

# MODULE 8



## MANAGING UNIQUENESS





# LEVEL 1 MODULES



- 1 Leading by Type
- 2 Leading by Authority
- 3 Understanding the Centers
- 4 Understanding the Circuit Types
- 5 Understanding the Profiles
- 6 The Penta Dynamics
- 7 The Fear Gates
- 8 Managing Uniqueness

# ASSIGNMENT - MODULE 8

1. Create a Work Aligned sheet for each member of your team



Name

Type

Authority

Profile



# Work Aligned Overview

## Active Business Traits

Plan For The Future	Market to Clients	Oversee Operations
Administration (31) X	Public Relations (8) X	Oversight (33) X
Planning (7) X	Implementation (1) X	Accounting (13) X
Pulls Team Together	Material Driving Force	Holds Team Together
Reliability (15) X	Vision (2) X	Coordination (46) X
Culture (5) X	Capacity (14) X	Commitment (29) X

## Spleen Fears

- x Fear of Inadequacy (48)
- x Fear of the Future (57)
- x Fear of the Past (44)
- x Fear of Responsibility (50)
- x Fear of Failure (32)
- x Fear of Death/Purpose (28)
- x Fear of Authority (18)

## Solar Plexus Fears

- x Fear of Inadequacy (36)
- x Fear of Silence (22)
- x Fear of Tradition (37)
- x Fear of Intimacy (6)
- x Fear of Nature (49)
- x Fear of Emptiness (55)
- x Fear of the Fates (30)

## Ajna Fears

- x Fear of Futility (47)
- x Fear of Ignorance (24)
- x Fear of Chaos (4)
- x Fear of Challenge (17)
- x Fear of Rejection (43)
- x Fear of Darkness (11)

Centers	Defined	Undefined
Head	X	
Ajna	X	
Throat	X	
G Center	X	
Heart	X	
Spleen	X	
Solar Plexus	X	
Sacral	X	
Root	X	

## Circuits

- X Integration
- X Individual
- X Collective - Logic
- x Collective - Abstract
- X Tribal

## Profile Lines

	D	P
1 - Investigator	x	x
2 - Hermit	x	x
3 - Martyr	x	x
4 - Opportunist	x	x
5 - Heretic	x	x
6 - Role Model	x	x

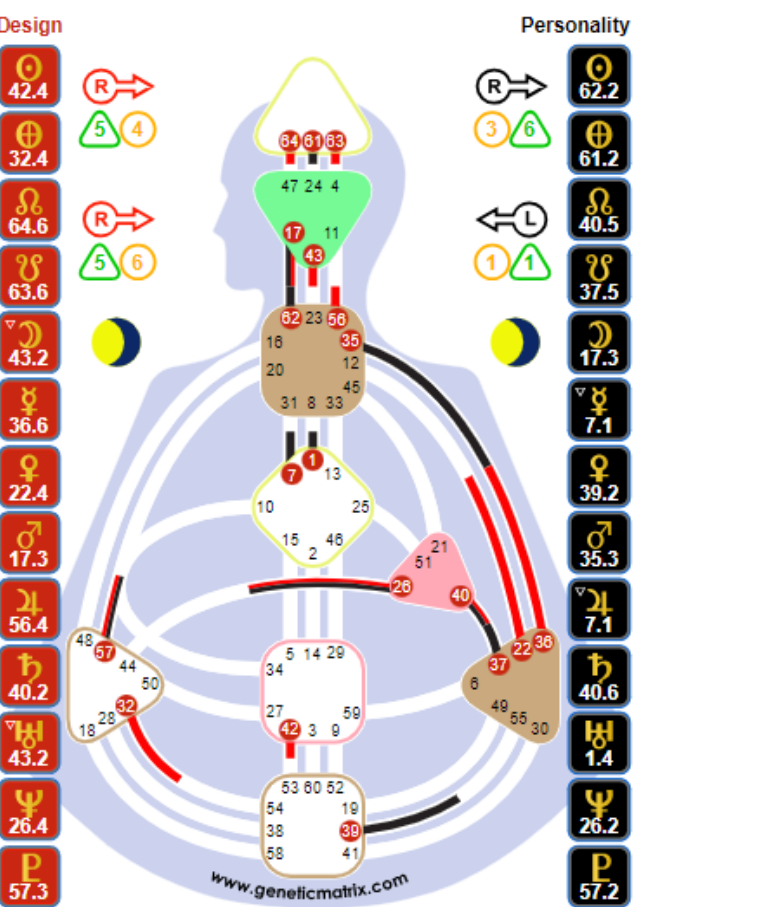
## Motivation

- x 1 - Fear
- x 2 - Hope
- x 3 - Desire
- x 4 - Need
- x 5 - Guilt
- X 6 - Innocence



Alison Van De Pol

Manifestor  
Emotional Authority  
2/4 Profile



Centers	Defined	Undefined
Head		X
Ajna	X	
Throat	X	
G Center		X
Heart	X	
Spleen		X
Solar Plexus	X	
Sacral		X
Root		X

Circuits
Integration
Individual
X Collective - Logic
X Collective - Abstract
X Tribal

Work Aligned Overview

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Profile Lines	D	P
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2 - Hermit		X
3 - Martyr		
4 - Opportunist	X	
5 - Heretic		
6 - Role Model		

Motivation
1 - Fear
2 - Hope
X 3 - Desire
4 - Need
5 - Guilt
6 - Innocence

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- X Fear of Challenge (17)
- X Fear of Rejection (43)
- Fear of Darkness (11)

Casey Lightbody  
Manifesting Generator  
Emotional Authority  
3/5 Profile

Work Aligned Overview

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Spleen Fears

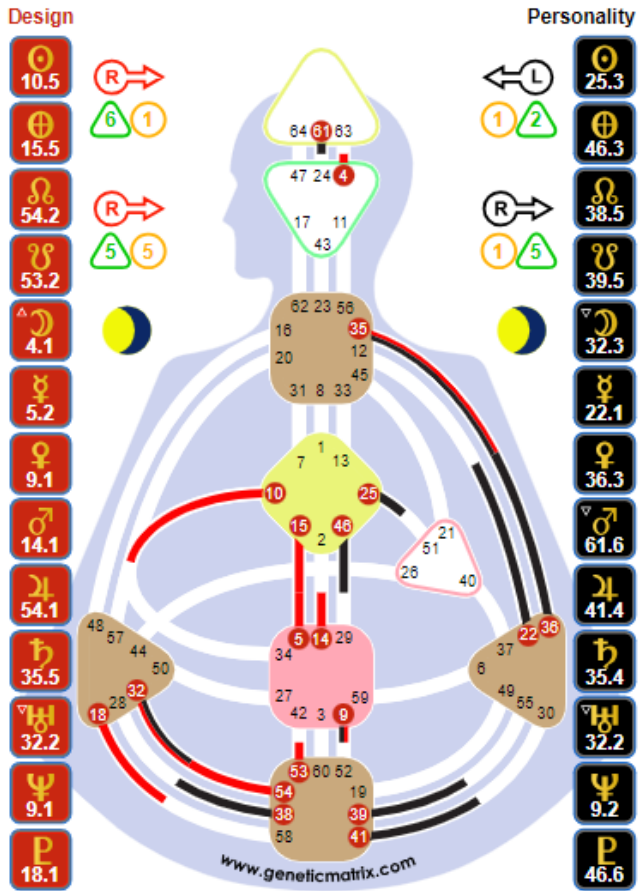
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Spleen	X	
Solar Plexus	X	
Sacral	X	
Root	X	

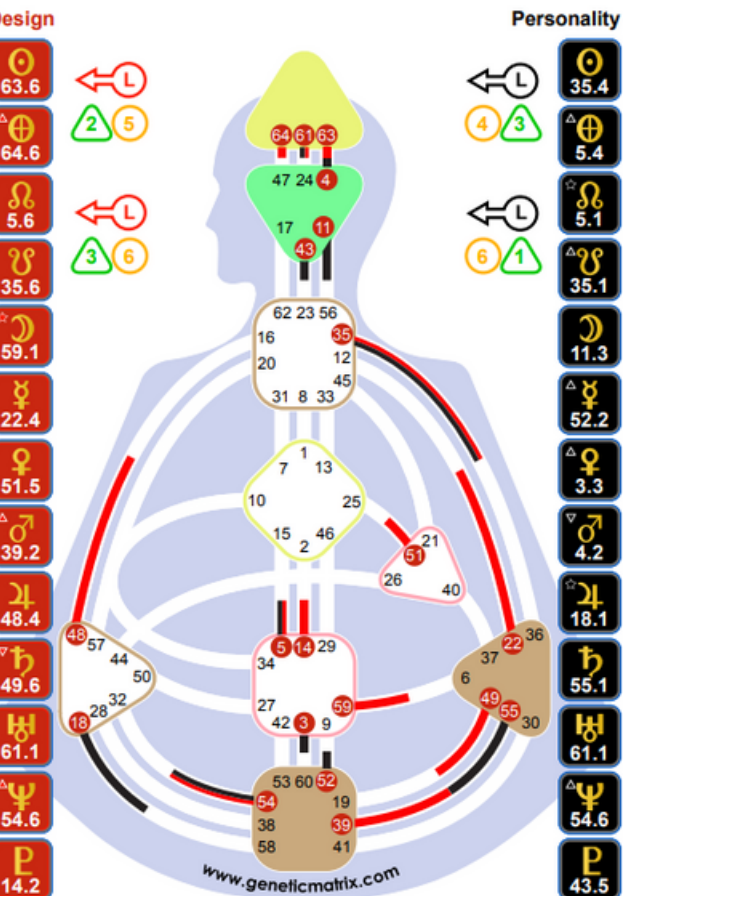
Circuits	Profile Lines
Integration	D P
Individual	1 - Investigator
x Collective - Logic	2 - Hermit
x Collective - Abstract	3 - Martyr X
X Tribal	4 - Opportunist
	5 - Heretic X
	6 - Role Model

Motivation
X 1 - Fear
2 - Hope
3 - Desire
4 - Need
5 - Guilt
6 - Innocence



Kajana Moverly

Projector  
Emotional Authority  
4/6 Profile



Centers	Defined	Undefined
Head	X	
Ajna	X	
Throat		X
G Center		X
Heart		X
Spleen		X
Solar Plexus		X
Sacral	X	
Root	X	

Circuits
Integration
x Individual
x Collective - Logic
Collective - Abstract
Tribal

Profile Lines	D	P	Motivation
1 - Investigator			1 - Fear
2 - Hermit			2 - Hope
3 - Martyr			3 - Desire
4 - Opportunist	X		x 4 - Need
5 - Heretic			5 - Guilt
6 - Role Model		X	6 - Innocence

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Plan For The Future	Market to Clients	Oversee Operations
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Culture (5)	Capacity (14)	Commitment (29)
X	X	

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Maja Buttiens

Generator  
Sacral Authority  
5/1 Profile

Work Aligned Overview

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Administration (31)	Public Relations (8)	Oversight (33)
	X	X
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	X	
Culture (5)	Capacity (14)	Commitment (29)

Spleen Fears

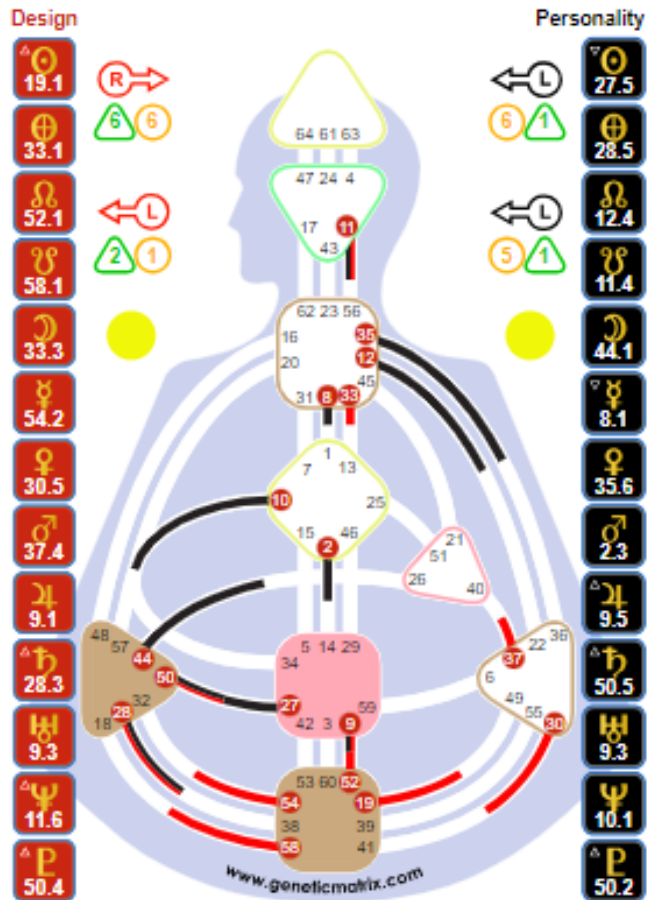
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Centers      Defined      Undefined

Head		X
Ajna		X
Throat		X
G Center		X
Heart		X
Spleen	X	
Solar Plexus		X
Sacral	X	
Root	X	

Circuits
Integration
Individual
x Collective - Logic
Collective - Abstract
x Tribal

Profile Lines
1 - Investigator
2 - Hermit
3 - Martyr
4 - Opportunist
5 - Heretic
6 - Role Model

D  
X

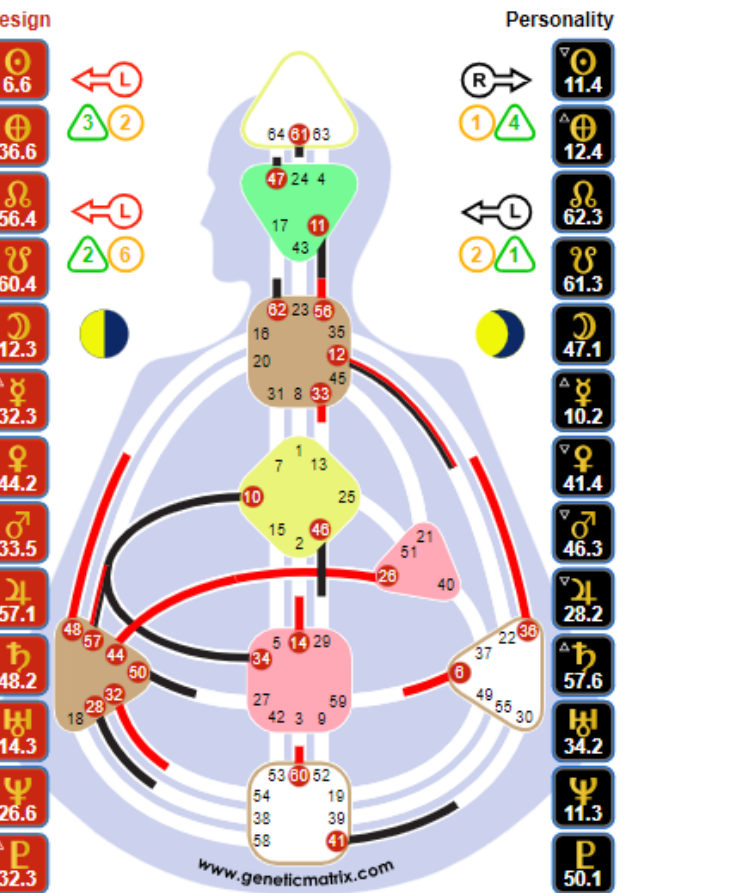
X

Motivation
1 - Fear
2 - Hope
3 - Desire
4 - Need
5 - Guilt
X 6 - Innocence



Mara Whitener

Generator  
Sacral Authority  
4/6 Profile



Centers	Defined	Undefined
Head		X
Ajna	X	
Throat	X	
G Center	X	
Heart	X	
Spleen	X	
Solar Plexus		X
Sacral	X	
Root		X

Circuits
X Integration
X Individual
Collective - Logic
X Collective - Abstract
X Tribal

Profile Lines	D	P
1 - Investigator		
2 - Hermit		
3 - Martyr		
4 - Opportunist		X
5 - Heretic		
6 - Role Model	X	

Motivation
X 1 - Fear
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Sarah Paikai  
Manifesting Generator  
Sacral Authority  
6/2 Profile

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Spleen Fears

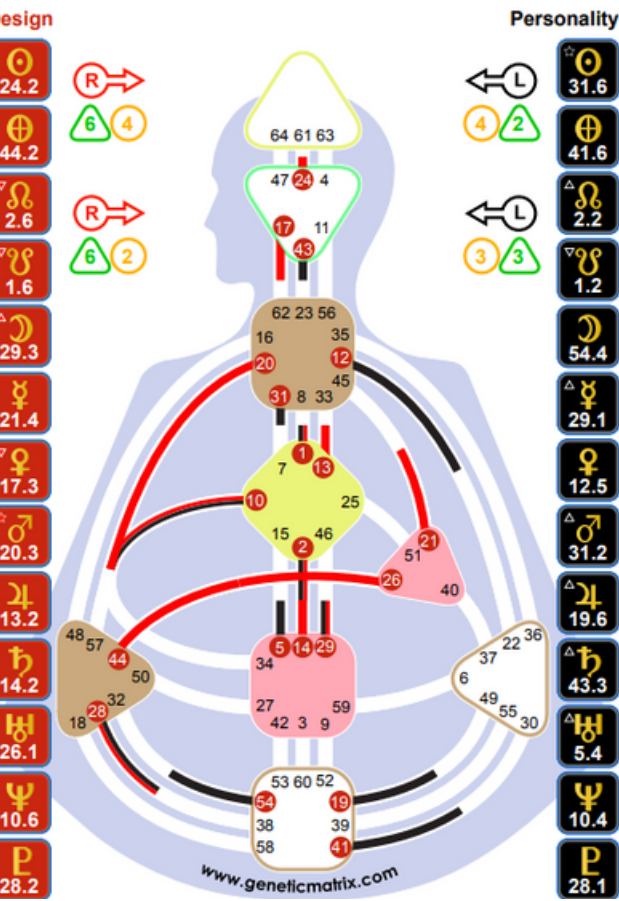
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Centers      Defined      Undefined

Head		X
Ajna		X
Throat	X	
G Center	X	
Heart	X	
Spleen	X	
Solar Plexus		X
Sacral	X	
Root		X

- Circuits
- X Integration
  - X Individual
  - Collective - Logic
  - x Collective - Abstract
  - Tribal

Profile Lines

- 1 - Investigator
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- 5 - Heretic
- 6 - Role Model

D

P

X

X

Motivation

- 1 - Fear
- 2 - Hope
- 3 - Desire
- x 4 - Need
- 5 - Guilt
- 6 - Innocence



# LET'S LOOK A LITTLE DEEPER

Above the surface we have Strategy and Authority.

Beneath the surface is Motivation.



# MOTIVATION

When we are living in alignment with our design we will be living in our MOTIVATION.

Most people are actually living in the TRANSFERENCE.

The Transference is the harmonic line of your Motivation.

1-4

2-5

3-6

When we are living in our Transference it is very likely taking us off of our best path.

Having awareness of your team's motivations will help to make sure you are supporting them to work in alignment with their motivation and not triggering their transference.

The Motivation is determined by the Color of the Personality Sun Gate.

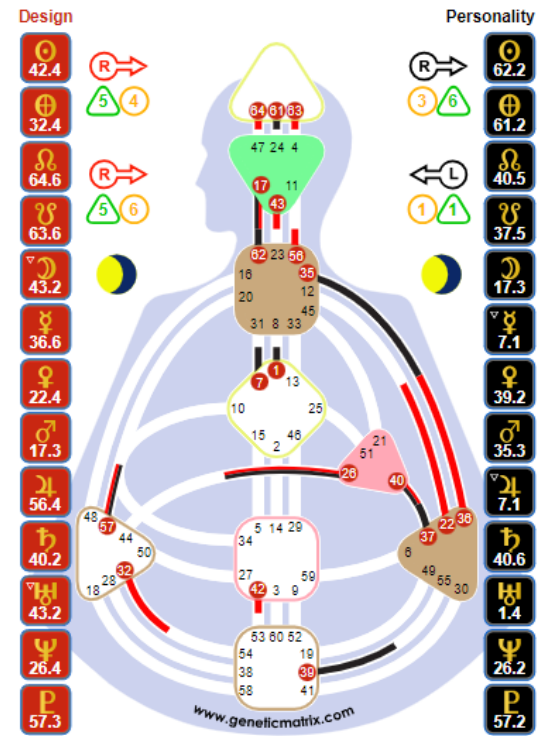
This is the energy of the mind.

