



From Enneagram to Inner-Calling

This is the ultimate Life Changing Book using the world-renowned Enneagram of Personality and New Ground-Breaking Self Analysis Techniques developed by the Author to help you discover your Real Destiny.

You will gain the tools you need to truly understand your own Personality, your Needs as well as your Desires, and based on your own Principles and Character, discover Real Purpose and ultimately your Destiny in Life. This Book will help you - Change your Life, Make the Right Choices going forward, and most importantly Act Now.

***"Your life cannot be repeated. It is now or never.
Find out who you are, what your heart longs to achieve, and
sail away from safe harbours to become your true Destiny."***

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A scenic landscape featuring a winding road along a lake at sunset. The sky is filled with vibrant, colorful clouds in shades of pink, orange, and blue. The road curves along the edge of a calm lake, surrounded by dense evergreen forests. The overall atmosphere is serene and majestic.

YOUR REAL DESTINY

GREG MALPASS

**“The two most important days in your life are the day
you are born and the day you find out why.”**

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“Your Real Destiny”

Greg Malpass

Editor: Rustler Whittington

**Joe Bloggs Books
London**

"Successful and Happy People are those who end up doing what they really want to do and are doing it on Purpose, with Purpose, with Maximum Effort and to Maximum Effect."

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“About the Enneagram Institute®”

The Enneagram Institute®, formed in 1997 by the late Don Richard Riso and by Russ Hudson, was formed for further research and development of the Enneagram, one of the most powerful and insightful tools for understanding ourselves and others. At its core, the Enneagram helps us to see ourselves at a deeper, more objective level and can be of invaluable assistance on our path to self-knowledge.

It is recommended that the reader undertakes the personality test at Enneagram Institute on-line at <https://tests.enneagraminstitute.com> prior to reading Section 11 in the book.

Foreword

If you are a hopeless cynic, resist change at all cost and avoid thinking in any way other than how you always have, this book is definitely not for you. If you are one of those people enlightened by reality who believe that we just exist as the purposeless product of blind chance operating in a haphazard universe, with neither soul nor a future destiny, this book is not for you. If you are an academic and expert philosopher versed in critical thought and already have the answers to life's big questions, this book is unlikely to be for you. If you are one of all the rest of us, have an open mind and embrace the concept of quantum personal change and prepared to undertake a rigorous self-analysis test to discover real purpose, this book is for you. It has been written to help the individual discover personal destiny on the basis that destiny is not handed to anyone- it has to be created. The complex self-analysis is rigorous and not for the average Joe. But for those who engage fully the conclusion and output will be self-evident, revealing and importantly 'self-generated' – not prescribed.

The author is an engineer and businessman not a psychologist or spiritualist. He's a trained logical thinker, believer in physics and spreadsheets, and an advocate of empiricism - not the mystic or spiritual. But when he arrived in Spain in late 2017, leaving his career and home behind, he decided that his emotional and financial wounds would not mark the start of his early demise. He launched himself on a programme of self-analysis, self-assessment and self-help. The 2020/21 Covid pandemic provided the physical lockdown and new mindset to motivate him to start writing, with my help as editor, and to share with others how dignity and hope can be restored, new purpose found and life compasses reset, whatever the personal circumstances.

His first book '*Out of Darkness Cometh Light*' is autobiographical relaying his experiences in his international business career, his personal self-discovery and includes detailed analysis and opinion on global politics and economics, business corruption and key universal life lessons drawn from history.

This book '*Your Real Destiny*' is the sequel and is written at the personal level to instruct individuals on how to find their true life-purpose. It uses the same world renowned 'Enneagram of Personality' and 'Self Analysis Techniques' and 'Key Universal Life Messages' – but focuses specifically on a new personal analytical model for practical use by all who seek new life destiny.

When asked what his mission was in writing, he replied: "There is no point in being creative unless there is a problem to solve. So many people navigate their lives like rudderless ships. I wanted to write a book which potentially helps people change their world, discover destiny and find true happiness and love in the basics of life".

It raised my eyebrows; I hope it will yours.

Rustler Whittington
Editor

"Knowing yourself is the beginning of all wisdom"
Aristotle

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www.RealDestiny.online

“Introduction”

Importance of Personality & Character

Ladies invariably state, in surveys, that a man's heart, honesty and sense of humour are most important in choosing a partner. They are talking Personality and Character.

Personality is not only what makes us interesting, it is that which influences almost every aspect of our lives and prospects in our careers and relationships in our business and private lives. You have to have the qualification or attributes to take on a job or find the right partner, but it will be your personality which counts most in how your career or relationship develop. In other words: Our personality is how we distinguish ourselves, and it can get us further romantically and can get us further professionally, or visa-versa.

But personality can't be faked over time- nor does it fade away or change over time. Positive traits can be developed, but basic personality types remain the same- hence the prime importance for people on a route to self-discovery to understand their Personalities intimately, as though it were a Blueprint for their future.

All of us know, or can at least intuit, that our personality influences how we face obstacles, treat others, or celebrate the objectives we achieve. However, what few people know is that their personality is a series of immutable or permanent traits that define each of us. It's true that there's an important genetic burden in our personality, but that doesn't mean that we can't mold it in many ways.

It's not surprising that the study of personality, a key element of this book, is one of the major topics of interest in psychology. How personality develops and influences behaviour is the heart of the study and theories developed by 'experts' in psychology. Numerous personality theories exist and most of the major ones fall into one of four major perspectives- The Psychoanalytic Perspective; The Humanistic Perspective; The Trait Perspective and The Social Cognitive Perspective.

Researching these studies, doing personality tests, and applying the analysis to our own individual personality trails (ie. through self-analysis and discovery) is important because one of the best tools we have in order

to enhance our personality traits is self-knowledge. By being aware of our limitations and strengths, it's easier to manage good results in our personal and professional lives, and more importantly channel all our positive efforts into new meaning and purpose. Only once we achieve this can we set ourselves on-route to a meaningful purpose and destiny.

Academic study of Psychoanalysis of Personality Types is both beyond the scope of this book and my qualification to contribute, nor is it the book's intended focus. But my research allows me to make reference to the four main recognized theories and perspectives:

The first is the 'Psychoanalytic Perspective' of personality which emphasizes the importance of early childhood experiences and the unconscious mind. This perspective on personality was created by psychiatrist Sigmund Freud who believed that things hidden in the unconscious could be revealed in a number of different ways, including through dreams, free association, and slips of the tongue. According to Freud, the unconscious mind is the primary source of human behaviour. Like an iceberg, the most important part of the mind is the part you cannot see. Our feelings, motives and decisions are actually powerfully influenced by our past experience and stored in the unconscious.

Neo-Freudian theorists such as Erik Erikson, Carl Jung, Alfred Adler, and Karen Horney believed in Freud's theory of the importance of the unconscious but considered his theories on the importance of sexual instincts in the development and formation of personality - conjecture.

The second is the 'Humanistic Perspective' of personality which focuses on psychological growth, free will, and personal awareness. It takes a more positive outlook on human nature and is centered on how each person can achieve their individual potential. One advocate for the humanistic perspective, Carl Rogers, an American psychologist, believed in the inherent goodness of people and emphasized the importance of free will and psychological growth. He suggested that the actualizing tendency is the driving force behind human behaviour.

Others have suggested that people are motivated by a hierarchy of needs and the higher up the hierarchy the more sophisticated the needs become citing such things as esteem and self-actualization.

The third, the 'Trait Perspective' of personality is centered on identifying, describing, and measuring the specific traits that make up human personality which make individuals differently. We can all relate to the different traits, for example, between an extrovert and an introvert, a calm and an excitable person, a happy jolly type and neurotic people depicting personality disorders like anxiety and depression.

Raymond Cattell identified 16 personality traits that he believed could be utilized to understand and measure individual differences in personality. But in Psychological Trait theory, there are the well-known 'Big Five Personality Traits'- a suggested taxonomy, or grouping, for personality traits developed from the 1980's onwards. When factor analysis (a statistical technique) is applied to personality survey data, it reveals semantic associations: some words used to describe aspects of personality are often applied to the same person. For example, someone described as conscientious is more likely to be described as 'always prepared' rather than 'messy'. These associations suggest five broad dimensions used in common language to describe the human personality and psyche:

- openness to experience (inventive/curious vs. consistent/cautious)
- conscientiousness (efficient/organized vs. extravagant/careless)
- extraversion (outgoing/energetic vs. solitary/reserved)
- agreeableness (friendly/compassionate vs. challenging/callous)
- neuroticism (sensitive/nervous vs. resilient/confident)

Family life and upbringing affect these traits. Twin studies and other research have shown that about half of the variation between individuals results from their genetic inheritance and half from their environment. Researchers have found conscientiousness, extraversion, openness to experience, and neuroticism to be relatively stable from childhood through adulthood.

Other studies have shown the strong correlation between these traits and levels of spirituality and transcendence- which are discussed further in Section 25.

Finally, the fourth, the 'Social Cognitive' perspective of personality emphasizes the importance of observational learning, self-efficacy, situational influences, and cognitive processes.

You might be relieved that I do not intend to over-analyze further these 'Personality Theories', because that is what they are- theories, as interesting as they may be to some. My intent is to put the basis of personality theory into practical use. To do this I seek to identify the best Analysis Tools/Personality Tests available - for the reader to correctly Identify and Understand her or his own Personality Type and its Traits. This requires selection of a preferred and reliable Personality Test (see Myers Briggs vs Enneagram below). As a non-academic I make my own assessment and judgment and selection based on the output which I consider most useful for the purposes of self-evaluation.

Once armed with this knowledge you will use your Personality Test Result and the Self Analysis Techniques and Lesson Learned (derived from the Author's Book Out of Darkness Cometh Light); and application of 'Ikigai' Reason For Being-Life Philosophy Model; to literally map your own self-determined 'True-Life Purpose and Destiny'.

The process requires following the key steps of understanding one's self-both Character and Personality Type and Traits first – followed by further exploration and analyse of Skills, Abilities, Needs, Passions and Desires to derive a personal Inner-Calling based not just on pre-determined analysis, but on one's own personal Mental and Moral Characteristics and Output.

When it comes to 'Personality Tests' and the world of typology, two systems tend to be at the forefront of people's minds: The Myers-Briggs system and the Enneagram- The two most globally recognised relevant Personality Tools and Tests.

Myers Briggs versus Enneagram

Both systems are used for a betterment of self-understanding. While the former is used often more prevalently in career assessments and job psychometrics, the latter delves deeper into the real person, holistically, in my view.

There are differences and similarities. The Myers-Briggs system has sixteen personality types and the Enneagram system has nine. Myers-Briggs typology is based on the work of Swiss psychoanalyst Carl Jung, whereas the Enneagram is a modern synthesis of several ancient beliefs. Its roots

are in antiquity and can be traced back at least as far as the works of Pythagoras. And Plotinus, in the *Enneads*, speaks of nine divine qualities that manifest in human nature. In more recent developments in the 20th and 21st century, Oscar Ichazo, the Bolivian-born founder of the Chilean Arica School established in 1968 also taught the 'Enneagram'. During the 1960s Ichazo's Enneagram of Personality and related theories formed part of a larger body of teaching that he termed 'Proto-analysis'.

Your Myers-Briggs type essentially tells you how you perceive information (through intuition or sensation) and the criteria you prioritize when you make decisions: Thinking (logic, pros and cons) or Feeling (ethics and values). While your personality type in this system is something you're born with- it's how you use your mental wiring that varies greatly from person to person. Your Myers-Briggs type tells you which cognitive processes you're using when you make decisions and process information, and how you use Intuition, Sensing, Feeling, and Thinking. That is probably why it's used for Applicant Assessment in recruitment.

Your Enneagram Type gets much more personal than your Myers-Briggs Type does. Maybe things a would-be employer doesn't seek to delve into about your personal psyche. The Myers-Briggs typology examines how we see the world and prioritize information, but not the effects of your childhood wounds or joys; your basic fears; nor what your driving desire is. The Enneagram, in contrast, and for example, can tell you which exact childhood wounds and experiences led you to develop certain coping mechanisms. The Enneagram can also tell you what your basic desire and fears are. It can reveal what you're running away from as well as what you're running towards. Essentially, you can know someone's Myers-Briggs personality type and know very little about their pain, their coping mechanisms, and their deeper selves. You can grasp how they prefer to interact with the world, what they look for when they decide, and the information that will interest them. But the Enneagram Type can reveal much more personal information. Look at your boss, or your brother or partner and you will quickly identify an Enneagram Type. When we delve deeper into ourselves as the Enneagram allows- both our conscious and subconscious desires unfold.

Nevertheless Myers-Briggs and the Enneagram can both shine a light on what's important to us, in terms of both our '*thinkie-and-feelie*' motives:

- Intuitive-Feeling personality types crave authenticity, emotional connection, imagination, and creativity. They want to grasp patterns, themes, and symbolic meaning. Their goals lie in clarifying, unifying, individualizing, and inspiring.
- Intuitive-Thinking personality types crave mastery and competence. They want to have autonomy, self-control, and knowledge. Their talents lie in engineering, conceptualizing, coordinating, and strategizing.
- Sensing-Feeling personality types blend practicality with idealism. They want to make a tangible difference for the people around them. They want to get people's emotional and physical needs taken care of in an immediate sense. Their talents lie in nurturing, defending, helping, and adaptive creativity.
- Sensing-Thinking personality types believe in being pragmatic and logical. They want to solve problems, make their environment more efficient, and stay grounded and down-to-earth. Their talents lie in logistics, organizing, inspecting, and problem-solving.

But your Enneagram Type goes further and can also tell you what's most important to you, again guiding your likely motivations when it comes to personal development and seeking new purpose. That is why it is so useful for my purpose of helping in the search for your destiny.

Enneagram Types will be defined in detail in section 11, but each type's focus of importance (or rather 'Motive Prioritization') can be summarized at this stage as:

- Enneagram 'Ones' seek righteousness and integrity.
- Enneagram 'Twos' seek love and belonging.
- Enneagram 'Threes' seek achievement and success.
- Enneagram 'Fours' seek individuality and personal freedom.
- Enneagram 'Fives' seek competence and specialization.
- Enneagram 'Sixes' seek security and certainty.
- Enneagram 'Sevens' seek happiness and possibility.
- Enneagram 'Eights' seek control and autonomy.
- Enneagram 'Nines' seek peace and inner harmony.

In summary the overall basis of two systems (Enneagram v Myers Briggs) in generic terms can be compared as follows:

- Nurture (Enneagram) vs. Nature (Myers-Briggs)
- Holistic (Enneagram) vs. Analytic (Myers Briggs)
- Healthy (Enneagram) vs. Unhealthy Psychology (Myers Briggs)

It's an important comparison because the rest of the book and the personal analysis and conclusions will be guided by the decision of which Personality Test and Analysis to use. On the basis of my own subjective comparisons - *I conclude the Enneagram Personality Test and Analysis to be more useful for the purpose of helping you Map and Develop your own 'True Purpose and Destiny in Life.'*

Wikipedia's summary on the Myers Briggs Indicator Test (MBIT) states: 'Though Briggs resembles some psychological theories, it is generally classified as pseudoscience, especially as pertains to its supposed predictive abilities. The indicator exhibits significant scientific (psychometric) deficiencies, notably including poor validity (ie. not measuring what it purports to measure, not having predictive power or not having items that can be generalized), poor reliability (giving different results for the same person on different occasions), measuring categories that are not independent (some dichotomous traits have been noted to correlate with each other), and not being comprehensive (due to missing neuroticism).'

Character versus Personality

Despite its paramount importance for us all in our personal and business lives, in many ways 'Personality' is just the wrapping. 'Character' is the chocolate coating and 'Spirituality' is its soft centre. You might employ, date, or just be attracted to someone, or otherwise, based on their personality. But in the end it will always be that person's true character which will influence your overall assessment and judgement in the long run.

A person of character puts principles above personal self and personality. Feeling that there is something greater than oneself is the 'Essence' of 'Spirituality'. The value chain is: personality and relationships; character and values; and essence and life purpose.

'Personality' itself is a set of personal traits and qualities, which can be faked in the short term (eg. at a job interview or first date) whereas Character is a collection of Mental and Moral Characteristics of an individual that define who he or she is, under it all, underpinned by the person's

personality. That's why perceived personality can be just a mask to the identity of a person. Well, yes you can fool others if that is your wish, but you can't fool yourself mindful that your basic Personality Type does not change. That is why Self-Awareness and Self-Analysis is so important to be sure that you are not under an illusion about your true self, and how to manage your positive and negative traits.

Character represents your learned behaviour, and your deeply held ethics and morals. Personality can be subjective in the analysis, but character is objective. Removing some of the subjectivity in your understanding about your own personality is therefore an important early stage in the search for true Purpose and Destiny. Honesty for example is not a personality trait, it is character based. You need to be honest with yourself in the analysis which follows in this book, failure to do so will render the analysis worthless.

Character refers to one's key moral attributes or qualities (ideals which are sacred to you) whereas personality refers to the collection of cognitive abilities, behaviour, mannerisms, general beliefs, ideologies, attitudes, etc. To identify someone's character, you have to observe him/her for some time. That's why we shouldn't hire or marry someone on a whim. Human Resources Departments use both Personality and Ability Tests in selecting candidates. Dating Agencies use various Personality and Personal information Assessment Forms. And how often does one find the 'Star Employee' or right 'Good Mate' based on one interview, or completing and submitting an on-line dating agency form, first time.

In 2012, social psychologists Benjamin Karney, Harry Reis, and others published an analysis of online dating in *Psychological Science in the Public Interest* that concluded that the matching algorithms of online dating services are only negligibly better at matching people than if they were matched at random. In 2014, Kang Zhao at the University of Iowa constructed a new approach based on the algorithms used by Amazon and Netflix, based on recommendations rather than the autobiographical notes of match seekers. Users' activities reflect their tastes and attractiveness, or the lack thereof, they reasoned. This algorithm increases the chances of a response by 40% the researchers found. E-commerce firms also employ this 'collaborative filtering' technique. Nevertheless, it is still not known what the algorithm for finding the perfect match would be. Artificial Intelligence is still in its infancy but watch this space many purport. I remain skeptical.

A woman's instinct, and a man's love-at-first-sight rush, are both in-built human sensors which no clever A.I. algorithm-based program will ever be able to fully emulate.

Remember:

- One person's Personality can be categorized very much the same as another's by Enneagram Types, but Character refers to the sum of an individual's qualities not just of personality but of moral and in-built characteristics which differentiate him/her from others. An individual's character is actually an amalgamation of his/her qualities which makes him unique and helps him stand apart from the rest.
- Character plays an essential role in Personality Development.
- A person with a Good Character finds acceptance wherever he goes and may be respected by all, sometimes in spite of his/her personality type or negative personality traits.

Character, unlike Personality, includes qualities, rather than traits, such as:

- Loyalty and Honesty
- Leadership
- Trust and Respect
- Courage
- Patience and Understanding

You can enforce 'Honesty' using the penal system, but you can't enforce 'Loyalty', it comes with character on both sides. 'Respect' is earned and engenders 'Trust'. These are qualities of Character, rather than Personality.

Not everyone can be a good 'Leader'. You may have the Personality Traits to be a Leader (typically Enneagram Types Eight, Three and One) but lack some of the Character traits to earn Respect and Loyalty. If you are Honest and Trustworthy – you are more likely to achieve them. There are after all different styles of leadership- one personality type does not fit all. Who would compare Hitler with Gandhi, while both were effective leaders. Only when people are good will they become good leaders in the long run.

You may have the Personality traits to be Patient and Understanding, but if you don't have the Courage to see a difficult situation through, you will likely falter.

An individual with a Good Character will almost certainly be able to nurture improvement in his/her own unhealthy Personality traits and self-improve and find in turn true meaning and direction in life. This is what the rest of this book is essentially about, explored under the following subject matters:

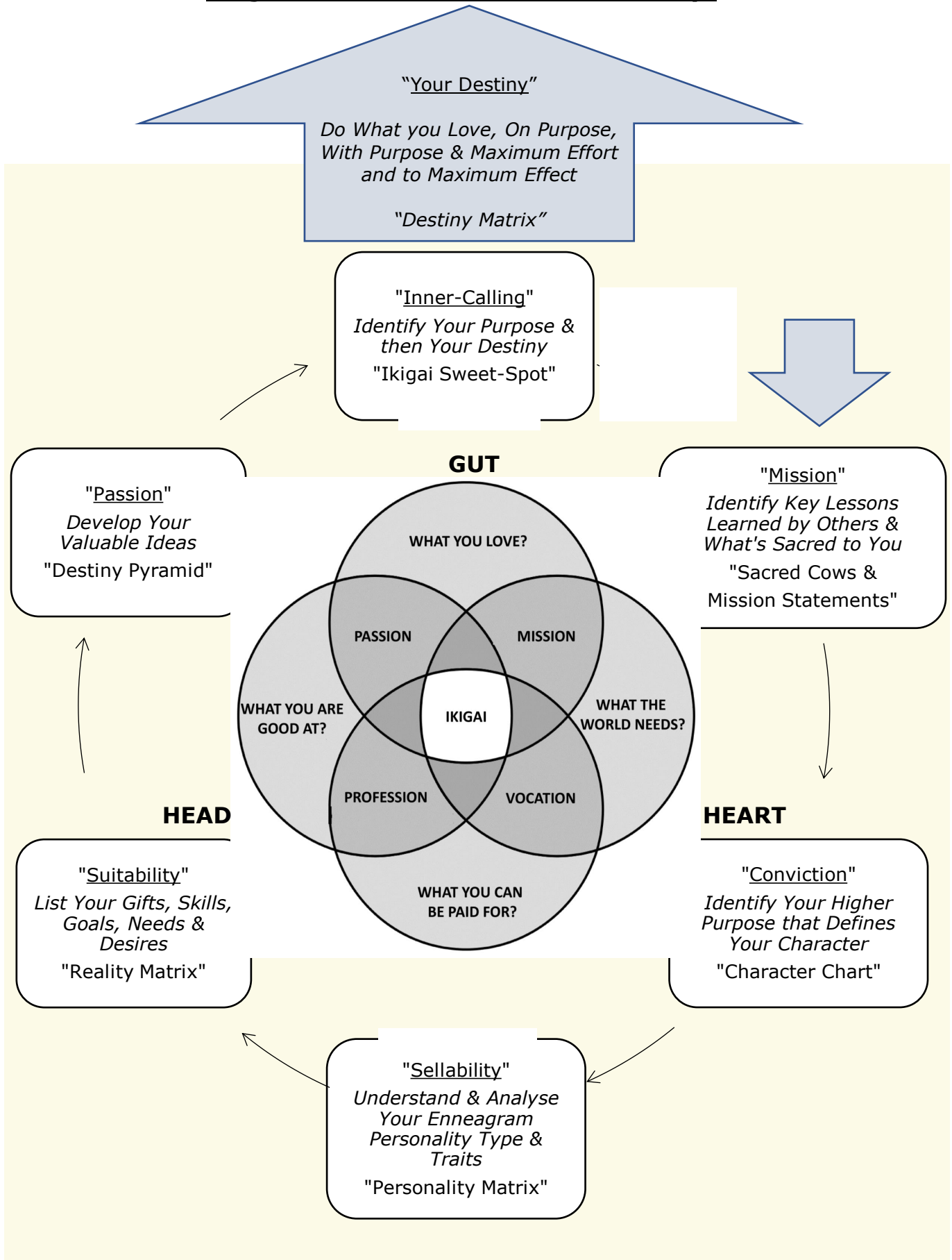
- Reviewing 'Universal Lessons' learned by others in history (*sourced from- cf. 'Out of Darkness Cometh Light'*)
- Identifying your Key Principles in Life ("Sacred Cows") which set your moral compass and areas for development
- Identifying your Higher Purpose that really defines your hidden True Character
- Identifying and Analyzing Your Enneagram Personality Type
- Understanding your Weaknesses, Qualities, Home Truths & Saving Grace
- Understanding your Enneagram Personality Level of Development & in so doing prioritize Recommendations most suited to you
- Listing Your Gifts, Abilities and Skills Set
- Logging Your Goals, Needs and Desires
- Developing your most Valuable Ideas
- Deriving your Destiny
- Using Analytic Tools to find the 'Reason for Your Being'
- Producing an Action Plan
- Understanding the importance of Personality and Spirituality in all of the above.

