying engaged in what is going on around me. I will practice maintaining my connection to others and to my own feelings. I can do this by observing my tendency to retract and disconnect and by counteracting this tendency.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today at keeping myself engaged in the flow of life?
- What did I do to stay connected to others and to my feelings?
- How did I reverse my self-protective tendency to retract and withdraw?

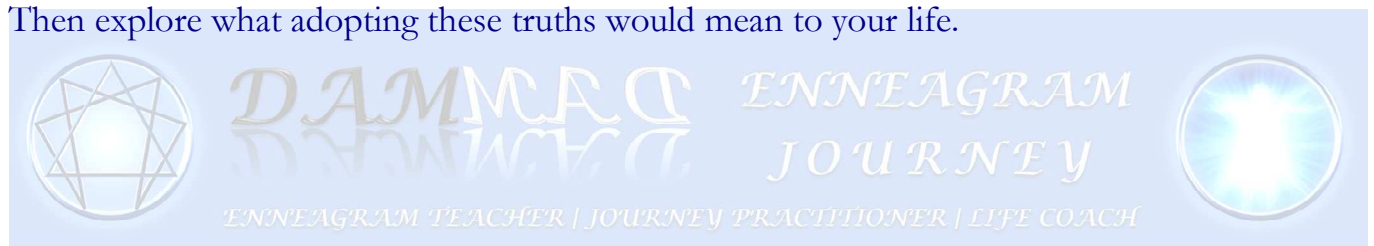
Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

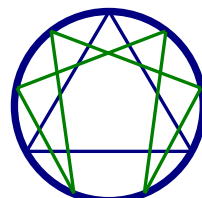
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Observers. A natural outdoor setting is an ideal place to do this.

The fundamental principle Observers lose sight of and need to regain is that there is an ample supply of all the knowledge and energy everyone needs. Therefore, the ultimate task for Observers is to stay engaged in the flow of life, giving and taking freely. This ultimate task is more easily accomplished when you experience the fact that staying connected with your feelings and with others does not deplete you but instead supports you.

Then explore what adopting these truths would mean to your life.



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Practices for the Loyal Sceptic (Type 6)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each

practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to how much your attention and energy go to worst -case scenarios and to selecting information that supports negative,

harmful possibilities. Stop several times a day for a minute or so to consider the following questions:

- What harmful or hazardous outcomes have come to my mind?
- What has felt threatening to me?
- How have I been watchful, wary, cautious, or challenging?
- What self-doubts and worst-case scenarios have been preoccupying me?

Practice Taking Action

Recall that Loyal Sceptics tend to doubt and to fear the worst because of a loss of trust in themselves and others.

So, each day make a conscious effort to take appropriate action despite doubt or fear. Face what seem like hazards; don't avoid them (a phobic response) or challenge them (a counter-phobic response). When you feel apprehensive, anxious, or fearful (phobic) - or tense, hyper, or challenging (counter-phobic) - centre and ground yourself by breathing deeply. Then, move forward into action, reminding yourself that fear does not have to go away before you can act.

To check the value of this practice for you, notice if you are taking appropriate action without having to first dispel fear or excessively test and validate

your course of action. Remember that Loyal Sceptics habitually avoid hazards (a phobic response) or challenge them (a counter -phobic response). As a

way of coping with doubt and fear, Phobic 6s seek security and counter-phobic 6s defy security. Flight and fight are both responses to perceived

danger.



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Practice Previewing and Reviewing Your Progress

Preview:

When you first get up in the morning, centre yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice acting with faith in myself and trust in others, just as a person who already has these qualities would act. I can do this by taking

action before I have proof or certainty about my course of action and by believing in my own resources and abilities.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.

Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today at having faith in myself and having trust in others?
- In what ways did I move forward into action without having to dispel fear or gain certainty about the course of action?
- How well did I steady my attention on what is positive?

Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for

Loyal Sceptics. A natural outdoor setting is an ideal place to do this.

The fundamental principle Loyal Sceptics lose sight of and need to regain is that we all have faith in ourselves, in others, and in the world. Therefore,

the ultimate task for Loyal Sceptics is to trust self and others. This ultimate task is more easily accomplished when you notice your doubt or fear and

calm it, when you move ahead in spite of lingering doubt or fear, and when you accept uncertainty as a natural part of life.

Then explore what adopting these truths would mean to your life.



