

**The Enneagram:  
Know Your Type!  
Awaken Your  
Potential!**

by  
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**Energy follows attention.  
Where is your attention?**

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## **Dedication**

This book is dedicated to my wife, Mala and my children, Micah, Rachael and Jessica for their undying love and support while we all continue to thrive on the path to well-being.



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Version 1.1

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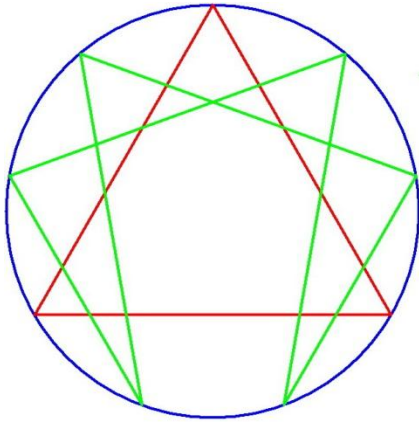
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## **Introduction**

This book was inspired by many years of work on the enneagram in general and personality and potential in particular. Our goal is to inspire you to awaken to your own true nature for the benefit of all sentient beings and to bring peace to the world. We understand that all sentient beings want to experience happiness and avoid suffering. Knowing your enneagram type can go a long way to achieving this insight for yourself. During the process, you will develop a sense of compassion for people of all types, as you realize that they also want happiness and to avoid suffering. You will understand their behavior better and strive to serve them in ways you never would have dreamed possible.

## The Enneagram



This nine-sided diagram is called an **enneagram**. The enneagram represents nine personality types and their mental and emotional fixations of attention and preoccupations. Each enneagram type also has strong potentialities that can be developed through awoken your potential exercises. Your type of personality and your potential are divided into separate emotional classifications for the purposes of understanding behavior better and pointing out the strong points of character, which will help you evolve on the path to well-being. By understanding and knowing your type, you are able to recognize when you are acting out of personality concerns which make you tense, uptight, and full of stress. When you behave in this manner, you feel uncomfortable, yet it is usually out of the habitual patterns of your type. The breaking of these habitual attentional patterns requires considerable effort, resolve, desire, and focus on your inner processes. It is not always easy to do, but there are exercises to awaken your potential and self-observation that can make a difference.

The best place to start is to visit <http://yourtype.org>. The personality test found there can help determine your type and provide guidance on how you can learn about yourself and life through your type. You should now take this test and the return here to continue reading. If you have already taken the test, please continue.

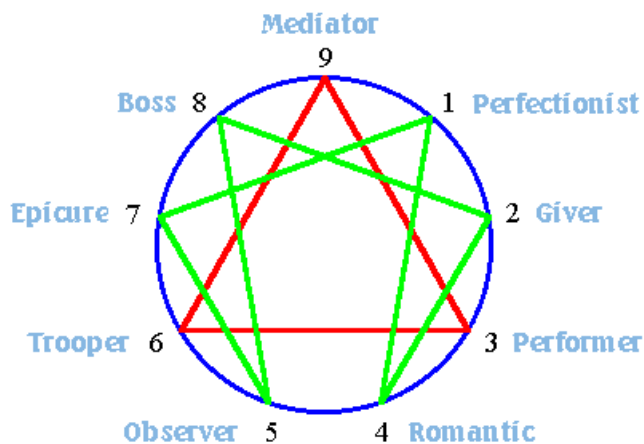
In addition, the higher aspects of your type as well as you essential qualities can help you understand your potential and higher possible outcomes and perhaps clarify your spiritual goals.

What is so valuable in this work is that knowing your type gives insight into your habitual ways of reacting to your environment, and provides a check list of concerns that allow you to focus in on what causes your breakdowns, and gives answers to the question, "Where did I go wrong?" Knowing the type of each person in your circle fosters caring and compassion for the problems that other members of your circle are facing. In this way, you can speak from the heart, recognize your challenges, and make commitments for personal work.



## The Enneagram of Personality

It is not my purpose to present a detailed description of all of the personality types in this book. Instead, I want to provide a brief description of each type together with appropriate diagrams that help to explain the relationships between them.



### Personality Types

The diagram to the left was adapted from the work of Helen Palmer. It shows the shape of the diagram as well as labeling all of the points with their personality types.

#### Type 1 is the perfectionist

A person of this type is always looking for perfection in oneself and others. They desire things to be just right, and in insisting upon perfection they make excellent managers and project leaders.

When things don't go their way, they tend to react by feeling resentment towards others. Their primary passion is anger, and their chief feature is the continual striving for their idea of how things should be.

#### Type 2 is the giver

A person of this type is looking for love and approval by helping others with the hidden agenda that they will be recognized for all the good they are doing and responded with the love that they crave. Evolved twos can be genuine care takers without regards to their own needs. They take pride in all that they do for people, which is their primary passion. The chief feature of the two is the desire to win love and approval by making themselves indispensable to others.

### Type 3 is the performer

A person of this type is result-oriented and pushes themselves to accomplish tasks and reap the benefits of the good life. Threes are good chameleons, which works both ways to cause them to deceive themselves and others. They make good leaders and accomplish a lot for the benefit of their image. Their primary passion is self-deception, and their chief feature is making things happen that make them look good.

### Type 4 is the romantic

A person of this type is primarily concerned with the intensity of life, especially in relationships. They consider themselves to be very special and are attracted to the sensual and artistic. They can be very supportive in helping friends through painful situations. The primary passion for a four is an attraction to melancholy and the chief feature of a four is his or her preoccupation with longing for things to be other than they are.