Ultimately nobody can really find the route to enlightenment without the experience and diligence of walking in the dark, away from usual life props, and treading a treadmill without going anywhere. And the starting point is self-analysis and understanding.

The Indian guru Sadhguru once compared 'self-assessment to brushing your teeth'. If you don't take care for your own personal hygiene before you interact and judge others, you will never know the difference, but everyone around you will. Only after that calm exercise should you concentrate on your mission going forward for the day, and taking time to make people around you feel comfortable, before you walk a path.

“Route to Your Destiny”

Diagrams I- "The Route to Your Destiny"



HEAD

"Suitability"
*List Your Gifts, Skills,
 Goals, Needs &
 Desires*
"Reality Matrix"

HEART

"Conviction"
*Identify Your Higher
 Purpose that Defines
 Your Character*
"Character Chart"

"Sellability"
*Understand & Analyse
 Your Enneagram
 Personality Type &
 Traits*
"Personality Matrix"

25 – Outputs

"Mission"
Identify Key Lessons Learned by Others & What's Sacred to You
 "Sacred Cows & Mission Statements"

"Conviction"
Identify Your Higher Purpose that Defines Your Character
 "Character Chart"

"Sellability"
Understand & Analyse Your Enneagram Personality Type & Traits
 "Personality Matrix"

"Suitability"
List Your Gifts, Skills, Goals, Needs & Desires
 "Reality Matrix"

"Passion"
Develop Your Valuable Ideas
 "Destiny Pyramid"

"Inner-Calling"
Identify Your Purpose & then Your Destiny
 "Ikigai Sweet-Spot"

"Setting the Scene"

Output I	9 Selected Key Life Lessons & Mission Statements
Output I	The Final Solution
Output III	4 Selected Sacred Cows

Output IV	Selected Higher Purpose
Output V	Character Chart

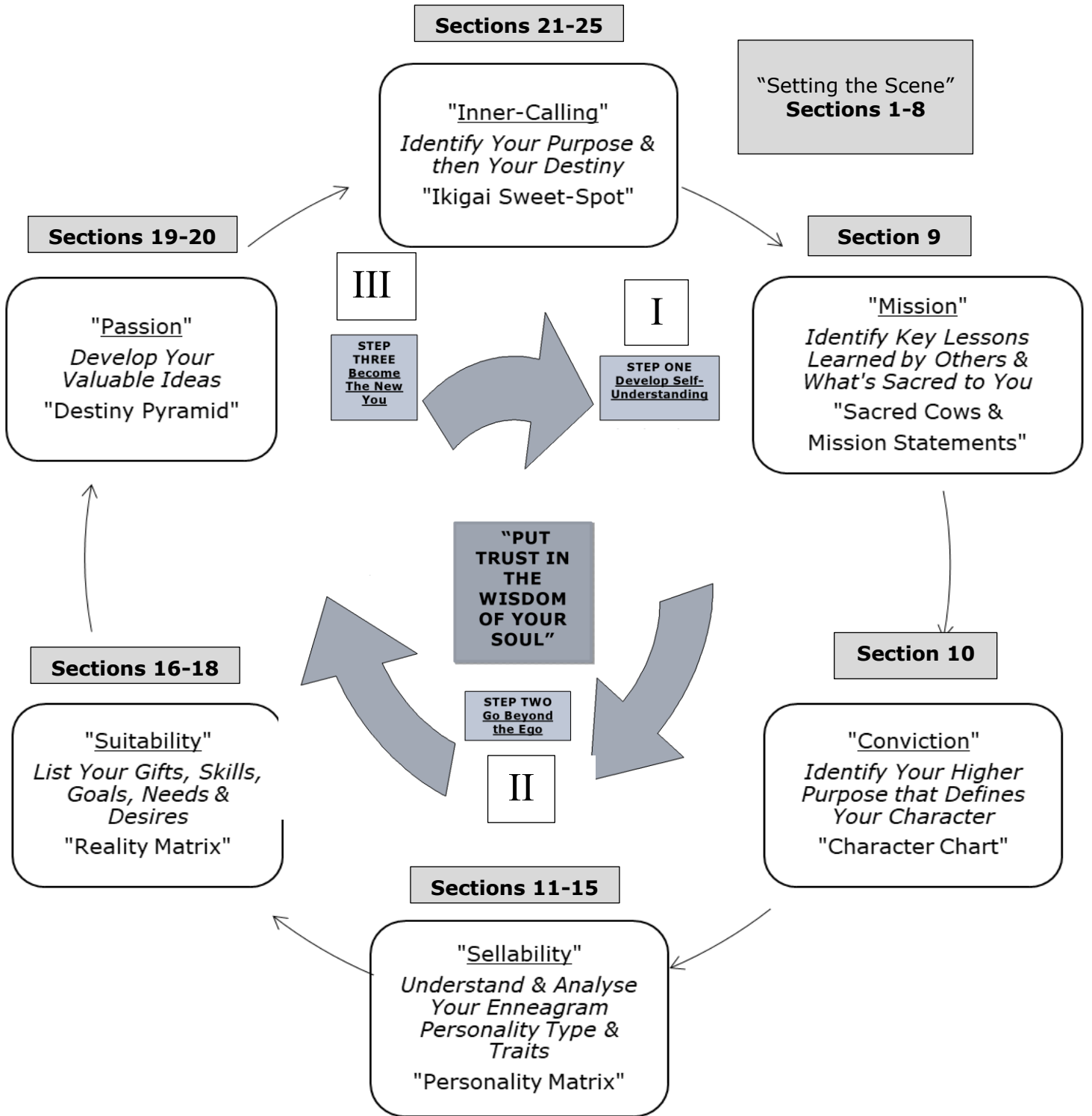
Output VI	Your Enneagram Personality Type
Output VII	Enneagram Personality Wing Type
Output VIII	7 Selected Home Truths
Output IX	Your Enneagram Type Saving Grace
Output X	9 Selected Priority Personality Recommendations

Output XI	Your Personality Matrix Criteria Long List
Output XII	Your Personality Matrix
Output XIII	Your Personality Matrix Focus Criteria
Output XIV	Your Reality Matrix Criteria Long List- Skills
Output XV	Your Reality Matrix Focus Criteria – Skills Set
Output XVI	Your Reality Matrix Criteria Long List- Goals
Output XVII	Your Reality Matrix Focus Criteria – Goals & Desires
Output XVIII	Your Reality Matrix
Output XIX	Your Reality Matrix Focus Criteria - Goals
Output XX	Your Revised Personal Final Solution

Output XXI	Your Valuable Ideas List & Personality Development Criteria
Output XXII	Your Positive Personal Profile
Output XXIII	Your Top 4 Ranked Most Valuable Ideas & Related Personality Developments
Output XXIV	Your Destiny Personal Pyramid
Output XXV	Your Personal ikigai Model
Output XXVI	Declared Life Destiny

3 – Steps

"To Become the New You"



1

Primary & Secondary Purpose

'People with true Purpose fulfill their Destiny and find Happiness' – probably the truest statement of 'end goal' this book can share. Happiness is not an illusion and Purpose is the destination while Destiny is the pathway that takes you there. Find your Purpose and fulfil your Destiny (by doing what's necessary)- is the clear life message that provides what I call 'The Final Solution'. But few people can understand the concept of two purposes- a Primary and Secondary Purpose. The primary is based on a spiritual dimension of philosophy applied to Life's Meaning and Purpose.

According to Eckhart Tolle, a spiritual teacher and best-selling author, the question of finding your life's purpose is best approached by realising that there is a primary and a secondary purpose. And they differ remarkably in their nature.

Secondary Purpose- It is probably easiest to relate to the secondary purpose - and this is perhaps also why it is that concept which is being discussed, debated and written about most of the time. And it's probably why you are reading this book. But don't throw the baby out with the bath water. Never pursue your secondary purpose at the exclusion of understanding and appreciating your primary purpose.

Secondary purpose has to do with finding your "mission" or your life's "calling". And for this reason, it is also primarily concerned with where you want "to go" in your life. Many books and articles have been written on this topic, and how to find out what it is that you truly want in life. But never neglect to consider a 'Higher Primary Purpose'.

The secondary type of purpose implies future. Or put simply... we basically all need time to get wherever we decide our Destiny is going to lead us because it defines the destination of that destiny journey. And this is where the secondary purpose differs from the primary purpose.

Primary Purpose - Primary purpose does not involve time. In fact - and as simple as it may sound - the primary purpose of your life is to be, exactly

where, how and who you are, right now, in this very moment. How you feel and act *right now* is what counts most. Your whole future is a collection of right now feelings and actions.

The Buddhist point of view of 'perfect awareness' states that we are more often 'preoccupied with a confused whirl of fleeting sensations, memories, feelings, thoughts and emotions, and we only have a very superficial awareness of the present moment. We're often simply lost in a haze of preoccupation and anxiety, or just numbed by the sheer sensory overload that comes from modern living.'

On the surface, this is not a very exciting concept of purpose, although we might all get caught by the beauty of a sunset from time to time. And it is highly likely that your mind will object to this kind of 'life purpose' as the definer for your ultimate destiny to pursue. But dig a little deeper and see if you can discover the immensity of being where you are, right now- alive. And life itself is a miracle, under-appreciated and undervalued by us all. It's not escapism- it's just the opposite. This type of refuge provides ultimately security. By being awakened by 'the now' you let go of regrets of the past and anxieties about the future.

Indeed, everything has come together, in this very moment, and placed you right here, right now. And your primary purpose in life is to wake up, or align yourself, to that truth. You are here, right now, because it cannot be otherwise. Don't react cynically to the statement nor its importance over and above everything else you might seek to attain. Indeed we'll go onto examine how your 'now' is most likely more about others than yourself.

A Buddhist saying captures the message; 'The secret of health for both mind and body is not to mourn for the past, not to worry about the future, or even to anticipate troubles, but to live the present moment wisely and earnestly'.

Whereas you will have to look for, and hopefully find, your Secondary Purpose, your Primary Purpose is with you all the time, the entire day, every day of your life, and in everything you do. But only if you are aware. It might sound nebulous to some, but it's fundamental to your consciousness and can lead ultimately to transcendence. Next time you wake up just think gratefully for your very existence, because one day you won't wake up in this world, or even worse you will wake up to no existence.

If we are not aware of the present moment, then our actions have the tendency to become a means to an end, and we miss the preciousness of the current moment, and how our feelings and actions now can and do impinge on our lives and on those around us.

When we do get up in the morning, we think about going to work. At work we want to go home. When we get home and cook dinner we want to eat. When we eat we want to relax with a film. When we relax with a movie we think about tomorrow. And so on.

If we live this way our primary purpose is never fulfilled, and we are essentially living in a conceptual world, with our mind wanting to be somewhere different. Maybe we live in a simulated or parallel universe and are already somewhere different.

Instead, we can give our lives purpose by being here, right now, fully. This concept of purpose and acceptance of our consciousness by being in the present can be compromised by the 'psychological slavery' of goal setting. So, get all things in their proper perspective.

If you still feel more comfortable focused on the familiar 'planet earth reality' of 'Secondary Purpose' maybe there are some uncomfortable decisions or concrete actions that you will have to make to fulfil your Secondary Purpose – there invariably are. Some of these decisions amount to facing up-front some of your own psychological slaves (see section 23 - The Pursuit of Secondary Purpose).

But never pursue your Secondary Purpose exclusively as your Life Purpose without reflecting on the whole picture and 'Life's Meaning' for you. After all life itself is purpose.

'Go placidly amid the noise and haste and remember what peace there may be in silence'.- Max Ehrmann.

The Poem "Desiderata" is a prose poem by the American writer Max Ehrmann, grounded in psychology, philosophy and science. It is a didactic poem, which he wrote for his daughter. It contains practical advice for day-to-day life, moral and religious philosophy, and ethics - desired qualities of the soul and of the heart. It is an excellent focus for Mindful Meditation on this philosophical concept of knowing your life priorities, in terms of both Primary and Secondary Purpose.

Desiderata

"Go placidly amid the noise and the haste and remember what peace there may be in silence.

As far as possible, without surrender, be on good terms with all persons.

Speak your truth quietly and clearly; and listen to others, even to the dull and the ignorant; they too have their story.

Avoid loud and aggressive persons; they are vexatious to the spirit.

If you compare yourself with others, you may become vain or bitter, for always there will be greater and lesser persons than yourself.

Enjoy your achievements as well as your plans.

Keep interested in your own career, however humble; it is a real possession in the changing fortunes of time.

Exercise caution in your business affairs, for the world is full of trickery. But let this not blind you to what virtue there is; many persons strive for high ideals, and everywhere life is full of heroism.

Be yourself. Especially do not feign affection.

Neither be cynical about love; for in the face of all aridity and disenchantment it is as perennial as the grass.

Take kindly the counsel of the years, gracefully surrendering the things of youth.

Nurture strength of spirit to shield you in sudden misfortune.

But do not distress yourself with dark imaginings. Many fears are born of fatigue and loneliness.

Beyond a wholesome discipline, be gentle with yourself.

You are a child of the universe no less than the trees and the stars; you have a right to be here.

And whether or not it is clear to you, no doubt the universe is unfolding as it should.

Therefore, be at peace with God, whatever you conceive Him to be.

And whatever your labours and aspirations, in the noisy confusion of life, keep peace in your soul.

With all its sham, drudgery and broken dreams, it is still a beautiful world. Be cheerful. Strive to be happy."

Max Ehrmann, 1948

2

Well-Being and Happiness

A section dedicated to 'Well-Being and Happiness' is necessary before we launch into a book dedicated to helping you find your Real Destiny and Purpose in life. If your Destiny is not to be happy, well what's the point in it all? Well, a good starting point is to try and define what we mean when we tell ourselves that we are happy, or otherwise.

Joy is closely-linked to the 'now feeling'. Happiness and Well-Being are more to do with fulfilling your Primary Life Purpose every day. What's Destiny worth if it doesn't provide fulfilment and happiness. Is Happiness the Meaning of Life? What we are really asking seems to be, 'When considering my life as a whole, is it best for me to pursue, as my ultimate objective, a state of overall emotional joy and contentment combined with physical pleasure?' Aristotle pointed out thousands of years ago in the '*Nichomachean Ethics*', Happiness is the one thing that we do for its own sake, without reference to any further ends. For anything that we want, we want it either because the thing itself makes us Happier, or because it enables us to obtain some further good that will make us Happier. Then again, we may consciously think that we have higher and more noble motives than to make happiness our ultimate aim. Nonetheless, Happiness does appear to be what we do, in fact, aim for most as humans.

Daniel Nettle is a British behavioural scientist, biologist and social scientist. He is notable for his research that integrates psychology with evolutionary and comparative biology. His works include the study of happiness and conclude in defining three different levels of happiness, and top Level Three relates closest to finding the real Purpose in your Life and becoming your Destiny in the so doing.

Achieving all Levels of Happiness

Happiness is a complex concept that cannot be pinned down to one simple dimension. Daniel Nettle describes his three levels / types of happiness in psychology each representing different aspects of the positive emotions we strive for as human beings.

'Level One Happiness' - represents momentary feelings of joy and pleasure. Short-term positive emotions sometimes referred to as 'simple pleasures'. They can result from a good meal, a hobby we enjoy, watching a good movie, listening to a piece of music we like, sex and so on. It is quite easy to observe this level of happiness because of the immediate feelings of joy people experience. These types of emotions are also pretty easy to measure and compare because brain scans show that certain parts of our brain are active when we have these emotions. This level of happiness is pleasurable, but the good feelings do not last for very long and we will return to our 'baseline' mental state quite quickly, even if for example you've just won a Wimbledon tennis final.

'Level Two Happiness'- represents judgements about feelings, sometimes referred to as well-being. The second level of happiness is more thoughtful and requires an assessment that goes beyond the momentary feelings of level one. Questions about happiness and well-being normally works at this level - if you are asked about how happy you are with your life in general your answer will reflect a level two assessment of your happiness (probably you are not enjoying a hobby or having sex when asked this question so level one is out). Level Two happiness is also relative in the sense that you compare your situation with other people as well as how you have felt in the past. Happiness from continuous comparison with other people is unstable because no one (or very few people) can win in all domains of life all the time. In case of failure, focusing too much on this level can lead to frustrations and a sense of worthlessness. Excessive focus on comparison and self-promotion also risk to alienate the people around you and can lead to self-absorption, jealousy, cynicism, and the oppression of others.

Many studies of happiness in psychology work at this level. If you read about research saying for example that people in country A are happier than people in country B then most likely it refers to level Two happiness measured through various surveys (*cf. 'Out of Darkness Cometh Light' - The Human State*).

'Level Three Happiness'- represents a higher meaning of life, flourishing and fulfilment at a higher level - achieving one's full potential and purpose in life. It can be seen as accomplishments with a higher meaning and has to do with self-realization. It is related to *Maslow's* hierarchy of needs where self-actualization is at the top of the pyramid (following physiological and safety needs and needs for love, belonging and self-esteem). Level Three happiness is more difficult to measure than the other two levels. People

high in level Three happiness live more in harmony with their deeper values and therefore have fewer inner conflicts because they often feel that what they do has meaning and is contributing to a greater cause. According to Daniel Nettle you could say that one is optimally happy at this level. However, you can't have high levels on all three all the time - at least that's very difficult. If you focus too much on the momentary joys and pleasures of l

Level One then you probably won't work hard enough to reach your potential and succeed on your long-term objectives in life. On the other hand, if you spend all your time working towards long time goals, you'll probably forget to enjoy the simpler things in life. Enjoying who you are now and where you are now is a self-realisation of higher meaning of happiness. Level Three Happiness goes hand-in-hand with the realisation of Primary and Secondary Purpose together.

Based on attaining this Level Three Level of Happiness, happiness becomes all about finding 'The Meaning and the Purpose of life.' People at Level Three can also feel happiness from doing good for others and making the world a better place, when it forms part and parcel of their meaning and purpose in life. This level of happiness is based on the human desire for connection, goodness, meaning, compassion, friendship and unity. Some have summed it up as simply "Love". At this level we move away from ourselves to focus on the well-being of others. In essence our own happiness depends also on the happiness of others.

The limits of level Three happiness can be said to be human imperfections. Nobody is perfect and human relationships involve disappointment, jealousy, and the risk of being hurt. That's part of life.

Encompassing all levels of Happiness is ultimate and a challenge. But Psychologists have labelled the desire for ultimate happiness a call for connection to the larger universe or transcendence. Some fulfil this desire through spirituality or religion, others through philosophy, art, or scientific endeavours to find answers to some of the big questions of life, human existence and the universe. There's no definitive or universal answer. You have to find your own calling- that is what it's all about.

Becoming Happy through Positivity

Researchers compared a group of people, who were instructed to write about a positive experience for 20 minutes three times a week, to a control group, who wrote about neutral topics. Not only did the first group experience larger spikes in happiness, but three months later they even had fewer symptoms of illness. There is proof that you can become more 'Happy and Positive' than you are by systematically focusing on the bright side of things.

External circumstances account, on average, for no more than a tenth of your total level of happiness. The rest is based on your focus and how you interpret these circumstances.

Creating a positive focus in your mind on what's going on in your life on an everyday basis has a major impact on your level of happiness, viz. the "half full / half empty" glass analogy. All experiences and perceptions are prone to possible misidentification based on a prevailing mindset. In the late 1980's I was sent to France on business to investigate the market opportunity for plant hire. I concluded that the market was limited because most construction companies owned their own plant holdings. "Glorious opportunity then," concluded my Chief Executive. He saw the window of opportunity to introduce an independent industry offering, that didn't yet exist. One man's insurmountable problem is another man's challenge and opportunity.

Just as having a positive focus can boost your happiness, a negative focus can do just the opposite. A negative focus reduces your creativity and motivation and can cause stress and depression.

Two poignant examples:

- Tax auditors that are trained to look for errors and irregularities in their jobs have been shown to transfer this negative focus to their everyday lives.
- Lawyers are taught to be very critical and look for mistakes, flawed arguments etc. This is an essential skill for them to do their job. But it comes at a cost. The negative focus spills over to the rest of their lives, and studies have found them to be more than three times more likely to suffer from depression.

When our brains constantly scan for, and focus on, the positive, we profit from three of the most important tools available to us: Happiness, Gratitude, And Optimism.

Being Grateful

According to the research few things are as important to our well-being and happiness as the capacity to feel grateful for the good things in our lives. This relates particularly to the highest Level Three of happiness, involving recognition of our own consciousness and creating transcendence.

People who are grateful have more energy, are less likely to be depressed and more likely to be happy. And bear in mind that these positive effects don't result from external factors such as higher income or better jobs. We're talking about the ability to express gratitude in a given situation. And this is something you can work with.

In a study, people 'trained' to become more grateful became happier and more optimistic over a period of only a few weeks. They even felt more socially connected and experienced other positive effect. Note that nothing in their 'objective' situation changed. They simply learned to appreciate their current situation more - and this actually gave them the energy and optimism to change the areas of their lives that needed improvement.

We can't change reality through sheer force of will but we can change how we process the world around us. Gratitude is not about lying to ourselves, or denying the negative, but about focusing on what is good and then using the energy this gives us to make adjustments in our lives.

Understanding the Adaptation Effect

Several studies have shown that people overestimate the extent to which life changes will affect their happiness - for good or bad. Just like other emotions, happiness is fleeting. It ebbs and flows, influenced by the experiences we go through in our everyday lives. We seem to adapt to major changes in our lives, whether positive or negative. This is what's referred to as 'The Adaptation Effect'. After a particularly significant life event, we will react accordingly, either with grief or elation, but after a while, our happiness level will return to previous levels.