Right arrows will have a more passive, receptive mind.

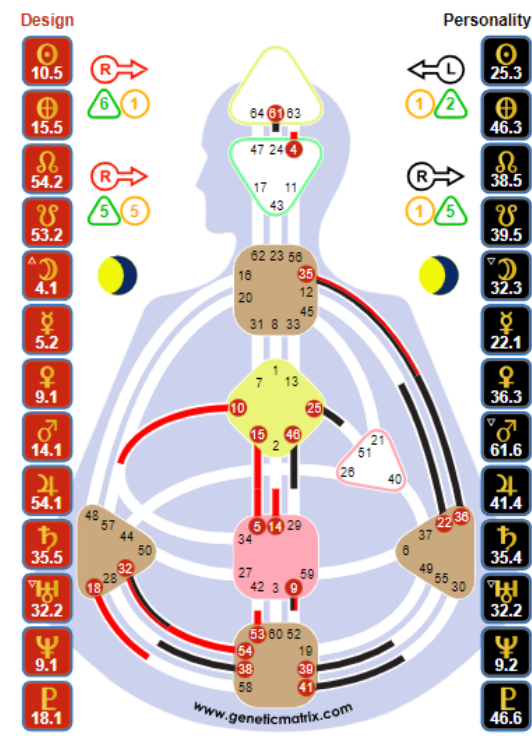
Left arrows will have a more active mind.



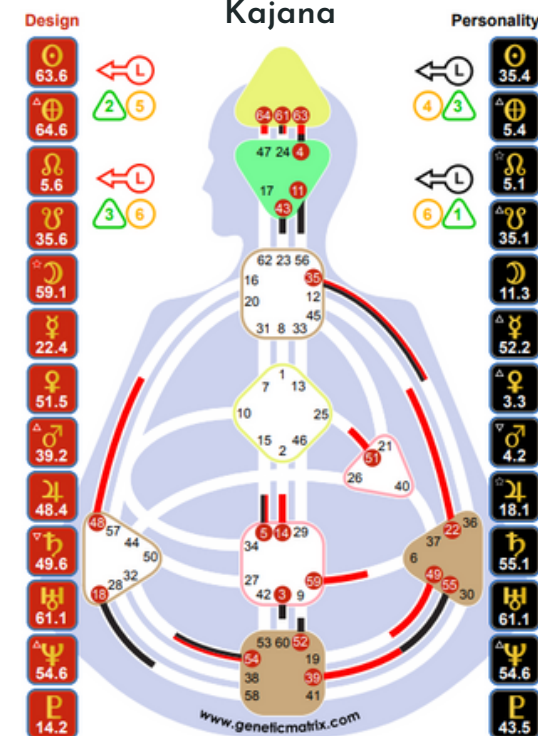
# Alison



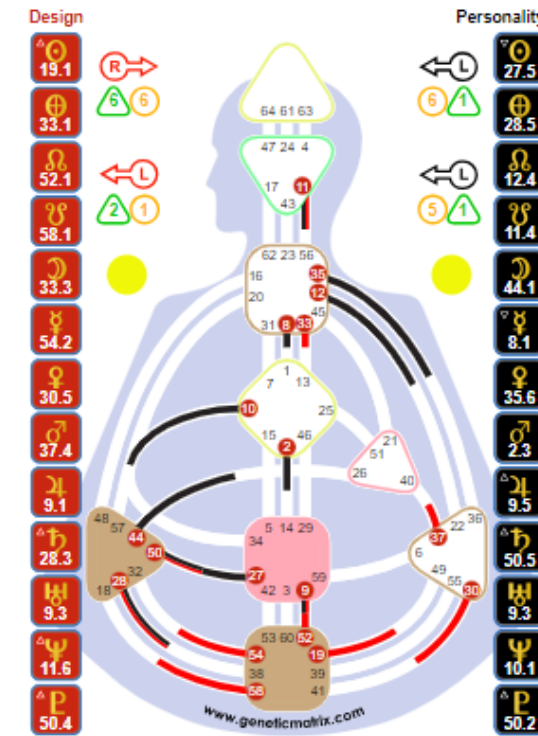
# Casey



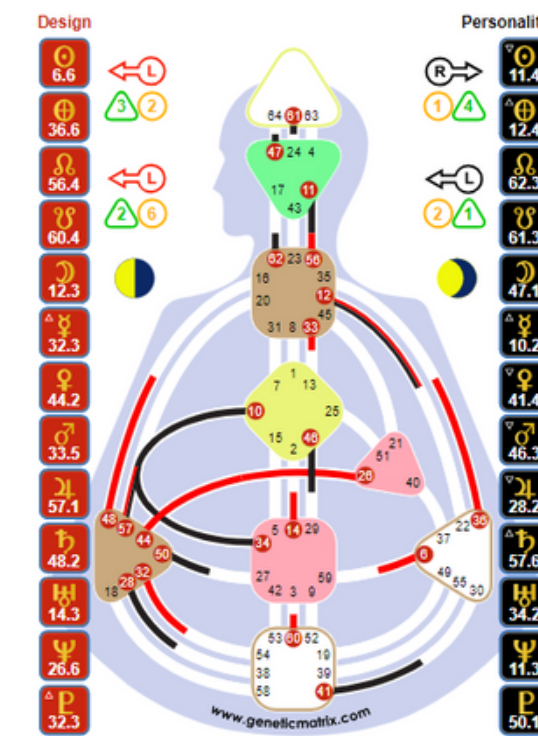
# Kajana



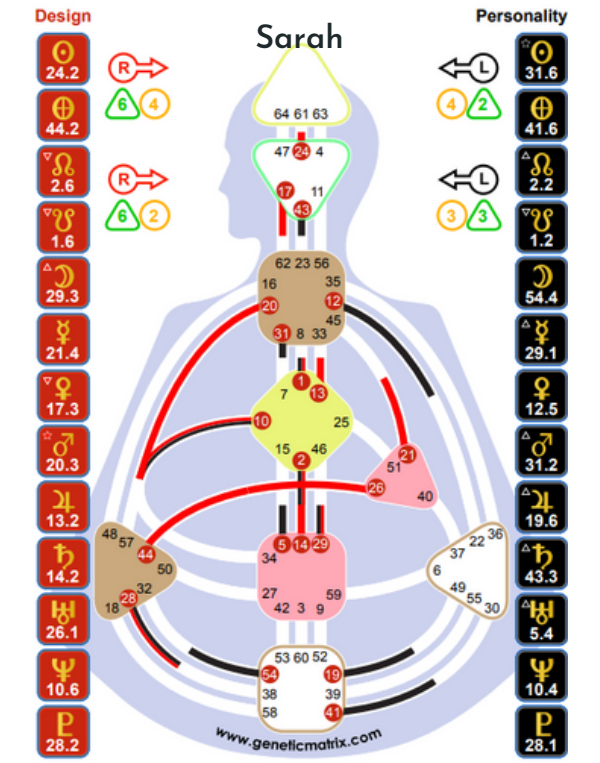
# Maja



# Mara



# Sarah



## Motivations

Alison - 3 Desire (Innocence)

Casey - 1 Fear (Need)

Kajana - 4 Need (Fear)

Maja - 6 Innocence (Desire)

Mara - 1 Fear (Need)

Sarah - 4 Need (Fear)

# ALISON'S PENTA - MOTIVATIONS

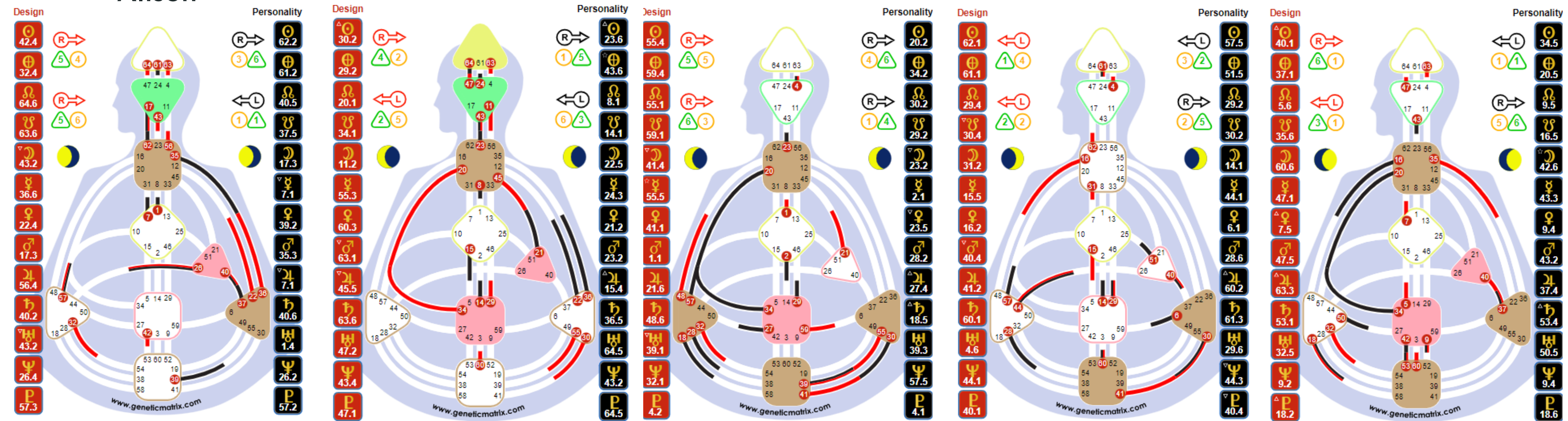
Alison

Bret

Diana

Jill

Barbara

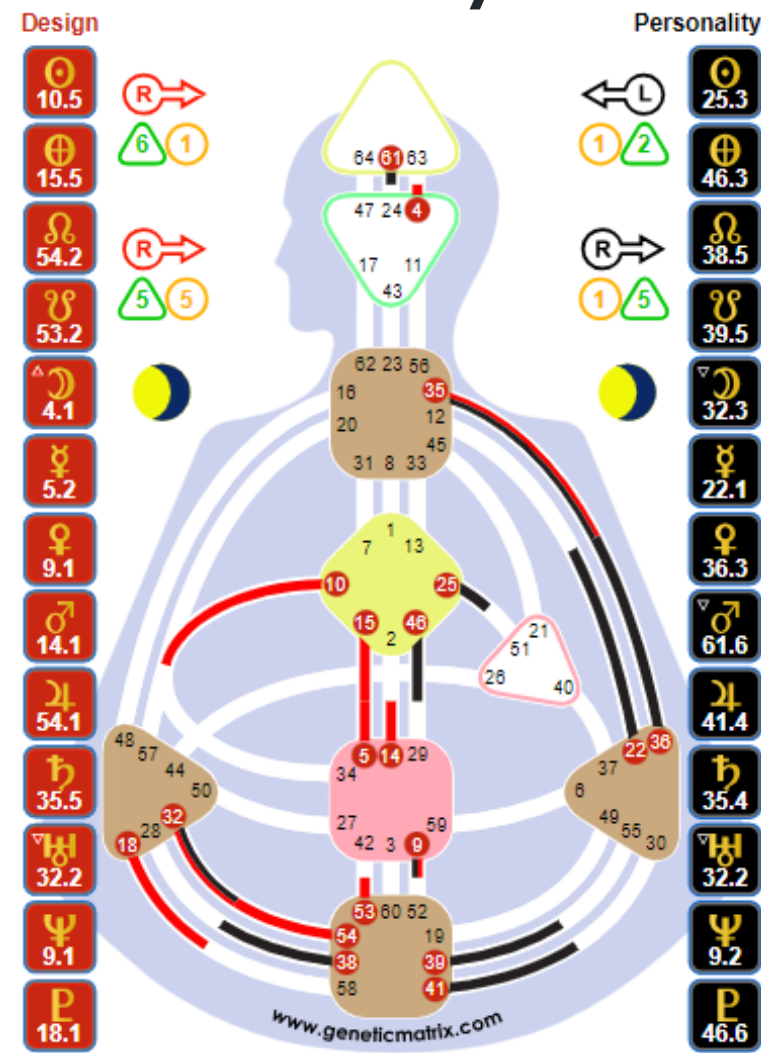


Alison - Color 3 Desire (Innocence)  
Bret - Color 1 Fear (Need)  
Diana - Color 4 Need (Fear)  
Jill - Color 3 Desire (Innocence)  
Barbara - Color 1 Fear (Need)

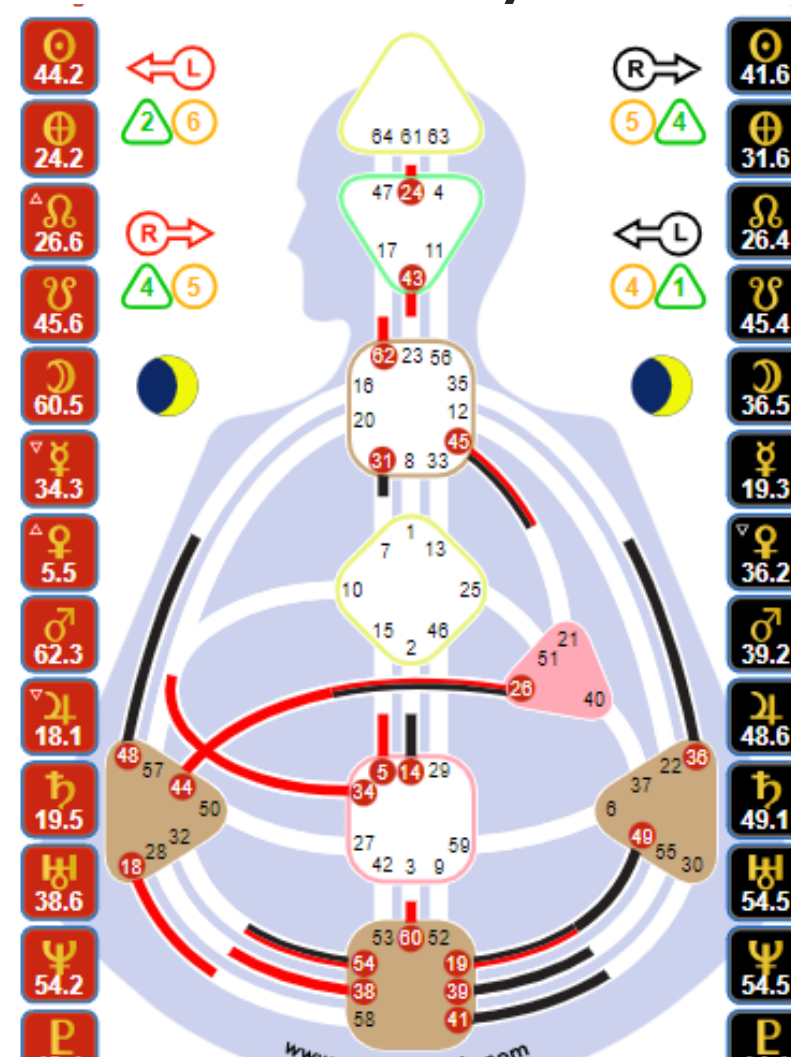


# CASEY'S PENTA - MOTIVATION

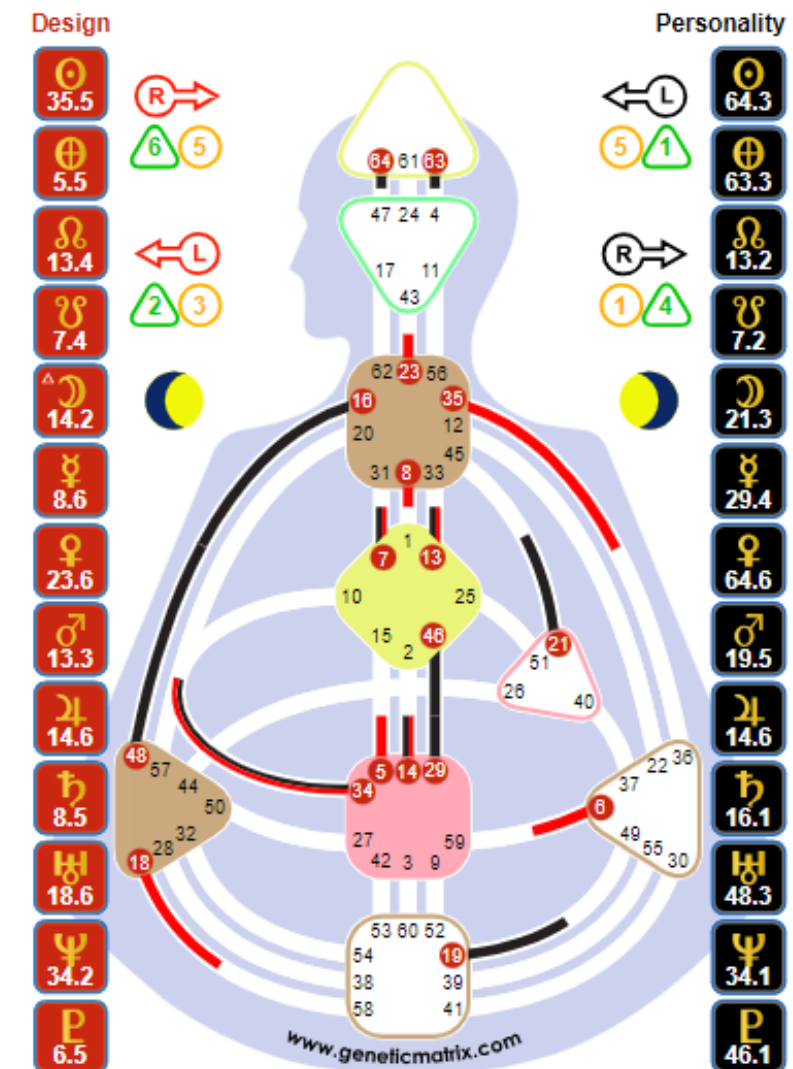
Casey



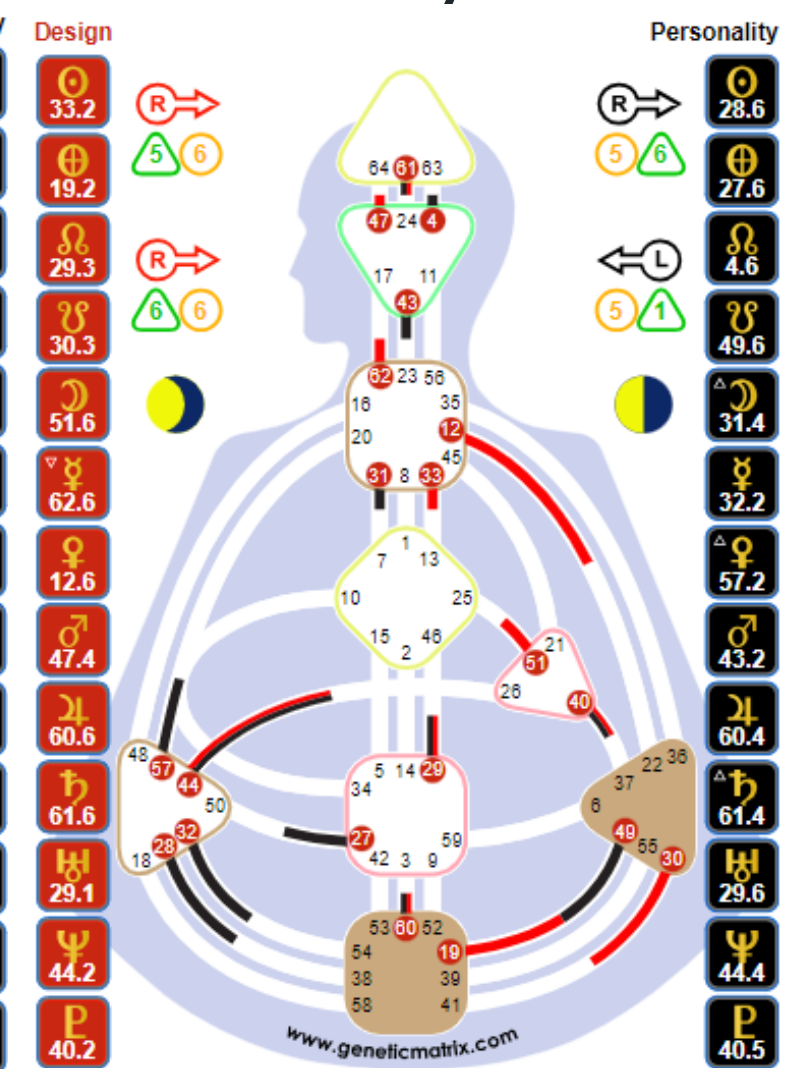
Amy



Elizabeth



Lucy



Casey - Color 1 Fear (Need)