### Type 5 is the observer

A person of this type is concerned with privacy and time alone. Indeed, fives tend to observe their experiences and then retreat into the safety of their own space and analyze what they feel. As a result of this preoccupation, they can be fairly talented at envisioning the "big picture" and running major organizations from the back room. Their primary passion is avarice in terms of their time and possessions, and their chief feature is withdrawal from experience.

### Type 6 is the trooper

A person of this type is dynamically involved in many activities, all of which require proper reassurance from those around them. Troopers can be very loyal to the causes they support, so long as their self-doubt and trust issues are handled properly. Their primary passion is fear of everything, for which they keep a constant vigilance. The chief feature of a trooper is doubt that causes them to question everything in their lives over and over again.

### Type 7 is the epicure

A person of this type is constantly on the lookout for fun and pleasure, and is always searching out positive possible alternatives. They like the good

things in life and strive to stay optimistic. Bad results are often reframed into positive outcomes. Their primary passion is gluttony for the good life. Their chief feature is avoiding pain at all costs with lots of pleasant activities.

### Type 8 is the boss

People of this type are dominated by the desire to control and be in charge. They tend to over-do everything in their lives, and as a result, they can often push people's buttons. They like excess and all areas of life: wealth, power, sex, food, drugs, and the like. On the positive side, they make excellent leaders and foster trust in other people to follow them. Their primary passion is lust for all things in life, not just sex! Their chief feature of the eight is its need to dominate and control situations.

### Type 9 is the mediator

A person of this type can see all types of views but doesn't have one of his/her own. As a result, a nine will spend a lot of time doing meaningless tasks or spread out watching TV until all hours of the day or night. Indolence is their primary passion, which makes them indecisive and unwatchful of their own needs. Their chief feature is their self-forgetting nature.

Take a fifteen minute break, fill out the *know your type* test now at <http://yourtype.org>, and then come join us again. If you have already completed the test, please read on!

## Template of Preoccupations

Now we come to the template of preoccupations of the types. In this section I present a list of concerns for each personality type. You may see some of these traits in yourself or someone you are deeply connected with. They certainly will help you discover in what areas your current breakdowns lie in.

### Type 1: The Perfectionist

Enneagram type 1 is known to be critical of themselves and others. They have a tendency for strong self-criticism, and usually have a "top dog" mentality

They judge themselves against their own standards of right and wrong. They even ignore others' standards.

They demonstrate what it means to be correct and responsible. If you need something done, assigning the task to a one will usually work well.

Their preoccupation with perfection compels them to compare themselves with others.

Ones fall into the habit of being "good boy" and "good girl".

In order to achieve perfection, they sometimes procrastinate until they feel that they are right. Being right is extremely important, so they try and try to get it right. They cannot handle failure very well.

This makes them vulnerable to falling into an emotional trap door, which they have difficulty getting out of. They are trapped by their necessity to be right and perfect and at the same time, wanting to be the good person and get results.

Ones like their independence and prefer to have things go their way. They think that virtue is its own reward.

Now get them involved in a righteous cause and they can be real dynamos. They will take on responsibility for large projects and do them exceedingly well. Their fixation on anger makes them productive in these situations.

## Type 2: The Giver

The giver is more concerned with people and relationships than anything else in his or her life. They take pride in what they can do for you, ignoring their own needs. The needs of others come before their own.

This focus of attention on others is characterized by an outstanding ability to selectively merge with people and their problems and concerns. They are able to provide excellent feedback to people in need, and they can easily share in the joys and triumphs of others.

In a similar vein, twos neurotically alter to please everyone. They can present a different personality to their best friends, children and spouse. This manifests in their ability to change in order to please someone and get their love.

Pride is the fixation of the two. They take pride in their ability to meet your needs. This helping of others is also a means of getting affection.

Try to give a gift to a two and you will find that they have a difficult time receiving it. [I know this from personal experience. My wife is a two and it is almost impossible to please her with a gift, especially clothing or jewelry. I have learned to give her massages or restorative yoga classes, instead.]

You have to watch out for a two in case they sell you out for approval from someone important to them.

Twos are the type of people that move towards other people. This is a coping strategy defined by Karen Horney. See points eight and five for the other neurotic coping strategies.

In this way, their attention is on the other and their quest for freedom makes it certain that one person is not enough!

## Type 3: The Performer

Vanity, being the fixation of point three on the enneagram, makes threes over concerned with their image and achievement. They are task oriented and can utilize polyphasic thinking to get a lot of jobs done, and done exceptionally well.

Even their leisure time is task oriented. Trips must be planned to the exact moment and the places they go must be top drawer!

Winning is the only thing that counts. They can become “supermoms” and step on others to get their tasks done.

Their image is all important and it can be real or fantasy. Deluded threes live in this fantasy world where appearances are all important.

Vanity and deceit characterize their feelings, especially when it comes to performance and living for the eyes of others.

#### Type 4: The Romantic

Envy is the fixation of type four on the enneagram. This envy comes from their feeling of loss and longing to have what others have. This gives rise to feelings of depression, melancholy and sadness.

One of the primary characteristics of type four is the intensity of their feelings. They feel everything quite strongly and are attracted to melancholy.

Because of this intensity of feelings, they are masters of empathy and are good around others when others are depressed.

Their deep emotionality gives the appearance of authenticity. This makes them either depressed or active.

Fours are often fashion oriented, and you will see them in all kinds of fancy getups. This provides them with the feeling of being special.

#### Type 5: The Observer

Stinginess is the fixation of point five on the enneagram. This greed is primarily for their strong privacy needs. They like to be in the background and control everything from their ivory tower.