Let's say you won a million dollars today will that make you a happy person? Of course, it will, for a time. But after a few months, when your desires and expectations adjust to your new situation, so will your happiness level. When you lose someone you love, no matter how important they are to you, you will go through a period of grief and mourning, but eventually – you will find happiness again. Such is the resilience of human beings. Such is the power of our human brain. The stability of our emotions is essential to our well-being, and our brains will work to reduce the effect of our environment on our emotions. We adapt. We can even adapt to chronic illness or poor health. They don't necessarily reduce levels of happiness in the longer term. We toast 'Health, Money and Love', but in terms of priority for finding happiness the toast should perhaps read 'Love, Health and Money'.

In a study conducted by a team of psychologists from The University of Massachusetts and North-Western University, they concluded that lottery winners were not significantly happier than the control group participants. On the other side of the study, they found that people with spinal cord injuries were not as miserable as one might expect.

In a research finding published in the Journal of the Royal Statistical Society, they found that divorced couples were happier after their separation was finalized. Did that contradict the concept of a happiness set point? Major events do not change our happiness levels in the long run. Time heals or accustoms us to circumstances.

A research conducted by Sonja Lyubomirsky, PhD, at University of California showed that people can achieve long-term happiness and an increase in well-being when they make a conscious effort to think positively, count their blessings and perform acts of kindness. Sounds so simple doesn't it.

Another British study concluded that 'death in the family' and 'end of a relationship' had the highest negative impact on long term happiness (ie. there are some traumas we never really get completely over). It also showed that what matters most to people is social well-being and interpersonal relationships. Elvis Presley's unprecedented wealth and fame didn't stop his separation from his wife Priscilla causing him depression for the rest of his life. "Always on my mind".

Achieving 'Well-Being'

Well-Being and Happiness, what's the difference. Maybe the level of intensity, or actual level of Happiness (defined above). Five different dimensions of the concept of "well-being" can be identified, which correlate quite closely with Daniel Nettle's levels of happiness:

- Positive emotion - Normally short-term, "simple" pleasures such as food, watching TV, or sex. Positive emotions are subjective in the sense that we like different things - though some pleasures are universal (or at least very close to being so). Positive emotions are easy to observe and measure as increased activity in certain areas in the brain.
- Engagement - You probably know the feeling of being engaged in challenging activities where you forget everything that's going on around you. Such a state of total absorption is also known as "flow" state. When we are in this state our abilities are often stretched to the maximum creating the feeling that we are exploiting our full potential. Ever seen a professional golfer, almost in a trance, holing a forty-foot putt just when it was most needed to clinch a title.
- Relationships - This dimension is about social connectedness and having love and intimacy in your life through friends, family, and romantic partners. Well-being of this type is characterized by the fact that your own well-being is dependent of the well-being of others and the experiences and feelings you share and enjoy together.
- Meaning - Playing a challenging computer game (engagement) with good friends (relationships) while eating chips and drinking coke (positive emotion) can be awesome. But most people need something more to be truly fulfilled. Some kind of higher purpose that goes beyond the self. Something with meaning on a higher level.
- Achievement - This dimension is about accomplishment and success - competing and winning in some objective way where victory (or something equivalent) can be easily observed. Often (but not always) involves some kind of external recognition of what has been achieved.

The need for the dimensions above in our lives in our 'Search for Happiness' is not unique- it is universal. But how important each dimension is varies a lot depending on the individual's personality and preferences and true purpose. For example, if you are very competitive, personal achievement

is essential to you. For others it is a minor concern and impediment to happiness.

The better you know yourself and your preferences, the easier it is for you to create the life you want and reach a high level of well-being and happiness. These aspects of importance in identifying your Inner-Calling are the basis of the analysis which will be developed in Stages One and Two in the following sections of this book.

'This life is for loving, sharing, learning, hugging, helping, dancing, wondering, healing, and even more loving. I choose to live life this way. I want to live my life in such a way that when I get out of bed in the morning, the devil says "Oh Shit, he's up!"

- Steve Maraboli, Unapologetically You: Reflections on life and the Human Experience.

Destiny Wealth and Well-Being

Discovering one's Real Destiny is an important step in the perennial Homo Sapiens quest to find 'True Riches, Success & Happiness' in life. Who doesn't want to be Rich, Successful and Happy. Is there a quick fix? You guessed it – No! But there is a Method.

- **Getting Rich:** Rich in Wealth, Physical Health, Friendship, Family Love, Contentment, Respect, Intelligence?

Well, if you are blessed with enough intelligence, Elon Musk's philosophy, who claims not to be driven by material wealth, is: "When something is important enough – you believe in it enough – you do it in spite fear". If it's your Destiny to get Rich in pursuit of your Life Purpose – you most likely will.

- **Being Successful:** The accomplishment of an Aim or Purpose; Attainment of Wealth, Favour, or Eminence; Achieving the Goals that matter to you the most?

In fact, 'Being Successful' can be defined as 'Getting Rich' - in Wealth, Physical Health, Friendship, Family Love, Contentment, or Respect – depending on the goals that matter to you the most.

- **Finding Happiness:** Feeling constantly Elated, Ecstatic, Jubilant, Merry, Upbeat, Chipper, Convivial, or Exultant?

There are four primary chemicals in the brain that effect happiness -

dopamine, oxytocin, serotonin, and endorphins – why not just top up on each of these and enjoy the trip!

Actually, you are likely to feel most Happy when you are 'Being Successful' in achieving the Goals that matter to you the most and 'Getting Rich' in the process. Pleasant emotions range from short-lived intense joy to longer-term contentment in the context of life satisfaction, subjective well-being, eudaimonia, flourishing and well-being.

Avoiding Unhappiness and Depression

Any analysis of Happiness and Well-being would be incomplete without comment about the flip-side- Unhappiness and Depression. Words abound to describe unhappiness in the dictionary. Words such as sad, miserable, sorrowful, dejected, despondent, down, joyless, and of course - depressed. Feeling unhappy can be temporary or it can be a more chronic state. It is normal to feel unhappy after a relationship break-up, job loss or death of a loved one. Although we as humans are always in Search of Happiness and use techniques like Positivity to try and achieve it, the reality is that it is not the norm. We experience a range of emotional states in any day of a lifetime. And our ancestors found happiness in surviving day-to-day in a dangerous world with a life expectancy of 30 and high levels of child mortality.

In terms of Daniel Nettle's categorization of 3 Levels of Happiness- we can find 'Level One Happiness' by engaging in short term joy- but every binge induced 'high' is followed by a reality bump and depressing 'low'. 'Level Two Happiness' relies more on having a balanced life in terms of Relationships and Marriage, Careers and Money, and our Children. 'Level Three Happiness'- represents a higher meaning of life, flourishing and fulfilment at a higher level - achieving one's full potential and finding real 'Purpose in Life'. That requires 'Going Beyond the Ego'. But some people who enjoy successful marriage, wealth and happy children still don't achieve this level of happiness. It's elusive for many, and maybe depression is a prevalent human condition in the modern materialistic non-spiritual world.

It is ok to feel unhappy, bored or discontent some of the time. But if you are persistently or even chronically unhappy it is time to look at what you can do to change this. Medication is unlikely to be the answer. Finding the root cause and taking action is. Good relationships and marriage, worthwhile careers and money, and our children – are probably the key

common three elements to Level Two Happiness – and enough for many of us.

If these elements falter in your life- it's important to take positive action. In parallel why not try and seek solace in Pursuit of 'Level Three Happiness' in spiritual terms- rather than indulging in the serial pursuit of momentary feelings of joy and pleasure. And I'm talking from bitter personal experience.

That was my own life story until recently. After my marriage break-up (primarily due to my heavy drinking and philandering), loss of a job and livelihood, and my beloved children having flown the nest – I engaged in constant binge drinking, partying and laziness, in Spain, rather than taking positive action - cutting down the drinking; coming to terms with the loss of a loving wife; finding an income; and seeking true new real purpose. When I achieved the life turnaround, this book, and my life story book *Out of Darkness Cometh Light* were born!

3

General Categories & Examples of 'Purpose for Life'

Before we launch into our own 'Personality-Purpose-Destiny' analysis linked specifically to you the reader; it is informative to refer to General Categories & Examples of 'Purpose for Life' of others, throughout the ages; and examine how they correlate to EckHart Tolle's concept of Primary and Secondary Purpose, and Daniel Nettle's and others' analyses of Levels of Well Being and Happiness discussed above. Once we've completed your Personal Analysis we will return to this comparison for confirmation of your Higher Purpose and 'Final Solution'.

On a random google search I came across (an individual unknown to me) namely Christopher Westra who had, among many other things, developed his own random list of 'Generic Purposes for Life'. I'm sure Mr Westra won't mind me using his list below to *generically* develop my own ideas about the General Categories and Examples and links between Purpose, Destiny (and the Spirituality linked to the highest levels of Happiness and Purpose) - and give examples in history. The following categories are therefore an incomplete list of what I call the 'Drivers' of Higher Purpose.

1. **Share Your Love** - Truly pursue this purpose in life with passion, and all the others will follow naturally. Love everyone and start with those closest to you.
2. **Give to Others** - You can make a difference in the world! Choose to serve and give in small ways right now. This purpose of life is driven by the desire to serve others.
3. **Increase in Light** - Your spirit and body can actually hold light. Learn to flow with light, bringing it into your life and letting it flow out to others. Increase your light bearing capacity by following the truth you know. [I read this to be your soul].
4. **Learn Wisdom** - Pursue wisdom not as your final purpose, but for the love of Wisdom and also to better serve others with increased talents. Read

the best books and learn all you can. Truth is eternal, and you can take it with you.

5. **Accept Yourself** - Love who you are. Your birth, body, parents, strengths, weaknesses and nationality all have a purpose. Accept your purpose and your talents. Feel your emotions and allow them to flow.

6. **Enjoy the Mystery** - Wonder at the beauty and richness of life, without trying to figure it all out. See the world in childlike simplicity and joy.

7. **Create Your Reality** - In this sphere, you choose with your thoughts what to create. Be bold in life and decide what you really want. Move toward all your dreams with a powerful vision. You can learn to consciously create your life.

8. **Follow the Spirit** - Trust your inner voice that leads you and prompts you into the higher paths. Learning to follow this *Holy Spirit* is one of the purposes of life. As you listen to the spirit, you will achieve greater inspiration for all your daily activities.

9. **Revel in the Present** - Find joy, focus, and engagement in every present activity. As in Buddhist philosophy your point of personal power is the present moment. You can only act in the present.

10. **Experience Joy** - The ultimate purpose of this life is joy and happiness. We maximize our joy by pursuing it indirectly. Simply pursue the first nine purposes of life and the tenth (Joy) will flow magnetically to you.

Examples abound among the world's most important people who played out their 'Passions with Higher Purpose' and 'Created their own Destinies'. However great and good or misguided, the pursuit of their destinies, their 'legacies' will live on for the ages to come. Just one of many possible selected 'Top Ten' Lists is:

1. Jesus of Nazareth
2. Napoleon Bonaparte
3. Muhammad
4. William Shakespeare
5. Abraham Lincoln
6. George Washington
7. Adolf Hitler

8. Aristotle
9. Alexander the Great
10. Thomas Jefferson

Jesus of Nazareth and Muhammad 'Shared their Love' (of God), Offered their Wisdom to all and 'Lived Lives of Mission'. Napoleon Bonaparte 'Created his own Reality and Destiny' and led a life of 'Power, Influence and Leadership'.

William Shakespeare 'Enjoyed the Mystery' of the Human Spirit through his work and attained 'Wisdom and Mastery' in the Art of Plays and Dramas. Abraham Lincoln developed his own knowledge and abilities through dedication and hard work to go onto live a life of 'Aspiration and Devotion' to causes of social justice and the ultimate emancipation of slaves and the upholding of the Declaration of Independence ideal that 'all men are born equal'. He also 'Shared his love' to all, giving to others acceptance of all based on his learned wisdom. Honourable traits and Purpose, although his ultimate Destiny was to be his assassination.

These men and George Washington, Aristotle, Alexander the Great and Thomas Jefferson were all men of Destiny who left Legacies of greatness, magnanimity, wisdom, bravery and achievement in their different ways, albeit not all of equal benevolence, nobility or generosity of spirit. Adolf Hitler stood alone perhaps as the true personification of evil itself, born out of a misguided obsession with the Aryan super-race racial theory.

The reality is that not all men are equal either in goodness or resolve, but most great men and women find their Destiny and leave their Legacies after pursuing Lives of chosen Higher Purpose. In Section 10 we will explore Higher Purpose as a Destiny Driver in greater detail.

In section 4 below we examine the corresponding categories of Destinies from those who live '*Lives of Learning and Achievement; Lives of Power and Influence; Lives of Aspiration and Devotion; Lives of Mastery and Lives of Mission*'.

Diagram II - "A Few Famous People"



Jesus



Adolf Hitler



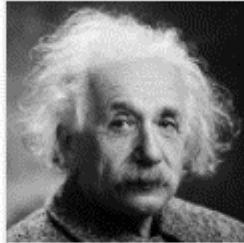
Marilyn Monroe



Donald Trump



Mao



Albert Einstein



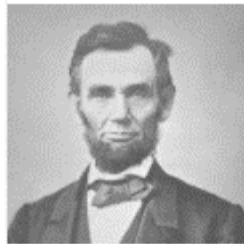
Cleopatra



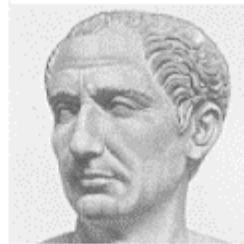
Michael Jackson



Charlie Chaplin



Abraham Lincoln



Julius Ceasar



Joan of Arc



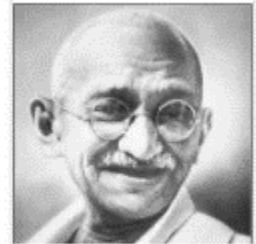
John Lennon



Mother Theresa



John F. Kennedy



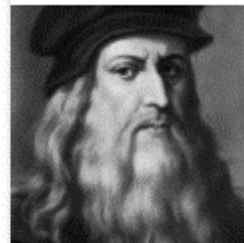
Gandhi



Nelson Mandela



Princess Diana



Leonardo Da Vinci



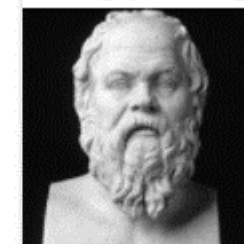
Christopher Columbus



Queen Victoria



Pablo Picasso



Socrates



J.K. Rowling



Audrey Hepburn



Steven Spielberg



George Washington



Frida Kahlo



Winston Churchill



Madonna



Augustus



Van Gogh



Leonardo DiCaprio



Jane Austen



Paul McCartney



William Shakespeare



Johnny Depp



Joseph Stalin



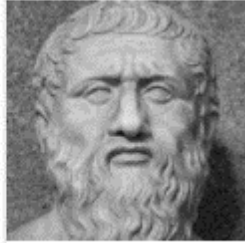
Tutankhamen



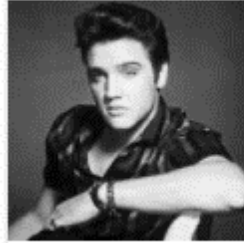
Charles Dickens



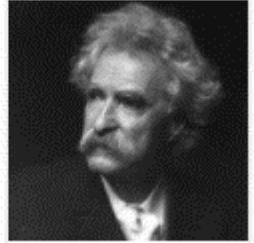
Vladimir Putin



Plato



Elvis Presley



Mark Twain



Barack Obama



Whitney Houston



Michelangelo



Tom Hanks

Source: List Challenges

4

General Categories & Examples of 'Destiny'

We can't always control what others think of us, but our 'Destiny' is something largely of our own making, even if the playing field in which we operate is not flat. The politician, the humanist, the idealist will say- 'The only way people can inject fairness into the lottery of life is by affording equal opportunity for all people so they can achieve their potential'.

The challenge in real life to become the master of your own destiny is somewhat more complex. For some it is practical, for others it becomes spiritual, while some still consider it all preordained. George A. Boyd- an American renowned meditation teacher, counsellor, poet, and author- in 2016 posed a question about the rhyme or reason behind what he calls 'karmic patterns'. The concept of karmic patterns are not for all, myself included, but the analysis is thought provoking.

"There are different types of destiny that people experience. It seems there are lives of suffering and privation and lives of great affluence; lives of the common man and those who are luminaries and leaders; and those who make spirituality their primary focus. Is there a rhyme or reason to these 'karmic patterns' we observe?" – George A. Boyd

Neither do I personally buy into the concept of 'Past Lives' affecting the now, although many religions do- including Hinduism, Jainism, Buddhism and Sikhism – so it shouldn't be disregarded as insignificant. I do sign up to the fact that the past has moulded the present and what we do will affect the future. And some people are clearly born with more favourable or unfavourable circumstances than others, despite the Lincoln rhetoric of idealism and equality.

The different types of Destiny defined by Boyd are described in seven 'general categories'. They are not mutually exclusive. Individuals may experience aspects of more than one category simultaneously, or during discrete episodes in their lives. But the categorisation is both thought provoking and useful for *adaptation* in your own 'Destiny Matrix'. The

purpose of the Matrix is to identify your level of control and zone of liberty (and spirituality) and map it with your Destiny Drivers to draw important conclusions about your dominant state (see section 5- Destiny Matrix; and section 20- Destiny Pyramid).

I.

Karmic Retribution – these are genetic conditions, chronic physical illness, intractable patterns of addiction, and mental illness that incapacitate an individual throughout their lives—these are lives of suffering due to fate or inherited afflictions [*for evil karmic deeds committed in former lives- for the believers in past lives – myself excluded*].

II.

Karmic Reward – these are lives of privilege, wealth, and leisure founded upon charity, or good fortune such as inheritances, family wealth, fame, or lottery winners [*and good deeds in former lives- for the believers in past lives*].

III.

Lives of Learning and Achievement – these are lives which are based largely on individuals using their liberty to develop their knowledge and abilities and contribute something to their families, and to the community and the society in which they live. These are winners, albeit often unsung heroes.

IV.

Lives of Power and Influence – these individuals rise to become eminent in their field, and become leaders of institutions, companies, and governmental bodies.

V.

Lives of Aspiration and Devotion – these individuals begin to have spiritual and mystic experiences and pursue spiritual development as a priority in their lives. Some might be community leaders, others might become members of monastic communities and study spiritual teachings or join spiritual groups, but they all follow spiritual paths of some kind which sets their moral compass.

VI.

Lives of Mastery – these individuals gain 'Mastery' in a tradition, skill, devotion, passion and work to teach others, minister and disseminate its teachings.

VII.

Lives of Mission – these individuals have their entire life track—the goals they must accomplish—predestined for them, and they must simply enact what is known to them. Religious people will consider they are enacting God's work. Jehovah Witnesses are examples. Excessively spiritual persons experience a sense of responsibility to humanity and are "meta-motivated" to accomplish some type of calling or mission in life.

Based on the numbering above, (not to be confused with Enneagram Types) Types I and II seem to have little control over their lives: much seems to be predestined and they just live through the nightmare or the good fortune they have been granted. Coincidentally- typically they *may* include Enneagram Types Seven and Three, Types (which are described in detail in section 11).

Types III and IV bring to mind the ideas of an individual making their way in life or creating their destiny prevalent in wealthy, industrialized countries. They have much greater liberty and can make new choices that improve their abilities and knowledge and their position in life; they can also misuse their liberty and vitiate their lives. Typically, they *may* include Enneagram Types One, Three, Five and Eight (see section 11).

Spirituality strongly influences types V and VI. This can have different permutations: individuals who fight for moral values to be enacted in political and social arenas; individuals who retreat from life and embark on a spiritual quest; individuals who share the spiritual gifts they have gained through healing, counselling, guiding, or initiating others; and individuals who lead spiritual groups and movements. Typically, they may include Enneagram Types One, Three, Five and Eight. Two, Four, Five and Six (see section 11).

Type VII is most rare; it is seen only in those Masters, who are enacting a mission on behalf of the Dispensation that God has granted them. An example of this is seen in the *Bible*, which hints that Jesus Christ may have had events of his life predestined—his ministry, his betrayal, and his crucifixion. Living through the episodes of his life, he demonstrated the

ascension after his resurrection. Rare types, but where they exist they may include Enneagram Types One and Nine (see section 11).

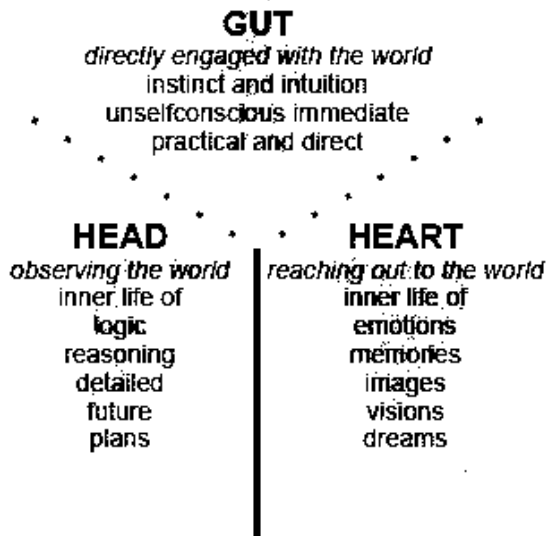
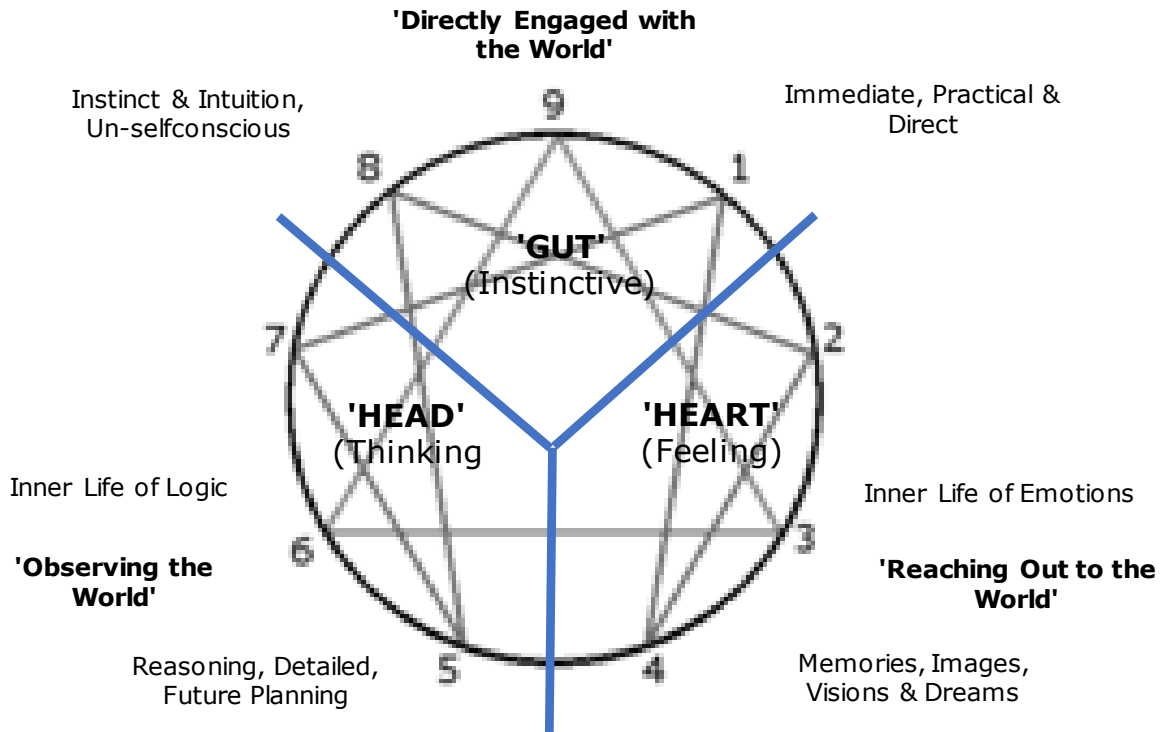
Boyd encourages us to contemplate what our 'zone of liberty and control' is, and use this to do what we can, wherever we are in our lives, with an aim to improve ourselves—both in our personal lives and spiritually. Whatever obstacles your own destiny (outside of your control) may be currently putting in your path, optimize the liberty you do have to take back control of your destiny and achieve what you can and actualize your human and spiritual potentials. I maintain that we can all be spiritual and should have a level of Purpose in our lives which embraces 'Sharing Love & Giving to Others'. Maybe it should be the 'Primary Purpose' for us all, whatever we decide our 'Secondary Purpose' to be, for being in this world and changing our world. The concept that we should all love and give to others is a universal eutopia.