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Practices for the Epicure (Type 7)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to how much your attention and energy go to planning for pleasurable, positive possibilities. Stop several times a day for a minute or so to consider the following questions:

- How have I been turning my mind to new and interesting activities when faced with something negative?
- How have I circumvented frustrations?
- What various options and opportunities have been absorbing my attention and energy?

Practice Taking Action

Recall that Epicures try to avoid fear, pain, and limitations by generating multiple positive options for themselves to pursue. But Epicures actually limit themselves by habitually steering away from everything that could involve fear or pain. So, each day consciously practice following through on every agreement you have made and on all the responsibilities you have undertaken, despite the pains and frustrations you may experience. Recognize your tendency to escape what feels limiting or negative. Notice how you come up with good reasons and alternatives for getting out of what you don't want to do. Notice when something (like this practice) starts to seem frustrating and limiting to you. Use that as a signal to "hold your feet to the fire"—to continue what you have started.

To check the value of this practice for you, notice if you are fulfilling your agreements and responsibilities more, particularly the 1s you find tedious, frustrating, or unpleasant. Notice how this feels. Remember that Epicures have a strategy of keeping life upbeat and boundless, which makes them susceptible to rationalizing away painful or frustrating responsibilities.

Practice Previewing and Reviewing Your Progress

Preview:

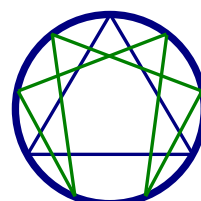
When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself:

"Today I will practice keeping my attention and energy in the present moment, no matter what frustrations and painful feelings life presents to me. I will also practice keeping others in mind, and not just my own agenda. I can do this by accepting all of life in the here and now and by staying aware of my tendency to divert my attention and energy into planning for pleasurable options and future opportunities."

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today at keeping my attention and energy in the present moment?
- How did I do at keeping in mind the wellbeing of others, not just my own well-being?
- How well did I keep my commitment to doing this practice?

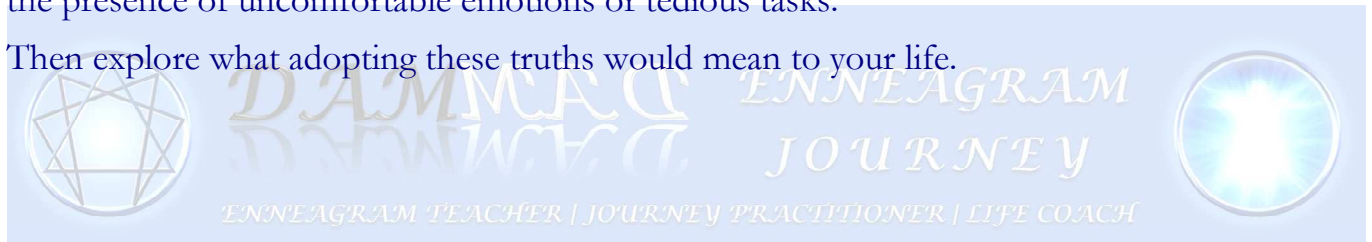
Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

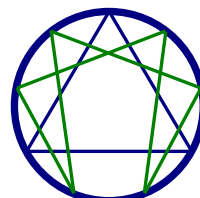
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Epicures. A natural outdoor setting is an ideal place to do this.

The fundamental principle Epicures lose sight of and need to regain is that life is a full spectrum of possibilities to be experienced deeply and with sustained concentration. Therefore, the ultimate task for Epicures is to accept that a complete life contains a spectrum of joy and sorrow, pleasure and pain, opportunity and limitation. This ultimate task is more easily accomplished when you accept all of life in the present moment, staying grounded in spite of the presence of uncomfortable emotions or tedious tasks.

Then explore what adopting these truths would mean to your life.



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Practices for the Protector (Type 8)

We recommend that you begin by choosing just 1 practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

Pay particular attention to both the positive and negative impact of your energy on others. Stop several times a day for a minute or so to consider the following questions:

- How has my energy and the way I express myself been impacting others?
- In what ways have I evoked resistance or confrontation?
- Have I caused anyone to back off from me or withdraw into themselves?
- How have I been excessive?
- Too loud? Too invasive?

Practice Taking Action

Recall that Protectors have a big, forceful energy, which is often experienced by others as excessive, or too much, even when Protectors are holding some of it back. Protectors are often simply unaware that the impact they have may be overwhelming to others. So, each day make a conscious effort to moderate your urge to use direct action to express your desires and your sense of justice and truth. Notice how the urge to express yourself comes from your gut, from your body. Contain your initial impulse to take direct action while you consider the possible consequences. Ask yourself if a more moderate approach would be better.