Another aspect of their greed is the reduction of needs, which makes them stingy and hoard what they have.

They feel that other people are intrusive into their space and they want it all for themselves.

This type of avoidance of people is especially noticeable when it comes to small talk and cocktail parties. Fives avoid them like the plague!

The fives seem to relish in their secret lives, all compartmentalized to meet their own needs. This gives them the “moving away” classification on Karen Horney’s scale of coping styles.

Fives use magical thinking to ward off intrusion and disturbances. They often pretend to not hear anything, when in reality, they have heard every word!

In order to maintain their privacy and guard their space, they always prepare for what they have to do.

They keep their knowledge to themselves, especially knowledge about themselves. They have a difficult time sharing themselves with other people.

For fives, the time they spend with their own thoughts is precious. Hanging out with people often distracts them from their favorite activity of acquiring knowledge.

The five likes to stay invisible, so they manage from the back office and let subordinates appear to run the show.

Watch out for those fives, as they are very sensitive to intrusions into their privacy, for which they are constantly scanning.

It is in their private space that they can only begin to feel their feelings, and these are often quite vague.

In a lot of ways, fives are detached people. They don’t meddle in other people’s affairs and don’t feel a need to consume much goods and services.

Because of this, they are self-sufficient, maybe too much so.

They may be hiding behind their fear of feeling things or their fear of being in relationships.

On the positive side, fives are often calm when others are not – probably a result of detachment. They are also precise with words and language.

## Type 6: The Trooper

Other names for point six on the enneagram are the loyalist or loyal skeptic.

Helen Palmer originally called this point the devil’s advocate.

In any case, there are two types of sixes: phobic and counter phobic.

The phobic sixes are flooded with self-doubt and fear and they fail to take action because of the fear.

The counter phobic sixes are not at all afraid to do dangerous activities. They are, in fact, motivated by fear.

Both types of sixes have authority issues. They either cow down to authority or they completely ignore it.

Scanning for harm and danger is a characteristic of all sixes. They like to sit with their backs to a wall in a restaurant so they can scan the environment.

Sixes are constantly checking people out and detecting their bullshit.

Some sixes procrastinate because they are afraid. The fear causes a paralysis when it comes to getting things done.

Often, successful sixes begin to doubt their success. This leads to self-sabotage of their careers.

Projection of doubt and fear cause an increase in these qualities. The fear can be real or imaginary.

On the other hand, sixes like to undertake underdog causes. This is because when they get behind a cause, they become loyal, perform their duty, and display a quality of self-sacrifice.

Many sixes like to find a trustworthy protector so they can feel secure.

When looking to the future, a six often sees the worst case scenario. This gives rise to their devil's advocate position.

### Type 7: The Epicure

The fixation of point seven on the enneagram is planning. All plans lead to fun!

Sevens always like to have multiple options going at a time.

They are excellent at reframing an otherwise negative situation.



Sevens have a fascination for all the good things in life, and they are able to process many things at once.

They get involved in lots of projects but may not complete any of them. Thus they are good starters.

Sevens would rather have great experiences than success, although their personality is usually happy and optimistic.

Sevens are often overbooked, sometimes to escape pain. For them, life is an adventure and the world is their goal.

They think themselves superior to others, when, in fact, they may be inferior. This is their mechanism for rationalization.

### Type 8: The Boss

The fixation of point eight on the enneagram is vengeance. Eights must be in control at all times. Anyone who steps on their authority is met with a vengeance.

Eights are usually quite competent, and they get angry very easily.

They admire people who confront and oppose them. They think these types of people are trustworthy and not a "yes person."

For eights, the truth is very important – more so than agreement.

As friends, bosses and lovers, eights enjoy fighting the battles of others.

For eights, it's hostile out there and it is okay to break the rules to get what you want.

They are passionate, lustful people and they have the capacity to take in a lot. This, however, leads to excess in all areas of life: food, drink, sex, relationships, and everything else.

### Type 9: The Mediator

Type nine on the enneagram tends to be indolent in terms of their own spiritual and emotional progress.

They would rather merge with the wishes of others, almost indiscriminately.

Others opinions are more important than their own and their energy often comes from others.

This is because nine have the uncanny ability to see all sides of an issue.

They control by means of passive aggression.

When they are in the service of others, they have a strong ability to stay on track.

Their anger is reflected by stubbornness in an effort to contain their anger.

Nines behavior can often be quite pleasing and caring, and they have a difficult time saying no.

They like structure, peace and tranquility, not decisions.

Nines can get totally involved with inessential things and ignore the essential.

Their indolence makes them slow to accumulate things, especially for themselves. If you tell them to do something for their own good, they will procrastinate by finding inessential activities.

So what type are you? To find out, fill out the *know your type* test now at <http://yourtype.org>, then and then come join us again. If you have already completed the test, please read on!

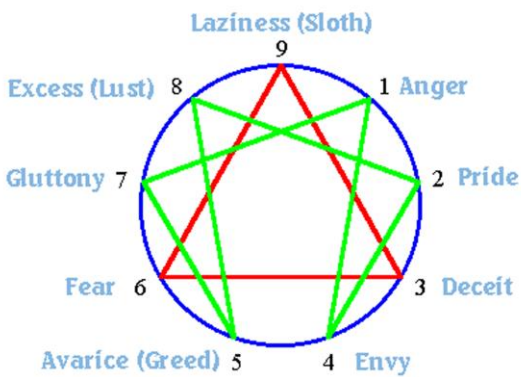
## Reclaiming Your Full Potential

The enagram is a dynamic system. It makes predictions about how you behave under stress and in secure life situations, which is beyond the scope of this book. However, it also speaks to your potential, also known as your essence - that part of yourself that exists beyond or in spite of your personalities. We are each born with these essential qualities, but they seem to get lost in our necessity to survive in the real world. I want to mention briefly what are the higher aspects of each of the types. The following table lists the "Holy Ideas of the Higher Mental Center," and the "Virtues of the Higher Emotional Center." In addition, I have listed what each type might value most. The ideas expressed in the table may allow us to access our own vision of our full potential self, as an emerging universal human.