Categories of destiny as defined above are *labels* rather than laws. Once Enneagram Types have been researched in full in section 11 the analysis will go onto understand how different personality types can be inspired to find their Destiny by understanding a wide range of Drivers. It is important to understand how we power our lives, and what our Destiny Drivers are. The choices we make are what matters, not the reasons. And depending on our Personality Types and traits, the decision process may be driven predominately by our 'Gut, Heart or Head'. There are dominant 'Instinctive, Feeling or Thinking' attributes to each Enneagram Type. Boyd's categorization can be helpful in the analysis. I use it in section 5 to develop the 'Destiny Matrix'.

'The intuitive mind is a sacred gift; the rational mind is a faithful servant. We have created a society that honours the servant and has forgotten the gift'. – Albert Einstein

Diagrams III – 3 Main Personality Destiny Drivers

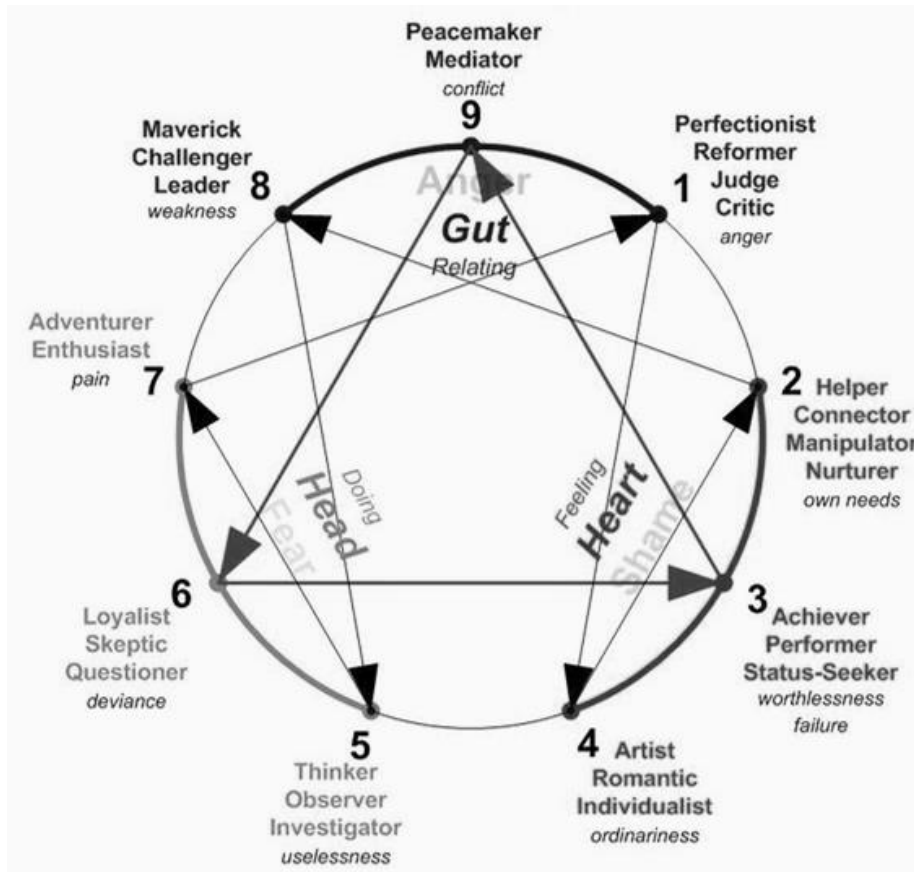
Personality Destiny Drivers



Diagrams IV – Preview

Enneagram Personality Type Destiny Drivers

Different Enneagram Personality Types are influenced by 'Gut', 'Heart' and 'Head' and react differently under stress or growth.



Italics above are the assistance



With Arrow – Disintegration (stress)

Against Arrow – Integration (growth)

Source: Cocreativejourneys.com

(For further explanation - Refer to sections 11 and 14- ref Enneagram Personality Types and Levels of Development/ Integration/ Disintegrations)

Destiny Examples (despite adversity)

We all behave differently under periods of stress or growth. Herewith is a list of wildly successful people who overcame huge obstacles to become their destinies. These are not examples of preordained acts of 'God', they were the product of outstanding individuals taking control of their destinies with purpose and premeditated action.

1. Bill Gates

The once richest person in the whole world couldn't make any money at first. Gates' first company, 'Traf-O-Data' (a device which could read traffic tapes and process the data), failed miserably. Gates didn't let that stop him from trying again though. In his early days Bill Gates was an amateur programmer who was passionate enough about computers that in the eighth grade, he managed to get excused from maths class to design things like early video games. Even though Traf-O-Data wasn't a roaring success, it was seminal in preparing him and business partner Paul Allen to become their Destiny- "To make Microsoft's the leading Software Product on the planet," – and go onto be global philanthropists.

2. Albert Einstein

Einstein didn't have the best childhood. Albert Einstein didn't speak until he was four years old. Many people thought he was just a dud, and throughout elementary school, many of his teachers thought he was lazy and wouldn't make anything of himself. He always received good marks, but his head was in the clouds, conjuring up abstract questions people couldn't understand. But he kept thinking and he eventually became his destiny by "Developing the Theory of Relativity."

3. Jim Carrey

Jim Carrey used to be homeless. When Carrey was fifteen he had to drop out of school to support his family. His father was an unemployed musician and as the family went from 'lower middle class to poor', they eventually had to start living in a van. Carrey didn't let this stop him from achieving his dream of becoming a comedian. He went from having his dad drive him to comedy clubs in Toronto to starring in mega-blockbusters and becoming his Destiny known as "One of the Best Comedic Actors of his Era".

4. Bethany Hamilton

Hamilton started surfing when she was just a child. At age 13, an almost-deadly shark attack resulted in her losing her left arm. She was back on her surfboard one month later, and two years after that, she won first place in the Explorer Women's Division of the NSSA National Championships. Her Destiny was to "become a NSSA National Surfing Champion against all odds".

5. Benjamin Franklin

Franklin's parents could only afford to keep him in school until his tenth birthday and he dropped out of school. That didn't stop the great man from pursuing his education. He taught himself through voracious reading, and eventually went on to invent the lightning rod and bifocals. Franklin was a leading writer, printer, political philosopher, politician, Freemason, postmaster, scientist, inventor, humourist, civic activist, statesman, and diplomat. His Destiny was to "Become one of America's Founding Fathers".

6. Richard Branson

Branson has dyslexia and was a pretty bad student. He didn't get good marks and he did poorly on standardized tests. Instead of giving up, he used the power of his personality to drive him to success. Today, Branson, known for developing Virgin Records and many of its more technologically advanced spinoffs, is the fourth richest person in the UK. His Destiny was to "Become the UK's Best Known and Most Loved Entrepreneur".

7. Stephen King

Stephen King's first novel was rejected 30 times. After being consistently rejected by publishing houses, King gave up and threw his first book in the rubbish. His wife, Tabitha, retrieved the manuscript and urged King to finish it. Now, King's books have sold over 350 million copies and have been made into countless major motion pictures. His destiny was to "become a Prolific Writer."

8. Oprah Winfrey

She is one of the most successful and richest people in the USA today, but Winfrey didn't always have it so easy. She grew up in Milwaukee, Wis. and

was repeatedly molested by her cousin, uncle and a family friend. She eventually ran away from home, and at age fourteen gave birth to a baby boy who thereafter shortly died.

But Winfrey's tragic past didn't stop her from becoming the force she is today. She excelled as an honours student in high school, and won an oratory contest which secured her a full scholarship to college. Oprah Gail Winfrey became an American talk show host, actress, television producer, media executive, and philanthropist. Her Destiny was to "Become America's Most Famous Talk Show Host" and she has the admiration of millions and a net worth of over \$3 billion

9. Thomas Edison

Edison's Destiny was to "Invent the Lightbulb." Although the exact number of tries has been debated, ranging from 1,000 to 10,000 attempts, it's safe to say Edison tried and failed a whole lot before he successfully created his beacon of light. His response to his repeated failures? 'I have not failed. I've just found 10,000 ways that won't work.'

10. Jay-Z

Jay-Z came from a rough Brooklyn neighbourhood. He tried to launch a career as a Rapper but not one record label would sign him. Yet that didn't stop him from creating his own music powerhouse. His label would eventually turn into the insanely lucrative 'Roc-A-Fella Records'. Forbes has estimated his net worth at over \$500 million, and in 2013 TIME ranked him at one of their 2013 Most Influential People In The World. And he's married to Beyoncé. His Destiny was to follow his Dream and "Become the World's Most Successful Rapper."

11. Vincent Van Gogh

Van Gogh was a Dutch post-impressionist painter who is among the most famous and influential figures in the history of Western Art. In just over a decade, he created about 2,100 artworks, including around 860 oil paintings, most of which date from the last two years of his life. Although Van Gogh is considered one of the greatest artists of all time, he only sold one painting the entire time he was alive: 'The Red Vineyard at Arles (The Vigne Rouge),' which is now in the Pushkin Museum of Fine Arts in Moscow. Even though he made no money, he followed his Passion and Destiny to

“Become a Famous (if not troubled) Artist”. Van Gogh was unsuccessful during his lifetime, and he was considered a madman and a failure. He became famous after his suicide and exists in the public imagination as a misunderstood genius, the artist ‘where discourses on madness and creativity converge’. Van Gogh proves you don't need external validation to be proud of the work you create and follow your Inner-Calling. It might become your legacy.

12. Franklin Roosevelt

Franklin D Roosevelt (FDR) was an American politician who served as the 32nd president of the United States from 1933 until his death in 1945. After vacationing in Canada in 1921, Roosevelt developed polio, which eventually left him paralyzed from the waist down for the rest of his life.

The United States re-elected FDR in 1940 for his third term, making him the only U.S. president to serve for more than two terms. Even though he couldn't walk his Destiny was on to go on and “Lead his Country as one of the Most Respected and Memorable Presidents in History”.

13. Simon Cowell

By his late twenties, Cowell had made a million dollars and lost a million dollars. Cowell told The Daily Mail in 2012, “I’ve had many failures. The biggest were at times when I believed my own hype. I’d had smaller failures, signing bands that didn’t work, but my record company going bust, that was the first big one.” Even after such a momentous loss, Cowell picked himself up and became his Destiny as “One of the Biggest Forces in Reality Television”. He served as a judge for "Pop Idol," "The X Factor," "Britain's Got Talent" and "American Idol." Forbes has estimated his net worth at over \$100 million.

14. Charlize Theron

When Theron was 15, she witnessed her mother shoot her alcoholic father in an act of self-defence. Instead of letting the trauma immobilize her ambition, Theron channelled her energy into making a name for herself. She would eventually become her Destiny as “One of the Most Respected and Talented actresses and becoming the first South African actress to win an Academy Award”.

15. Steven Spielberg

Spielberg's Destiny was to "Become One of the Most Prolific Filmmakers of all Time". He directed "Schindler's List," "Jaws," "E.T." and "Jurassic Park" but initially he couldn't get into the film school of his choice. Steven Spielberg was rejected from USC, twice. In the end, USC awarded him an honorary degree in 1994. Two years later, he became a trustee of the university.

16. Walt Disney

Disney spend his time well while growing up- working. He was also drawing, from an early age. He was pretty young when he sold his first drawing (of a neighbour's horse). Disney launched several unsuccessful animation companies before coming up with Mickey Mouse in 1928. Walter Elias Disney became the famous American entrepreneur, animator, writer, voice actor and film producer. His Destiny was to "Become the Pioneer of the American Animation Industry".

17. Admiral William

William Harry McRaven is a retired United States Navy four-star admiral who last served as the ninth commander of the United States Special Operations Command from August 8, 2011, to August 28, 2014. From 2015 to 2018, he was the chancellor of The University of Texas System.

But McRaven is most credited for what became his Destiny- "To Organize and Oversee the Execution of Operation Neptune Spear, the Special Ops raid that led to the killing of Osama bin Laden on May 2, 2011". CIA Director Leon Panetta delegated operational & executional decisions on the raid to McRaven, who had worked almost exclusively on counter-terrorism operations and strategy since 2001. In December 2011, McRaven was runner-up for Time Person of the Year for his role in the operation

18 Elon Musk

Elon Musk, the richest man in the world worth over \$180 billion, is a business magnate, industrial designer and engineer. He is the founder, CEO, CTO and chief designer of SpaceX; early investor, CEO and product architect of Tesla, Inc.; founder of The Boring Company; co-founder of Neuralink; and co-founder and initial co-chairman of OpenAI.

Musk had a difficult early life. He was an awkward and introverted

child, Musk was bullied throughout his childhood and was once hospitalized after a group of boys threw him down a flight of stairs. After his parents divorced in 1980, Musk lived mostly with his father in the suburbs of Pretoria, a choice he made two years after the divorce and subsequently regretted. Musk has since become estranged from his father, whom he has described as "a terrible human being... Almost every evil thing you could possibly think of, he has done." After moving to Canada he worked odd jobs at a farm and lumber-mill before entering Queen's University in Kingston, Ontario. After joining a Ph.D. program in energy physics/materials science at Stanford University in California, Musk attempted to get a job at Netscape but never received a response to his job inquiries. He dropped out of Stanford after two days, deciding instead to join the Internet boom and launch an internet start-up. He defines his destiny as "to use knowledge, passion and vision to improve the world."

19. Sir Winston Churchill

Sir Winston Leonard Spencer Churchill was a British statesman, army officer, and writer. He was Prime Minister of the United Kingdom from 1940 to 1945, when he led the country to victory in the Second World War, and again from 1951 to 1955. His destiny was history in the making. Through his leadership and offer 'to shed blood, sweat and tears' for his nation against the evil of Nazi tyranny.

"I felt as if I were walking with destiny, and that all my past life had been but a preparation for this hour and for this trial... I thought I knew a good deal about it all, I was sure I should not fail."
– Sir Winston Churchill

20. Abraham Lincoln

Abraham Lincoln was born into poverty in a log cabin and was raised on the frontier primarily in Indiana. He was self-educated and became a lawyer, going on to become an American statesman who served as the 16th president of the United States from 1861 to 1865. Lincoln led the nation through its greatest moral, constitutional, and political crisis in the American Civil War. He succeeded in preserving the Union, abolishing slavery, bolstering the federal government, and modernizing the U.S. economy. He was assassinated in April 1865

A contemporary by birth, President Abraham Lincoln exhibited extraordinary connections beyond the hardships he endured. Being raised in a poor farming family, suffering the loss of an older sibling, receiving little formal education, and experiencing a spiritual reawakening as a youth helped shape Lincoln's life. The service given to fellow men and country, marrying the woman he loved despite opposition from her family, and a rise to leadership kept Abraham on a righteous path. And in the end his destiny was perhaps not just to "Serve his fellow men for the good of all men", but... "To Die as a Martyr for the Principles in which he believed".

And Abraham Lincoln was just one of many leaders to be killed for their cause. Other notable omissions from the 20 listed above are inspirational leaders like Mahatma Gandhi and Martin Luther King. Sadly, it was the ultimate 'Destiny' of such iconic leaders, driven by high moral purpose, to be assassinated by others at odds with their political and philosophical reforms - which defined their 'Life Purpose' and became their 'Legacies'.

Nobody chooses a destiny of assassination, but sometimes the chosen path of destiny, involves risk and sometimes the ultimate sacrifice. But perhaps only in the case of Jesus of Nazareth was it preordained.

5

Destiny Matrix

It's early in the analysis to introduce this theme, but nevertheless a necessary step. The purpose of the Destiny Matrix is to relate your 'Level of Control', your 'Zone of Liberty' to your 'Motivational Destiny Drivers' to draw important conclusions about your 'Dominant State' (and level of spirituality).

The Destiny Matrix draws conclusions about different peoples' 'Destiny Driver'. Once you've completed sections 8 through 24 you will be able to revisit this generic analysis and plot your dominant states to be sure that your selection of Purpose and Destiny are correct; and check your 'Motivational Destiny Drivers' are in line with your 'Higher Purpose in Life' (Primary Purpose).

It plots George A. Boyd's 'General Categories of Destiny' against Christopher Westra's one-off list of the 'Generic Purposes for Life' and makes comparison in terms of 'Levels of Control; Zones of Liberty and Spirituality'. It clearly concludes that those who are bold with dreams and vision and decide what they want are those who take control and create their own reality. They do this through positive action and follow their ultimate Destiny based on 'Power and Influence'. No surprise in that. Their Destiny Drivers are based on the desire and motivation for power and challenge and protection. But their Life Purpose is driven by 'Creating their Reality'. They typify the Enneagram Type Eight- people of 'Power & Influence' such as Churchill who was destined to save the free world from the Nazis, or Castro who was destined to lead a revolution in Cuba, or Trump who was destined to become everything Trump is and stands for. There is power, and sometimes excesses in people with this type of purpose in life. In fact I think Trump is misclassified as a Type Eight. He depicts all the psychological signs of a Type Three in an advanced level of disintegration.

Other Enneagram correlations are more subtle and less conclusive. But one can plot Conclusions about 'Destiny Drivers' and most likely Enneagram Types from the comparison.

Drivers & Dominant States

Destiny Matrix Table I – “All Destiny Drivers Types I-VII”

Most people can experience joy at some stage in their lives, irrespective of their Personality Type, Destiny or Purpose. More interestingly it is often those who don't pursue joy and happiness directly as their purpose are those who maximise them. It is often the Type IV (typically Enneagram Type Eight) who are so driven to achieve, that they don't find time to reflect on the mysteries of life.

- “Destiny Drivers Types V-VII” - Spiritual people (in the general categories of: Aspiration & Devotion, Mastery & Mission) tend to be strongly influenced by the liberty their spirituality gives them to believe in a higher power and set moral standards, or they are on a quest to share their beliefs or very occasionally going beyond that and believe it their predestined destiny and mission to preach the truth they know. Spiritual people believe and trust in spirit and soul & their inner-voice to go to a higher path.

The Destiny of Type VI & VII is based on ‘Mastery or Mission’. It could be based on ‘love and nurture’ or ‘peace making’ but in cases of unhealthy traits it can lead to pride and self-righteousness. But their Life Purpose is driven by ‘Following the Spirit & Knowing Inside what is instinctively Right’. Destinies of Mastery and Mission which depict these traits of love and peace making are most typified by Enneagram Types Two and Nine respectively- Bishop Desmond Tutu is a Type Two and Jesus Christ and Abraham Lincoln were Type Nines. Types Four, Five and One might also feature.

- “Destiny Drivers Types III-IV” - Learners & achievers like Types III who seek to gain wisdom are best placed to help others. Those less in control of their destiny due to Karmic Retribution or Reward are normally less able to do so. Those who take control of their destiny and focus on learning, for the love of learning and gaining wisdom, tend to help others starting with the family but extending to the community and society. Their Destiny and Purpose is intertwined, their Destiny is based on dedication to ‘Learning and Achieving’, and their Life Purpose is driven by their desire to ‘Learning in order to gain Wisdom’. Several Enneagram Types are natural students and

learners rather than self-proclaimed teachers but none as much as Type Five 'The Investigator'. Fives are some of the unsung heroes of the Enneagram. They don't like the recognition and the spotlight. They don't seek to be honoured at banquets or showered with public praise. Fives know what they know, because they learned it rather than assuming it. They do what they do - and they do it well. Fives are best placed to share their knowledge to help others. No wonder Type Fives include great thinkers, observers and investigators such as Albert Einstein and Stephen Hawking. Types One 'The Reformer and Perfectionist' may also feature.

Type IV's as mentioned above are typically the Enneagram Type Eights (and maybe some Three's) – Bold people with dreams and vision can create their reality through positive action and change. They can sometimes be too bold and over-bearing, and often not very spiritual either, but maybe they can bring out the best in themselves by seeking a more spiritual side to their motives, despite being instinctively 'Gut' driven.

Most dreamers, even the most challenged among us, can and should marvel at the world and life. It comes naturally to the spiritual (Types V-VI) if not so much for those in power and with the most influence over us (Types II & IV). They above all who are driven by power and influence and creating their reality- should reflect on the need for spirituality in life and our thoughts and actions.

- "Destiny Drivers Types I-II" - We can all occasionally learn from the wisdom of 'living in the present'. Worrying about what we did or what happened yesterday doesn't always help and fretting about tomorrow and how we can pay the mortgage is natural but shouldn't be the emphasis of our thoughts. But that is easy to say, more difficult to do, unless you think like the great Buddha and can learn from his teachings. Those among us who are probably best placed to put our feet up and really enjoy the moment are those of us who have chance to spend more time with our partners and children, or the privileged who don't need to work due to some kind of 'Karmic Reward'- Type II. People of privileged wealth and fortune may have limited control over their future destiny, by choice and nurture as much as by birth and nature; but by virtue of their Destiny based on 'Karmic Reward' they pursue their 'Life Purpose of Revelling in the Present' to experience their joy. Enneagram Type Sevens are by no means the

only personality types who can enjoy the moment, but they are traits centred around being particularly satisfied and content, if not highly spiritual. They revel in joy, and the occasional gluttony, and why not. And, of course, not all Type Sevens inherited their wealth from their family or a previous life! Type Sevens include personalities like fun-loving Chuck Berry and talent-spotter Simon Cowell to leaders in politics and entrepreneurship like John F Kennedy and Richard Branson. Type Threes may also feature but they tend to be more driven.

Most people can accept & learn to love themselves, and love others - even or maybe especially the most physically or mentally challenged. People whose 'Destiny is affected by Karmic Retribution'- Type I- should not, where they are able to, be moulded by it and focus their 'Life Purpose on Accepting Themselves' and loving themselves and others. They are then more likely to focus on other passions and desires more fulfilling for them. We are reminded of Dr. Steven Hawking, who despite living with a debilitating physical illness, was one of the pre-eminent physicists of our time.