To check the value of this practice for you, notice if you are respecting others' boundaries and positions. Remember that Protectors take an all-or-nothing approach to relating to others, which makes it difficult for them to be moderate.

Practice Previewing and Reviewing Your Progress

Preview:

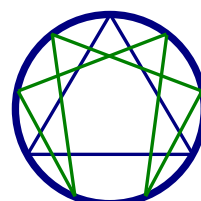
When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself:

“Today I will practice coming to each situation more open to others' different positions and different energy. I will practice being more aware and accepting of my own natural vulnerabilities and tender feelings. I can do this by recognizing that my denial of my vulnerability and of my softer feelings is a deeply embedded habit that doesn't serve me well.”

When you do this practice, adopt the stance that the changes you are previewing are already true about you.



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Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart:

- How did I do today in approaching each situation open to others' different positions and energy?
- How was I at accepting my own natural vulnerabilities and tender feelings?

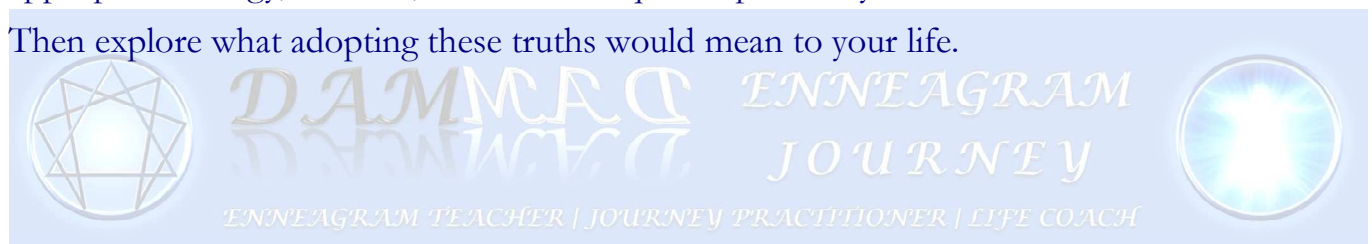
Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

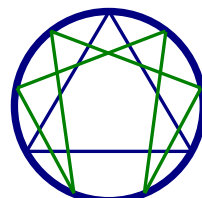
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Protectors. A natural outdoor setting is an ideal place to do this.

The fundamental principle Protectors lose sight of and need to regain is that we are all innocent and without guile, and we can all sense the truth. Therefore, the ultimate task for Protectors is to reclaim the original innocence of coming to each situation without prejudging it or overpowering it and to realize that truth flows from universal laws, not from personal views. This ultimate task is more easily accomplished when you approach each situation with an appropriate energy, or force, and with an equal respect for yourself and others.

Then explore what adopting these truths would mean to your life.



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Practices for the Mediator (Type Nine)

We recommend that you begin by choosing just one practice to work on before you move on to the others. It may take you a week or more with each practice to experience a sense of progress. You might find it helpful to keep a journal to record your daily responses to these practices.

Practice Awareness

- Pay particular attention to how much your attention and energy gets pulled by and then dispersed into the many claims made upon you, leading to indecisiveness and over accommodation. Stop several times a day for a minute or so to consider the following questions:
- How have all the people and things around me been pulling at and competing for my attention? How indecisive have I been? In what ways have I gone along with others' agendas and plans? In what ways have I been sidetracked into secondary priorities or inessentials?

Practice Taking Action

Recall that Mediators tend to have their attention pulled by everything around them, which allows them to blend in and feel a sense of belonging. This sense of belonging gives Mediators a sense of their importance, which they have forgotten.

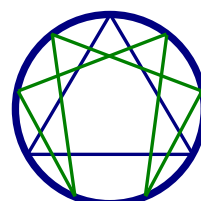
So, each day make a conscious effort to place your attention on what is important to you and to use your energy for your own priorities, despite the discomfort or conflict that might arise from doing this.

Notice that discomfort gets experienced as an uneasiness in your gut. Be aware that going along with others' agendas and diverting your attention to small pleasures or secondary tasks reduces the discomfort. Do your best to avoid these coping strategies, to hold your ground, to acknowledge your importance as an individual, and to express yourself accordingly.

To check the value of this practice for you, notice if you are following your own agenda and if that is helping to restore your sense of your importance as an individual. Evaluate how you are facing potential and actual situations of conflict or discomfort. Remember that Mediators tend to avoid conflict and seek comfort as a strategy for coping with the belief that their own priorities and opinions are not important.