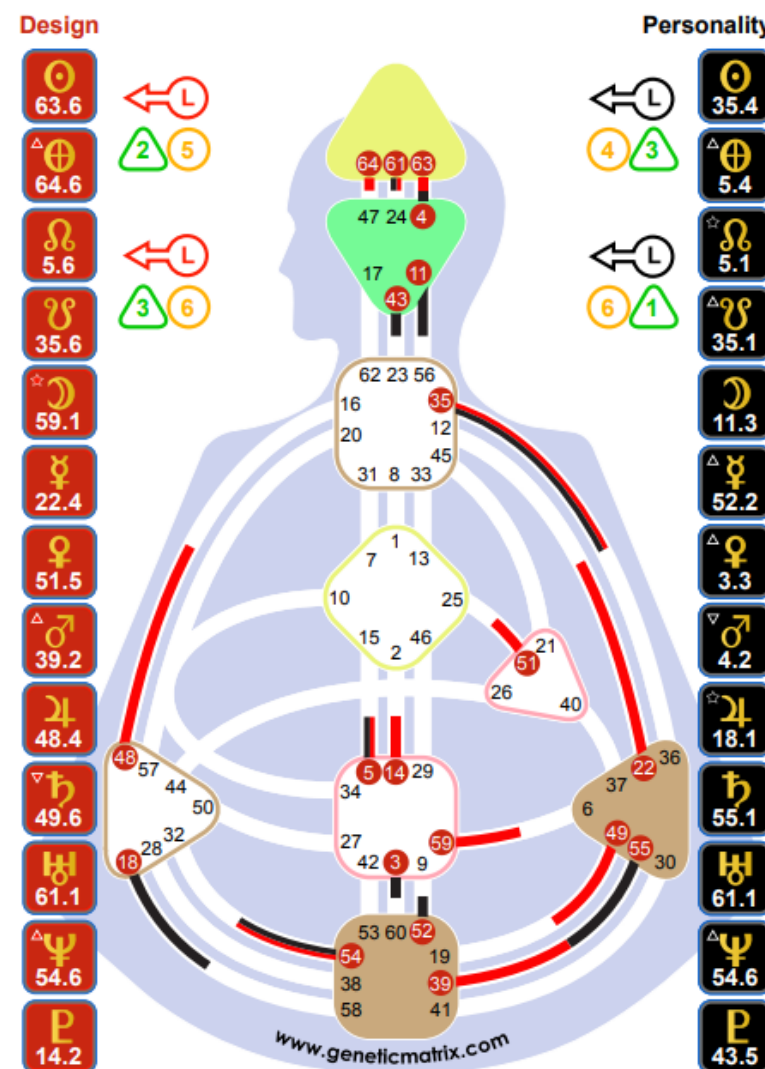
Amy - Color 5 Guilt (Hope)

Elizabeth - Color 5 Guilt (Hope)

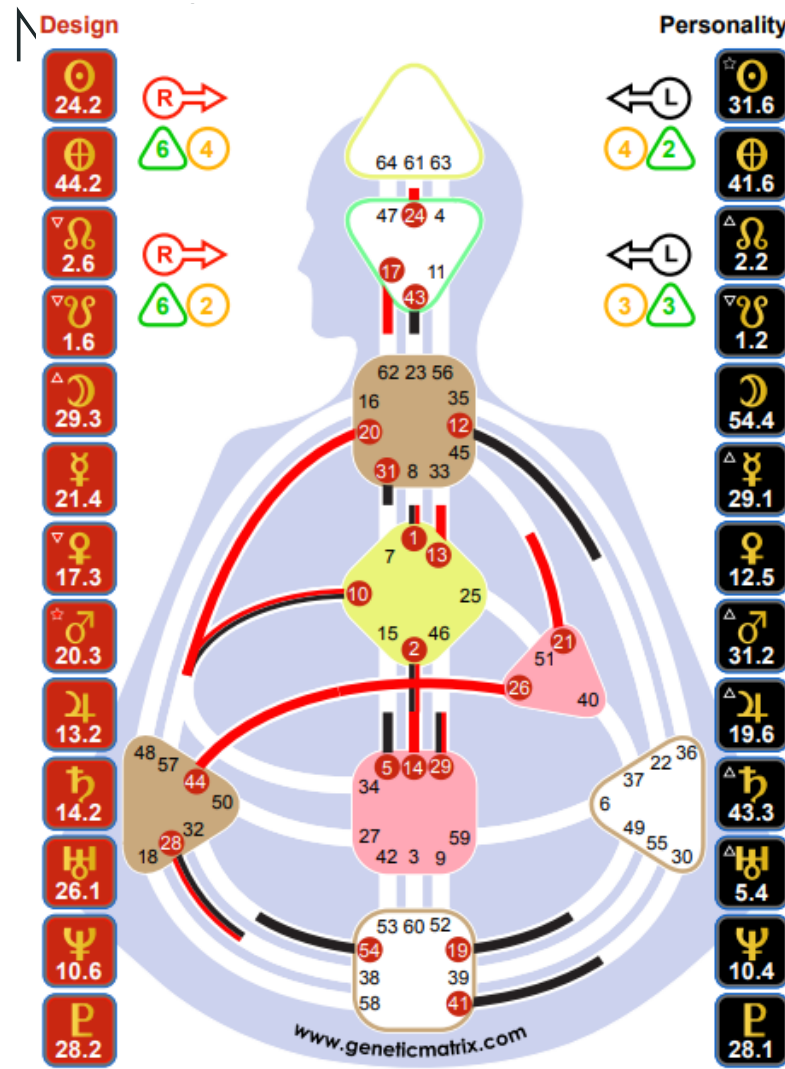
Lucy - Color 5 Guilt (Hope)

# KAJANA'S PENTA - MOTIVATION

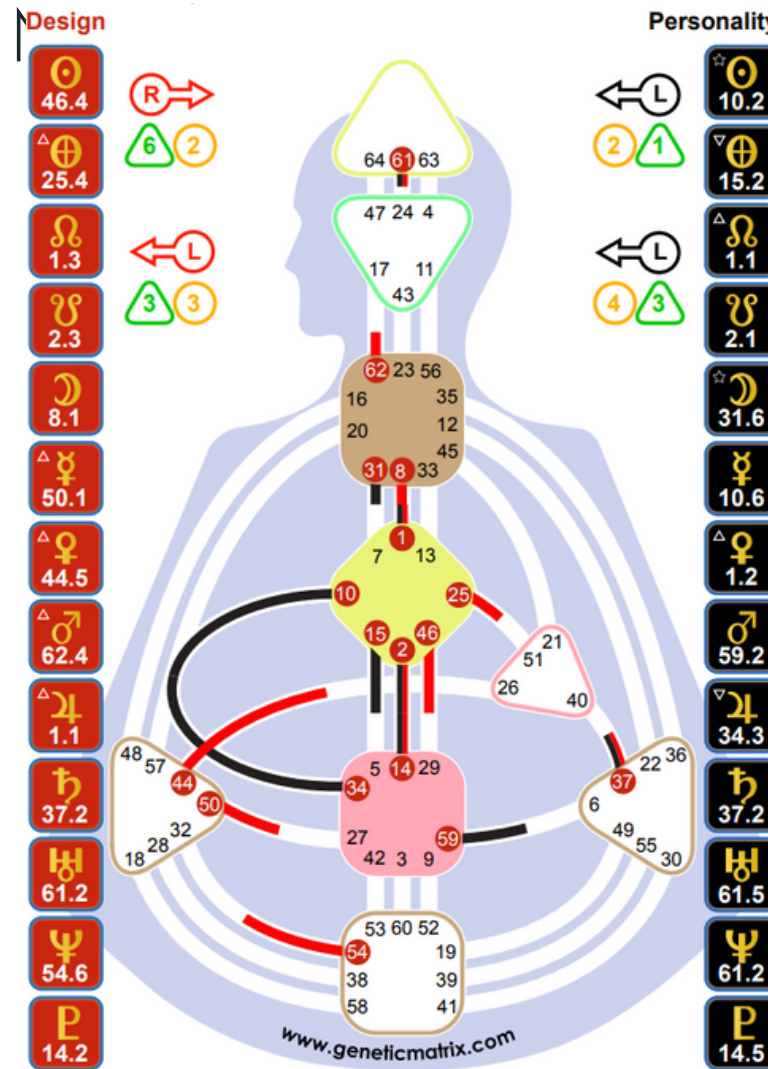
## Kajana



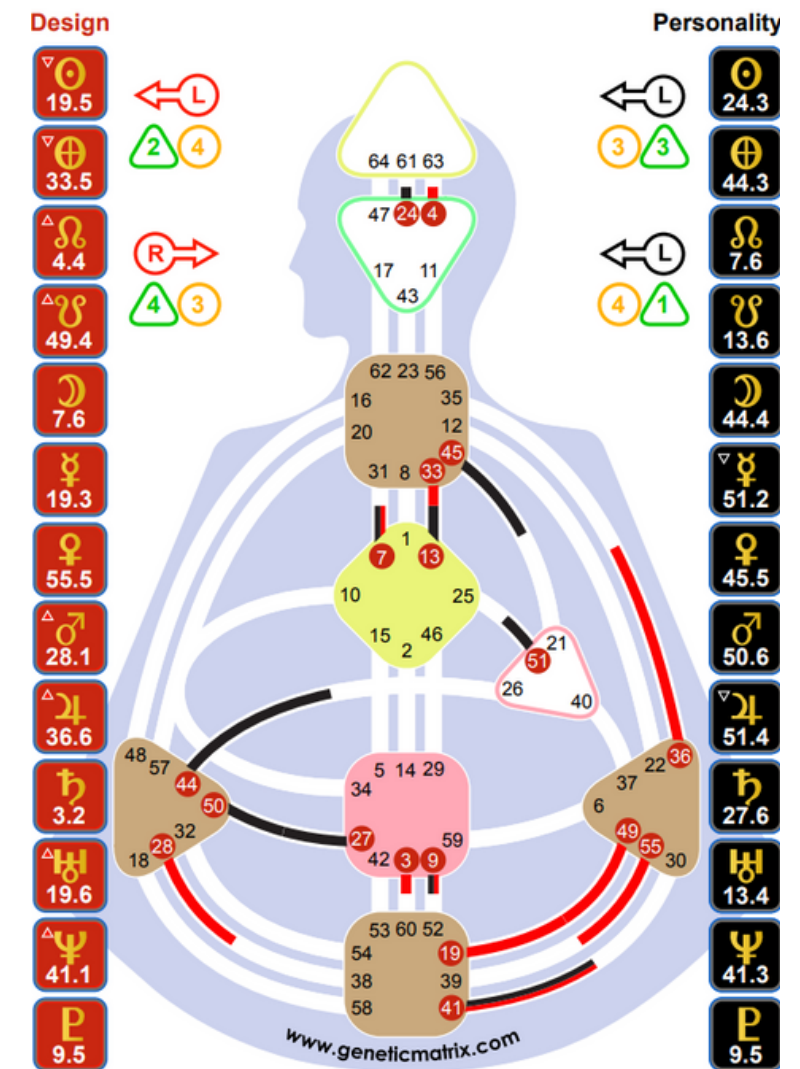
## Sarah



## Hope



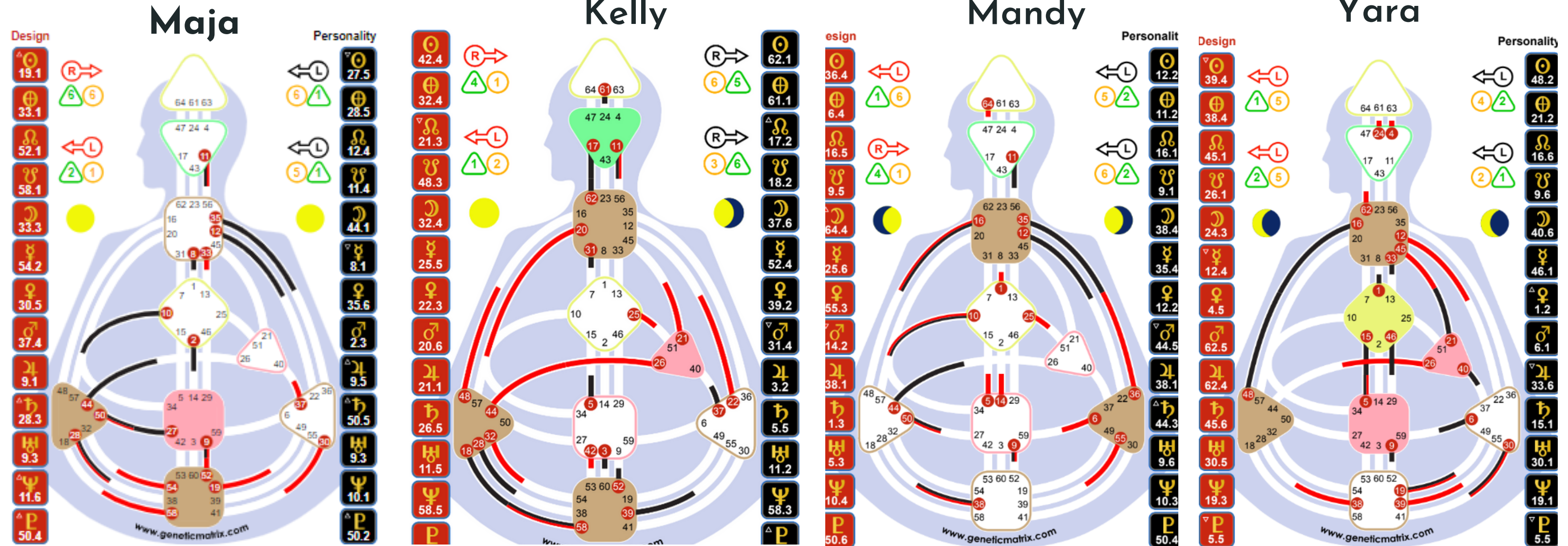
## Kapua



Kajana - Color 4 Need (Fear)  
Sarah - Color 4 Need (Fear)  
Hope - Color 2 Hope (Guilt)  
Kapua - Color 3 Desire (Innocence)



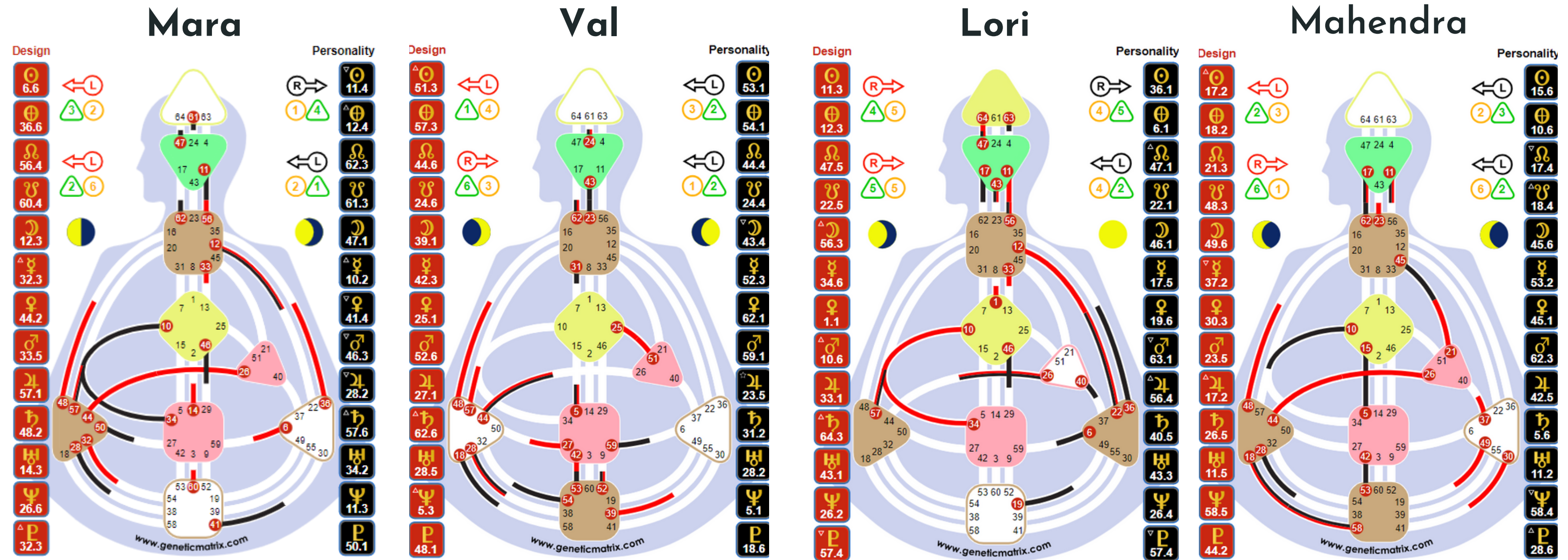
# MAJA'S PENTA - MOTIVATION



Maja - Color 6 Innocence (Desire)  
Kelly - Color 6 Innocence (Desire)  
Mandy - Color 5 Guilt (Hope)  
Yara - Color 4 Need (Fear)



# MARA'S PENTA - MOTIVATION



Mara - Color 1 Fear (Need)  
Val - Color 3 Desire (Innocence)  
Lori - Color 4 Need (Fear)  
Mahendra - Color 2 Hope (Guilt)



# SARAH'S PENTA - MOTIVATIONS

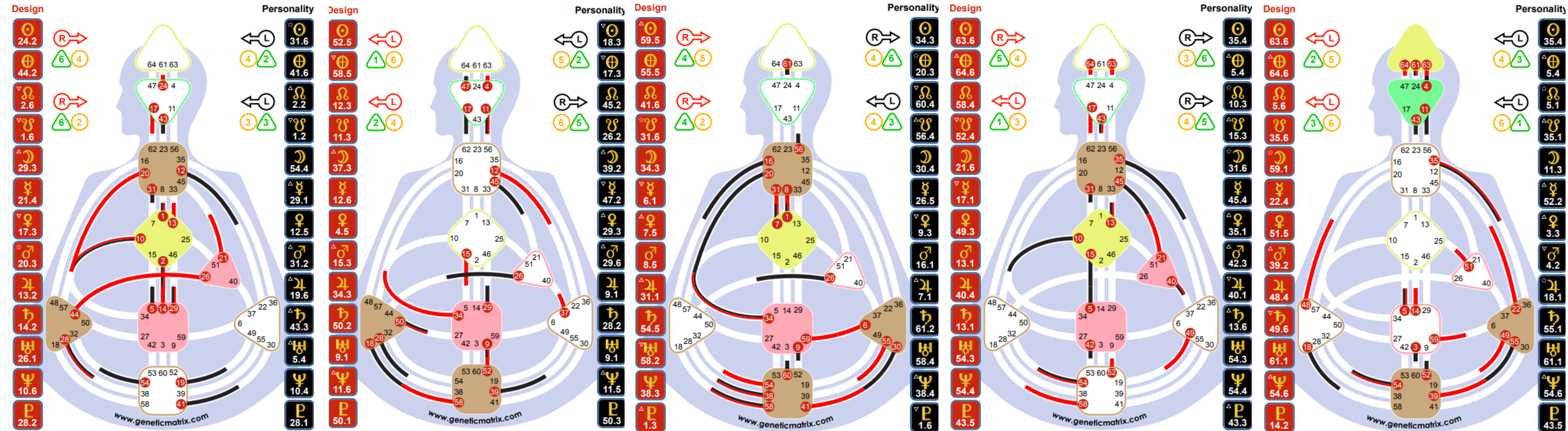
Sarah

Landen

Maki

Chasity

Kajana



Sarah - Color 4 - Need (Fear)

Landen - Color 5 - Guilt (Hope)

Maki - Color 4 - Need (Fear)

Chasity - Color 3 - Desire (Innocence)

Kajana - Color 4 - Need (Fear)

# MOTIVATION COLOR

## 1 - FEAR

Motivated by the unknown. What you are afraid of is what you can not understand

The motivation is to keep digging until you understand

Natural learner, which also makes you a natural teacher

Motivated to make sense of the world

I don't want to be afraid, so let me figure out the unknowable

This is the foundation, this is digging in, going deeper, researching, wanting to know everything, making sense of everything

Curiosity



# MOTIVATION COLOR TRANSFERENCE

## 1 - FEAR - NEED

Most people with Fear are pulled into Need

If anyone is pulling you into Need they are not the right people for you. These people might say:

But what about your spouse and kids...they need you

Or who needs that product/service?