All Enneagram Types have their potential psychosis levels too, as they do their healthy traits. According to the World Health Organisation (WHO) mental disorders affect one in four people. Disorders can range from obsessive compulsive (Type One's); histrionic (Types Two and Seven); narcissistic (Type Three); depressive (Type Four); schizotypal (Type Five); passive aggressive (Type Six); antisocial (Type Eight) to schizoid (Type One) disorders. Remember, 'but for the grace of God go both you and I'. Thankfully 'the meek shall inherit the earth'.

All people, bar exceptionally challenged personalities with mental disorders should 'Pursue Love and Giving to Others' as their Primary Life Purpose after whatever goes before that for them. Those who are most blessed (with talents) will be those who put 'Mastery in a chosen field as their Destiny'. These individuals will gain spiritual awareness mastering whatever work or task they set themselves as their destiny in their line of work or passion or dedicated talent. Their chosen, not predestined Inner-Calling, will take them down some kind of route of specialisation, importance and value to them, not one of generalisation nor mediocrity.

Talents and the passion that go with them must be expressed in action if they are to be developed. Gary Player once said: "It's strange that the more I practice the luckier I get". A dancing master does not become so perfect a dancer that the master no longer dances. His mastery is expressed by losing himself in the dance. But in so doing the goal is not to strengthen our ego but to transcend it. We can all relate to people of destiny (eg. Athletes and Sportsmen/women) who are the masters of their skills and talents, but also demonstrate maturity, humanity and wisdom.

If such people can then minister and disseminate all they have learned and their knowledge and its teachings to help others, then they are most likely to make a difference outside just themselves. Not to do so would be utter contempt. Their 'Purpose will be Sharing their Love and Giving to Others'; not just living lives of mastery in their chosen fields. And no surprise that Enneagram Type Twos are best endowed with the natural traits to set themselves this Primary Life Purpose. All Types can learn from each other's healthy traits as they rise in level of personality development, but none more so than 'Sharing and Giving to Others'.

*"If you want to change the world, go home and love your family".
- Mother Theresa*

Much of the above may seem a little vague at this stage in the analysis but will be re-visited in section 22 where you will plot your 'Destiny Matrix' to understand the role of your 'Dominant State' in choice of your Destiny and Life Path.

"OK author, what's all this analysis done for you? Does it provide a meaningful outcome? What's your Purpose and Destiny and Dominant State?"

It is my chosen 'Destiny' to strive to 'Become a Writer and Speaker on Personal Development', based on sharing my personal experience at the university of life, and its relevance for others. I cured myself of alcoholism and depression, and found a 'New Path', using the self-analysis techniques I have developed, and now I seek to share the power of such analysis with others. My Destiny is the route I take to achieve my Secondary Purpose of 'Guiding Others to help them make a Difference in their Lives'.

But it is my 'Primary Purpose' to strive to unconditionally 'Share my Love and Give to Others', (particularly my daughters above all else).

Notes to Destiny Matrix

(Author's Enneagram Type Two Example – see over the page)

- To check the verity of my choice, I reverted to the 'Destiny Matrix' below which helps check 'Motivational Destiny Drivers' against 'Higher Purposes in Life'. It defines the 'Dominant State' in terms of levels of 'Control, Liberty and Spirituality' by plotting 'Life Purpose' against the 'General Categories' of chosen Destiny.
- My Motivational Driver as Type Two is 'Being Loved' and Healthy Driver is 'Being Altruistic' (Right Vertical Axis).
- I classed my General Destiny Driver Categories (Top Horizontal Axis) as 'Mastery' and desire to be a 'Creative Helper'. Then scanning down the General Purposes for Life (Left Vertical Axis) I decided that my Key Driver is not 'Increasing in Spirit' blindly following the truth I know. Neither is it 'Following the Spirit' and trusting in an inner-voice to get to a higher path. No- I found the confirmation in the Generic Drivers 'Sharing Love', and 'Giving to Others'.
- This confirmed to me my Primary Purpose selection of 'Sharing Love and Giving to Others' was correct. The Secondary Purpose thereafter followed (Left Vertical Axis) as 'Give to Others'. Serving and giving to others to make a difference can be manifested in many ways. My Personality and Ikigai Analysis (see sections 21 – 22) had helped me to conclude that in my case that MY Primary and Secondary Purposes could be best achieved by pursuing a Destiny of becoming 'a Writer and Speaker on Personal Development.'

I can thereby conclude (Bottom Axis) that I am on spiritual quest, to a certain level, to 'Share Knowledge and Help Others'.

In section 11, we will explore further the 'Healthy Drivers' of each Enneagram Personality Type. In brief they are:

- Type 1. Reformer- being objective
- Type 2. Helper- being altruistic
- Type 3. Achiever- being hopeful
- Type 4. Individualist-being creative
- Type 5. Investigator- being wise
- Type 6. Loyalist- being faithful
- Type 7. Enthusiast- being joyous
- Type 8. Challenger- being decisive
- Type 9. Peacemaker-being patient

These Healthy Traits together with your Personality Type 'Motivational Drivers' will influence your Destiny choice and selection. By way of example the Type Two ("The Helper") Destiny choice will be motivated by a Healthy Trait of 'Being Altruistic' and the Type's Motivational Driver' of 'Being Loved'. The corollary is summed up by Don Richard Riso in his book- '*The Practical Guide to Personality Types- Understanding the Enneagram*'.

"To love others selflessly is an extraordinary achievement- one of human nature's very highest powers. If you have achieved the ability to love others unselfishly, you are already an extraordinary individual. If you develop your great capacity to care about others, you will never go far wrong- in fact, you will do a great of good in life. Others are probably already seeking you out because you possess what everyone wants: the ability to love and appreciate others for who they are."

- Don Richard Riso

Imagine in section 11 you discover, for example, that you are Enneagram Personality Type Eight ('The Challenger/Leader'). With reference to the 'Destiny Matrix' (highlighted over the page) you may have navigated the Destiny Drivers Categories (Top Horizontal Axis) and selected yourself correctly as being driven by 'Power and Influence'. Then scanning down the General Purposes for Life (Left Vertical Axis) you select 'Create your Reality' knowing that you are bold in deciding what to do. Having 'Full Liberty' over selecting your own Destiny may be liberating, and it plays to your Personality's 'Healthy Driver' (Right Vertical Axis), but it would do well to remember that your Personality's 'Healthy Driver' is 'Being Decisive', not necessarily being good. Eights at their worst level of disintegration can be very destructive. And your best choice of Purpose and Destiny will be vindicated by reference to your Enneagram Type 'Saving Grace' (see section 13).

"Your real power lies in your ability to inspire and uplift people. You will do more to secure the loyalty and devotion of others by showing mercy than you ever could by displaying raw power. Learn to serve a higher purpose than your self-interest. Think of the harm you can do to others, then think of the good. By which do you wish to be remembered."

- Don Richard Riso

In such an example the individual's Primary Purpose might be 'Leading and Helping People in a Crisis', such as a global pandemic, although his/her chosen Destiny might be to seek to 'Become a President'.

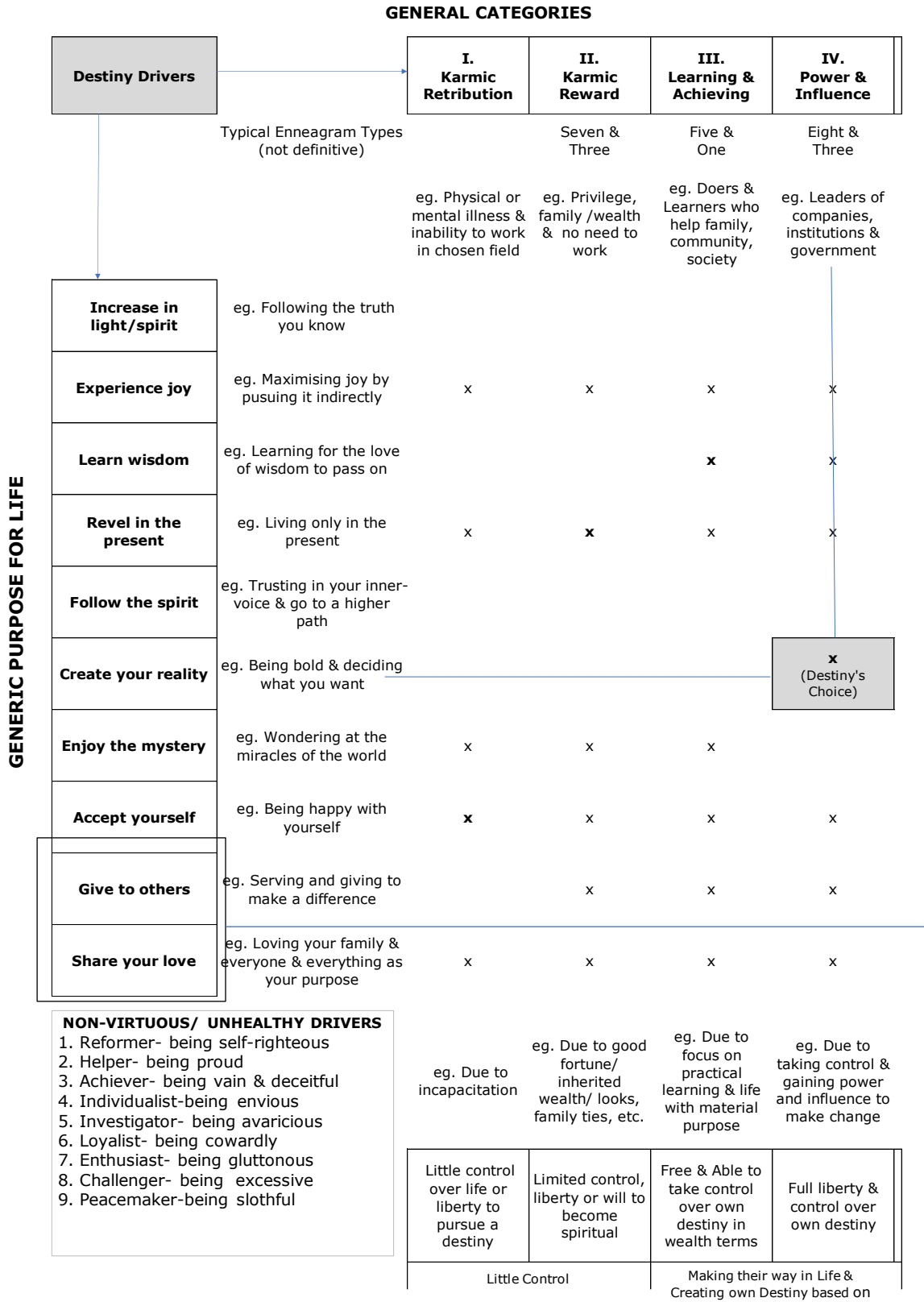
A history of the world is littered with 'Type Eight' Leaders often warmongering for reasons of Land Grabbing, Ethnic cleansing, Religious motivation, or Political Reform. They can often be led by arrogance and ambition. And Life, centuries ago, was often lived on the lowest level of human functioning. But people treated unjustly usually end up redressing the wrong done to them. This is not to 'tar personality types with the same brush'. Genghis Khan and Martin Luther King were both Type Eights, driven by very different motives and agendas.

Your Destiny is the process of taking your idea, your dream, your goal, your vision and your Purpose and taking the necessary action steps to make them a reality. Anything you can dream about you can create in your life. "Imagination is everything, it is the preview of life's coming attractions.

Note: The Following Analysis (General Purposes for Life vs. General Categories of Destiny Drivers) will be re-visited in section 22 (Process Review- Purpose & Destiny Identification / Destiny Matrix). It is useful here to 'set the scene'. Even though your Personality Type and Motivational & Healthy Personality Drivers have not yet been Identified or Analysed (sections 11-15), *so ignore these at this stage*- Please make an attempt to plot your *Dominant State* as you perceive it on the Graph/Diagram V – "Destiny Dashboard". It measures your current Level of Spirituality and defines where you currently consider your ultimate Life Purpose and Destiny may lie in terms of the categories of Life Purpose and Destiny which currently drive you. Diagram V also includes a 'Sample', based on the Author's Profile for your reference.

DESTINY MATRIX Table I – “Destiny Drivers Types I-VII”

PLOTTING - DOMINANT STATE



LEVEL OF CONTROL/ ZONE OF LIBERTY/ SPIRITUALITY

GENERAL CATEGORIES

V. Aspiration & Devotion	VI. Mastery	VII. Mission
Six & Five	Two & Four	Nine & One
eg. Spiritual development and perhaps a religious tendency	eg. Creative helpers, moral leaders or teachers of spirituality	eg. Believers that entire life predestined, on a mission

MOTIVATIONAL DRIVERS
1. Reformer- being good
2. Helper- being loved
3. Achiever- being valuable
4. Individualist- being significant
5. Investigator- being competent
6. Loyalist- being secure
7. Enthusiast- being content
8. Challenger- being self protective
9. Peacemaker- being at peace

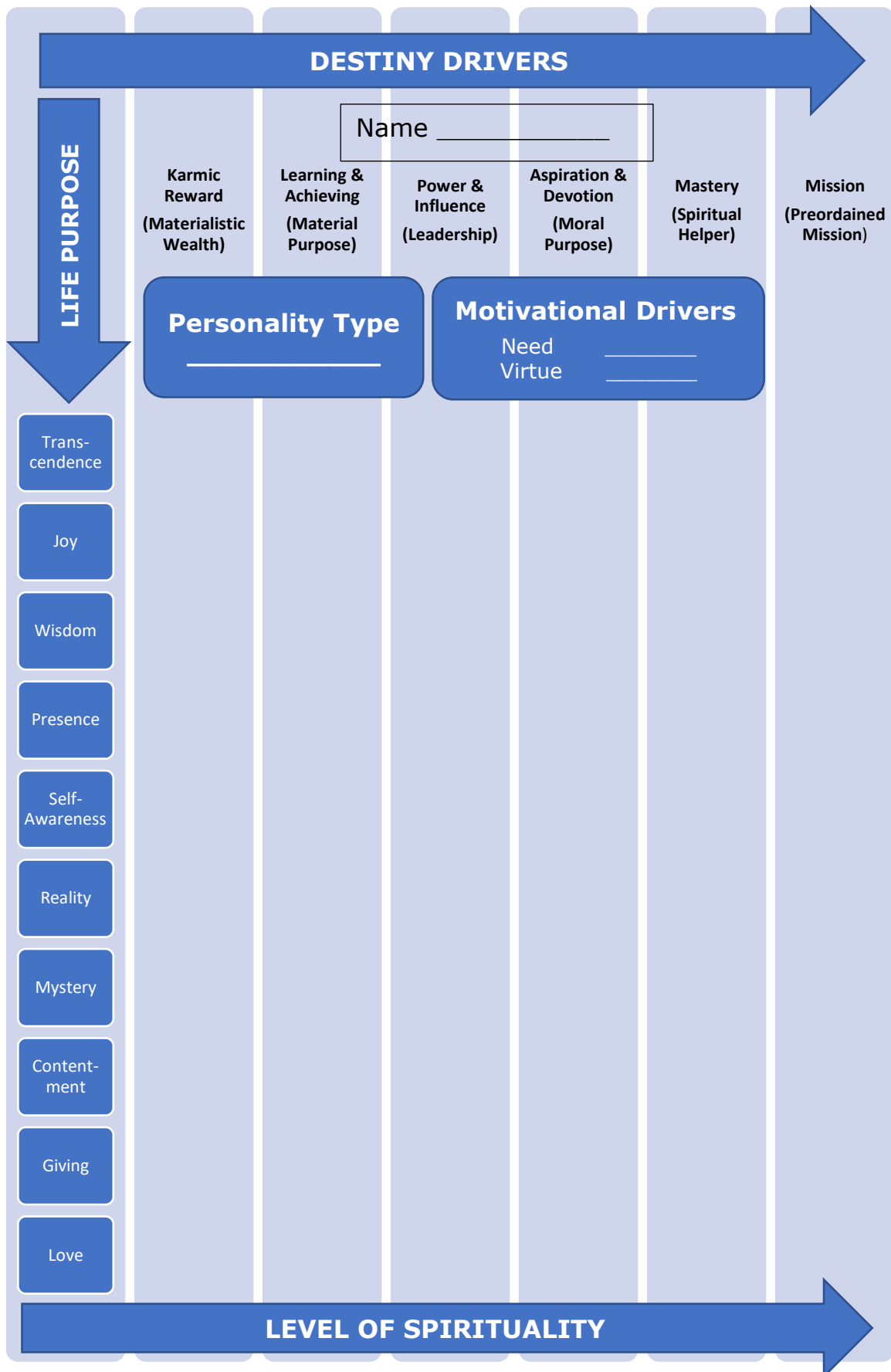
x	x	x	Most spiritual people believe in spirit and soul & light
x	x	x	All people can experience joy
x	x		Learners & achievers gain wisdom & can help others best
x	x	x	All can live for the moment especially the privileged
x	x	x	Spiritual people trust their inner-voice & seek higher paths
			Bold people with dreams and vision can create their reality thru positive action and change
x	x	x	Most dreamers can marvel at the world and life
x	x	x	Most people can accept & love themselves, especially the mentally challenged
x	x	x	All people, except some challenged with mental disorders should serve & give to & help others as a Life Purpose
x	x	x	All people, even challenged personalities or some with mental disorders would pursue love as a Life Purpose
eg. Due to being wise & loyal to a moral code & seeking spirituality	eg. On a spiritual quest to share knowledge or talents gained to help others	eg. Those who believe that they are on a preordained spiritual mission	
Strongly influenced by moral values	Strongly controlled by spiritual quest	RARE- Enacting a mission inspired by God	
A strongly spiritual Purpose & Destiny based on Morals		On preordained Mission/ Destiny	Author's Type Two Dominant State (Primary & Secondary Purpose)

GENERAL CONCLUSIONS

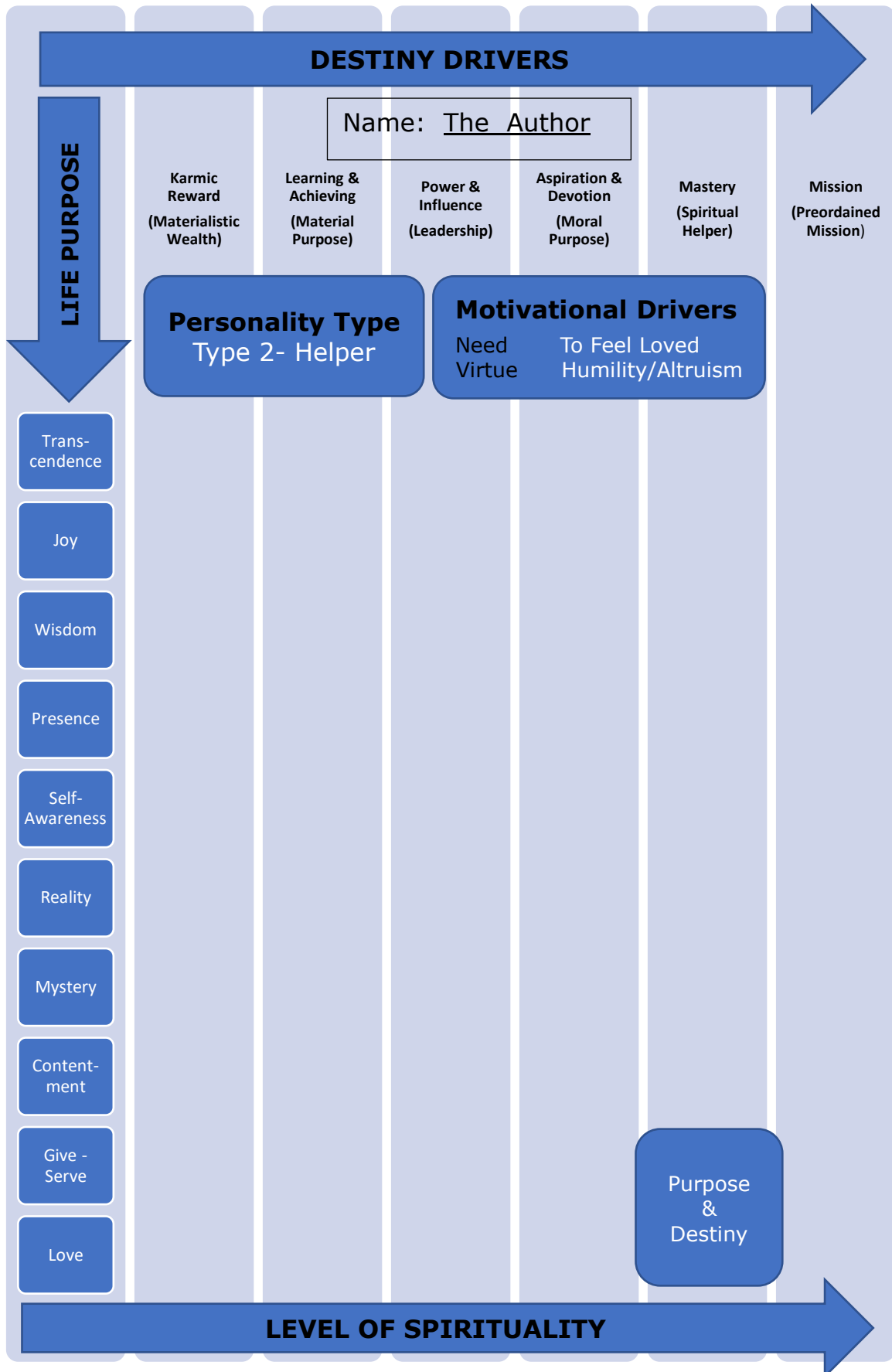
VIRTUOUS/ HEALTHY DRIVERS
1. Reformer- being objective
2. Helper- being altruistic
3. Achiever- being hopeful
4. Individualist- being creative
5. Investigator- being wise
6. Loyalist- being faithful
7. Enthusiast- being joyous
8. Challenger- being decisive
9. Peacemaker- being patient

LEVEL OF CONTROL/ ZONE OF LIBERTY/ SPIRITUALITY

Diagrams V – “Destiny Dashboard ”



Diagrams V – “Destiny Dashboard I (Sample)”



6.

Before Destiny's Choice

Sections 20 and 21 (Destiny Pyramid and Ikigai Model) will hopefully help you make your personal 'Destiny's Final Choice' and go beyond the 'Generic Purposes for Life' discussed so far.

What can be gleaned from definition is that Destiny for some refers to fate (from Latin *fatum* "decree, prediction, destiny, fate"), and can be identified as a predetermined course of events. For others a person's Destiny can be defined as everything that happens during life, including what will happen in the future, especially when it is considered to be controlled by someone or something else, or God. My 'Mantra' on this is that Destiny is a matter of choice, not fate.

Look upon Purpose as the *Destination* while Destiny is the *Pathway* you consciously take to get there. Achieving your Purpose by fulfilling your Destiny (by doing what's necessary)- and finding joy and happiness in so doing.