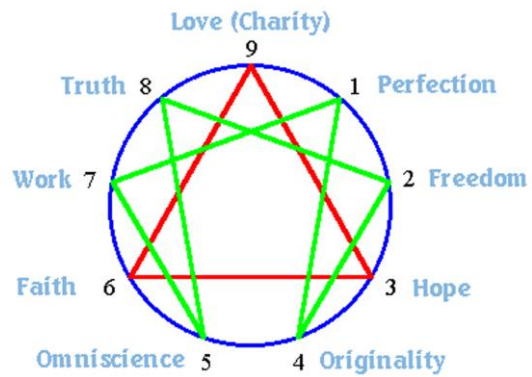
	<b>Type</b>	<b>Passion</b>	<b>Holy Idea</b>	<b>Virtue</b>	<b>Values</b>
1	Perfectionist	anger	perfection	serenity	integrity, honesty, and fairness; doing the right thing
2	Giver	pride	freedom	humility	warm human relationships that can meet people's needs
3	Performer	deceit	hope	veracity (honesty)	success, a performance well done, a product that works, accomplishments
4	Romantic	envy	originality	equanimity (balance)	depth and intensity of feeling; a deep connection with the mystery and poetry of life
5	Observer	avarice (greed)	omniscience	detachment	knowledge; to truly understand how and why; to see the big

					picture and theory of how it operates
6	Trooper	fear	faith	courage	loyalty, trust, and an atmosphere free of hidden agendas; feeling safe and secure
7	Epicure	gluttony	work	sobriety	diversity and interesting plans and activities; fun and games
8	Boss	excess (lust)	truth	innocence	getting things done, making things happen; able to attack tough people and problems; working hard, playing hard
9	Mediator	laziness (sloth)	love (charity)	action	peace and harmony; balance, moderation and good feelings between people

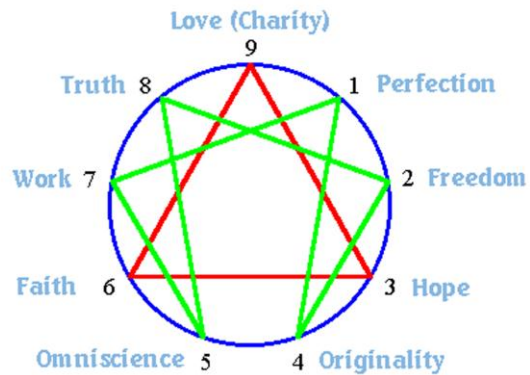
The diagrams below show the points referenced in the table above.



**Passions**



**Holy Ideas**



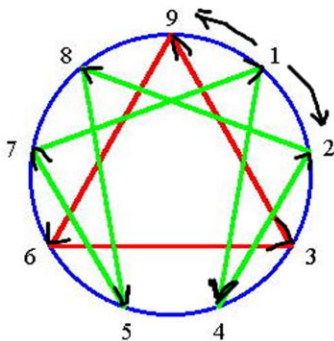
**Virtues**

So you see, knowing your type can help you to understand and awaken your potential. So fill out the *know your type* test now at <http://yourtype.org>, and then come join us again. If you have already completed the test, please read on!

## The Three Centers of Intelligence

Do you know what it takes for your wife/husband, lover, or significant other to feel absolutely and completely loved? What are his or her chief concerns in life? How do they spend their time when they are alone with their mind?

Our research indicates that people have the experience of feeling love in primarily three specific ways. Some people need to be touched in specific ways to know that they are being loved. These people operate primarily out of their bodies, are physically or kinesthetically oriented, and tend to have issues around anger. Some people have to be shown that they are loved by bringing them flowers and other presents, taking them places, and doing things for them. These people operate primarily out of their emotions, are feeling oriented, and have issues with image and relationships. The third group of people needs to be told that they are loved in specific ways, depending upon the individual. These people operate out of their minds, are mentally based, and have issues around fear.



Each of these love strategies, when combined with various intensities and mental, emotional, physical concerns give rise to the nine personality types. The set of types is a system that describes nine basic personality types and their mental and emotional preoccupations and concerns. Our goal is not to make a complete presentation of the personality, as this has already been excellently explored by others. Rather, I wish to present a small précis of each type in order for us to understand how to improve our relationships with our wives, girl/boyfriends, and significant others.

Examine the diagram on the left. The first thing to notice is the central triangle connecting points 3, 6, and 9 in red. These points represent the "core" personalities from which the surrounding points, otherwise known as "wings," derive their primary concerns, as discussed above. The wings are connected by the lines 1-4-2-8-5-7-1 as show in green. The lines represent movement from one point to another in response to changing conditions in life. Movement along the direction of the arrows is usually in response to stress. Thus, under stress, a

point 1 will move to point 4, etc. Movement in the opposite direction usually indicates a secure life situation. For example, a point 6 will go into point 9 when feeling secure.