No one needs that

What will they do without you...they need you

You don't have the cognition to back this up. You don't actually know what people need. You are not here to satisfy the needs of others. This is not your cognitive imperative. This is for the NEED people to do

Who is telling you they need you?

What type of need are you pulled to respond to?

Can you sense the needs of others pulling you off your truth?

# MOTIVATION COLOR

## 1 - FEAR ALLIES

The people who are correct for you may ask you:  
How are you going to do that?

How can you research to figure out how to make that happen?

What steps should you take to learn what you don't know about this?

What else is there to know?



# MOTIVATION COLOR

## 1 - FEAR SABOTEURS

The people who are NOT correct for you may ask or say:  
But what about your spouse and kids? ..they need you

Who needs that product/service?

No one needs that

What will they do without you?...they need you

I need you to (fill in the blank).

# MOTIVATION

Color 1 - Fear

Transference - Need

Driven to know the unknown and make sense of the world..

What do I need to know or understand so that I'm not afraid to move forward?

What do I need to research or dig deeper into to create a solid foundation?

You are not here to satisfy the needs of others.

Who is telling you they need you?

What type of need are you pulled to respond to?

Can you sense the needs of others pulling you off your truth?

## Supportive Questions:

How are you going to do that?

How can you research to figure out how to make that happen?

What steps should you take to learn what you don't know about this?

What else is there to know?

## Sabotaging Questions:

But what about your spouse and kids? ..they need you

Who needs that product/service?

No one needs that

What will they do without you?...they need you

I need you to (fill in the blank).



# MOTIVATION COLOR

## 2 - HOPE

Hope is knowing when NOT to act.

Hope's gift is inwardly knowing what is going to change and what is NOT GOING TO CHANGE.

Don't need to take responsibility.

Hope people are most often the people who are living out of Guilt. The true cognitive gift of Hope is very different than of fixing things.

When not in transference, Hope's gift is inwardly knowing what is going to change and what is NOT going to change.

There is no calculating what might happen, it is just a knowing. Your cognitive super power is a deep knowing. When you don't know you have an issue.

# MOTIVATION COLOR TRANSFERENCE

## 2 - HOPE - GUILT

Hope people are most often the people who are living out of Guilt

This often looks like:

Meddling into everyone else's business

Trying to fix everything

In the office for example they will take everything as their personal responsibility to fix. I can talk to the boss about this, I can get everyone to jump on board, I can change the environment, I can make it better.

In relationships they will think that they know how to fix everything. I know how to fix him. If I do a, b, c it will fix the situation. I know how to heal him/her, make them better. I can control and fix the situation.



# MOTIVATION COLOR

## 2 - HOPE ALLIES

The people who are correct for you may ask you:

What do you see happening?

What do you think is going to change and what is not?

What is the knowing you get about any situation?

What is going to get better?

# MOTIVATION COLOR

## 2 - HOPE SABOTEURS

The people who are not correct for you may ask you:

What are you going to do about this? You need to get in there and make a change.

What change will you make?

What can you do to fix this? Can you go do something?



# MOTIVATION

Color 2 - Hope

Transference - Guilt

Driven by a deep knowing of when NOT to act.

Hope's gift is inwardly knowing what is going to change and what is NOT GOING TO CHANGE.

Don't need to take responsibility.

Not here to fix things.

Hope's gift is inwardly knowing what is going to change and what is NOT going to change.

There is no calculating what might happen, it is just a knowing. Your cognitive super power is a deep knowing. When you don't know you have an issue.

## Supportive Questions:

What do you see happening

What do you think is going to change and what is not?

What is the knowing you get about any situation?

What is going to get better?

## Sabotaging Questions:

What are you going to do about this? You need to get in there and make a change.

What change will you make?

What can you do to fix this? Can you go do something?

# MOTIVATION COLOR

## 3 - DESIRE

You are born to FOLLOW YOUR DESIRE

It is good to have an agenda for everything

You have the power and the cognition to be a leader.

This is the natural power of motivation, the natural motivational speaker/priest/preacher.

What part of life are you not committing to?

Are you reluctant to set an agenda?

Do you watch or observe when you know you should be taking a leadership role?

**Goals are important.**

Make appointments

make plans

take specific steps to track your goals

Make lists



# MOTIVATION COLOR TRANSFERENCE

## 3 - DESIRE - INNOCENCE

Most people with Desire are pulled into Innocence

When they are in their Transference they may feel like they have been guided by the mind, it will tell them "just stay out of it, it has nothing to do with you, don't worry, don't lead, no agenda, you can just ease into life. Make no commitments."

It is so easy to get pulled into innocence. You may find yourself questioning:

Who is worth leading?

What is worth desiring - you don't want to go after everything?

The importance here is to then take charge of the direction that you are desiring to focus on.

Are you reluctant to set an agenda?

What are you not committing to?

Do you watch or observe others when you know you should be taking a leadership role?

# MOTIVATION COLOR

## 3- DESIRE ALLIES

The people who are correct for you may ask you:

What is your goal?

What specific steps do you need to take?

What action steps are important to reach your outcome?

What are you willing to commit to?

What needs to happen next?

Can you get clear on your action plan?



# MOTIVATION COLOR

## 3- DESIRE SABOTEURS

The people who are NOT correct for you may ask you:

Who do you think you are to lead or go after your dreams?

Just sit back and observe

You don't need to do anything

You don't need to lead, just relax

Don't worry about it

Don't worry about taking action

# MOTIVATION

## Color 3 - Desire

### Transference - Innocence

Driven by your true desires.

You are natural leader and motivational speaker.

How can you further your goals?

What steps do you need to take?

Who is worth leading?

What is worth desiring?

What direction do you desire to focus on?

What part of your life are you not committing to?

Are you reluctant to set an agenda?

Do you watch or observe when you know you should be taking a leadership role?

#### Supportive Questions:

What is your goal?

What specific steps do you need to take?

What action steps are important to reach your outcome?

What are you willing to commit to?

What needs to happen next?

Can you get clear on your action plan?

#### Sabotaging Questions/Statements:

Who do you think you are to lead or go after your dreams?

Just sit back and observe

You don't need to do anything

You don't need to lead, just relax

Don't worry about it

Don't worry about taking action

# MOTIVATION COLOR

## 4 - NEED

Need cognition is based on personal needs, and the needs of the people around them. It is driven to meet basic physical and emotional needs.

Need people are here to think about what needs to be done and what is needed to be fulfilled.

You are cognitively capable of handling those needs. When you sense that there is a need for something you will be motivated into action to meet that need.

Need cognition is NOT to be based in fear and should only think about what you have to think about. You don't need to think about everything, only what needs to be thought about. You can leave everything else to the color 1 people.



# MOTIVATION COLOR TRANSFERENCE

## 4 - NEED-FEAR

Most people with Need are pulled into Fear. Not the curious type of fear, but the panic hysterical type of fear.

Transference looks like the mind telling you to act on all the things you should be afraid of.

Fear would drive the action, the motivation, your purchases, your life choices, your partners, your decisions. This would be anxiety, stress, fear driven decisions.

Fear show up differently for different people. We aren't all afraid of the same things.

It is likely that your fear will be based in the unhealthy expression of your undefined centers. For example, if you have an Undefined head - there is a lot of pressure to think about all those things that don't need to be thought about.

# MOTIVATION COLOR

## 4 - NEED ALLIES

The people who are correct for you may ask you:  
What do you need to make this happen?

What do you need for support?

What specific needs are important to accomplish this?

What needs to be done?

What needs to be thought about?

What needs to happen next?

What do your family/clients/people need for this to happen?

# MOTIVATION COLOR

## 4 - NEED SABOTEURS

The people who are NOT correct for you may ask you:  
Doesn't that scare you?

If you leave your job, won't you lose your insurance? (bringing in some type of fear scenario)

Aren't you worried about that?

Doesn't that make you nervous to : start a business, go to that event alone, speak on stage, move across the county, try anything new, etc.

You should be scared to take that action, anything can happen, you could get sick, you could fail, you could...

You will lose this opportunity if you don't take that action!

Anyone who is creating panic or fear, pushing you through fear, or leading you with fear is <sup>not</sup> the right motivation for you. Any inspiration out of fear is NOT FOR YOU.



# MOTIVATION

## Color 4 - Need

## Transference - Fear

Driven by your personal needs and the needs of the people around you.

What do you need to master?

Are you needing to learn something new?

What do you need to do to fulfill your mastery?

What needs can you assist with?

What is your personal need?

What needs to happen for you to learn more and grow?

Do you need to be the master or the novice in this situation?

### **Supportive Questions:**

What do you need to make this happen?

What do you need for support?

What specific needs are important to accomplish this?

What needs to be done?

What needs to be thought about?

What needs to happen next?

What does your family, clients, people need for this to happen?

### **Sabotaging Questions:**

Doesn't that scare you?

If you leave your job, won't you lose your pension? (bringing in some type of fear scenario)

Aren't you worried about that?

Doesn't that make you nervous to: start a business, go to that event alone, speak on stage, move across the county, try anything new, etc.

You should be scared to take that action, anything can happen, you could get sick, you could fail, you could...

You will lose this opportunity if you don't take that action - any inspiration out of fear is NOT FOR YOU!

# MOTIVATION COLOR

## 5 - GUILT

The Guilt Motivation isn't about the negative connotation of the word that first comes to mind when we hear guilt. Guilt people are taking the action needed to rise up out of even the most dire circumstances.

This is a desire to fix or restore things. These people are fixers who are motivated by what they can do right now to fix this.

Guilt can become a part of this motivation process, and as long as it is used properly it can be a positive motivator.

If you make people feel guilty then they can fix it.

Most of the time when we see Guilt used to motivate it is likely from Hope people in transference who are laying on a 'guilt trip' with no cognition to create change or inspiration for people to fix through guilt.

# MOTIVATION COLOR TRANSFERENCE

## 5 - GUILT-HOPE

Here the transference shows up as HOPING for change. Hope doesn't know how to fix.

Everything you *think* (your mind) is rooted in transference.

If you let your mind tell you what you *should* do you will be in transference.

If the mind says "I hope it changes," you are living in transference.

It is very easy to fall into hoping for change.

I hope my child's grades will improve

I hope I will win the lottery

I hope my lover will stop cheating/lying/drinking

I hope the world improves



# MOTIVATION COLOR

## 5 - GUILT ALLIES

The people who are correct for you may ask you:  
What needs to be fixed to handle your issue?

What does your kid/spouse/biz need to be fixed?

What can you do to change the situation?

What action fixes this issue?

What else can you do in order to create a fix?

What fix can you make happen right now?

Don't hope-fix.

# MOTIVATION COLOR

## 5 - GUILT SABOTEURS

If anyone is pulling you into Hope they are not the right people for you. These people might say:  
Why don't you just wait and see how it unfolds?

Why don't you wait for more clarity on the situation?

Why are you trying to fix this?

What is the best you can hope for?

What do you wish could happen?

Just hope for a change.

Sabotaging words or thoughts:  
Hope, sit back, wait, relax, it will change

# MOTIVATION

## Color 5 - Guilt

### Transference - Hope

Driven by the desire to fix or restore things.

What do you feel needs to be fixed and how can you condition those around you?

What are you being conditioned by, is this moving you in the direction of change or are you wishing something will change?

Are the conditions positive or negative for you? Are they serving your motion to fix the things that need to be fixed?

What is your message and your plan to fix the things you believe need to change?

#### **Supportive Questions:**

What needs to be fixed to handle your issue?

What does your kid/spouse/biz need to be fixed?

What can you do to change the situation?

What action fixes this issue?

What else can you do in order to create a fix?

What fix can you make happen right now?

Don't hope-fix.

#### **Sabotaging Questions:**

Why don't you just wait and see how it unfolds?

Why don't you wait for more clarity on the situation?

Why are you trying to fix this?

What is the best you can hope for?

What do you wish could happen?

Just hope for a change.

Sit back, wait, relax, it will change.



# MOTIVATION COLOR

## 6 - INNOCENCE

When we come to Innocence, the nature of this is actually without motivation. The 6 is to be something that is trusted, because we love to feel there is no motivation behind them.

Innocence people are here to:

Observe

Be aloof and objective

Be unbiased

Be in their own thing

Have no specific agenda

No outcome in mind

No motivation

No plan

No purpose

No legitimate motivation in innocence, but the mind is usually thinking about what it desires.

# MOTIVATION COLOR TRANSFERENCE

## 6 - INNOCENCE-DESIRE

Most people with Innocence are pulled into Desire.

Innocence in transference looks like a lot of the leaders in the world driven by desire, locked in and focused on what they want, controlling as they lead, focused with an agenda, forcing things to happen. They might be the one in the group trying to lead and direct the ship. They are very motivated, very desirous, going after the goals, dreams, living with an agenda.

The transference is a tunnel vision, honed in on making something happen. Unfortunately for them, they are deeply conditioned with this especially if they have ever taken a motivation course or Law of Attraction course.

When in transference their desire blocks what they would be good at.

Desire runs the planet, so how do they sit, observe, live in Innocence, and actually live their life?

We all want to pay our bills, make money, maybe even have a successful business, but you still have to show up in your work/business in your Innocence, with no agenda and observe. This is how you get what you want.

# MOTIVATION COLOR

## 6 – INNOCENCE ALLIES

The people who are correct for you may say or ask you:

What do you observe?

What can you notice in this situation?

Just allow yourself to relax, it will work out.

You don't have to make anything happen. If you step back and observe it will fall into place.

What did you see in this situation?

Innocence people are very observant, and they can notice things no one else sees. So you can be in transference, but the moment someone asks what you noticed, you immediately have the ability to step into the Buddha of observations. The true cognition is there if people can assist them in asking the right questions.



# MOTIVATION COLOR TRANSFERENCE

## 6 – INNOCENCE SABOTEURS

If anyone is pulling you into Desire they are not the right people for you. These people might say:  
What do you desire?

What can you do to make this situation better?

What is the agenda with this?

What do you want to happen?

How can you make this happen?

How can you pursue this relationship?

What's your plan?

People who ask you these types of questions will be further locking you into your desire.

# MOTIVATION

## Color 6 - Innocence

### Transference - Desire

The nature of this is actually without motivation or agenda. The 6 is something that can be trusted because we love to feel there is no hidden motive. Innocence people are here to observe, be aloof, be unbiased, have no specific agenda, no plan, no purpose, and to be in their own thing. Innocence people are very observant, and they can notice things no one else sees. So you can be in transference, but the moment someone asks what you noticed, you immediately have the ability to step into the Buddha of observations. The true cognition is there if people can assist them in asking the right questions.

#### **Supportive Questions:**

What do you observe?

What can you notice in this situation?

Just allow yourself to relax, it will work out.

You don't have to make anything happen. If you step back and observe it will fall into place.

What did you see in this situation?

#### **Sabotaging Questions:**

What do you desire?

What can you do to make this situation better?

What is the agenda with this?

What do you want to happen?

How can you make this happen?

How can you pursue this relationship?

What's your plan?

# MOTIVATION

The 6 Motivations are each ruled by a type of desire.

Fear - The desire to know

Hope - The desire for something to happen (or not).

Desire - Aligned to their own desire, or focused on other's desire

Need - The desire to fulfill needs

Guilt - The desire to fix or restore things

Innocence - The lack of desire, lack of agenda



# TONES

Tone 1 - Security

Tone 2 - Uncertainty

Tone 3 - Action

Tone 4 - Meditation

Tone 5 - Judgement

Tone 6 - Acceptance

# MOTIVATION TONE

## 1 - SECURITY

What is security for you?

What makes you feel insecure?

What needs to be more secure in the foundation for growth?

You won't know what need to be secured when in transference.

# MOTIVATION TONE

## 2- UNCERTAINTY

Allowing for the uncertainty, knowing anything can change at any moment, but being ok with this

Dwelling on the principle of a situation

The right motivation allows for the right question to be asked, uncertainty leading to new awareness

You might think you know everything if in transference

# MOTIVATION TONE

## 3 - ACTION

Leaping into action, focused, intense about action on something important for you.

Also an active mind

Action inspired through proper Motivation

You might be in inaction when in transference



# MOTIVATION TONE

## 4 - MEDITATION

From the outer to the inner world.

Here we see the need to quiet the mind for greater clarity.

How can inner stillness bring about clarity in motivation?

We might see an inability to focus or quiet the mind if in transference.

# MOTIVATION TONE

## 5 - JUDGEMENT

The judgmental process in the mind allows for clarity on the Motivation.

If you are in transference you may suffer from lack of judgement, not having good judgement in a situation, not knowing how to judge the problem.

# MOTIVATION TONE

## 6 - ACCEPTANCE

Surrender and ease above all else, going with the flow

Allowing the ease, not by ignoring a situation, but seeing all options and allowing the flow to lead you

If you are in transference you may not be able to accept the life situations before you

# SPLITS IN SOLO-PRENEURSHIP

## **Single Definition - Independent**

Because they are self-contained and can process information quickly they will likely work very well solo.

## **Split Definition - Collaborative**

They are best designed to work with others. Although they may be able to work solo at times, they need regular connection with others to be fulfilled long term.

## **Triple Split Definition - Synthesizing**

Working solo allows them to set their own schedule and do their own thing in their own time, allowing them to move among different groups of people throughout the day.

## **Quadruple Split Definition - Subjective**

Since they are pretty fixed and process things at a slower pace they may work well solo. Others have to adjust to them vs them adjusting to others, so at times it may be simpler to operate solo

## **No Definition - Objective**

Reflectors can work solo, however are here to enliven and lift up the energy of others. They can evaluate what is different or not. Every day for them is different.



# SPLITS IN PARTNERSHIP

## **Single Definition - Independent**

Because they are independent a Partnership may feel like it slows them down or gets in their way. The right partner can complement their skills and work well

## **Split Definition - Collaborative**

Working in a Partnership can be ideal because they are designed to work with others to bridge their split

## **Triple Split Definition - Synthesizing**

Will often feel trapped in a Partnership. As long as they have the freedom to regularly move in and out of the Partnership, the Partnership has the potential to be successful

## **Quadruple Split Definition - Subjective**

For a Partnership to work the partner must be willing to adjust to them because they do not have the flexibility to adjust to their partner. A flexible partner that can give them time to process information can work.

## **No Definition - Objective**

Reflectors can work in Partnerships depending on the partner

# SPLITS IN PENTAS

## **Single Definition - Independent**

Because they are self-contained and can process information quickly, they may not feel as comfortable in a small group.

## **Split Definition - Collaborative**

Typically work well in small groups because they are designed to work with others to bridge their split

## **Triple Split Definition - Synthesizing**

Will likely feel trapped in a small group. They are designed to interact with many different people throughout the day. It may work if they can constantly move in and out of the group or multiple groups frequently.