This book is intended to help you discover your personal destiny, not as a preordained fate or predetermined course of events, but by your own analysis, decision, action and resolve. Therefore, before making your 'Destiny's Final Choice' – follow the steps and stages detailed in the remainder of this book.

"If you don't do what your heart tells you to do with your life, you'll regret it for the rest of your death"

Rustler Whittington

Everyone's born great, but the greatness is in degrees just like all five fingers are not equal. Referring to the talents' parabola in the Bible, you will find that not all of us are given the same amount of talent or skill in life. Some are more gifted than others. But talents and skills don't define your destiny. A list of wildly successful people who overcame huge obstacles to become their destinies was given in section 4.

In the US Declaration of Independence, it was written that *"all men are created equal..."* by Thomas Jefferson, who owned about 200 slaves. While all men maybe born free and equal... some become freer and more equal than others, and some are born into better circumstances than others. The same is not true of destiny.

The truth is that we are not all created equal. Some of us are born with physical or mental disabilities, others are born into financially insecure families and thus have significantly less opportunities in life rather than the more financially stable denizens of the world. Some are even limited or blessed by their family such as family lineage in Royalty or rich Family Dynasties. No person chooses the circumstances into which they are born. Neither beauty, brains nor physical and psychological strength are allocated equally. Most of us would wish to be beautiful, intelligent, good, funny and happy people. Maybe we judge ourselves by these bars, but it is actually unethical and illogical to judge others based only on attributes of personality, intelligence, appearance, or family. Delve deeper; others of some notoriety have:

"When you think of it, really there are four fundamental questions of life. You've asked them, I've asked them, every thinking person asks them. They boil down to this; origin, meaning, morality and destiny. 'How did I come into being? What brings life meaning? How do I know right from wrong? Where am I headed after I die?' "

- Ravi Zacharias

The late Ravi Zacharias spent 48 years commending the Christian faith and addressing life's great existential questions of origin, meaning, morality, and destiny with eloquence and grace. (cf. *'Out of Darkness Cometh Light'*).

"Every individual soul chooses the significant people in that life. Destiny will place you in the particular circumstance; it will dictate that you will encounter a particular person, at a certain time, place."

- Brian Weiss

Brian Leslie Weiss is an American psychiatrist, hypnotherapist, and author who specializes in past life regression. His research includes purported reincarnation, past life regression, future life progression, and survival of the soul after death- hence his quote of individual souls choosing significant people in *that* life. His life, his view, his destiny.

*"There is a destiny which makes us brothers; none goes his way alone.
All that we send into the lives of others comes back into our own."
- Edwin Markham*

Edwin Markham was an American poet. The humility in his statement about what we send into the lives of others coming back in our own was surely indicative of his own destiny. His Legacy includes six schools in California which are named in his honour.

*"The best years of your life are the ones in which you decide your
problems are your own. You do not blame them on your mother, the
ecology, or the president. You realize that you control your own
destiny."
- Albert Ellis*

Albert Ellis, an American psychologist developed Rational Emotive Behavior Therapy, or REBT for short. REBT is a humanistic approach that focuses on our ability to create our own positive and negative emotions. The way to creating positive emotions start with taking responsibility for your problems and going on to control your own destiny.

*"Destiny is no matter of chance. It is a matter of choice. It is not a
thing to be waited for, it is a thing to be achieved."
- William Jennings Bryan*

William Jennings Bryan was an American Democratic and Populist leader and a magnetic orator who unsuccessfully ran three times for the U.S. presidency (1896, 1900, and 1908). He typified his Quote by getting out there and going for it. His Destiny was not to become President but he was influential in the adoption of such reforms as the popular election of senators, income tax, the creation of the Department of Labour, Prohibition, and Women's Suffrage. Bryan made his mark and was a Christian who believed in a literal interpretation of the Bible.

*"It is not in the stars to hold our destiny but in ourselves."
- William Shakespeare*

'The fault, dear Brutus, is not in our stars, but in ourselves, that we are underlings,' comes in Shakespeare's Play Julius Caesar, Act 1, scene 2. Shakespeare directs this quote to those who allow life to happen and criticizes them by saying the outcome of our lives is based on our own

actions instead of by fate or the stars. The people who get out into the world and actively participate in it actually get things done through the work they do. Very little comes to a man who sits and lets life give him everything he desires. If you want something, go take it. That is what this Shakespeare quote truly means.

"You can't connect the dots looking forward; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future. You have to trust in something - your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the difference in my life."

- Steve Jobs

Steve Jobs, former Apple chief executive officer who died at the age of 56, has been hailed as a cultural zeitgeist. He's changed the way the world communicates, interacts and entertains. He's even changed the way we think. His company's impact on how we do business has been no less impressive. A book about Destiny could be dedicated solely to him and his story. He was brave and inspiring in making changes, sacked by Apple the firm he helped co-found, he returned like the proverbial Phoenix, and the rest is history. But he couldn't win his fight with cancer, and his many quotes are focused on the importance for him of loving his family, doubtless his Primary Purpose of his extraordinary life.

As you contemplate 'scary' life transitions, in your career or private life, definitely evaluate the risks carefully and make your decisions thoughtfully but remember that you can't connect the dots looking forward. You can only connect them looking backward.

"Control your own destiny or someone else will."

- Jack Welch

Jack Welch was heralded by many as the greatest business leader of his era. As CEO of General Electric from 1981 to 2001, he transformed it from a company known for appliances and lightbulbs to a multinational corporation that stretched into financial services and media as well as industrial products. When he retired from GE he received a severance payment of \$417 million, the largest such payment in business history.

Hard hitting and ruthless he typified business strategies of the 1980's, but he certainly carved his own destiny. He was visiting lecturer at New York

University which I attended in 1985. His classic quote to us at a lecture was, "If you want to be in charge of your destiny at work, drink at business social occasions but always stay one drink behind everybody else." Not radical, but practical.

*"Love is our true destiny. We do not find the meaning of life by ourselves alone - we find it with another."
- Thomas Merton*

Thomas Merton was an American Trappist monk, writer, theologian, mystic, poet, social activist, and scholar of comparative religion. The pope described Merton as "above all a man of prayer, a thinker who challenged the certitudes of his time and opened new horizons for souls and for the church". Not surprising then that his quote and definition that 'Love is our true destiny' encapsulates his legacy.

*"A person often meets his destiny on the road he took to avoid it."
- Jean de La Fontaine*

Jean de La Fontaine was a French fabulist and one of the most widely read French poets of the 17th century. This comes from Book VIII (1678–1679), fable 16 (The Horoscope)- and definitely hits the spot. Life might throw something at you that you weren't expecting or were avoiding. It's what you do next that defines your destiny.

And the 'Words of Wisdom' and 'Platitudes' go on, and on, and most ring true. Ponder them all, before you cast your own Destiny in stone. Here are a few:

- "It's not what's happening to you now or what has happened in your past that determines who you become."
- "The only person you are destined to become is the person you decide to be."
- "It is in your moments of decision that your destiny is shaped."
- "If you choose money over love as your destiny, you will always be poor."
- "If you follow the herd, people may mistake you for a cow."
- "A bad or cynical attitude can literally block love, blessings, and destiny from finding you."
- "Don't be the reason you don't succeed in living your destiny."

- “By following roads and others’ paths, you will only reach where others went or what others want.
- “By making your own path, you will reach what you want.”

All the above make good reading. But remember that I define ‘Destiny’ as being the journey, not the destination. We have control over the journey we take, if not the final destination - but both matter. Other metaphors such as a ‘rudderless ship never reaching its destination’ reiterate the point. The bottom line is that you are unlikely to stumble on your Destiny unless you have a Real Purpose in Life. Your destiny will be doing something positive about it to make it happen.

“Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world.”

- Joel A. Barker

7

Setting the Scene for Destiny's Journey

The journey to finding and becoming one's Destiny is the subject matter of this book. It involves transcending Three Key Steps- 'Learning Self Discovery and Understanding'; 'Learning How to Go Beyond the Ego' and then 'Learning How to Become the New You'. And to achieve this and discover and become one's Destiny it is necessary to become very much more inward-looking and spiritual in the process than most of us are used to- I label it: 'Putting Trust in Wisdom of Your Soul'.

A picture is better than a thousand words. The Diagram (see Below) illustrates The Key 3 Steps which encapsulate all that will be covered in the following Stages of 'Analysing Your Personality'; moving from 'Enneagram to Inner-calling' to 'Identify Your Destiny' and 'Taking Control to Become Your Destiny' (sections 9 through 24).

We will focus on 'Effort on Value outside Yourself'. This entails reviewing the relevant sections in the mother Book (*'Out of Darkness Cometh Light'*) about Universal Key Life Lessons Learned around the World and Life Missions in response - not focused on you the individual but understanding their Key Messages and how they impact on everyone's Destiny. This will help to understand the processes of 'Finding Common Purpose for Humanity - 'Going Beyond the Ego' and seeking 'Higher Purpose'.

STEP ONE- Develop Self-Understanding

Analysing the Real You is all about Defeating the Negative & Beginning with the "End in Mind". There are four 'reflective stages' in this itself.

- Setting Sacred Cows to identify what is most sacred to you.
- Identifying your Personality Type using the Enneagram Test and really understanding the driving forces in your nature which make you who you are.
- Recognising some Home Truths in terms of Past Faults & Actions and learning what it will take to go Beyond your Ego by identifying a Higher Purpose; and literally seeking a Spiritual Awakening within yourself in so doing.

- Identifying with the need to design a Personal Change Development Programme for you based on your defined Saving Grace linked to your deepest Desires

STEP TWO- Go Beyond the Ego

Being Proactive and Thinking Win-Win in using knowledge about yourself to find that illusive “Inner-Calling”. There are four ‘action-based stages’ to achieve this.

- Mapping your Positive Personality Set and getting into the detail of your Enneagram Personality Type results and Recommendations.
- Developing Valuable Ideas & Plans around your Passions and Desires, caveated by a Reality Test with knowledge of your strengths and weaknesses, skills set and experience.
- Seeking & Deciding on an Inner-Calling using the Personality and other Analysis Techniques Developed (Ikigai Model, Destiny Pyramid and Matrix).
- Synergising the Effect on Value outside yourself. Focusing on how all you do affects others is a positive trait.

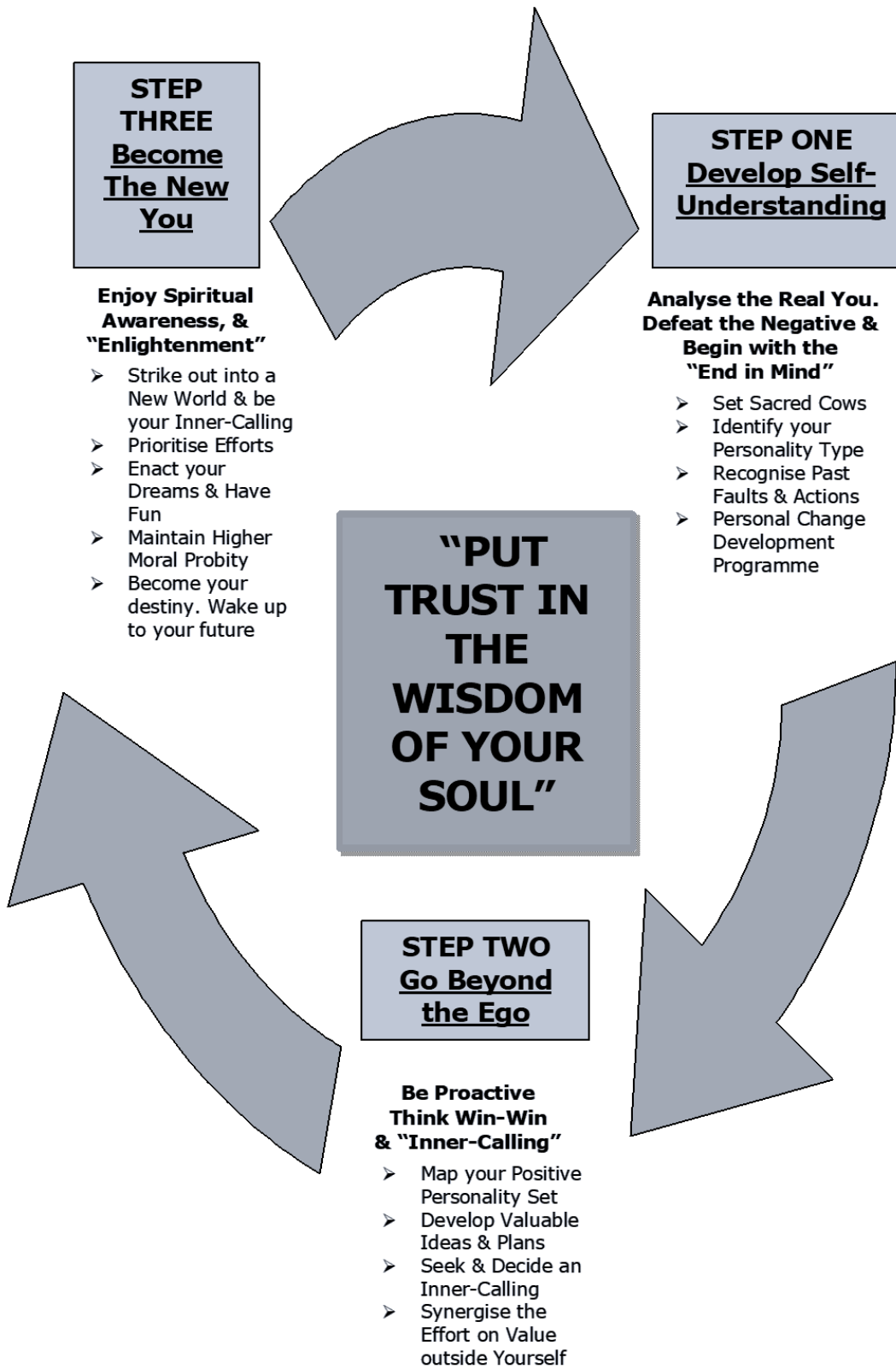
STEP THREE- Become the New You

Enjoying Spiritual Awareness, & “Enlightenment”

- Striking out into a New World & following your Inner-Calling, recognising Lessons Learned and the Wisdom of Change (cf ‘*Out of Darkness Cometh Light*’)
- Prioritising Efforts as you decide them to be
- Enacting your Dreams & Having Fun Just Doing It
- Maintaining Higher Moral Probity while reflecting on the Key Lesson Learned.

Finally, in ‘Becoming Your Destiny’ involves becoming your ‘Final Solution’ in all you do and become. Consolidating All the Conclusions Drawn, the Blue-Print Drawn, and enacting that New Purpose/Destiny are the only way to ‘Finding True Happiness’. And finally ‘Waking Up to Your Future’ for many will involve developing the Spiritual side to their Personalities.

Diagram VI- "Putting Trust in the Wisdom of your Soul"



Source- 'Out of Darkness Cometh Light'

8

Universal Key Life Lessons of Others

No matter how we go about analysing our personalities, character and priorities, there will always be external effects, past and present (politics, economies, climate, health, etc.) that affect our thinking, opinions, actions and behaviour. We can certainly learn from events and peoples' actions and lessons of the past, and those which most impinge on all of us today, as humanity.

The 'Wisdom of the Ages' tells us a lot about who we are, and how we've evolved into who we are. Our ancestors turned to their tribal elders to glean wisdom to guide their lives, later many creeds of people developed around the world who followed the written Scriptures of their new-found Faiths. These days Science and Technology and Social Media seem to provide the source, if not meaning of everything for some. The future we are told will be focused on Artificial Intelligence and Algorithms. Meanwhile global pandemics, environmental effects, political and economic cycles, actions of leaders of wisdom, tyrants, philanthropists, philosophers, and the legacies of business tycoons and new technologies will come and go.

But I commend that - a basic understanding of the 'Universal Key Life Lessons & Missions' of others of greatness of the past ought to be recognised by all, if not relied on to be the only knowledge we amass in our education and school history lessons. If we seek to find a deeper understand of ourselves as humans, and particularly at the individual level, we ought at a very minimum examine, not just know of, the 'Great Principles Learned and Shared' over recent millennia. We need to understand the *why* and the *how*, not just the *what* about past events and global and life experiences of others. '*Out of Darkness Cometh Light*' delves into the depths of such research and analysis. From the teachings of traditional faiths and their prophets, and lessons learned from great and inspirational leaders- of military groups, political ideologies, theological persuasions and philosophy- to the wisdom learned from their legacies and their Famous Quotes.

The analysis is relayed together with the Author's personal life experiences

to draw general philosophical conclusions about 'Key Lessons Learned and Missions' for humanity going forward (*Cf. Out of Darkness Cometh Light*). No Blueprint for Self-Awareness nor the setting of criteria for Personality Development nor the Search for Destiny should be sought until we seek commonality with some of these universal key global questions and answers about ourselves and life purpose. In an attempt to do this – this book summarises the 'Lessons Learned & Mission Statements' derived from the 30 Chapters/Sections of the 'Mother Book' (*Out of Darkness Cometh Light*). Only once they are understood, agreed with, disagreed with, and prioritised in the Reader's mind can the individual, in my view, then make informed decisions about his or her new path forward in today's modern life, and its global connectivity.

In conclusion, the following, while general in format, and presented in no particular order or structure, represents the universal 'Key Messages and Mission Statements' which are essential reading and necessary teachings in the search for everyone's 'Ikigai-Sweet-Spot' and the individual's 'Reason for Being' (see section 21). Living in a bubble simply doesn't cut it and being in tune with all that is around us- not just spiritually but in terms of knowledge of global events and issues affecting our communities- is a prerequisite to finding a deeper meaning in our own personal lives, however parochial. Some of the generic statements may appear out of context at first read, but the ones you prioritise as most relevant or important to you will be used in the wider analysis later and may impinge on your own Destiny's choice.

They are summarised as the following:

KEY LESSONS LEARNED & related MISSION STATEMENTS:

Source: 'Out of Darkness Cometh Light'

"The Art & Evolution of Self-Discovery"

- *KEY MESSAGE: "A Life of Mediocrity Is an Injustice to The Miracle of Our Birth and the 25,000 days on average we consume our time here until death. Time is precious so why wait until retirement to set aside the time to adjust our consciousness and moral compass on-route to real life purpose and fulfilment. All or nothing, Mediocrity Sucks."*
- *MISSION STATEMENT: "As I Seek to Lift Myself from The Shadows, I Shall Not Focus on The Mundane Daily Realities, I Shall Re-Examine Myself. I shall dream more, make my dreams reality and seek to love even more in the process. Most importantly I shall set my own standards and priorities and become my own leader. I don't need or want any more bosses. Whatever is true, whatever is honourable, whatever is right, whatever is pure, whatever is lovely, whatever is of good repute, if there is any excellence and if anything is worthy of praise, I shall dwell on these things."*

"Identifying What's Sacred to You"

- *KEY MESSAGE: "Expecting life to treat you well because you are a good person is like expecting an angry bull not to charge because you are a vegetarian. You Are Responsible for Your Life. You can't keep blaming somebody else for your dysfunction. Life is really about moving on. Now is the time to start the process."*
- *MISSION STATEMENT- "I will always dream and shoot higher than I know I can do. I do not bother just to be better than my contemporaries or predecessors. I compete only with myself and try to be better than the often-flawed side of my personality. In the search for my inner-feelings and characterisations of whom I perceive myself to be, I will focus on who I actually am, and who I seek to become. In so doing, and being honest with myself, I Will Set the Right 'Sacred Cows' as The Foundation Blocks for My Self-Determination and Change Programme."*

"Perversions of Power"

- *KEY MESSAGE: "The important point that Aristotle raised was that the mutual or 'Common Interest' of men is what brings them together. So, one of the purposes of a State is to work as a body that respects the Common Interests of the citizens that reside there. Hence, it can be said that Common Interest Is What Brings People Together to Help Each Other."*

- *MISSION STATEMENT: "Our Common Mission and Purpose Should Be to Accept and Route Out the Existence of 'Corruption' and 'Perversions of Power' in Manipulation of our Companies, Political and Economic Systems. We will strive with others to help identify it and help eradicate it by compliance with New World Order Anti-Corruption Policies- involving information sharing to facilitate International Policing and Identification and Penalisation of all serious immoral acts of injustice & criminology. I for my part will do my bit"*

"The Evil that Good Men Do"

- *KEY MESSAGE: "Empowerment of Women Is A Necessity for The Very Development of a Society, since it enhances both the quality and the quantity of human resources available for development. Empowerment is one of the main procedural concerns when addressing human rights and development."*
- *MISSION STATEMENT: "Boards of Directors shall dig deeper in finding Women of potential in their Organisations and promote them according to their ability. I Will Do My Bit Where I Can with The Promotion of Women of Potential and Enforcement of Equal Rights."*

"The Human State"

- *KEY MESSAGE: "There are probably three main things when consensus defines 'Human State' as being 'Happy'. They are Based on The Need for A Real Meaning in Life and A Need for Moral Concerns. They precipitate themselves in: Close positive personal relationships with family and friends; a job or past-time that one loves and gives purpose; and helping others with focus particularly on one's own children."*
- *MISSION STATEMENT: "I will take responsibility for finding Joy, then I will Grow all on my own. I Will Choose to Be Joyful. I Won't Let Others, And Their Negativity or Criticism or Cynicism- Hold Me Back"*

"Conflict, Ethics & Accountability"

- *KEY MESSAGE: "As individuals, It Is Our Capacity for Self-Accountability That Keeps Us Functioning Ethically and Responsibly. While people may be accountable to others, they may not be as accountable to themselves when there is no one else to observe, monitor or hold them responsible. Self-accountability is the cornerstone of ethics: It is who you are and what you do when no one is watching."*

- *MISSION STATEMENT: "We will expect good governance not as a result of implementing our laws, but from ourselves and the personal qualities of those who govern with us; and the most important element of government will be the method of choosing our leaders. I shall seek to do my little bit of good where we I can. I will have a personal zero-tolerance in terms of personal involvement in corrupt activity, and I avoid those who don't. To Do My Bit To Counter Poor Governance I Will Campaign And Vote For Good Leaders Where I Can."*

"The Cancer of Corruption"

- *KEY MESSAGE: "In Gandhiji's words, 'Corruption and Hypocrisy Ought Not to Be Inevitable Products of Democracy, as they undoubtedly are today.' In respect to India's Political system, Columnist Steve Chapman's words in response were that 'The bad news is that our democracy does a poor job of giving the people what they want. The good news is that it's easier to fix a rotten system than a rotten people.' "*
- *MISSION STATEMENT: "I Will Not Work for or With Companies or People Which/Who Get Involved in Corrupt Practice to further their own cause. Life is too short. I will not get involved in, nor get coerced to get involved in, nor aid and abet, nor condone any form of corrupt activity, even petty acts of unfairness and misuse of power, which are vexatious to the spirit."*

"Be Careful What You Wish For"

- *KEY MESSAGE: "Successful men and women invariably treat others well, as they would wish to be treated themselves. And notwithstanding the need to toil diligently to provide for one's household, A Man Should Seek To Spend As Much Time With His Family As Possible, considering excessive time spent on the acquisition of wealth or other pursuits at the expense of time spent with the family as a denigration of his duties."*
- *MISSION STATEMENT: "We Should All Strive to Treat Each Other Well, As We Would Wish To Be Treated. I will put people first, try not to be judgmental, and not be afraid of sentiment."*

"Inspiration from Leaders who Made History."