Within each type, there are central emotional and mental issues that preoccupy a person of a given type and give rise to the love strategies discussed previously. These preoccupations cause attention to be fixated or locked into specific patterns of behavior which produce difficulties for the self and others. According to the types, the mental preoccupations for each type are traditionally called the *fixations*, which are illustrated in Diagram 2, and the emotional preoccupations are called the *passions*, which are shown in Diagram 3. Correspondingly, there are high functioning mental and emotional aspects of each type, which are called the *holy ideas* and *virtues*, respectively. These characteristics have been presented in diagrams, the Holy Ideas, and the Virtues (above).

### **The Three Centers**

The traditional exposition of the types begins with an explanation of the three centers from which man operates, and in general, there are three types of men and women. The three centers are the head center, the heart center and the belly center.

All three centers are active in each person, and are necessary for survival. However, the mentally-based man or woman operates primarily out of the head center, the emotionally-based man or woman operates primarily out of the heart center, and the belly-based man or woman operates out of the belly center. To complete the picture outlined above, that any love strategy can be adopted by any personality type, but the head-based person tends to adopt a love strategy which requires them to hear that they are loved. Similarly, the heart-based person tends to adopt a "show me" strategy, and belly-based people like to be touched in specific ways.

You have all known intelligent thinkers who seem to be lost in their heads, figuring out how their world works, creating scientific wonders, or the typical "nerdy" computer programmer. In this category, we find the compulsive "planners", who like to experience everything in life but are impossible to pin down. Trying to get one of these types out on a hike or off on a ski weekend is like pulling teeth! However, some of us do enjoy the outdoors and getting "out of our heads" from time to time.

Similarly, you have noticed hysterical emotional types who remind us of how strong feelings can become. These can be demonstrated in different types of people such as the creative artist who can move us with the stroke of a brush or

the sound of their voice, and the sensitive listener who cares about not only our problems but everyone else's. These people operate from their emotions, but still have to retreat into their minds to balance their checkbooks, follow recipes, or discuss the merits of the latest political campaigns.

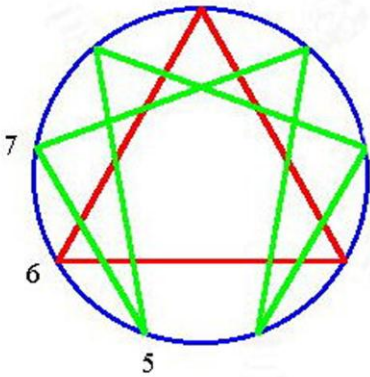
Finally, we watch the belly-based athletes perform feats of strength and endurance on Monday Night Football or during the World Series. These men and women could also be excellent performers, and their focus of attention is in their gut. We have also seen abusive bullies (type eight) portrayed in countless movies and maddening perfectionists standing up for what they think is correct.

The nine types reflect the tendencies of these three basic types - the mental types, emotional types, and physical types.



## The Mental Types

### Points of the Head Center



The core emotional issue of the mental types is fear. The fear that we are referring to is a fear of real or imagined danger that manifest in the scanning of the environment for threatening situations. It is this primary concern with fear that drives the love strategy that these types adopt. They need constant reassurance that everything is okay and that they will be loved in spite of their actions. It is beneficial for head-based people to even request confirmation of where they stand with their loved ones, rather than assuming the worst case scenario and doubting the love.

### Type 6

Type six represents the point which is most out of touch with their fear. There is the phobic six, who avoids fearful situations by totally evading them, and the counter-phobic six who attacks fearful situations with a dauntless semblance of courage. The phobic sixes would do anything to move away from a fearful situation. They vigilantly scan the surroundings to attempt to discover and disarm any imminent peril. They try to do whatever they can in order to feel safe.

On the other hand, the counter-phobic sixes enjoy "safe and easy" things like sky diving, race car driving, mountain climbing and other sports which directly confront danger. In actuality, they don't feel much bothered by fear in these circumstances. It seems to drive their adrenaline up to exciting levels. However hard they try to deny it, the basis for their action is fear. This is not to say that all race car drivers are sixes, but you will find that some of them are.

### Type 5

Type five was said to be the type that is most withdrawn from fear. They like to retreat into a mental world and to review their feelings in the privacy of their own homes. They tend to be highly intellectual and withdrawn into themselves.

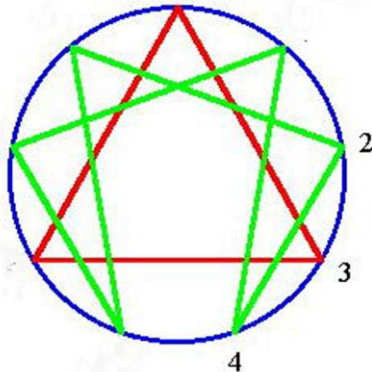
## Type 7

Type seven represents the point which is most externalized with respect to fear. People of this type have adopted the strategy of diffusing fear into pleasant options. They tend to be charming, lovable people for whom nothing is apparently wrong.

All of the fear types need constant reassurance that they are loved and also to find out what the parameters are in any relationship. One of their basic strategies in life should be to ascertain where they stand in a relationship, be it romantic or business.

## The Emotional Types

### Points of the Heart Center



The core emotional issue for the feeling types is an overriding concern for image. They have to deal with questions about how they are feeling. Because of their overwhelming concern for image, the heart-based types appreciate the little things that you can give them (diamonds, rubies, pearls, Lexus, etc.), as well as the romantic places you can take them for quick get-a-way weekends or nights out on the town. By the way, they don't mind pretty dresses, works of art, and home-cooked meals that they don't have to prepare!