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Practice Previewing and Reviewing Your Progress

Preview:

When you first get up in the morning, center yourself by practicing the breathing exercise for a few moments. Then say to yourself,

Today I will practice loving myself in a way equal to how I love others. I will practice appreciating my good qualities. When I need to make a decision, I will try to treat my own opinion as being as important as the opinion of others. I can do this by setting my own personal priorities and by respecting my own limits and boundaries.

When you do this practice, adopt the stance that the changes you are previewing are already true about you.

Review:

In the evening, take a few minutes to review your progress today. Ask yourself with an open mind and heart,

- In what ways did I express self-love and self-regard today? How did I respect my own limits and boundaries? How did I do in setting and carrying out my own personal priorities? Did I treat myself as equally important as others?

Use what you learn from this review to guide your thoughts and actions for tomorrow.

Practice Reflecting

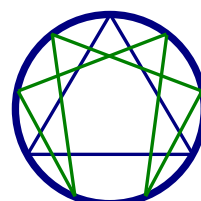
At least once a week, take a few minutes in a quiet place to reflect upon and contemplate both the fundamental principle and the ultimate task for Mediators. A natural outdoor setting is an ideal place to do this.

The fundamental principle Mediators lose sight of and need to regain is that everyone belongs equally in a state of unconditional LoVe and union. Therefore, the ultimate task for Mediators is to reclaim unconditional self-love and a sense of importance equal to others. This ultimate task is more easily accomplished when you pay attention to your own position and priorities and when you act in ways that are essential to your own well-being and to the well-being of others.

Then explore what adopting these truths would mean to your life.



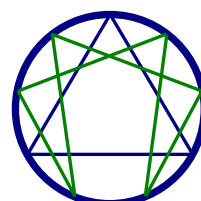
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Map of Consciousness					
God-view	Life-view	Level	Log	Emotion	Process
Self	Is	Enlightenment	700-1,000	Ineffable	Pure Consciousness
All-Being	Perfect	Peace	600	Bliss	Illumination
One	Complete	Joy	540	Serenity	Transfiguration
Loving	Benign	Love	500	Reverence	Revelation
Wise	Meaningful	Reason	400	Understanding	Abstraction
Merciful	Harmonious	Acceptance	350	Forgiveness	Transcendence
Inspiring	Hopeful	Willingness	310	Optimism	Intention
Enabling	Satisfactory	Neutrality	250	Trust	Release
Permitting	Feasible	Courage	200	Affirmation	Empowerment
Indifferent	Demanding	Pride	175	Scorn	Inflation
Vengeful	Antagonistic	Anger	150	Hate	Aggression
Denying	Disappointing	Desire	125	Craving	Enslavement
Punitive	Frightening	Fear	100	Anxiety	Withdrawal
Disdainful	Tragic	Grief	75	Regret	Despondency
Condemning	Hopeless	Apathy	50	Despair	Abdication
Vindictive	Evil	Guilt	30	Blame	Destruction
Despising	Miserable	Shame	20	Humiliation	Elimination



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What Will Matter?

by Michael Josephson

Ready or not, some day it will all come to an end.

There will be no more sunrises, no minutes, hours or days.
All the things you collected, whether treasured or forgotten
will pass to someone else.

Your wealth, fame and temporal power will shrivel to irrelevance.
It will not matter what you owned or what you were owed.
Your grudges, resentments, frustrations
and jealousies will finally disappear.
So too, your hopes, ambitions, plans and to-do lists will expire.
The wins and losses that once seemed so important will fade away.

It won't matter where you came from
or what side of the tracks you lived on at the end.
It won't matter whether you were beautiful or brilliant.
Even your gender and skin color will be irrelevant.

So, what will matter?
How will the value of your days be measured?

What will matter is not what you bought
but what you built, not what you got but what you gave.

What will matter is not your success
but your significance.

What will matter is not what you learned
but what you taught.

What will matter is every act of integrity,
compassion, courage, or sacrifice
that enriched, empowered or encouraged others
to emulate your example.

What will matter is not your competence
but your character.

What will matter is not how many people you knew,
but how many will feel a lasting loss when you're gone.

What will matter is not your memories
but the memories that live in those who loved you.

What will matter is how long you will be remembered,
by whom and for what.

Living a life that matters doesn't happen by accident.
It's not a matter of circumstance but of choice.

Choose to LiVe a LiFe That Matters!



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