- *KEY MESSAGE: "But there have been shafts of light. To try and fill the gap It Is Worth Learning from The Inspiration Shared By Certain Great Leaders not driven by being on the wrong side of conflict and armed conflict but Being Inspirational In Their Quest For Change, Freedom And Liberty, The End Of*

Conflict, Peace And For Good- a la Abraham Lincoln."

- *MISSION STATEMENT: "While I will continue to be inspired by great leaders and mentors, As I Age, I Will Strive to Be My Own Leader and Pass on My Wisdom and Experience to Others. I will do this by my writings, my words, my counselling of others who seek it, and by talking to my grandchildren on my knee."*

"Love, Lust Sex & Jealousy."

- *KEY MESSAGE: "'The Divine obliteration of God's enemies' is not amongst us yet. The Balance in Burden of Criminality should shift to those Agents (Pimps) who arrange and Aid and Abet Prostitution and Abuse Prostitutes, and those Punters who are violent or also Abuse the Ladies. Meanwhile prostitutes should be protected. Illegal or Immoral Forms Of 'Prostitution' In Most of Their Forms Will Never Be Eradicated Around the World While Men with Money Seek Easy Sex for Money, And A Culture of Corruption Prevails in Society."*
- *MISSION STATEMENT: "I Will Look at Bringing Love into Everything I Do, Not Just into My Relationships. (To have successful relationships we should seek the three Components of love- Intimacy, Passion and Commitment, plus a healthy respect for ourselves). I will not be judgemental of others in their Life Choices. I will not seek to hurt others in my actions- particularly in terms of taking sexual partners. I will never seek comfort from a prostitute, but I will continue to seek to respect and protect Prostitutes where I consider they deserve so, and I am called upon to do so"*

"Money, Greed, Pride & Prejudice."

- *KEY MESSAGE: "'Charity Cures Greed' By Putting the Desire to Help Others Above Storing Up Treasures for One's Self. 'Humility Cures Pride' By Removing One's Ego and Boastfulness. Readymade solutions. adopting an 'attitude of service towards others' is all that we need."*
- *MISSION STATEMENT: "I will focus on my family first, and in so doing i am unlikely to go wrong. I will not judge myself by my worst mistakes and I will less likely be defined by them. My self-image will reveal my true colours to myself and I will not focus on my image to others. I will work on managing my negative personality traits which expose my flaws and lead to bad decisions. I will fight my prejudices against the dull and uneducated. I will temper my pride and any latent narcissism I harbour. They are never insurmountable. I will strive for happiness, but also to make money as a by-product. I will use the money to help others, particularly my daughters and future grandchildren."*

"Addictions & Personality Disorders"

KEY MESSAGE: "It's a fact. Alcoholism and Drug abuse impair overall Life Performance so the opportunity cost is considerable."

MISSION STATEMENT- "Today is a new day and it brings with it a new set of opportunities for me on which to act. I am attentive to the opportunities and I seize them as they arise. I have full confidence in myself and my abilities. I can do all things that I commit myself to. No obstacle is too big nor too difficult for me to handle because what lies inside me is greater than what lies ahead of me. I am committed to improving myself and I am getting better daily. I am not held back by regret or mistakes from the past. I am moving forward daily. Absolutely nothing is impossible for me. I will temper my drinking and control my alcohol dependence. I will eat more healthily and exercise. I will be a fit grandfather."

"Secret Number One- Find A Lover"

- *KEY MESSAGE: "Boredom and lethargy postpone the opportunity to enjoy life today, in the vain hope and fragile argument that perhaps we can do something about it all tomorrow. It is easy to get stuck in a rut. It is a compelling argument which tells all of us who feel down in life to find a lover if we don't have one, be a lover, and the protagonist in life."*
- *MISSION STATEMENT: "I will strive to never harm other people, either my own partner or others, by my own sexual behaviour. Sex is a very powerful driver, but it is not wise to put a disproportionate emphasis on the value of sex itself. It's not easy. When it's right it's wonderful; when it's potentially wrong it can be fun and fulfilling, but it can be emotionally regrettable. As Rod Stewart sang, 'elusions of that grand first prize are slowly wearing thin.' ["I was only joking", Rod Stewart]. So, if I ever again 'take a lover' while in a committed relationship- I must be mindful and aware the happiness it gives me may be momentary and may turn into a life of continued regret and depression."*

"Understanding Your Personality & Nature"

- *KEY MESSAGE: "At the end of the day it's our personality (& importantly our character) which defines who we are as persons. Apart from our abilities and training, it is what helps us or hinders us in just about everything we do in our work and social relationships or helps us to accomplish the things we aspire to do and become."*

- *MISSION STATEMENT: "I will- become 'the master of my own destiny': decide what I want in life and go after it. ...focus on what I can control, not what I can't. ...quit playing victim. ...put myself first, but not neglect others. ...face my fears. ...embrace failure. ...learn to trust myself. ...take action."*

"Going Beyond the Ego."

- *KEY MESSAGE: "Engage in meditation and self-transcendence. Self-transcendence is, at its core, about transcending (or rising above) the self and relating to that which is greater than the self. In simple terms, it is the realization that you are one small part of a greater whole. It's appropriate to act accordingly."*
- *MISSION STATEMENT: "I will become more self-aware by- recognising past faults; logging some of my lessons in life; and mapping a positive personality set to help me 'go beyond the ego'. I will use this process to develop valuable personal ideas and plans which help others not just myself."*

"Put Trust in Wisdom of Your Soul"

- *KEY MESSAGE: "You don't need any methods to get rid of the wrong ideas you have about yourself. All you have to do is stop believing them. The best way to do this is to replace them with ideas that more accurately reflect the real state of affairs."*
- *MISSION STATEMENT: "The goal is to find the 'Truth about Success and Happiness' - to do this I will transcend a journey of 'Self Discovery and understanding' to 'Go beyond my Ego' and identify my true 'Inner-Calling'."*

"Maximise Your Mental Power"

- *KEY MESSAGE: "The bottom line is that- 'good marriage, family and community seem to have more impact on our happiness than money and health. Happiness begins within'. Happiness also consists of seeing one's life in its entirety as meaningful, and worthwhile."*
- *MISSION STATEMENT: "I will maximize my mental power to become my destiny and i will always remember that successful people are those who end up doing what they really want to do and are doing it on purpose with maximum effort and to maximum effect."*

"Great Principles Shared"

- *KEY LESSON: "Charity unites us all and is perhaps the purest form of doing right by people and following the Governing Rule of all religious understanding - 'the Law of Reciprocity', admirably depicted in the teachings of the Christian, Muslim, Buddhist and most main-stream faiths. Savage and competitive instinct is Not the natural Human Condition. Our conscious mind and intellect allow us to choose a 'Sharing/Gentle/Loving' demeanour and a 'Life of Selflessness'. We have gained this Moral Instinct from Nurturing."*
- *MISSION STATEMENT: "In my life I will follow the Governing Golden Rule of all religious understanding which is the Law of Reciprocity – 'do unto others what you would have done unto yourself', and in this I believe the whole of humanity should be united."*

"Buddhist Wisdom in The Search for Happiness"

- *KEY LESSON: "Religious people and atheists alike could find a moment of revelation by studying the insight Buddhism offers for happiness. The goal of Buddhism is a state of lasting, unconditional happiness known as enlightenment. To bring us to this state, Buddhism points us to lasting values in this impermanent world and gives us valuable information about how things really are."*
- *MISSION STATEMENT: "In the end, how we act in the face of adversity reveals our true character. I can't always change the external reality, but I can control, change and decide how I react. And I will always respect the peaceful and humble teachings of the Buddhist faith."*

"Wealth Creation & Moral Sentiment"

- *KEY LESSON: "Over time, a move to political and economic systems based on 'Capitalism with a Social Conscience' will benefit society and the individual-adopting artificial intelligence (AI) and algorithm systems to embrace a socially minded and socially assessed form of capitalism, where the goal is making social improvements, rather than focusing on accumulation of capital in the classic capitalist sense. We should all become advocates of 'Social Capitalism' in the long term when economies and social circumstances allow."*
- *MISSION STATEMENT: "The bottom line is- if I become successful and wealthy it is inconceivable that I wouldn't be even more generous with my charity and philanthropy. Everyone in Public or Private Life should hold these sentiments, (as it is a key element of Islam)."*

"Truth About Success & Happiness"

- *KEY LESSON: - "Helping others can help with your happiness. Taking time for social connection; focusing on other people rather than yourself; being positive and grateful for what you have; doing healthy habits like exercise and sleep; being focused on the here and now; meditating; not comparing ourselves with other people- all these things help. And the universal recipe for happiness is taking time to be 'Others Orientated' and being in the present moment. Mix this with a little exercise and some good sleep- and you are almost there, (- Laurie Santos)."*
- *MISSION STATEMENT: "I will do something special for me. Personal success is about discovering yourself, improving yourself and helping others; I will find new purpose in the rest of my life; and pursue a new personal inner- calling derived from something of real substance for me, defined and dignified by me."*

"Consciousness, Reciprocity & Inclusiveness"

- *KEY LESSON: - "The importance of understanding the concepts of consciousness, reciprocity & inclusiveness is paramount, and everything that precedes this, is only in preparation for you setting your own blueprint about how you spend the rest of your life. To deny our Consciousness as humans and consider ourselves driven by instinct like animals- degrades the Human Spirit. You can choose a Life of Reciprocity and Inclusiveness."*
- *MISSION STATEMENT: "At the 'personal level' - the basis of my Spirituality is my 'Consciousness, Reciprocity and Inclusiveness'. Going beyond the physical. Going beyond boundaries. Being boundary-less. At the national level we must strive to help strengthen the State because it creates peace and harmony among different sections and societies and among people with different abilities. It brings tolerance and teaches them the importance of respecting others. It makes citizens and employees and individuals more successful. Appreciating diversity, equality and equity, cooperativeness, participation, community, and sustainability. "*

"Purpose & Destiny"

- *KEY LESSON: "People with true purpose fulfill their destiny and find happiness. Purpose is the destination while destiny is the pathway that takes you there. Find your purpose and fulfil your destiny (by doing what is necessary)- is the clear life message that provides 'The Final Solution'. "*

- *MISSION STATEMENT: "I will decide and then I will act- with new purpose. I will set an idea of the type of future I'd love, and the practical steps I can take to start on the path. No matter what I decide to do, the choice will be my own. I won't let critics scorn at my new life mission. I will keep in mind that their opinions are just that- their opinions. I control my destiny, not them. That is not to say that I shall not seek counsel from people whose opinions I respect and trust."*

"Happiness in The Spotlight"

- *KEY MESSAGE: "The ultimate route to life's True Riches, Success and Happiness is finding 'True Purpose' in your life and doing what's necessary to 'Fulfil your Destiny'."*
- *MISSION STATEMENT: "For the Rest of My Life- Before I Speak, I Will Listen. Before I Write, I Will Think. Before I Spend More, I Will Earn. Before I Invest, I Will Investigate. Before I Criticize, I will Wait. Before I Pray, I will Forgive. Before I Quit, I will Try again. Before I Retire, I Will Earn and Save. And Before I Die, I Will Give."*

And if the entire text of all the above 25 Lessons seems too much of a 'mishmash' or too many general 'one-liners' together to absorb, or derive specific purpose or focus, take a read of my own 'Personal Statement and Summary' (of both Lessons Learned and Personal Mission Statements) below, entitled- 'The Final Solution'. You should write your own, in parallel, once you have prioritized them. Your 'Final Solution' based on Universal Lessons Learned will be revisited at the end of your personal analysis to see how much your final Destiny selection was influenced by your view of these.

The following 'Key Lessons- Personal Statement' is a Summary of my own chosen key 'Lessons Learned' and personal 'Mission Statements' which I selected to help define my own path forward. They are derived only from the conclusions shared above. It serves to provide 'My Personal Life Conclusion' based on shared knowledge and lessons learned and may prove a guide to your own:

"The Final Solution"
(The Authors' Example)

"We are all responsible for our own lives. Firstly, life is short so a man should seek to spend as much time with his family as possible. Global travellers, busy Celebrities and Captains of Industry for example may find this difficult to achieve. Looking back- it's a good marriage, family and a role in the community which seems to have more impact on our happiness than careers, money or even health. Happiness is not just about that occasional 'feel good' sensation, it is about seeing one's life in its entirety as meaningful, and worthwhile. To achieve that one has to become more self-aware and develop valuable personal ideas and plans. 'People with true Purpose fulfil their Destiny and find Happiness'. And while Purpose is the ultimate Destination, it's Destiny which is the pathway that takes you there. In other words, it's what you do to achieve your Purpose which will be your Destiny; and often it's as much the journey that brings Happiness as much as finally reaching the Destination. A cliché but true.

So, in the time I have left I am intent on finding my own new Purpose for the rest of my life. I will then pursue that new Purpose and personal Inner- Calling, which will not be chosen lightly. It will be derived from something of real substance for me, defined by me. Successful people are those who end up doing what they really want to do and are doing it on purpose with maximum effort and to maximum effect. No matter what I decide to do, the choice will be my own.

I won't let others, and their negativity or criticism or cynicism- hold me back. It took me a year to write a Book, which some might disregard at a glance or with an unkind comment. A life of mediocrity is an injustice to the miracle of our birth, and so many of us choose to go with the flow of others, and become too influenced by what's going on around us, according to Facebook, Twitter and other Social Networking props. As I age, I will strive to be my own leader and pass on my wisdom and experience to others, in a positive way.

I will choose to be joyful and joke my way through life, as usual, using wit and sense of humour not just to amuse or protect myself, but to 'lighten' the day for all around. Life should be about fun worth sharing, not misery to dwell on and impose on others. And I will look at bringing love into everything I do, not just into my relationships. Having fun, being kind and happy is the right way. It would be a kinder world if we all followed the Golden Governing Rule- 'Do unto others what you would have done unto yourself.' Who would be 'shitty' to others then?

While I strive for success and happiness, I won't beat myself up about setbacks, failures or lack of progress. However, I hope to make money as a by-product of the success I achieve. Because if I become successful and wealthy it is inconceivable that I wouldn't be even more generous with my charity and philanthropy. I will use the money to help others, particularly my daughters. I want to buy them a house each at least before I confront Saint Peter.

In order to do much of the above I will need to temper my drinking and control my alcohol dependence; focus on wider world needs; assess how I can develop my unique skills to satisfy wider needs of people; become autonomous and in demand as a result; help others as a result; and the money will follow as a result. This is my Ikigai.

I will need to eat more healthily and exercise to hopefully enjoy a long life. I intend on being a 'generous, fun-loving and fit grandfather'- that's what I will be.

Remember the Key Lesson: 'The Ultimate Route to Life's True Riches, Success and Happiness Is Finding True Purpose in Your Life and Doing What's Necessary to Fulfil Your Destiny.' So, find your Purpose and fulfil your Destiny -it is the clear life message that provides 'The Final Solution!' "

The Author, Spain October 2020. ('Out of Darkness Cometh Light')

*'You must be the change you wish to see in this world'
- Mahatma Gandhi*

Please use the following **Table II- 'Key Messages & Mission Statements in Brief'**- to tick and select the '9 Priority Universal Messages and Missions' to which you personally most closely relate. Log them in Output I- and they will be used in further Personal Analysis.

Table II - "Key Messages and Mission Statements- In Brief"

	KEY MESSAGES ("We are")	MISSION STATEMENTS ("I will")
1	A Life of Mediocrity Is 'An Injustice to The Miracle of Our Birth'	I will Seek to Lift Myself from The Shadows of Mediocrity & Re-Examine Myself
2	We Are Responsible for Our own Lives, and the Change we Seek	I will Set 'Sacred Cows' for my Change Programme
3	Common Interest is What Brings People Together to Help Each Other	I will work for the Common Interest and not get involved in Any 'Acts of Corruption' or 'Perversions of Power'
4	Empowerment of Women Is a Necessity for The Very Development of a Society	I Will Respect and Promote Empowerment of Women and Enforcement of Equal Rights.
5	Humans Need A Real Meaning in Life and have Moral Concerns	I will Choose to pursue a Joyful, Kind & Meaningful Life
6	It Is Our Capacity for Self-Accountability That Keeps us Functioning Ethically and Responsibly	I will be Self-Accountable to Myself and Function Ethically and Responsibly
7	Corruption and Hypocrisy Ought Not to Be Inevitable Products of Democracy	I Will Not Vote for; Work for; or Get Involved with any Government Bodies, Companies or People Which/Who indulge in Corrupt Practice
8	A Man Should Seek to Spend as Much Time with His Family as Possible	I will Strive to Work Hard and Treat Others Well, but I will Always Prioritize my Family in terms of my Time, Affection and Dedication

9	We should all Learn from The Inspiration Shared by Certain Great Leaders – In their Quest for Change, Freedom and Liberty, The End of Conflict, Peace and Goodwill	As I Age, I Will Strive to Be My Own Leader and Pass on My Wisdom and Experience to Others for the Common Good.
10	Illegal or Immoral Forms Of 'Prostitution' In Most of Their Forms Will Never Be Eradicated Around the World While Men with Money Seek Easy Sex for Money, And A Culture of Corruption Prevails in Society	I Will Look at Bringing Love into Everything I Do. I will not be judgemental of others in their Life Choices, including Prostitutes and I will respect them where I consider they so deserve
11	Charity Cures Greed by Putting the Desire to Help Others Above Storing Up Treasures for One's Self. 'Humility Cures Pride' By Removing One's Ego and Boastfulness	I Will Strive for Happiness with Humility. But I will seek to Make Money as A By-Product. I Will Use the Money to Help Others, Particularly My Children
12	It's A Fact. Alcoholism & other Addictions Impairs Overall Life-Performance So the Opportunity Cost Is Considerable	I Will Temper My Addictions. I Will Eat Healthily and Exercise.
13	We should all Find A Lover- If We Don't Have One, Be A Lover	I will never 'Take A Lover' without being Mindful that it May Turn into A Life of Continued Regret and Depression, if it involves unfaithfulness
14	At the End of The Day It's Our Personality (& Importantly Our Character) Which Defines Who We Are as Persons	I will become 'The Master of My Own Destiny': Be Me, Proud of Me- and Decide What I Want in Life, And Go After It
15	Engage in Meditation and Self-Transcendence- It is The	I Will Become More Self-Aware and Develop Valuable Personal Ideas

	Realization That We Are One Small Part of a Greater Whole. Act accordingly	and Plans. That way I will understand my Purpose in this World and find ways to help others.
16	We Don't Need Any Methods to Get Rid of The Wrong Ideas We Have About ourselves. All we Have to Do Is Stop Believing Them	I Will Transcend A Journey Of 'Self Discovery and Understanding' To 'Go Beyond My Ego' And Identify My 'Inner-Calling'- always focusing on the positives.
17	Good Marriage, Family and Community Seem to Have More Impact on Our Happiness Than Money and Health. Happiness also Consists of Seeing One's Life in Its Entirety as Meaningful and Worthwhile	I will End Up Doing What I Really Want to Do and will Do it on Purpose with Maximum Effort. And my Family will come first. Always.
18	Charity Unites Us All and is Perhaps the Purest Form of Doing Right by People	In My Life I Will Follow the Governing Rule- Do Un to Others What You Would Have Done Un to Yourself. And I will give
19	Religious People and Atheists Alike Could Find A Moment of Revelation by Studying the Insight Buddhism Offers for Happiness	In the End, How I Act in The Face of Adversity Reveals my True Character. I will be guided by Buddhist Philosophy
20	'Capitalism with a Social Conscience' Will Benefit Society Where the Goal Is Making Social Improvements, Rather Than Focusing on Accumulation of Capital.	If I Become Successful and Wealthy; It Is Inconceivable That I Wouldn't Be Even More Generous With My Charity And Philanthropy
21	Universal Recipe for Happiness is Taking Time to Be Others Orientated and Being in The Present Moment	I Will Find New Purpose in The Rest of My Life Derived from Something of Real Substance for Me, Defined by Me, but also to the Benefit of Others

22	The Importance of Understanding the Concepts of Consciousness, Reciprocity & Inclusiveness is paramount	The Basis of My Spirituality will be My Consciousness, Reciprocity and Inclusiveness
23	People with True Purpose Fulfil Their Destiny and Find Happiness. Purpose Is the Destination While Destiny Is the Pathway That Takes You There.	No Matter What I Decide to Do, The Choice Will Be My Own. It will be to Fulfil my Destiny, and to have Fun on the Way. And I will Act Now.
24	The Ultimate Route to Life's True Riches, Success and Happiness Is Finding True Purpose in Your Life and Doing What's Necessary to Fulfil Your Destiny	I Will Find True Purpose in My Life and Do What's Necessary To Fulfil My Destiny. Before I Speak, I Will Listen. Before I Die, I Will Give
25	Our lives cannot be repeated. It is now or never, so find out who you are, what your heart longs to achieve, and then sail away from safe harbours and explore your greatest dreams [& Your Destiny]	I must be the change I wish to see in this world - Mahatma Gandhi It's all down to me.