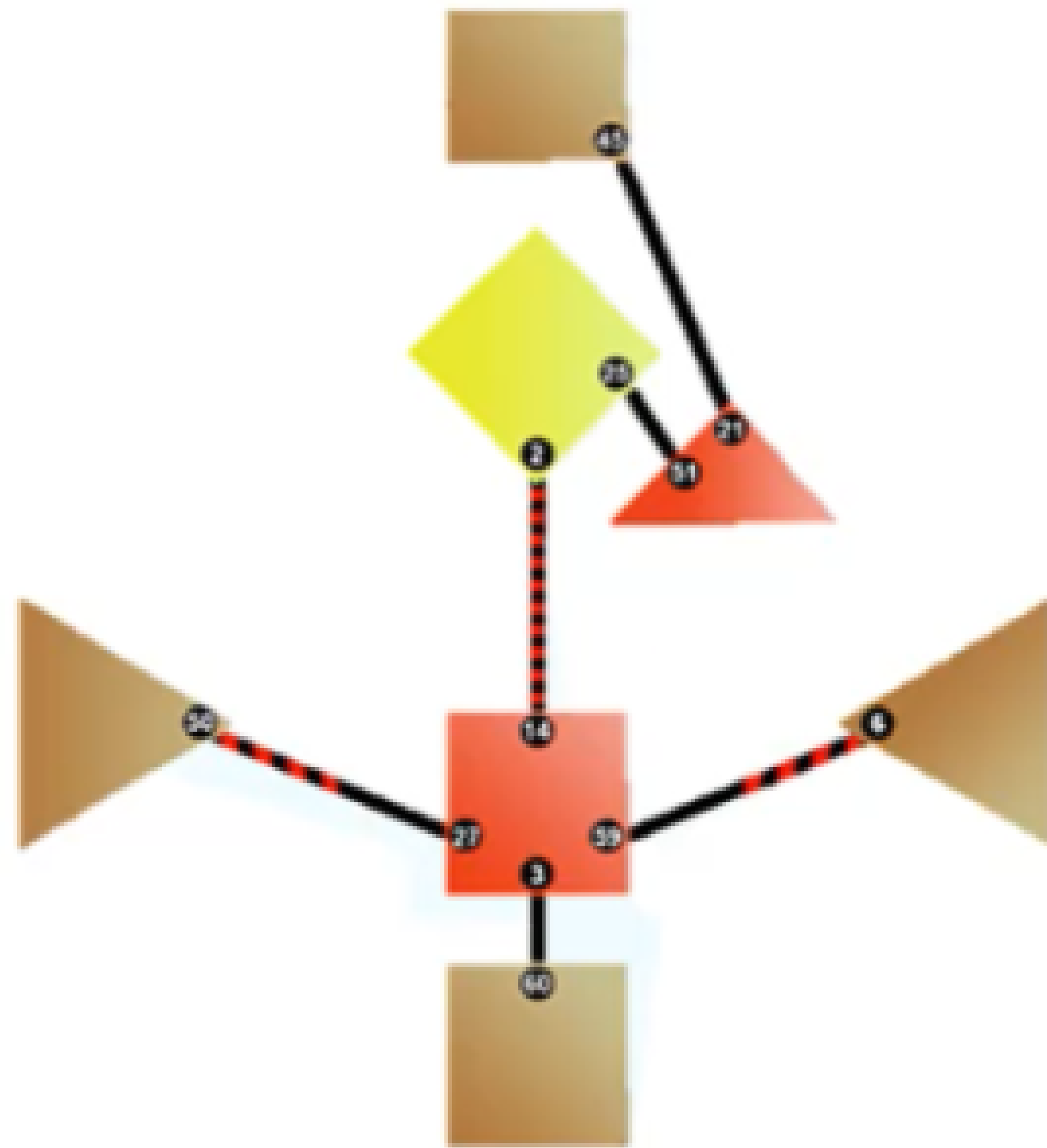
## **Quadruple Split Definition - Subjective**

It may be difficult for them to be in a small group because they are fairly fixed and process things slowly.

## **No Definition - Objective**

Reflectors are not designed to work well in small group

# WA CHANNELS



WA / OC16

# THE MOVIE ANALOGY

Manifestors - Producers

Projectors - Directors

Generators/Manifesting Generators - Actors, Production Crew, Assistant, etc.

Reflectors - Film Critics



# TYPES IN PENTAS

## **Builders (Generators/Manifesting Generators)**

Generators will likely feel most comfortable in a Penta. Pentas are designed for Builders

## **Advisors (Projectors)**

Projectors are designed to be the Alpha outside the Penta leading and guiding it to success. They don't necessarily need to have Penta definition to do so.

## **Innovative (Manifestors)**

Pentas by nature are Generative. Since Manifestors are a non-energy type they are not really designed to work in Pentas.

## **Evaluators (Reflectors)**

Reflectors are a non-energy type and may feel that the Penta energy dynamics are uncomfortable and overpowering.

# TYING IT ALL TOGETHER

Type

Authority

Not-Self Themes

Circuit Types and Natural Strengths

Profile and Marketing Style

Business Traits

Fear Gates

Motivation

# TYING IT ALL TOGETHER

## **Type - Generator/Manifesting Generator**

What does WORKING ALIGNED look like for a Generator/Manifesting Generator?

What might you notice if a Generator/Manifesting Generator is working MISALIGNED?

What can you do to effectively lead a Generator/Manifesting Generator?

# GENERATORS/MANIFESTING GENERATORS IN BUSINESS

**Generators and Manifesting Generators are designed to do what they love and love what they do!**

When aligned, Generators will feel satisfied in the work that they do and will have an almost unlimited supply of energy to do the work that is correct for them. It is important for Generators to use up the Generator energy each day.



**The Generator Aura is Open and Enveloping.**

Generators working correctly will draw in the right people, opportunities and resources at the correct time.

**Misaligned Generators and Manifesting Generators are likely to feel frustrated, exhausted and/or burnt out.**

Common ways for Generators to work out of alignment is:

- Letting the Mind try to strategize and control the outcome
- Trying to initiate

**The key for Generators is to WAIT TO RESPOND.**

As a Generator begins to notice the things to respond to, their magnetic Aura will begin to draw in the right things at the right time!

# SUPPORTING GENERATORS



- Identify what makes them feel most satisfied
- Identify what makes them feel most frustrated
- Encourage them to not initiate, but to look for things to respond to
- Give them things to respond to
- Make sure you are helping them to use their Authority when making decisions



# TYING IT ALL TOGETHER

## **Type - Projector**

What does WORKING ALIGNED look like for a Projector?

What might you notice if a Projector is working MISALIGNED?

What can you do to effectively lead a Projector?

# PROJECTORS IN BUSINESS

**Projectors are designed to lead, guide and direct.**

With their capacity to see the big picture, recognize the talents/gifts of others, and bring people together, they make exceptional advisors, administrators, networkers and natural mediators.

Projectors can be gifted organizers, and masters at understanding how to maximize energy and resources as they see things that others often miss.



**The Projector Aura is Probing and Penetrating.**

The Projector's focused, probing aura, and complex way of interacting with people at deeper energetic levels, sets them apart from the other three Types. Projectors understand people quickly and deeply.

When the probing Projector Aura penetrates the Aura of someone who hasn't invited them, the natural energetic reaction is to put up walls of protection and resist the guidance of the Projector, often leaving the Projector feeling unseen, unappreciated and undervalued (Which creates bitterness).

**Misaligned Projectors are not likely to attract correct invitations and will likely feel bitter and exhausted.**

Common ways for Projectors to work out of alignment is:

- Letting the Mind try to strategize and control the outcome
- Trying to initiate
- Pushing too hard, working too much

**The key for Projectors is to WAIT TO BE ACKNOWLEDGED AND INVITED.**

You are here to master systems while you wait.

# SUPPORTING PROJECTORS



- Identify what makes them feel most successful
- Identify what makes them feel most bitter
- Encourage them to not initiate, but to invite them to use the talents that you recognize in them. (Understanding their channels can be helpful)
- Help them to recognize when they may be pushing too much, not taking enough down time.
- Make sure you are helping them to use their Authority when making decisions

# TYING IT ALL TOGETHER

## **Type - Manifestor**

What does WORKING ALIGNED look like for a Manifestor?

What might you notice if a Manifestor is working MISALIGNED?

What can you do to effectively lead a Manifestor?

# MANIFESTORS IN BUSINESS

## **Manifestors are designed to get things started (Initiate).**

Manifestors are here to bring their aligned visions into reality by getting things started and drawing in the correct support team to make it all happen. Manifestors can make things happen very quickly when they are living in alignment and following what they feel inspired by. Without the consistent Sacral energy they need support to make their visions a reality.



## **The Manifestor Aura is Impactful and Repelling.**

The Manifestor Aura is a powerful aura that impacts the people who come into their Aura. It can sometimes be repelling. The impactful aura can cause other auras to contract, putting people in a defensive or protective mode, which happens energetically, far below one's level of consciousness, before verbal communication is even initiated. At times other people can feel as though you are leaving them behind.

## **Misaligned Manifestors are not likely to delegate effectively causing them to work too much and will likely feel angry and exhausted.**

Common ways for Manifestors to work out of alignment is:

- Letting the Mind try to strategize and control the outcome
- Trying to do it all themselves and over working
- Becoming impatient because other types aren't able to move as quickly

## **The key for Manifestors is to INFORM.**

The key for Manifestors is to inform the people who are impacted by their actions to reduce resistance and to attract the correct support people. This helps to create less resistance, make the people around them feel included and helps to draw in the right support people to make their vision a reality. By informing they can break through this highly charged auric interaction and open the way for clear, productive and peaceful communication.



# TYING IT ALL TOGETHER

## **Type - Reflector**

What does WORKING ALIGNED look like for a Reflector?

What might you notice if a Reflector is working MISALIGNED?

What can you do to effectively lead a Reflector?

# REFLECTOR IN BUSINESS

Reflectors are very rare (approximately 1% of the population).

All 9 Centers are Undefined, so they are vulnerable to absorb all 9 types of energy.

## **Reflectors are designed to gauge how things are working.**

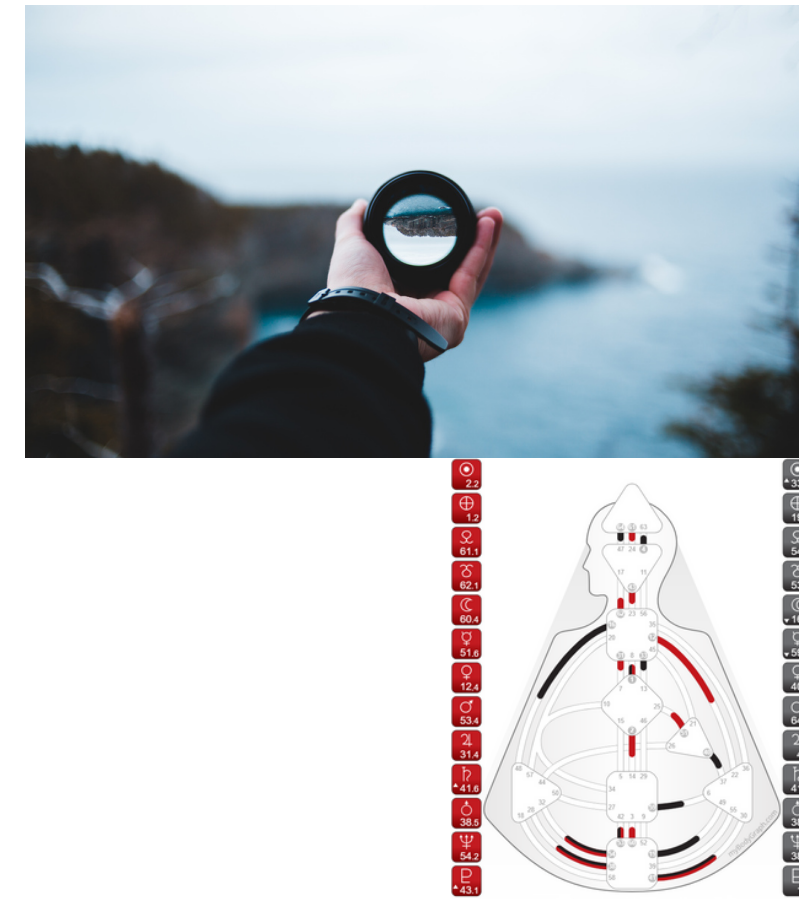
Reflectors have a unique ability to taste or sense what is really happening as they magnify the frequencies of everything and everyone in their environment.

Reflectors are not necessarily interested in studying themselves. They are also not overly interested in their impact on others either. Reflectors are here to understand how the system works as a whole.

## **The Reflector Aura is Closed and Sampling.**

Reflectors are born with a special attunement to the cosmic environment, and to the impact of the neutrino field on human beings. They sample, reflect and judge the quality of the environment on any given day. Reflectors can be great for assessing improvements that can be made in the systems or team dynamics.

The key for Reflectors is to wait **28 days** (full Lunar cycle) before making decisions. During this time they will want to talk with others, not for advice but to articulate their own thoughts and hear their own potential truth.



# SUPPORTING REFLECTORS



- Give them at least 28 days to make important decisions
- Give them opportunities to gauge how the systems are working as a whole
- Help them to recognize when they may be pushing too much, not taking enough down time.
- Make sure they feel comfortable in their working environment

# ASSIGNMENT - FINAL PROJECT

## PART 1

1. Describe how being your Type impacts how you show up in your work and reflect on if you are currently showing up in alignment with your Type in your work or not.
2. Describe how the team member you selected is impacted by their Type in how they show up in their work and reflect on if they are currently showing up in alignment with their Type in work or not.



# TYING IT ALL TOGETHER

## **Authority - Emotional**

What does WORKING ALIGNED look like for someone with Emotional Authority?

What might you notice if an Emotional Authority team member is working  
MISALIGNED?

What can you do to effectively support an Emotional Authority team member to utilize  
their Authority in their work?



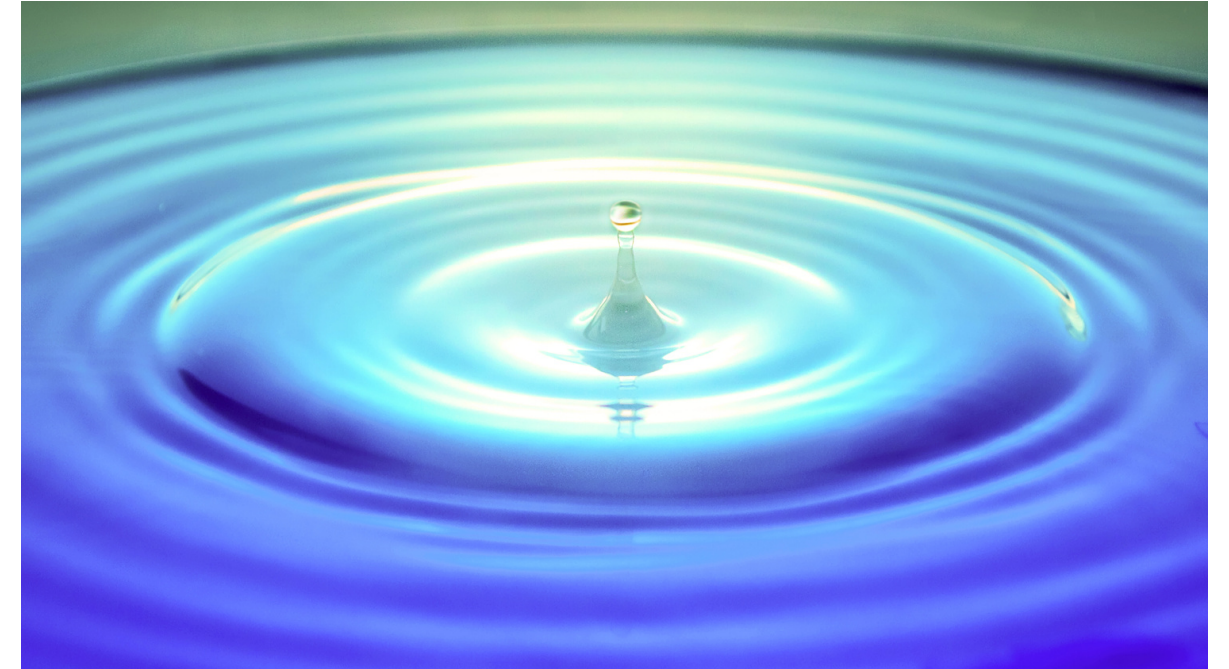
# EMOTIONAL

No TRUTH in the now!

Need to wait for emotional waves to settle before making decisions. (Avoid decisions in high or low)  
Best to wait at least 24 hours.

May not feel more than 70% certain.

It is important to not avoid emotions.



## SUPPORTING EMOTIONAL AUTHORITY...

Don't pressure to decide quickly

Don't tell them to follow their gut

Allow space for them to process their emotions, even the lower wave emotions

Realize they may never feel 100% certain

Ask how they feel about the situations

# TYING IT ALL TOGETHER

## **Authority - Sacral**

What does WORKING ALIGNED look like for someone with Sacral Authority?

What might you notice if a Sacral Authority team member is working MISALIGNED?

What can you do to effectively support a Sacral Authority team member to utilize their Authority in their work?

# SACRAL



Follow your gut

Only truth in the now

Guttural response to YES/NO questions:

ah-huh (yes)

uhn-un (no)

hmmmm (I don't know right now)

May have been conditioned out of using the guttural sounds.

## SUPPORTING SACRAL AUTHORITY...

Ask yes/no questions

Avoid open ended questions

Don't ask future focused questions

Notice when they answer using logic/mind (not the sacral responses)

# TYING IT ALL TOGETHER

## **Authority - Splenic**

What does WORKING ALIGNED look like for someone with Splenic Authority?

What might you notice if a Splenic Authority team member is working MISALIGNED?

What can you do to effectively support a Splenic Authority team member to utilize their Authority in their work?



# SPLENIC

The Splenic Authority is an instantaneous resonance or recognition with something or someone

It is an inner knowing if something is healthy for you or not.

A survival intelligence/intuition that alerts us to which environments, direction, opportunities and people are safe and advantageous for us to engage with, and which aren't.

It is subtle and can easily be drowned out by mental chatter and emotional needs, wants and pressures from ourselves and others.

Must be aware in the present moment. Like the Sacral Authority, there is only truth in the now.

## SUPPORTING SPLENIC AUTHORITY...

Encourage them to explore how the spleen sounds/tastes/feels for them

Give them space to change their mind if something feels off in the moment

Don't ask future focused questions

Notice when they answer using logic/mind





# TYING IT ALL TOGETHER

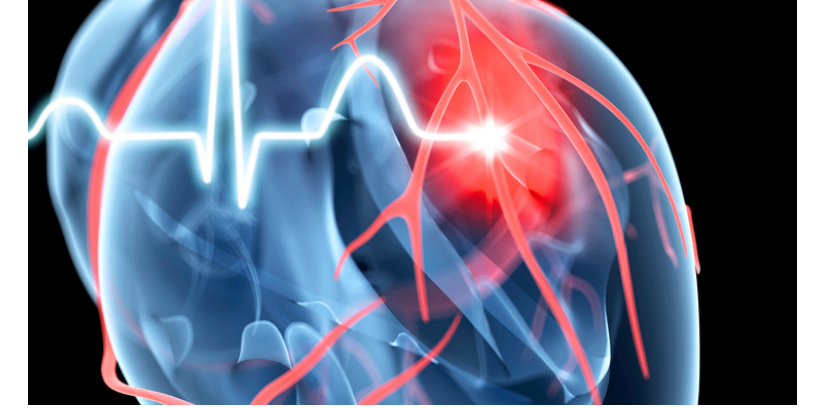
## **Authority - Ego Projected**

What does WORKING ALIGNED look like for someone with Ego-Projected Authority?

What might you notice if an Ego-Projected Authority team member is working  
MISALIGNED?

What can you do to effectively support an Ego-Projected Authority team member to  
utilize their Authority in their work?

# EGO



## EGO - PROJECTED

The Ego Projected Authority means that your Heart Center is connected to the G Center through the Channel of Initiation (25-51). This means that you have an enormous capacity to be a transformative force when you are invited, but it is very important that you are waiting to be an invited. When making decisions it is important for you to ask "What do I want?" or "What's in it for me?" and to allow yourself to be selfish. With so many undefined centers you have a lot of potential to be conditioned by other people's energy. As a Projector you are designed for success as long as you don't get lost in the not-self openness. Having the defined Heart Center means that you need to protect your health by only committing to things that your Authority says are correct for you. You will either have the will (energy) to do something or not.

## SUPPORTING EGO-PROJECTED AUTHORITY...

Encourage them to explore what they want, what's in it for them

Give them space to honor their energy

Remember to make formal invitations to share their insights

Notice when they answer using logic/mind

# TYING IT ALL TOGETHER

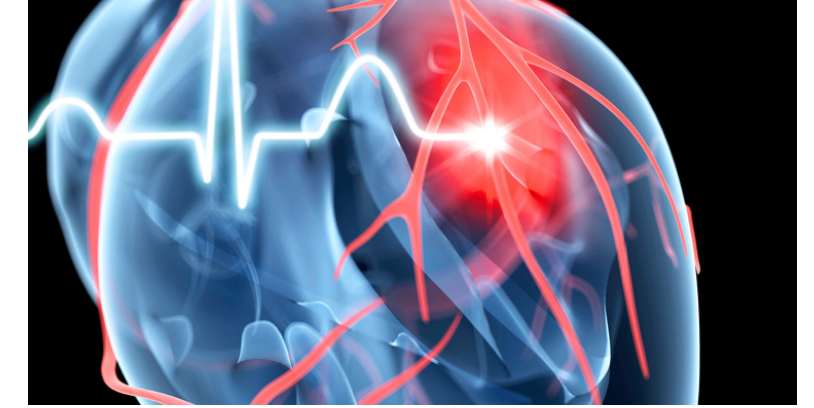
## **Authority - Ego-Manifested**

What does WORKING ALIGNED look like for someone with Ego-Manifested Authority?