### Type 3

Type three represents the type which is most out of touch with their feelings. In this type of person, the feelings are suspended for the sake of performance, making a good impression, and getting the job done. They are concerned with efficiency and meeting deadlines. Many "work-alcoholic" people are threes.

### Type 4

Type four was said to represent the internalized version of feelings. They tend to be highly emotional people with artistic temperaments and a love for aesthetics. They like intensity in all of its forms.

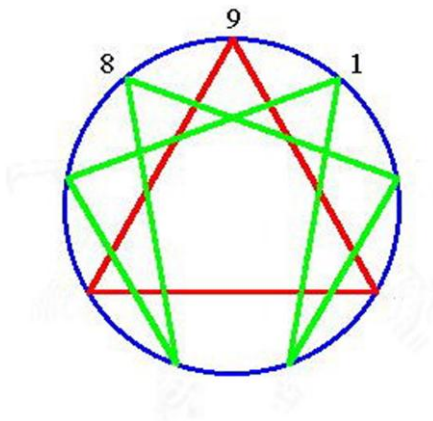
### Type 2

Type two was said to be the most externally oriented about their feelings. They have the ability to alter themselves to meet the needs of the people in their environment and get a lot out of giving to others. During the course of this almost excessive giving, they suppress their own needs.

Emotional types usually want to be shown that they are loved

## The Body Types

### Points of the Belly Center



The core emotional issue for the physical types is anger. As such, anger originates in the body and finds expression in various ways. The gut-based people like to be touched in special places that turn them on to the feelings they have inside their bodies. A special caress or a gentle touch can go further to demonstrate your love for them than almost anything else.

#### Type 9

Type nine is said to be the most out of touch with anger. Because of this, nines are passive-aggressive and want to do anything they can to avoid the direct expression of their anger. While they are

extremely amiable, they tend to be terribly self-forgetting and merge with others' points of views.

#### Type 1

Type one represents the internalized version of anger. Their anger is addressed at a righteous cause or maintaining a correct posture about important elements in their lives. The ones tend to be perfectionistic about everything they feel, think and do in life.

#### Type 8

Type eight represents the type which is most expressive about their anger. Here we have the outspoken leader or boss who can present their anger at a moment's notice. They have no qualms about letting out their anger, even if it may be inappropriate behavior.

## Love Strategies

Now what happens if your love strategy is different from your partners? Suppose you are the type who wants to be shown that you are loved, but your partner is one of the other types. Here you go marching off to the ends of the world to buy her fancy things and all she wants is to be told how much you love her or to be touched in those specific ways that let her know that you really care. What do you do in this situation? How do you find out what type your partner is?

Obviously, with understanding, comes love and compassion. We all have our faults and strong points. Understanding begins with ourselves and then moves on to the other people in our lives: our significant other, parents, children, friends, and acquaintances.

## About this book

This book is a product of forty years of work with the enneagram system of personality types and their potentials. It was originally presented in a different form to members of various groups I participated in over the years. Some of the material first appeared on the web as early as 1996. Used in conjunction with exercises to awaken your potential, known affectionately as it can lead you on your path to well-being.

## Awaken Your Potential!

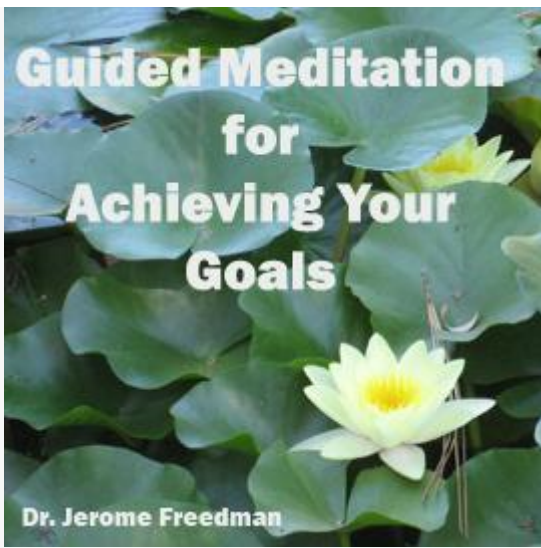
The series of books and audio recording consist of attention practices also known as mindfulness practices designed to increase your awareness of your inner processes and elevate your sense of self-empowerment and self-worth.

You will learn to pay attention to what is going on in your heart, mind and body in the present moment on purpose without judging the experience. The practices are designed to increase your awareness of your body, feelings and emotions and thoughts.

From these exercises, you will achieve a sense of your inner heart-mind, which is your own true nature. Consequently, your sense of generosity and compassion will increase greatly and you will feel more fulfilled.

The first book is ***Seven Secrets to Stop Interruptions in Meditation: How to Concentrate and Focus on Your Meditation and Deal with Distractions*** is now available at <http://mountainsangha.org/likes/seven-secrets-to-stop-interruptions-in-meditation>.

In addition, you can now use these six guided meditations to awaken your potential:



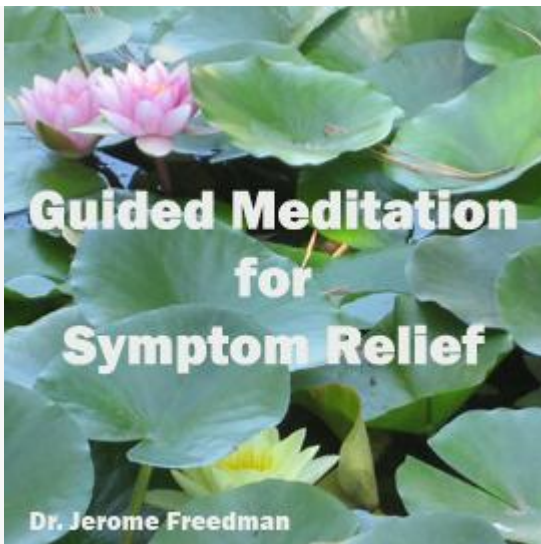
Click on the image to Buy Guided Meditation for Achieving Your Goals

The guided meditation<sup>1</sup> for achieving your goals is the most basic of all guided meditations in this series.