What might you notice if an Ego-Manifested Authority team member is working  
MISALIGNED?

What can you do to effectively support an Ego-Manifested Authority team member to  
utilize their Authority in their work?

# EGO



## EGO - MANIFESTED

The Ego Manifested Authority is found in what you verbalize in the moment, when you don't let your mind or what you think you 'should' say get in the way. Your Throat Center is connected to the Heart Center through the Channel of Money (21-45). Your Authority is expressed through the throat verbally. As you follow the Manifestor Strategy to inform, surrendering to the truth of your voice, you unleash your amazing ability to initiate and impact. The key is to release the need to say the "right" thing or to preplan what to say. If you try to script what you say you have lost your connection to your Authority. Your voice initiates and runs your life. Your voice leads and you follow. Trust in your voice and listen to what you say when you're not controlling it.

## SUPPORTING EGO-MANIFESTED AUTHORITY...

Be a sound board to let them express themselves without interjecting your thoughts

Give them space to honor their energy

Notice when they answer using logic/mind

# TYING IT ALL TOGETHER

## **Authority - Self-Projected**

What does WORKING ALIGNED look like for someone with Self-Projected Authority?

What might you notice if a Self-Projected Authority team member is working  
MISALIGNED?

What can you do to effectively support a Self-Projected Authority team member to  
utilize their Authority in their work?





# SELF PROJECTED

To be Self-Projected is to trust what you say. Your Authority moves from the G Center (your identity or self) to your Throat Center (your voice)

Whatever you need to hear and whatever you need to know you will discover in the things you say.

The key is finding people who will listen as you decide what you want and don't want, which lets you listen to yourself.

You need to find people who can listen without offering their advice, or disapproval as you speak (Sounding boards). You will identify your truth when you hear it spoken in your own voice.

Allow your identity to speak for itself in the moment, in the now, and guide you in the right direction, without letting the mind try to control what you say.

You are designed to be guided in your decisions by what makes you feel like you, and brings you enjoyment and pleasure.

Will this make me happy? Will this give me self expression? Am I headed in the right direction for me?

## SUPPORTING SELF-PROJECTED AUTHORITY...

Be a sound board to let them express themselves without interjecting your thoughts

Remember to make formal invitations to share their insights

Notice when they answer using logic/mind

# TYING IT ALL TOGETHER

## **Authority - Environmental**

What does WORKING ALIGNED look like for someone with Environmental Authority?

What might you notice if an Environmental Authority team member is working  
MISALIGNED?

What can you do to effectively support an Environmental Authority team member to  
utilize their Authority in their work?



# ENVIRONMENTAL

The Environmental Authority is sometimes also referred to as the Mental Authority. With this Authority you have no Defined Centers below the Throat Center. Your Ajna Center will be connected to your Throat Center and/or your Head Center.

This likely means that you will have a very busy mind. Your mind is always trying to make sense of things.

They also describe this as having no inner personal Authority. Which means that you are designed to receive guidance from sensory information about the environment through your open centers. So it is important that your environment feels correct, especially when you're making important decisions. If the environment feels wrong, the people you are with, the ideas exchanged and the bargains made will not be right either.

This is another sounding board Authority where you want to find people you trust to listen as you discuss your options without seeking advice or validation so that you feel how your body feels as you speak. The first step though is asking if the environment feel correct to you.

## SUPPORTING ENVIRONMENTAL AUTHORITY...

Be a sound board to let them express themselves without interjecting your thoughts

Remember to make formal invitations to share their insights

Notice when they answer using logic/mind

# TYING IT ALL TOGETHER

## **Authority - Lunar**

What does WORKING ALIGNED look like for someone with Lunar Authority?

What might you notice if a Lunar Authority team member is working MISALIGNED?

What can you do to effectively support a Lunar Authority team member to utilize their Authority in their work?



# LUNAR

People with this Authority have all 9 Centers in the chart Undefined. This Authority is established by the way your design connects to the lunar cycle. Before making an important decision you want to spend at least one full lunar cycle contemplating and discussing your decision.

It takes approximately 28 days for the Moon to transit through each of the 64 gates. As each gate is activated by the moon it gives you temporary access to the energy of the gates that you don't normally have access to on your own. So for you, clarity comes when you learn to slow down, not let the world rush you and as you feel into your decisions as each gate is activated by the Moon. There is a reliable and repeatable pattern that is created as the Moon transits each of the 64 gates every 28 day. You may also want to consider journaling how you feel each day so that you can start to recognize how those patterns show up for you.

With all 9 Centers open it is also important to pay attention to the environment, as you will mirror the environment. Being in the correct place, with the correct people is imperative to your well-being. When the environment doesn't feel good, or is unhealthy, you won't feel well. Conversely, if the environment feels good, you will feel good.

## SUPPORTING LUNAR AUTHORITY...

Give them at least 28 days to make important decisions

Give them opportunities to gauge how the systems are working as a whole

Help them to recognize when they may be pushing too much, not taking enough down time.

Make sure they feel comfortable in their working environment



# ASSIGNMENT - FINAL PROJECT

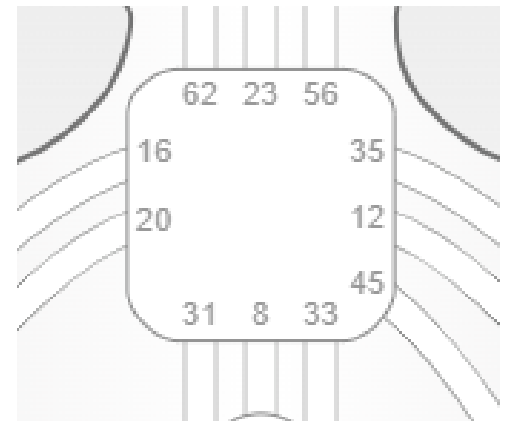
## PART 2

1. Describe how being your Authority impacts how you show up in your work and reflect on if you are currently showing up in alignment with your Authority in your work or not.
2. Describe how the team member you selected is impacted by their Authority in how they show up in their work and reflect on if they are currently showing up in alignment with their Authority in work or not.



# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Throat**



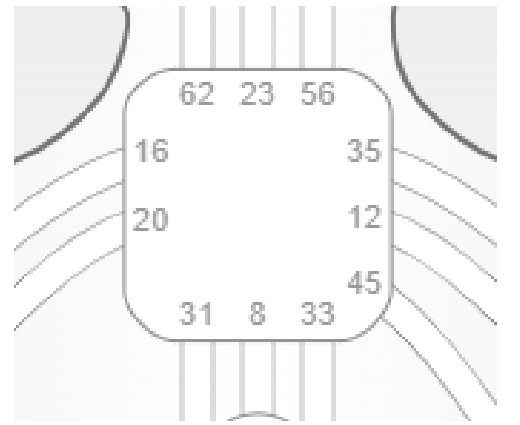
What does WORKING ALIGNED look like for someone with an Undefined Throat?

What might you notice if an Undefined Throat team member is working MISALIGNED?

What can you do to effectively support an Undefined Throat team member in their work?

# Healthy Undefined Throat

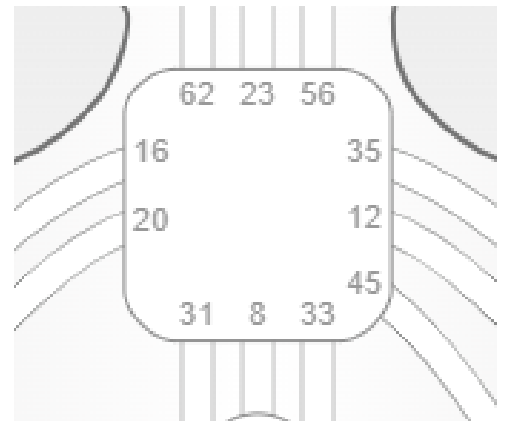
Am I Trying To Attract Attention?



- Being comfortable with having many different ways of expressing yourself.
- Being verbally versatile.
- Having no need to attract attention and remaining silent until asked or invited.
- Being comfortable not speaking.
- Having a versatile, spontaneous voice and a capacity to speak depending on who you are with.
- Communicating best when given space.
- Experiencing all the different voices of the Throat center.
- Being comfortable with silence as it is your natural state.
- Waiting to be initiated to speak or act by others.

# Unhealthy Undefined Throat

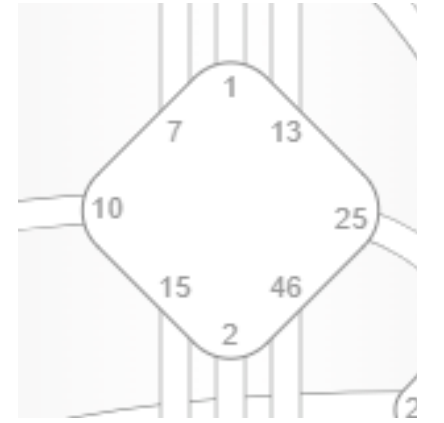
Am I Trying To Attract Attention?



- Trying to attract attention.
- Speaking out of turn, not knowing when to remain quiet, or being afraid of expressing yourself.
- Trying to be verbally dominant, speaking without invitation or through response, inappropriately or at a wrong time.
- Fearing you won't know what to say and try to rehearse conversations rather than allowing for spontaneous speech.
- Trying to initiate and ending up suffering from exhaustion and severe health problems.

# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined G Center**



What does WORKING ALIGNED look like for someone with an Undefined G Center?

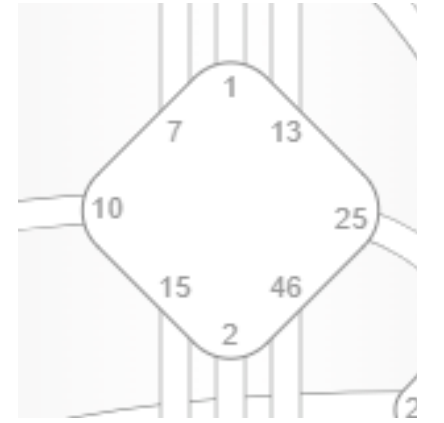
What might you notice if an Undefined G Center team member is working  
MISALIGNED?

What can you do to effectively support an Undefined G Center team member in their  
work?



# Unhealthy Undefined G Center

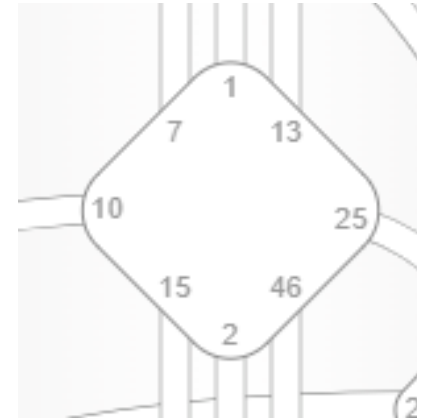
Am I Looking For Love And Direction?



- Trying too hard to find love and direction.
- Searching for your identity and always looking for the right place.
- Feeling lost and trying to figure it out.
- Tending to get lost in who or what you have merged with.
- Trying to find and hold on to love, assuming an identity often drawn from others.
- Worrying about not being in control of your own life, and trying to latch onto things and people that give you a false sense of security and solidity.

# Healthy Undefined G Center

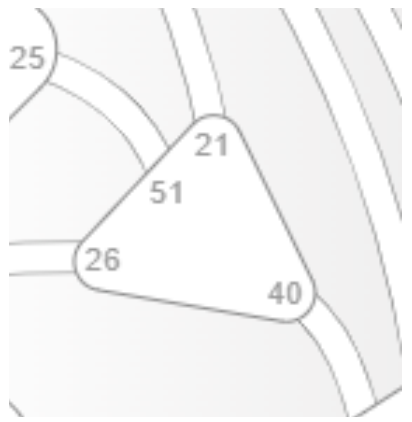
Am I Looking For Love And Direction?



- Being comfortable with inconsistent identity and direction
- Being a social chameleon.
- Playing many roles without getting fixed on any of them.
- Being deeply sensitive to your environment and location.
- Knowing and feeling comfortable with having no consistent identity.
- Enjoying the mystery of playing many roles that are conditioned by others and surroundings.
- Allowing others to be way-showers without becoming attached to them.
- Surrendering to not knowing where you will go next.
- Allowing love to come and go without holding on to it.

# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Heart Center**



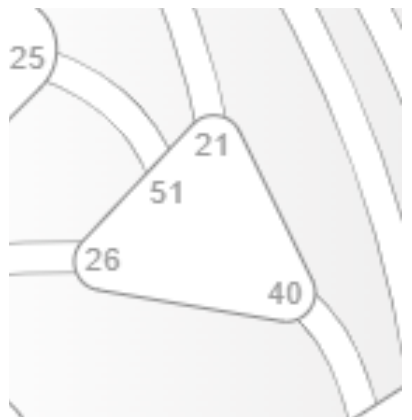
What does WORKING ALIGNED look like for someone with an Undefined Heart Center?

What might you notice if an Undefined Heart Center team member is working MISALIGNED?

What can you do to effectively support an Undefined Heart Center team member in their work?

# Unhealthy Undefined Heart Center

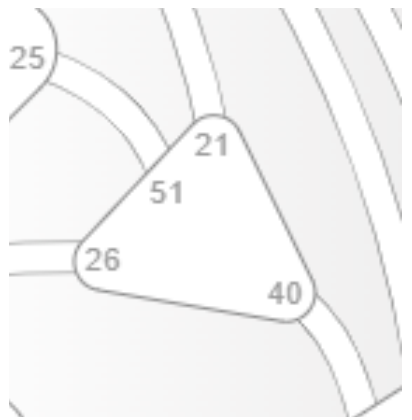
Do I Think I Have Something to Prove?



- Making promises you cannot keep.
- Feeling unworthy and undervalued.
- Being insecure with the material world.
- Having a hard time charging money or putting value on yourself.
- Trying to overachieve in life by sheer force of will, driven by your lack of self worth.
- Believing you are competitive and therefore damaging your heart and stomach, or shying away from the competition for fear of losing.

# Healthy Undefined Heart Center

Do I Think I Have Something to Prove?

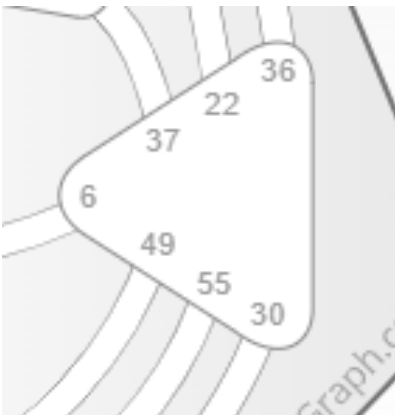


- Knowing not to make promises.
- Having a healthy sense of self worth and worthiness.
- Having no need to prove oneself.
- Having wisdom about who can make commitments and promises and fulfilling material demands.
- Having no need to make promises in life and having nothing whatsoever to prove to anyone.
- Enjoying and taking advantage of the conditioning of defined Egos (e.g: competitive field) but you can let go at any time
- Loving to spend money.



# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Solar Plexus Center**



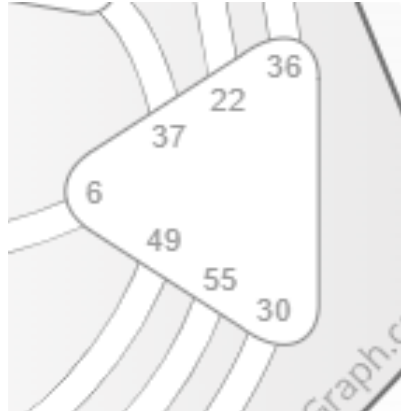
What does WORKING ALIGNED look like for someone with an Undefined Solar Plexus Center?

What might you notice if an Undefined Solar Plexus Center team member is working MISALIGNED?

What can you do to effectively support an Undefined Solar Plexus Center team member in their work?

# Unhealthy Undefined Solar Plexus Center

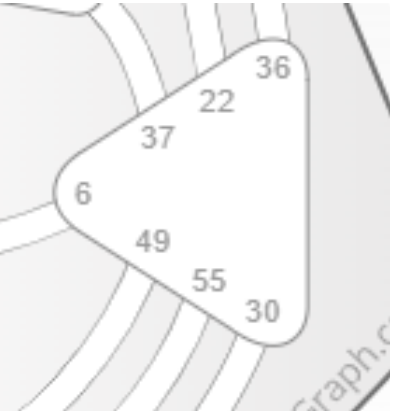
Am I avoiding confrontation and truth?



- Being emotionally intimidated.
- Being afraid to rock the boat.
- Amplifying emotions and identifying with them.
- Being overly emotional or ice cold.
- Avoiding confrontation and truth.
- Feeling overwhelmed by the emotional environment and trying to avoid confrontation at any cost.
- Lying to yourself and others out of not wanting to rock the boat.
- Seeking the high end of the wave and trying to resolve or process emotional problems.
- Allowing yourself to be driven by others' emotions, or becoming so scared of emotions that you run away from people and relationships altogether.

# Healthy Undefined Solar Plexus Center

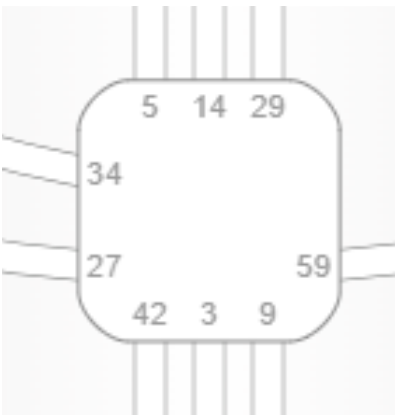
Am I avoiding confrontation and truth?



- Realizing when emotions are not yours and not taking on or identifying with other people's stuff.
- Being emotionally neutral and calm.
- Refusing to run from confrontation and truth.
- Being able to watch and surf the emotional wave, soaking up the highs and the lows without identifying with any of it or allowing emotions to drive you.
- Refusing to make emotional decisions, but instead waiting to be cool.
- Refusing to run away from confrontation, but accepting emotional conditioning without identifying with it.

# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Sacral Center**



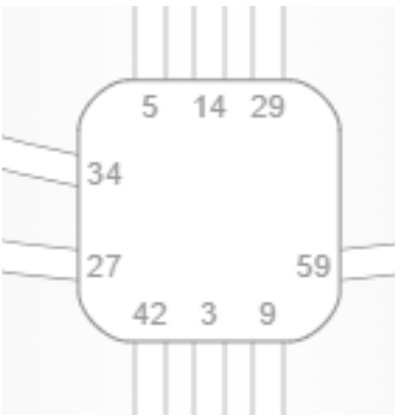
What does WORKING ALIGNED look like for someone with an Undefined Sacral Center?

What might you notice if an Undefined Sacral Center team member is working MISALIGNED?

What can you do to effectively support an Undefined Sacral Center team member in their work?

# Unhealthy Undefined Sacral Center

Do I know when enough is enough?

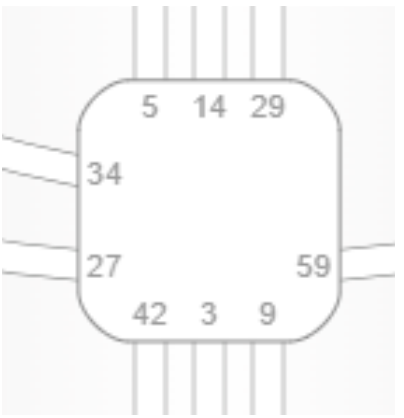


- Being conditioned to be a worker, overcommitting, overworking, burning out.
- Not knowing when enough is enough.
- Trying to take on too much and overcommitting, being unable to say no, especially when influenced by others.
- Putting yourself under great pressure to work, frequently becoming overwhelmed and exhausted by other people's energy.
- Being away from that energy you cannot deal with the workload, losing confidence and eventually crashing.
- Repressing sexuality or identifying with sexual conditioning from others, leading to neediness and confusion.



# Healthy Undefined Sacral Center

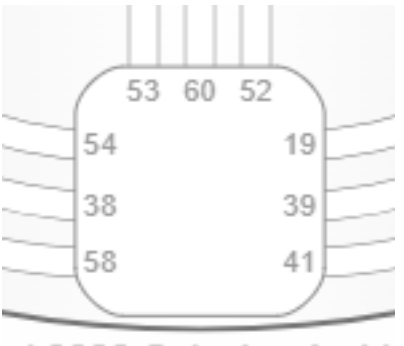
Do I know when enough is enough?



- Being wise about life and the life force.
- Knowing when enough is enough, knowing when to stop and when to rest.
- Being able to surrender to the buzz of the generator world without getting involved in it.
- Allowing others to vitalize you, letting life flow through you, knowing when to withdraw and discharge.
- Being able to step back and allow others do their share of the work.
- Enjoying the diversity of sexual roles without identifying with any particular one.

# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Root Center**



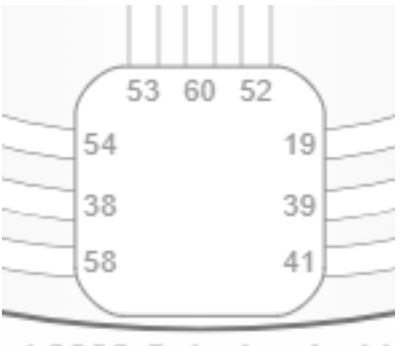
What does WORKING ALIGNED look like for someone with an Undefined Root Center?

What might you notice if an Undefined Root Center team member is working  
MISALIGNED?

What can you do to effectively support an Undefined Root Center team member in their  
work?

# Unhealthy Undefined Root Center

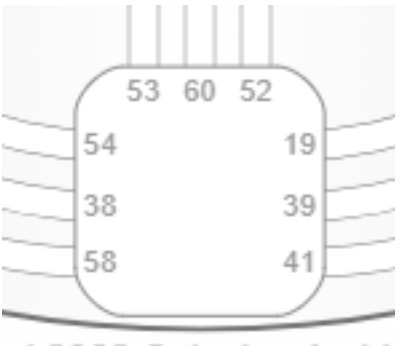
Am I in a hurry to get things done to be free of the pressure?



- Rushing through everything.
- Hurrying through life to be free of the pressure.
- Trying to get things done as quickly as possible to release this pressure.
- Making hasty decisions under pressure from others.
- Tending to go hyper or getting carried away by the rush, and buckling under the pressure of running off other people's stress.
- Allowing insufficient time and space to discharge and unwind.
- Judging yourself for being lazy.

# Healthy Undefined Root Center

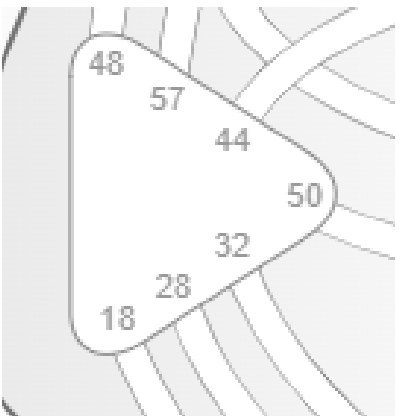
Am I in a hurry to get things done to be free of the pressure?



- Not letting others' stress and pressure determine actions.
- Not being in a hurry.
- Never allowing yourself to be pressured or hurried into making a decision.
- Enjoying the rush and adrenaline of stress and dealing with the pressure without letting it overwhelm you.
- Refusing to succumb to pressure to do things more quickly.
- Knowing the more you are pressured, the less you respond.
- Always being able to withdraw into your original and natural stillness.

# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Spleen Center**



What does WORKING ALIGNED look like for someone with an Undefined Spleen Center?

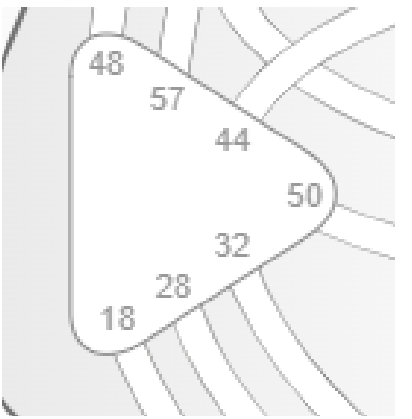
What might you notice if an Undefined Spleen Center team member is working MISALIGNED?

What can you do to effectively support an Undefined Spleen Center team member in their work?



# Unhealthy Undefined Spleen Center

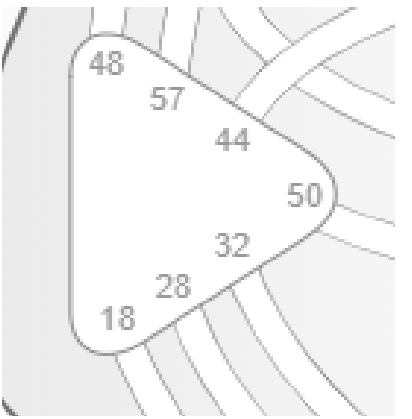
Am I holding on to what isn't good for me?



- Holding on to what isn't good for you out of fear and a need to feel safe and secure.
- Constantly chasing after feeling good and trying to fix the inconsistency through diet, therapy, relationships or helping others.
- Getting caught up in how it feels, physically "becoming your own problem."
- Trying to be spontaneous to feel better and make the fear go away.
- Sacrificing security for the sake of wellbeing.
- Becoming dependent and possessive in relationships.

# Healthy Undefined Spleen Center

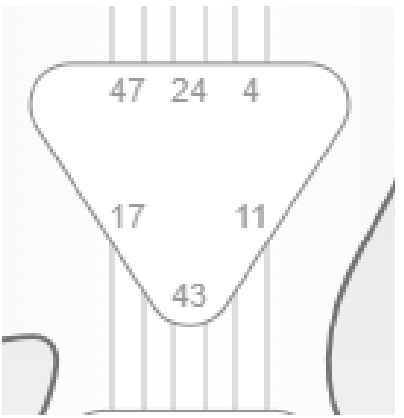
Am I holding on to what isn't good for me?



- Gaining wisdom about health and wellbeing, choosing people and things that are healthy, able to let go of what is not serving you at the right time.
- Accepting the inconsistency of physical wellbeing, knowing that it is what makes you sensitive and highly attuned to the body's needs.
- Being adept at diagnosing ill-health and disease in others or the environment.
- Being unafraid of fear itself, but learning to be wise about its nature by not suddenly reacting to it or trying to fix it.
- Enjoying others' aura without becoming dependent.

# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Ajna Center**



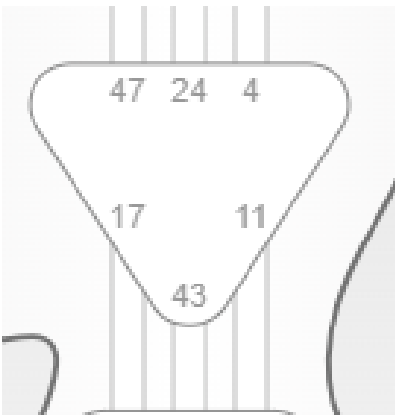
What does WORKING ALIGNED look like for someone with an Undefined Ajna Center?

What might you notice if an Undefined Ajna Center team member is working  
MISALIGNED?

What can you do to effectively support an Undefined Ajna Center team member in their  
work?

# Unhealthy Undefined Ajna Center

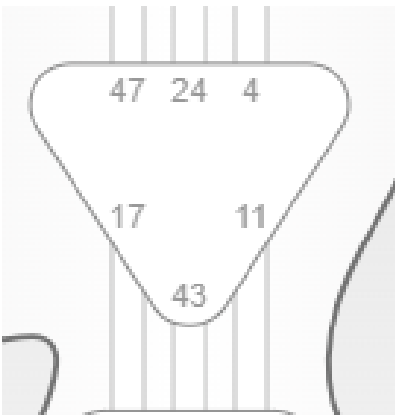
Am I trying to convince everyone that I'm certain?



- Tending to worry about not understanding and remembering things.
- Trying too hard to be intellectual, holding on to fixed mental processes, concepts or opinions.
- Pretending you are certain, yet feeling mentally insecure and therefore trying hard to seem sure about things.

# Healthy Undefined Ajna Center

Am I trying to convince everyone that I'm certain?

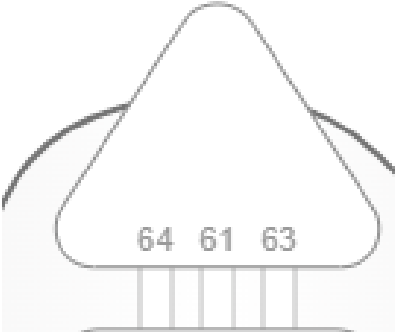


- Realizing there is no need to be certain.
- Being ok with saying "I don't know" and being open minded.
- Having a fluid and adaptable way of thinking, able to soak up new ideas and concepts, without becoming fixed on any of them.
- Enjoying having no fixed way of processing thoughts and the openness and versatility of intelligence.



# TYING IT ALL TOGETHER

## **Not-Self Themes - Undefined Head Center**



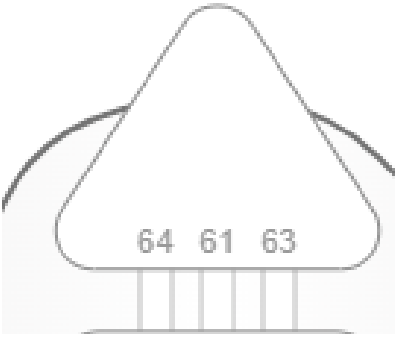
What does WORKING ALIGNED look like for someone with an Undefined Head Center?

What might you notice if an Undefined Head Center team member is working MISALIGNED?

What can you do to effectively support an Undefined Head Center team member in their work?

# Unhealthy Undefined Head Center

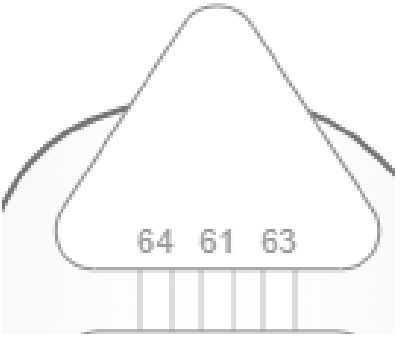
Am I trying to answer everyone else's questions?



- Becoming lost easily, or overwhelmed by doubt and confusion that actually belong to others.
- Trying to resolve other people's questions.
- Taking on others' worries and try to release mental pressure through action, i.e. "I want this resolved now!"
- Being occupied with questions that don't matter.
- Are you thinking about things that don't matter?

# Healthy Undefined Head Center

Am I trying to answer everyone else's questions?



- Being open to inspiration and questions from anywhere and anyone, but at the same time, realize they are not your questions and it's not worth spending time and energy on them.
- Not taking on the pressure of other people's need for answers.
- Always being open to new insights and mental sparks coming from who is in your aura, and you love to be "filled" with inspiration.
- Enjoying the pressure to know more without becoming identified with or overwhelmed by it.
- Withdrawing when confused or doubtful, and see clearly who is inspiring and who is confusing.

# Shadow Hierarchy in business/career/office place

List of shadows in order of the greatest shadow impact on your business	The percentage of the population with this shadow
1. Bridging Gates/Channels (If Splits are simple/Wide	46% of the population
2. Over compensating –ego will power (undefined ego)	63% of the population
3.Touchy, nervous and defensive (solar plexus) emotional intelligence	47.4 % of the population
4. Role Confusion –Identity/Direction (G-CENTER )	43% of the population
5. Unable to Let Go –Survival Instinct (SPLEEN )	45% of the population
6. Mentally Defensive -Conceptualization (AJNA)	53% of the population
7. Losing Focus -Inspiration (HEAD)	70% of the population
8. Too Much of a Hurry -Drive/Stamina (ROOT)	40% of the population
9. Over-Zealous–Energy Resource (SACRAL)	34% of the population
10. Trying to be the Star –Communication/Action (THROAT)	46% of the population

# ASSIGNMENT - FINAL PROJECT

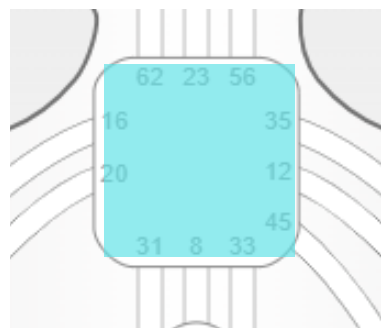
## PART 3

1. Describe how your Not-self themes are impacting how you work.
2. Describe how the team member you selected is impacted by their Not-self themes in how they show up in their work and reflect on how you might be able to support them to work more aligned.





# TYING IT ALL TOGETHER



## Natural Strengths and Circuit Types - Defined Throat Plexus

Based on the circuits that Define your team member's throat, how would you expect their Natural Strengths to show up in how they communicate or manifest?

Individual

Collective

Tribal

Connected to the:

Ajna

G Center

Heart

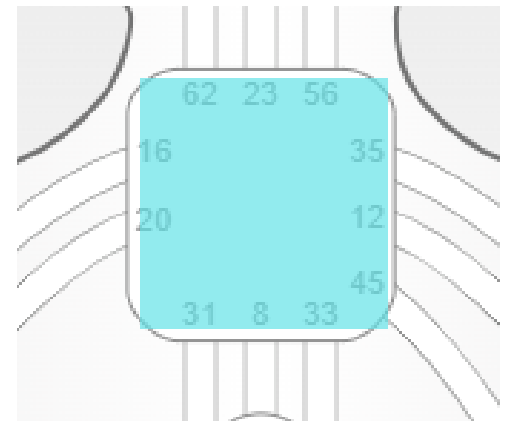
Spleen

Solar Plexus

What might you notice if a Defined Throat team member is working MISALIGNED?

# Healthy Defined Throat Center

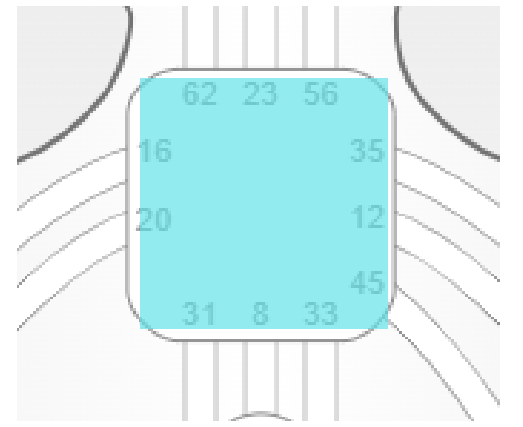
Consistent way of speaking and manifesting



- Having a consistent way of expressing ideas, insights, or opinions.
- Having a stable and reliable way of communicating.
- Knowing where your true voice comes from, which allows you to speak your own truth

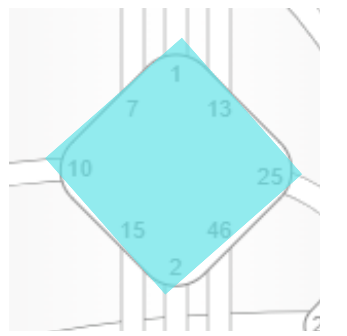
# Unhealthy Defined Throat

Consistent way of speaking and manifesting



- Speaking or acting too readily or inappropriately, talking too much and therefore losing your impact.
- Seeming overwhelming to others, because your verbal style is fixed, especially if you are not following your Strategy

# TYING IT ALL TOGETHER



## Natural Strengths and Circuit Types - Defined G Center

Based on the circuits that Define your team member's G Center, how would you expect their Natural Strengths to show up in their sense of identity, direction and self-love?

Individual  
Collective

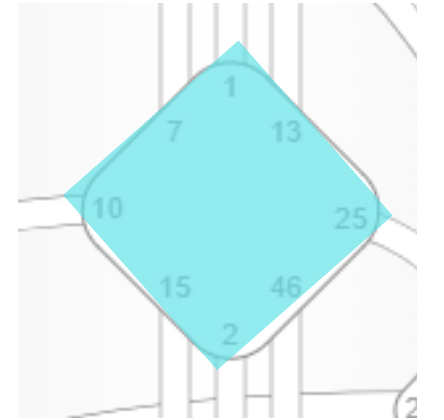
Connected to the:

Throat  
Heart  
Spleen  
Sacral

What might you notice if a Defined G Center team member is working MISALIGNED?

# Healthy Defined G Center

Consistent sense of identity, self-love and direction

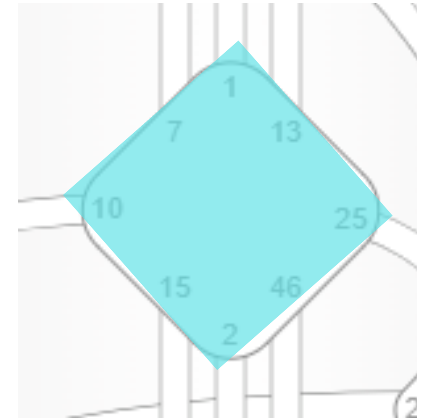


- Having consistent and fixed direction and identity.
- Being a source of Love and Direction for others.
- Having a reliable sense of self and knowing what you are able to give.
- Having a defined way of offering love and not needing to cling to love coming from another.
- Having the ability to know where and how you want to make progress.
- Potentially having a defined sense of your quest or mission in life.



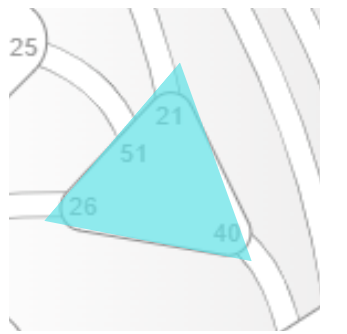
# Healthy Defined G Center

Consistent sense of identity, self-love and direction



- Having consistent and fixed direction and identity.
- Being a source of Love and Direction for others.
- Having a reliable sense of self and knowing what you are able to give.
- Having a defined way of offering love and not needing to cling to love coming from another.
- Having the ability to know where and how you want to make progress.
- Potentially having a defined sense of your quest or mission in life.

# TYING IT ALL TOGETHER



## **Natural Strengths and Circuit Types - Defined Heart Center**

Based on the circuits that Define your team member's Heart Center, how would you expect their Natural Strengths to show up in their self-worth, self value and willpower?

Individual  
Collective

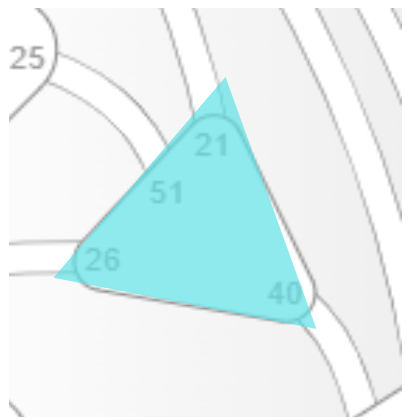
Connected to the:

Throat  
G Center  
Spleen  
Solar Plexus

What might you notice if a Defined Heart Center team member is working  
**MISALIGNED?**

# Healthy Defined Heart Center

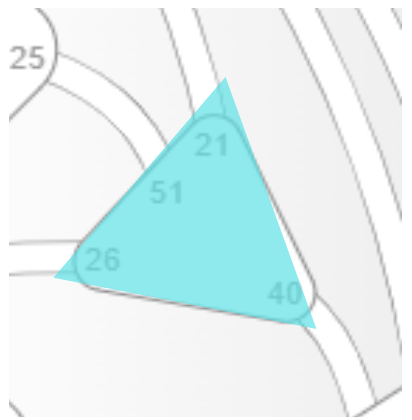
Consistent sense of ego, self-worth, self-value and willpower



- Having a powerful Ego. Being able to make commitments.
- Having an inherent sense of self-worth.
- Having a natural sense of self-esteem.
- Handling the competitive field by exerting your will power, or not.
- Thriving on the material plane through making deals, bargains or promises that ensure you are valued.
- Knowing that you are here to work, but with the true aim of making enough money so you don't have to work.

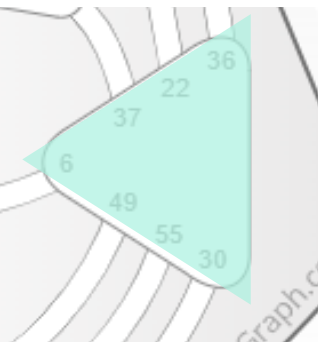
# Unhealthy Defined Heart Center

Consistent sense of identity, self-love and direction



- Engendering distrust in others if you shy away from striking a bargain or making a promise.
- Becoming ill if you allow your will power to be controlled or suppressed by someone else.
- Losing the trust of the community if you overvalue your own importance.
- Shying away from work and therefore losing your true power and sense of self-esteem.

# TYING IT ALL TOGETHER



## **Natural Strengths and Circuit Types - Defined Solar Plexus**

Based on the circuits that Define your team member's Solar Plexus Center, how would you expect their Natural Strengths to show up in how they process and express their emotional awareness?