It includes the whole process of withdrawing into yourself, imagining a relaxing space, and deep and total relaxation.

When you become deeply and completely relaxed, you will be able to visualize and clarify your goals.

This meditation was developed in a live session with one of my students.



Click on the image to Buy Guided Meditation for Symptom Relief

When my friend was suffering from strong symptoms she came to me for a private session.

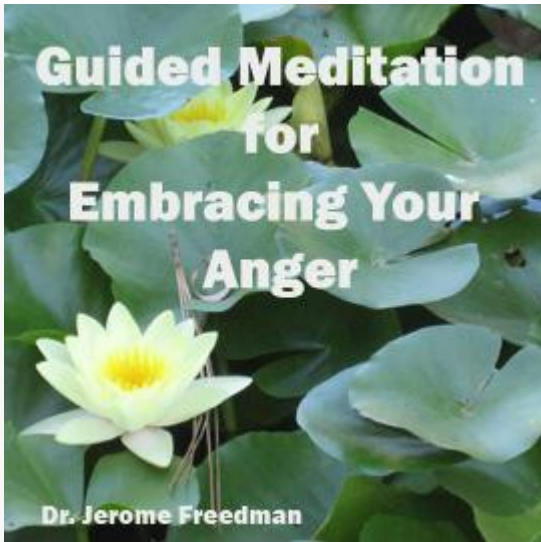
Together, we did a live session for symptom relief.

Guided meditation for symptom relief uses all of the practices of achieving your goals and then some.

After my student became completely and deeply relaxed, I invited her to investigate her symptoms from a place of non-suffering.

This place allowed her to achieve a feeling of release that lasted for days.

Now she can do it on her own!



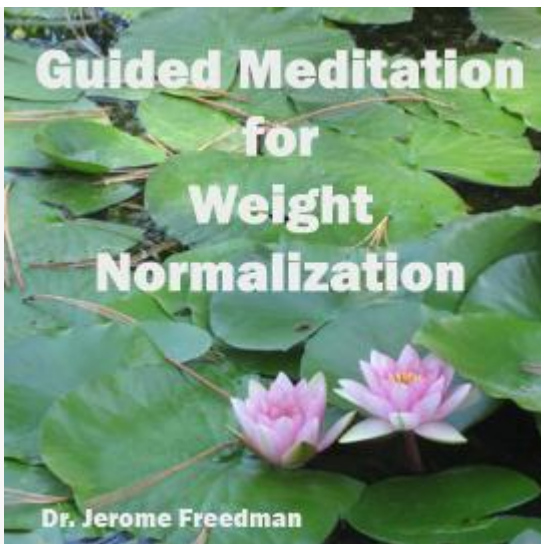
Click on the image to Buy Guided Meditation for Embracing Your Anger

This guided meditation for embracing your anger is inspired by the teachings of Thich Nhat Hanh.

We have used it successfully in *Mindfulness in Healing* and it works very well.

The process incorporates everything from achieving your goals with the added benefit of training you to embrace your anger.

This may sound a bit strange to you at first, but once you try it, you will agree that it works!



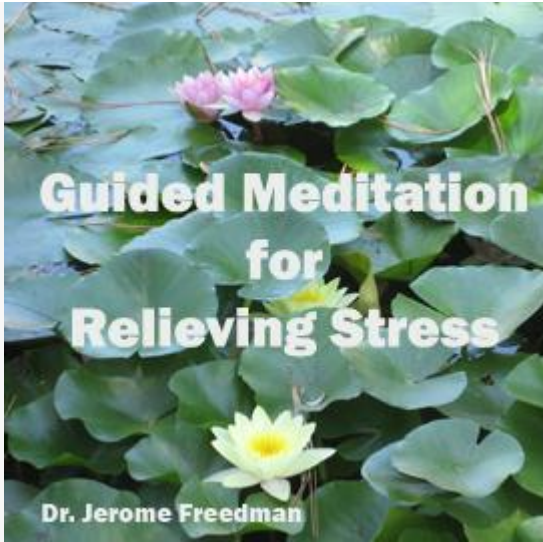
Click on the image to Buy Guided Meditation for Weight Normalization

Weight normalization is a concept taught to me by a psychologist specializing in the field.

The normalization process works for people who are either overweight or underweight.

It incorporates everything in achieving your goals and adds a segment when you are completely and deeply relaxed to help you normalize your weight.





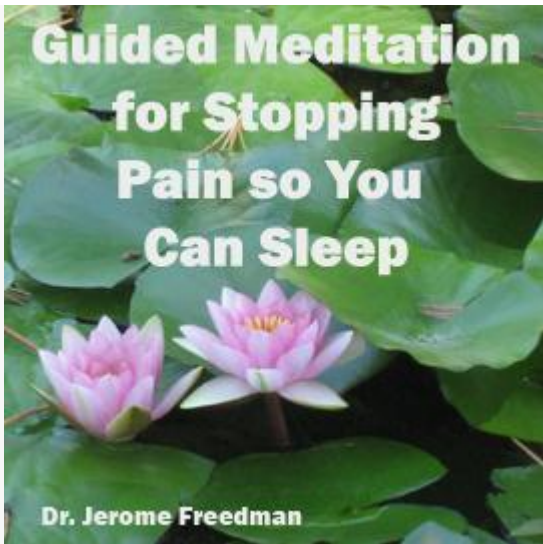
Click on the image to Buy Guided Meditation for Relieving Stress

Stress is now considered to be a prominent cause of heart disease and other major illnesses.