Individual

Collective

Tribal

Connected to the:

Throat

Heart

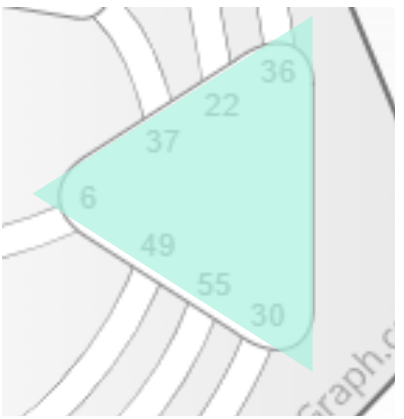
Sacral

Root

What might you notice if a Defined Solar Plexus team member is working  
**MISALIGNED?**

# Healthy Defined Solar Plexus

Consistently creates emotional waves to bring clarity

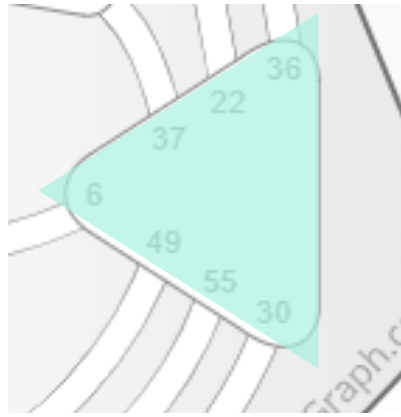


- Waiting to be clear before making decisions.
- Understanding that emotions are a chemistry and there are no “reasons” for them.
- Not blaming others or situations for feelings and moods.
- Experiencing a very rich emotional depth in life.
- Having highs and lows of your wave bringing passion, excitement and even beauty in times of melancholy.
- Being sexually exciting, attractive and warm.
- Appreciating the lows as well as the highs.
- Playing hard to get in decisions and cultivating patience.



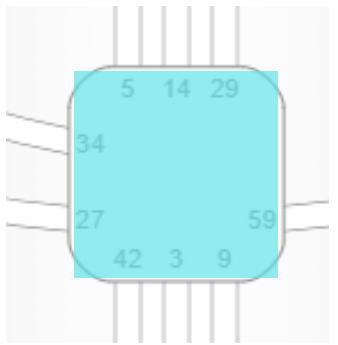
# Unhealthy Defined Solar Plexus

Consistently creates emotional waves to bring clarity



- Being impatient and making spontaneous decisions without waiting for clarity.
- Tending to identify with a particular phase of your wave, making decisions from that point, i.e. either a low or high point.
- Making up external reasons for feelings, rather than simply accepting your inner chemistry.
- Trying to escape the low end of the wave, always seeking the highs.

# TYING IT ALL TOGETHER



## **Natural Strengths and Circuit Types - Defined Sacral**

Based on the circuits that Define your team member's Sacral Center, how would you expect their Natural Strengths to show up in how they use their life force energy?

Individual

Collective

Tribal

Connected to the:

Throat

G Center

Spleen

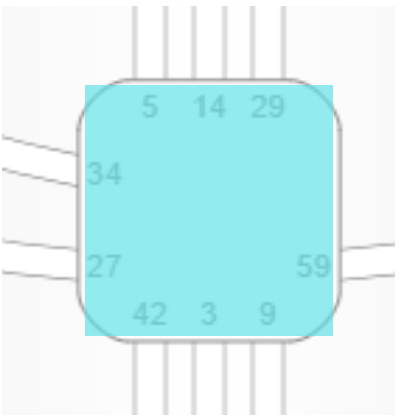
Solar Plexus

Root

What might you notice if a Defined Sacral team member is working MISALIGNED?

# Healthy Defined Sacral Center

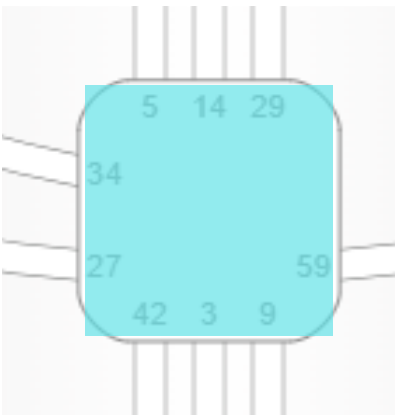
Consistent access to creative life-force energy



- Having a consistent and reliable access to energy, released through response.
- Having tremendous staying power to see something through once the sacral responds positively.
- Relaxing in the knowledge that you never have to initiate, surrendering to your own response strategy.
- Being patient even when frustrated.

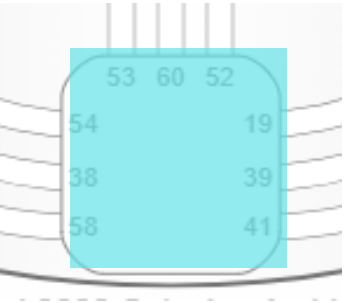
# Unhealthy Defined Sacral Center

Consistent access to creative life-force energy



- Getting so stuck and frustrated waiting that you force the issue prematurely, thus losing your power.
- Exhausting yourself through trying to initiate your own direction in life.
- Having a tendency to quit things entered into incorrectly.
- Compromising your own power and ending up doing things you take no pleasure in through lack of patience and response.

# TYING IT ALL TOGETHER



## Natural Strengths and Circuit Types - Defined Root

Based on the circuits that Define your team member's Root Center, how would you expect their Natural Strengths to show up in how they handle pressure to be in motion?

Individual

Collective

Tribal

Connected to the:

Spleen

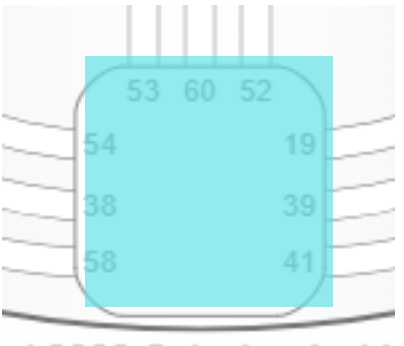
Solar Plexus

Sacral

What might you notice if a Defined Root team member is working MISALIGNED?

# Healthy Defined Root Center

Consistent pressure to be in motion or to move things forward

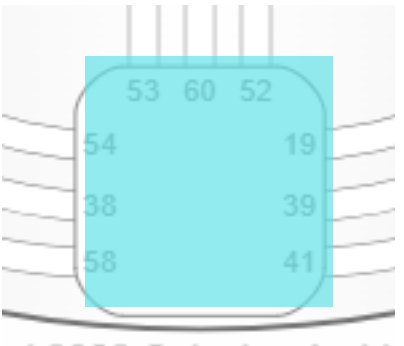


- Having a consistent way of handling stress and pressure.
- Having stable drive and doing things at a reliable pace.
- Not rushing.
- Having the ability to release and process stress in particular ways.
- Being comfortable with your own needs.
- Using stress constructively as fuel for creative processes and endeavors in the world.
- Knowing how to use your pressure around others without causing them stress.



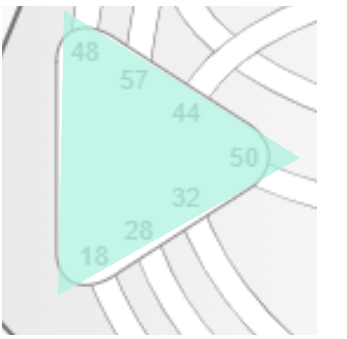
# Unhealthy Defined Root Center

Consistent pressure to be in motion or to move things forward



- Repressing pressure to please others, which can result in severe health and/or emotional problems.
- Expecting others to be capable of dealing with the same pressure you feel, overpowering and overloading them and ultimately driving them away.

# TYING IT ALL TOGETHER



## Natural Strengths and Circuit Types - Defined Spleen

Based on the circuits that Define your team member's Spleen Center, how would you expect their Natural Strengths to show up in how they their survival instinct/intuition?

Individual

Collective

Tribal

Connected to the:

Throat

G Center

Heart

Spleen

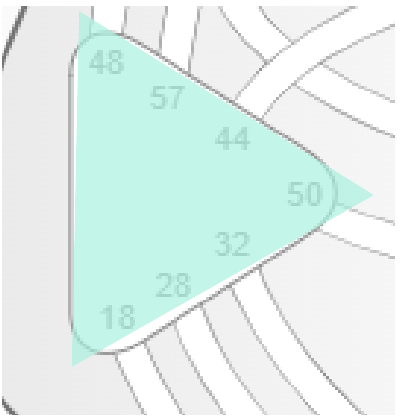
Solar Plexus

Root

What might you notice if a Defined Spleen team member is working MISALIGNED?

# Healthy Defined Spleen Center

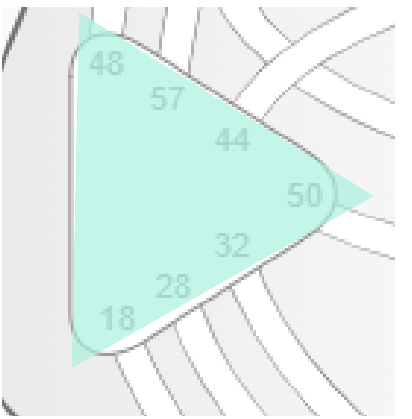
Consistent knowing of what is healthy or safe



- Having a strong and consistent immune system.
- Feeling inherently good.
- Having a reliable intuition and instincts.
- Having a reliable immune system that maintains the body's equilibrium in illness and health.
- Having a fixed way of processing fear, leading to a deep inner sense of security.
- Giving yourself enough time to heal.

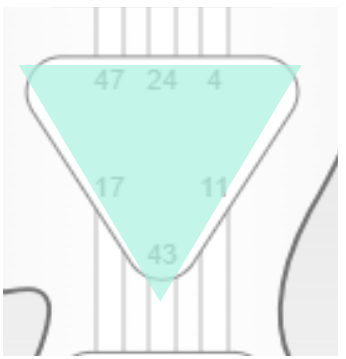
# Unhealthy Defined Spleen Center

Consistent knowing of what is healthy or safe



- Having a sense of invulnerability that can lead to an overloading of your system and sudden serious and unforeseen health problems.
- Not giving yourself enough time to heal.

# TYING IT ALL TOGETHER



## **Natural Strengths and Circuit Types - Defined Ajna**

Based on the circuits that Define your team member's Ajna Center, how would you expect their Natural Strengths to show up in how they think and process information?

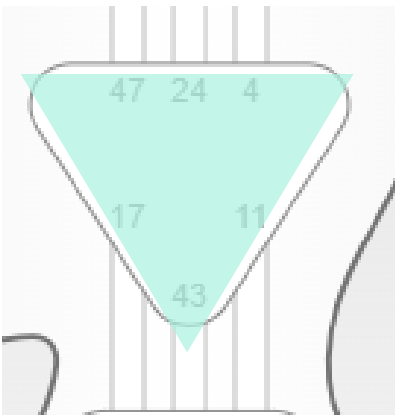
Individual  
Collective

Connected to the:  
Head  
Throat

What might you notice if a Defined Ajna team member is working MISALIGNED?

# Healthy Defined Ajna Center

Consistent way of thinking or processing information

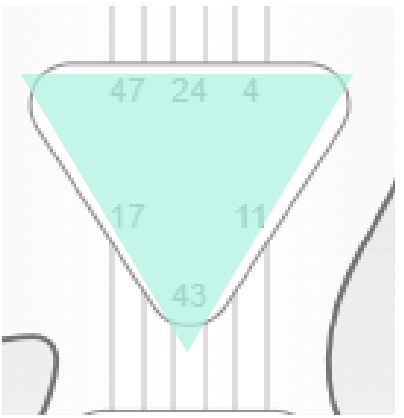


- Having the ability to conceptualize.
- Having a fixed and particular thought process.
- Having an inbuilt structure for processing or computing information.
- Feeling very comfortable with concepts and enjoying the “research”
- Reviewing and organizing information in readiness for communication.



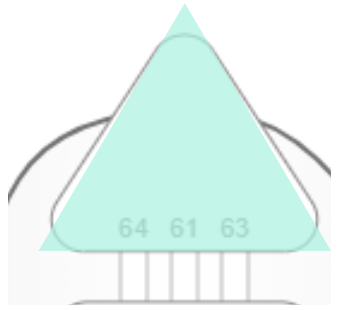
# Unhealthy Defined Ajna Center

Consistent way of thinking or processing information



- Allowing your mind to totally dominate your life, making decisions that override the true authority within yourself.
- Creating anxieties from trying to work out decisions in your mind.

# TYING IT ALL TOGETHER



## **Natural Strengths and Circuit Types - Defined Head**

Based on the circuits that Define your team member's Head Center, how would you expect their Natural Strengths to show up in how they handle the pressure to make sense of the world?

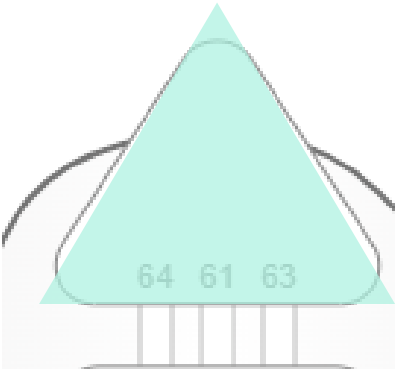
Individual  
Collective

Connected to the:  
Ajna

What might you notice if a Defined team member is working MISALIGNED?

# Healthy Defined Head Center

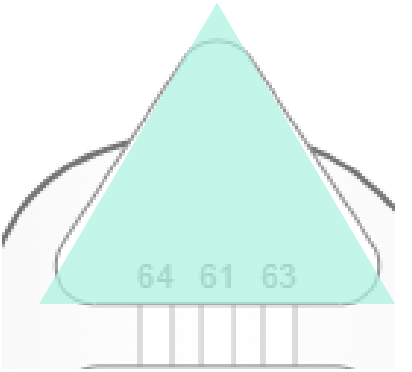
Consistent pressure to make sense of the world



- Accepting mental pressure without trying to turn it into action or escape from it.
- Knowing confusion, doubt and clarity are natural processes with their own timing and resolution.
- Having the ability to uplift and empower others with insights and inspiration.

# Unhealthy Defined Head Center

Consistent pressure to make sense of the world



- Turning mental pressure in on yourself, allowing yourself to be driven into deep anxiety, self-doubt or depression when you can't resolve the pressure.
- Trying to resolve the pressure through outside action, making hasty and inappropriate decisions.
- Being unable to remain patient results in missed opportunities.

# ASSIGNMENT - FINAL PROJECT

## PART 4

1. Describe your Natural strengths based on the circuit type of each of your channels and the Centers they define.
2. Describe the Natural strengths of your team member based on the circuit type of each of their channels and the Centers they define. Also reflect on how you might support them to utilize those natural strengths in their work.



# ASSIGNMENT - FINAL PROJECT

## PART 5

### **Profile and Marketing Style**

#### **You**

How might your Profile affect how you work?

What does your profile say about your most natural Marketing style?

#### **Your Team Member**

What might your team member's Profile affect how they work?

What does their profile say about their most natural Marketing style?





# ASSIGNMENT - FINAL PROJECT

## PART 6

### **Business Traits (Penta Gates)**

#### **You**

Which Penta Gates do you use most in your work?

Which Penta Gates do you wish you could use more in your work?

Are you currently doing any roles that don't align with your Penta Gates?

#### **Your Team Member**

Which Penta Gates does your team member use most in their work?

Which Penta Gates do you wish you could have your team member utilize more in their work?

Is your team member currently doing any roles that don't align with their Penta Gates?



# ASSIGNMENT - FINAL PROJECT

## PART 7

### **Fear Gates**

#### **You**

Which fears hold you back most in your work?

Which Not-self themes tend to get triggered by the fears that get activated when working?

#### **Your Team Member**

Which fears might your team member need support to push through?

Which Not-self themes could get triggered by the fears that get activated when working?



# ASSIGNMENT - FINAL PROJECT

PRESENT ABOUT YOURSELF AND ONE TEAM MEMBER



- 1.Type
- 2.Authority
- 3.Not-self Themes
- 4.Circuit Types and Natural Strengths
- 5.Profile
- 6.Business Traits
- 7.Fear Gates
- 8.Motivation

# ASSIGNMENT - FINAL PROJECT

## PART 8

### **Motivation**

#### **You**

How do you see your motivation showing up in how you work?

Do you ever notice your transference showing up in how you work?

#### **Your Team Member**

How do you see your team member's motivation showing up in how they work?

Do you ever see your team member's transference showing up in how they work?



Work Aligned Overview

Active Business Traits

Plan For The Future	Market to Clients	Oversee Operations
Administration (31)	Public Relations (8)	Oversight (33) X
Planning (7) X	Implementation (1) X	Accounting (13) X
Pulls Team Together	Material Driving Force	Holds Team Together
Reliability (15)	Vision (2) X	Coordination (46)
Culture (5) X	Capacity (14)	Commitment (29)

Spleen Fears

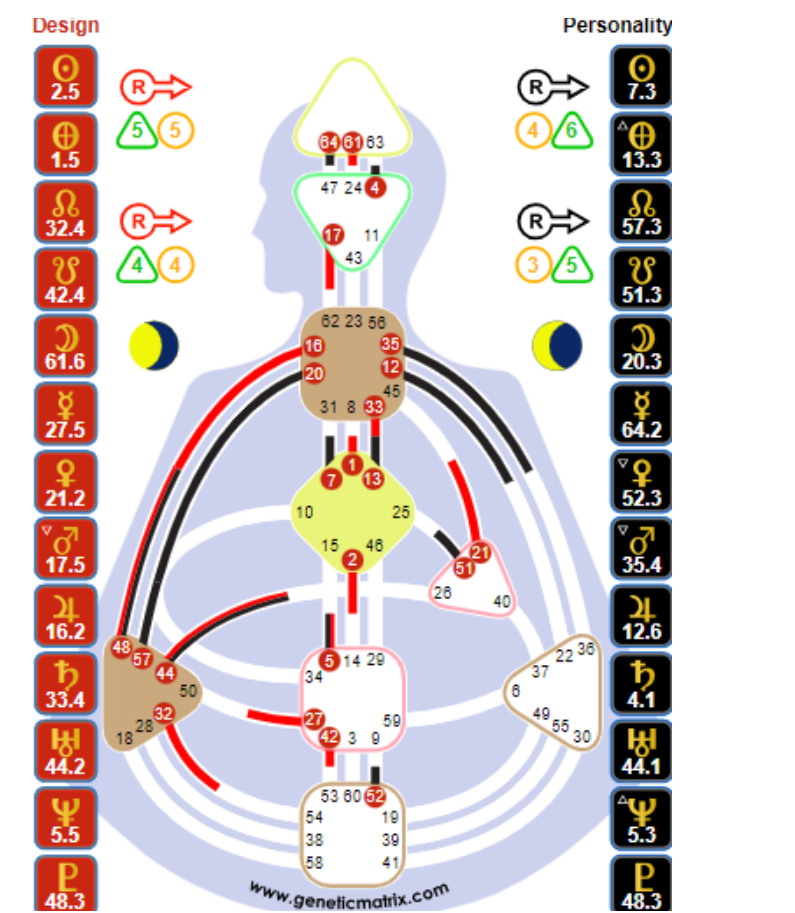
- x Fear of Inadequacy (48)
- x Fear of the Future (57)
- x Fear of the Past (44)
- Fear of Responsibility (50)
- x Fear of Failure (32)
- Fear of Death/Purpose (28)
- Fear of Authority (18)

Solar Plexus Fears

- Fear of Inadequacy (36)
- Fear of Silence (22)
- Fear of Tradition (37)
- Fear of Intimacy (6)
- Fear of Nature (49)
- Fear of Emptiness (55)
- Fear of the Fates (30)

Ajna Fears

- Fear of Futility (47)
- Fear of Ignorance (24)
- x Fear of Chaos (4)
- x Fear of Challenge (17)
- Fear of Rejection (43)
- Fear of Darkness (11)



Centers	Defined	Undefined
Head	X	
Ajna	X	
Throat		X
G Center		X
Heart	X	
Spleen		X
Solar Plexus	X	
Sacral	X	
Root	X	

- Circuits
- X Integration
  - X Individual
  - X Collective - Logic
  - X Collective - Abstract
  - X Tribal

- Profile Lines
- 1 - Investigator
  - 2 - Hermit
  - 3 - Martyr
  - 4 - Opportunist
  - 5 - Heretic
  - 6 - Role Model

D p  
X

- Motivation
- 1 - Fear
  - 2 - Hope
  - 3 - Desire
  - x 4 - Need
  - 5 - Guilt
  - 6 - Innocence