Managing stress is a major cost to businesses and the medical profession.

With guided meditation for relieving stress, you can learn to completely and deeply relax to take a load off of your mind and body.

It follows the process in achieving your goals with a segment on stress management.



Click on the image to Buy Guided Meditation for Stopping Pain so You Can Sleep

This meditation was done on the spur of the moment to help someone get to sleep.

She was bothered by extreme pain in her joints and needed to get some sleep.

This meditation incorporates the practices of achieving your goals with one exception.

Once you fall asleep, and you probably will, the recording ends without bringing you back into the room.

In the process, the impact of your pain is significantly reduced because it is experienced without added suffering.

## Furthering Your Potential

The best way to learn about your type and your potential is to observe a panel of people who know their type. The exemplars are interviewed by a trained professional who knows what questions to ask to bring out the personality types and the potentials of the participants. Since there are nine personality types, it would be optimal to observe nine different panels over a period of nine evenings in a classroom setting. Through the questions and responses, you can get a feeling for your type if you feel a resonance with what the exemplars are saying.

The second best method to learn your type and your potential is to take *the know your type test* at <http://yourtype.org>, study the rest of the material on the web site, and practice self-observation until you feel certain about your type. Once you accomplish this, you should continue self-observation to refine your insight and recognize your potential.

Finally, reading books about personality types can provide some insight, but the process can take considerably longer than the previous options. There are many books and web sites about this topic, and you have a great start from the *know your type* test, the yourtype.org web site, and this book.

Adopting the attention practices by subscribing to the book series of the previous section is virtually guaranteed to optimize your potential. Taking time to practice can open your heart, mind and body to experience the wonders of life every day. Even short moments of awareness will now begin to crop up in your daily activities at work or at play.

## Origin of the Diagram

The structure of the diagram, with the nine points and the lines connecting them, was first introduced into the West by George Gurdjieff, a mystic who was born in the area between Greece and the Caspian Sea in the late 1860s or early 1870s and flourished in Europe in the early 20th century. He called the diagram the *enneagram*, which simply means a nine sided diagram. The concept of identifying personality type was introduced by Oscar Ichazo and developed by Dr. Claudio Naranjo.

## My Personal Experience

I first heard about the diagram in 1970 when I was shown an advertisement for a forty day intensive retreat with Oscar Ichazo in Arica, Chile. My first teacher was another Chilean, Dr. Claudio Naranjo, in 1974. In 1991, I became a certified teacher under the tutelage of Helen Palmer, and from there, in 1996, was born the first incarnation of yourtype.org.

Claudio was the first to point out my type and I was quick to doubt it! However, this became an inspiration for me to become more self-observant and to continue to engage in spiritual practices which have endured until this day. My practices include mindfulness awareness meditation each morning (I practice what I preach!), frequent morning physical exercises based on teachings from yoga and Oscar Ichazo, tennis at least four times a week (even in winter!), mindful walking throughout the day, and co-leading a *Mindfulness in Healing* class each Wednesday evening. I am certain that these practices have made me a better person and have helped me to heal from cancer not once, but twice since 1997.

I am offering these materials to you in the spirit of awakening the consciousness of our planet. My commitment to loving kindness and compassion brings out the best in me and I am here to serve you. In addition to this book, and the yourtype.org web site, you are welcome to call upon me for the following:

1. **Order** books with guided meditation recordings.
2. **Request a typing interview** in person in the San Francisco Bay Area or using Skype if you are remote.
3. **Organize a lecture** and invite me to speak.
4. **Set up a class** to teach - one night a week for nine or ten weeks.
5. **Promote a workshop** to be lead - one or two weekends including a Friday night.

***Awaken Your Potential*** is our way of training your mind in knowing **your potential** (see above) on the path to well-being.

We have been doing these practices for more than twenty-five years and leading *Mindfulness in Healing* for more than three years.

The first book is completed and available. The title of this book is *Seven Secrets to Stop Interruptions in Meditation: How to Concentrate and Focus*

*on Your Meditation and Deal with Distractions*, with audio recordings that you can play on your computer or put on your iPhone.

**Typing interviews** based on your test results and my experience as a certified teacher help us to further identify your type and point you in the direction of further self-observation. Your interview may include recommendations for other self-awareness and self-empowerment practices.

**Lectures, classes and workshops** require you to take action and be able to convince your friends, colleagues, co-workers and acquaintances to come to an event. Naturally, we will help you promote it in any way we can including email, webinars and promotional materials.

## Tell a Friend

As you have now completed the *know your type* test, now know your type and become more self-observant, you will be happy to share the benefits with other people you know. Anyone you refer to <http://yourtype.org> who makes a donation for the test will also benefit greatly. In addition, you will receive a full 1/3 of their donation as a thank you gift. After you refer three people, your test is totally free!

## **Parting Words**

Let me end with a wish for your success!

May you be safe and protected from internal and external harm.

May you have a calm, clear mind and a peaceful, loving heart.

May you be physically strong, healthy and vital.

May you experience love, joy, wonder and wisdom in this life, just as it is!