Source: 'Out of Darkness Cometh Light'

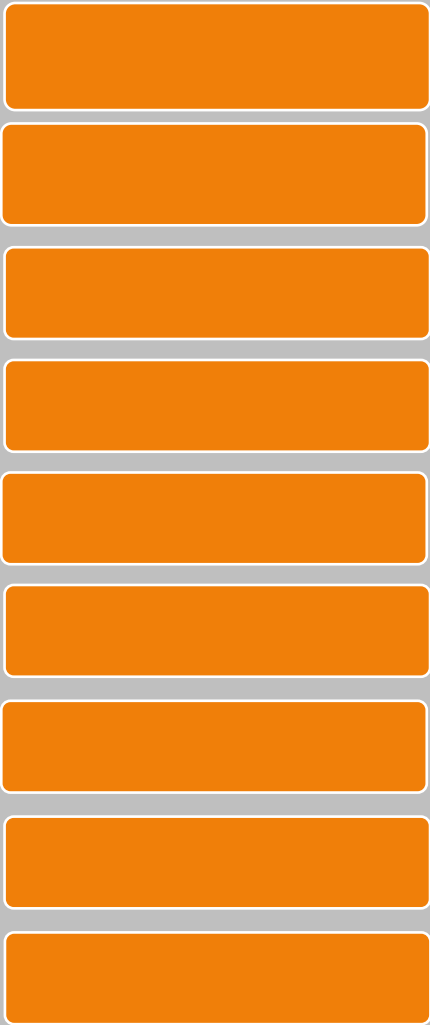
Output I - "List 9 Priority Key Life Lessons & Mission Statements"

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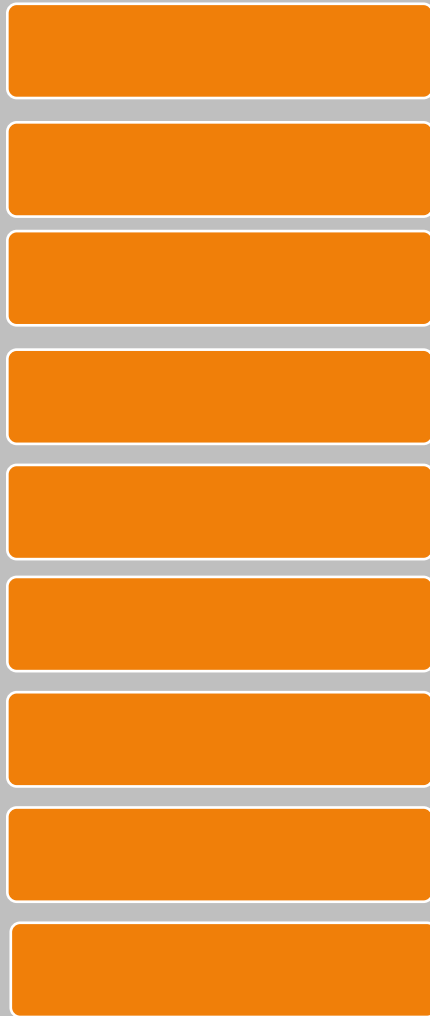
Output I -Final Selection

(in your own personal opinion IN ORDER OF IMPORTANCE)

**9 UNIVERSAL
'LIFE LESSONS'**



**9 UNIVERSAL
'MISSION STATEMENTS'**



Output II- "The Draft Final Solution"

(Your First Draft Personal Statement encompassing the above selected Lessons/Missions)

"Firstly"

Note: You will re-visit this at the end of your Personal Analysis

Stage One- Analysing Your Personality

9

Identify What's Sacred to You

Section 8 was a reflection of some well-researched 'Universal Lessons, Messages and Missions'. It is hoped that you found it easy to select nine to which you aspire yourself, and even might impinge on your own Destiny selection. You will re-visit your '*Final Solution*' at the end of your Personal Analysis and recognise then whether these universal lessons/missions are indeed part of your own personality/character DNA.

The next step is to Identify 'What's most Sacred to You' personally. I call them 'Sacred Cows' and they describe in one word what you know to be important to you, but maybe lacking still in your life- a quality, desire, need or hope to be a better you. They are invariably positive actions or intent about being even better than you may consider you currently are. They represent ideals you strive for.

To whatever greater cause you may aspire, each individual's reflective interpretation of himself or herself, and plan of action for change will vary according to many criteria- life story and experiences, up-bringing, environment, personality type, intelligence and ability, opportunity, personal belief structure, religious beliefs and culture. Common themes will evolve despite the diversity of these interactive parameters. All will become more aware of themselves, more proactive and focused on things that they can influence for their own betterment.

There is no guidance or right or wrong answer in this process. It will be personal to you. What I call your 'Sacred Cows' become your own self-selected beacons for character-based new focus for self-improvement. They may be currently real, tangible, imaginary, philosophical, or illusionary, but in the process that follows you have to choose four. And each has to have a Key Descriptive Name, a Tag, a Generic Word of what the Quality, Desire, Need, Hope or Improvement is. It may describe an important event now or in your past, a desire or a decision to change, or relate to something deeper in your psych - 'Hope' (maybe to continue supporting an terminally ill dependant relative), 'Courage' (maybe to change job or partner), 'Sensuality' (maybe to re-ignite a relationship or start a new one), 'Philanthropy' (maybe a desire to establish a charity or just help others)', etc.

We are all different, and it is easy to discard word games/ analysis like this as irrelevant to our daily lives and problems. But if life is worth living fully, it is worth living better. There is method in the process. So, don't skip this exercise you might surprise yourself. It gives everybody opportunity to unleash their conscious and their subconscious drivers without getting too deep about it all. For example, two people with the same personality may have different opinions towards homosexuals. One may have an informed and virtuous opinion while the other not. One may see continued 'harmony' as a Sacred Cow while the other 'tolerance'.

Day-to-day priorities will always prevail at the end of the day. We are all human and survive by getting on with life- we eat, we work, we play, we rest, we procreate, we slow down and ultimately die. Many may not even care to consider what's sacred to them nor what drives them, until perhaps the day of their death. You don't need to be on your death bed to reflect more deeply about what is (was) important in your life. Many of us go through life focused on satisfying physiological *needs* rather than ultimate *needs, passions* and *purpose*, called in psychology needs for 'self-actualization or enlightenment'.

Abraham Maslow was an American psychologist who was best known for creating Maslow's hierarchy of needs, a theory of psychological health predicated on fulfilling innate human needs in priority, culminating in self-actualization.

Sacred Cows are about your soul, your heart and your conscience, not your basic needs. So, it is worth taking time to distinguish between them.

Maslow's hierarchy of needs is a theory of motivation which states that the five categories of human needs shown below dictate an individual's behaviour. The needs are physiological needs, safety needs, love and belonging needs, esteem needs, and self-actualization needs. For better clarification, these can be further broken down to seven essential needs (separating the theistic from atheistic) which are:

1. **Physiological needs** — Our biological needs for healthy food, water, air, clothing, exercise, freedom from pain, and sex

Diagram VII- “Maslow Hierarchy of Needs”



Source: simplypsychology.org

2. **Safety and stability needs**—Our biological need for safety, for a safe home, safe spaces, secure finances, consistency, and stability.
3. **Love/belonging needs** — Our biological need for unconditional support, acceptance, and inclusion. Our biological need to feel we are wanted and connected to something. We all need to feel that we belong.
4. **Truth/understanding needs** — Our biological need for truth and understanding. We see this biological need emerge early, as children ask all sorts of questions. “Mommy, why are there stars in the night sky?” As Maslow said, we all have a biological drive to know and understand the world. Some precipitate religious driven beliefs, others atheistic or science-based beliefs.
5. **Esteem/Power** — Our biological need to feel good about ourselves. Our biological need to feel powerful and efficacious, like we can control the world we live in and create the world we want.

6. **Alignment** with Highest Self – Our biological need to be in alignment with and fully express our highest and best self. In Humanistic psychology, this is known as self-actualization.
7. **Connection** – Our biological need to express and connect with our Highest Self. In Transpersonal Psychology, this is known as *transcendence*. In Christianity and Islamic traditions, this is known as *salvation*, “Entering the Kingdom,” etc., and in Buddhism and Eastern traditions it is about *enlightenment*.

Common to all, Level 6 ‘Alignment’ is about your becoming your best-self aligning your ‘Passions and Higher Purpose’, with your ‘Expectations with Higher Needs’. And with expectations come joy or disappointment. Whatever an individual’s beliefs, determination of self-concept will lead to ‘Self-Fulfilment’, and achievement of your highest potential.

Our highest values and convictions are important because they are the compass we use to navigate life overall. Values not only shape an individual’s life, but they shape our character and our culture. And while ‘Sacred Cows’ are not the panacea to finding success, they are ‘Drivers’. They are prerequisite building blocks to self-awareness and acceptance of areas of need for emphasis or change in our lives, irrespective of personality.

Choosing What is Sacred to You Personally

The word *sacred* can have two kinds of meanings. It can refer to something related to religion or spirituality. Or, more broadly, it can refer to something that one cherishes, or aspires to emulate, something that is precious, to which one is respectful, dedicated, such as honesty with one’s life partner, human rights, the light in a child’s eyes, or truth and social justice.

Sacred Cows and Personality Traits should not be confused either. You will get full opportunity to discover your own Personality Traits in detail in Section 11 (“Identifying and Analysing Your Enneagram Personality Type”), and with the help of the Enneagram Test, draw conclusions about the areas that need work- in both minimizing the unhealthy tendencies and maximizing the healthy tendencies in your own personality make-up. Hand in hand with this will be the ‘Sacred Cows’, your character builders, which you select as your ‘Prime Drivers’ for further development and/or change, possibly irrespective of personality traits. It is therefore important that you select Sacred Cows now before you do the Enneagram Personality Test.

In selecting your Sacred Cows it may be useful to write down your life experiences which play on your mind, (Childhood Dreams, Relationships, Jobs, Career Moves, Successes, Problems, Weaknesses, Losses and Regrets, Celebrations, etc.). These will help you conclude exactly where you are now, how chronologically you got here, and consider what your new priorities should be. Then get a blank sheet of paper and write down as many words/nouns as you can that represent the values, mindset, virtues, sins or action you consider vitally important to achieve these priorities or changes. A few examples may be: Attentiveness, Creativity, Order, Intimacy, Commitment, Abstinence, Work, Marriage, Guidance, Adventure, Affection, Confidence, Direction, Discretion, Humility, etc. If this turns into an un-focused and un-related 'wish-list' you should re-focus on the key qualities/attributes necessary to achieve the highest level of your personal values, particularly those where there is still some definitive work yet to be done. I think each one of us - whether theist, agnostic, or atheist - needs access to whatever it is, in one's heart of hearts, that feels most precious and most worthy of protection or development to be the person we aspire to become. Maybe you need to be critical of yourself, you are the only one licensed to be so. You will find that many concepts will not be directly about you, they will be about your 'State of Being'- what you need to focus on or achieve to improve yourself to a higher level than you currently are. It will likely be focused on helping others.

But Sacred Cows are positive statements of intent. I suggest you select your Sacred Cows with intent to fight the negatives left in you but move toward the positive in mind. I list below some 'Deadly Sins' & their 'Negative Anchors' and some 'Godly Virtues' and 'Positive Actions' which may help as pointers to direct your thought process from the Negative to the Positive. Don't just pick four generic words (with no purpose or conviction behind them) almost at random, it would be a waste of time in the follow-up. In this clearing, there are many ways to identify exactly what is most sacred for you. Maybe you already know. You can scan **Table I- "Examples of Sacred Cow Selection"** (based on how an Enneagram Personality Type might assess him/herself, generically rather than specifically to your individual circumstances); or **Table II- "Sacred Cow List"**. But, maybe more productively, you could find a place or time that is particularly peaceful or meaningful - perhaps curled up with tea (or wine) in a favourite chair, or in another quiet place - and softly raise questions in your mind like these: What do you aspire to be sacred to you, but up to which you are not living? What inspires awe? A feeling of protection? Reverence? A sense of something spiritual, something of higher purpose than your current selfish

goals? Make them concrete, specific and describable. What would a conversation be like, or what would your day be like, if the day represented your whole life and you did it today with a sense of something that's sacred to you- and you'd be proud of yourself to have done it.

My own Sacred Cows are marked/highlighted on Table II: They are **'Faith, Hope, Love, and Tolerance'**. Obviously, they are personal to me and as mere words/nouns won't mean much to others. For me they relate to my own selected areas for personal improvement, due to my- 'Loss of Faith & Hope' in life and becoming too negative and cynical; my 'Need to Refocus my Love' more directly on my family rather than everyone with whom I come into contact; and my quiet self-distaste for my own 'Intolerance of Some Kinds of People', particularly those I consider dull or stupid. A lot of this was holding me back from connecting with my highest self and becoming the very best person I am capable of being- to help me find new Purpose and set my own Destiny.

Selected Sacred Cows are about 'Gut Feel' about what's not quite right but should be; about recognition of need for 'Self-Actualization'; 'Self-Improvement'. Only then can one start the exercise of a deeper process of self-discovery starting hereafter with the Enneagram Personality Analysis.

'Every saint has a past, and every sinner has a future.' – Oscar Wilde

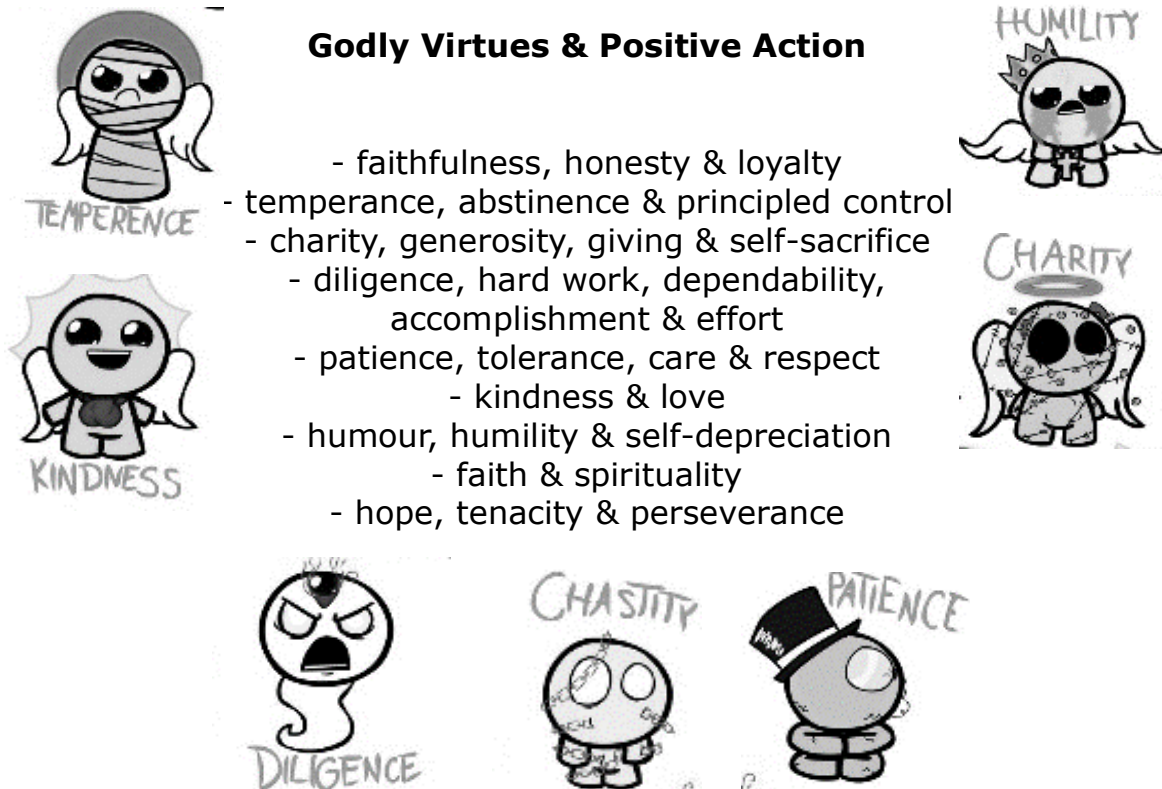
'I am not a saint, unless you think of a saint as a sinner who keeps on trying.' - Nelson Mandela

'I do believe that we all are, fundamentally, divided creatures. Emotions split from intellect, spirit from flesh and far too often sexuality is disconnected from what we feel, and are, as total human beings. But how, for example, can anyone have an understanding of the virgin if they don't also have an understanding of the prostitute, the saint and sinner in one body.' - Tori Amos

Better a Humble Sinner than a Self-Righteous Saint – I say! At this Age I'm only interested in future consistency, stability, respect and loyalty – and maybe you should be too - so be true to yourself:

Sacred Cows- Selection

'Oh, it's so hard to be humble when you're perfect in every way.'



'Of all the seven deadly sins, only envy is no fun at all.'

Deadly Sins & Negative Anchors

- sloth, gluttony, neglect, addiction & self-indulgence
 - lust, sexual misconduct or abuse & jealousy
 - greed, narcissism, bullying & corruption
- pride, prejudice, envy & un-principled eccentricity
 - sorrow, depression, regrets & masochism
- wrath, anger, revenge, bad behaviour & combative hostility

Please select your (Four) Sacred Cows and log them in the Output II box over the page, for future inclusion in the Personality Matrix Analysis. Remember they should be linked to your Aspirations, Qualities, Desires, Needs and Hopes.

Table III – “Examples for Sacred Cow Selection”.

<p>VIRTUAL PERSONAL ANALYSIS</p> <p>(based on how a Personality Type might assess him/herself, generically rather than specifically to individual circumstances)</p>	<p>SACRED COW SELECTION</p>	<p>TYPICAL ENNEAGRAM PERSONALITY TYPE</p>
<p>I can be tolerant of most people because I am a reasonable person. I’m realistic and think objectively not subjectively. That’s my key principle. But it shouldn’t be my obligation to teach or tell the world what they have to do. I know I can be dogmatic, self-righteous and intolerant. Maybe I should learn to chill and not be so obsessive but I’m only going to end up beating myself up and being aggressive to others. I need to show my human side more to be at my best and just be grateful for everything.</p>	<p>Tolerance, Relaxation, Speaking Non-Harshly, Gratitude</p>	<p>Type One</p>
<p>While I am generally altruistic and caring, sometimes my love and generosity while well intentioned, are ill-focussed. It’s not my job to save the world and expect people less fortunate than I worship me for doing so. And I can’t keep drinking and blaming the world for my problems. I need to put my family first and stop dreaming and being an occasional drama queen.</p>	<p>Devotion, Abstinence, Kindness, Rationality</p>	<p>Type Two</p>
<p>I am a lot more genuine than some people might think. Other people are attracted to me because I am attractive and ambitious and can motivate people. Some don’t understand. Maybe I should be more humble, more cooperative, less competitive. My image can be one of arrogance and exploitative behaviour. There in really no malice in me.</p>	<p>Cooperation, Trust - Worthiness, Humility, Attractiveness</p>	<p>Type Three</p>

<p>I'm the creative, intuitive one in class, always the individual living in imagination, but I can become withdrawn, self-absorbed, and self-indulgent, which seems to alienate me from others to the point of self-destruction. I need to not get so absorbed by my feelings and do myself some good without turning to addictions. Self-pity is not becoming, and I must be conscious that I am a useful member of the community and commit to doing community stuff. I will make a better friend of myself.</p>	<p>Social Commitment, Discipline, Community, Artistry</p>	<p>Type Four</p>
<p>I'm a discoverer and the analyst. Few people are as perceptive as I. And it's not just chance. I have acquired knowledge and expertise by analysing analysis of others always coming up with new perspective- almost to the point of extremism. But this only leads to my isolation and rejection by people who feel intimidated or don't think at my level. I shouldn't let excesses get to me. If only I could calmly observe and be more trusting and less cynical or judgmental. I'd be happier being less conflictive.</p>	<p>Calmness, Trust, Balance, Inquisitiveness</p>	<p>Type Five</p>
<p>I do believe in myself and I'm likeable and easy to get along with, but I tend to be a follower not a leader, giving into people & bosses rather than standing my ground. I'm usually trusting and respectful but some authority figures don't live up to my expectation, and let me down. Rather than then over-reacting I would benefit by taking responsibility for myself and stop being my own worst enemy. It only makes me anxious and defensive and turn to alcohol. I'm better than that and need to be my own man.</p>	<p>Self-Reliance, Usefulness, Assertiveness, Respect</p>	<p>Type Six</p>

<p>I'm so grateful for everything I have. I'm a more joyous and happier person than most. At my best I'm a producer and can be acquisitive but I can overdo it, burn out, be too excessive and end up taking it out on others. Being erratic and impulsive and experience seeking only leads me down the wrong paths. I really need to be patient, listen, and give more, and focus on selective quality in my life not meaningless quantity of more of nothing.</p>	<p>Joy, Acquisitive, Patience, Quality-over-quantity</p>	<p>Type Seven</p>
<p>When I find my empathetic side I can be magnanimous despite my strength of leadership. It's not always about me but it's always me who dominates. I have had to fight for all I have and to get to the top one has to be ruthless sometimes. I don't take prisoners, but a little more compassion, warmth & empathy would help me, give higher purpose and meaning to my life- and I could end up inspiring more people.</p>	<p>Magnanimity, Compassion, Strength, Purpose</p>	<p>Type Eight</p>
<p>I may feel fulfilled and be at peace and want to pass on my mindset to others and nurture them with my grace. But I can become too accommodating and self-effacing, almost passive to the point of fatalism. I can become disoriented and lose myself. I need to exert myself where necessary, live life for myself and be conscious of all I do.</p>	<p>Consciousness Self-Respect, Assertiveness, Peace</p>	<p>Type Nine</p>

So, how can a word describe all that is your 'Sacred Cow'? How can a word give meaning to the sentiment or self-confession about oneself- and generate ideas, and prompt action. Well, for example, if your *stubbornness* is holding you back, you will probably know it, but you've not focused on working on it. If your attitude toward something is knowingly *right* or *wrong*, not just to you but to everyone, it may be encapsulated in a word such as – *correctness* or *prejudice*.

Abstract Nouns name things we can't perceive with our five senses- advice, belief, compassion, fear, gratitude, happiness, hope, knowledge. They are useful in making ourselves become more open in expressing a general opinion or emotion about ourselves without writing a 'Mission Statement' or 'Life Confession'- a manifestation of our higher feeling or sensibility. Identify and select *Four* from Table IV 'Sacred Cow List' or name your own.

Table IV- "Sacred Cow Abstract Noun List"

Authenticity	Abundance	Accuracy	Adoration	Affluence	Amazement	Approachability	Assertiveness	Availability
Addiction	Acceptance	Achievement	Adroitness	Aggressiveness	Ambition	Approval	Assurance	Awareness
Anger	Accessibility	Acknowledgement	Advancement	Agility	Amusement	Art	Attentiveness	Awe
Abstinence	Accomplishment	Activeness	Adventure	Alertness	Anticipation	Articulacy	Attractiveness	Authority
Arrogance	Accountability	Adaptability	Affection	Altruism	Appreciation	Artistry	Audacity	Autonomy
Adultery	Accusational	Anxiety	Argumentative	Ashamedness	Affraidness	Acknowledgment	Abuse	Areshole
Balance	Boldness	Belonging	Bullying	Bravery	Buoyancy	Benevolence	Boldness	Brilliance
Beauty	Being the best	Bullying	Beligerance	Babbling	Bitterness	Back-stabbing	Blasphemous	Boasting
Creativity	Commitment	Carefulness	Cheerfulness	Community	Confidence	Continuity	Cordiality	Credibility
Credibility	Consistency	Celebrity	Clarity	Compassion	Conformity	Contribution	Correctness	Cunning
Citizenship	Creativity	Certainty	Cleanliness	Competence	Congruency	Control	Country	Curiosity
Community	Calmness	Challenge	Clear-mindedness	Competition	Connection	Conviction	Courage	Clear-mindedness
Competency	Camaraderie	Change	Cleverness	Completion	Consciousness	Conviviality	Courtesy	Cleverness
Conviction	Candor	Charity	Closeness	Composure	Conservation	Coolness	Craftiness	Closeness
Conviviality	Capability	Charm	Comfort	Concentration	Contentment	Cooperation	Courtesy	Comfort
Coolness	Care	Chastity	Conservation	Cooperation	Cunning	Consciousness	Craftiness	Commitment
Composure	Compassion	Concentration	Consistency	Cordiality	Competition	Conformity	Continuity	Country

Connection	Competence	Confidence	Contentment	Correctness	Completion	Congruency	Contribution	Courage
Complaining	Conceit	Condemning	Contempt	Covetousness	Classism	Cowardness	Control-freak	Cuteness
Corruption	Contentiousness	Complaisance	Craftiness	Deceit	Disobedience	Desire	Denial	Dodginess
Determination	Daring	Delight	Devotion	Direction	Diversity	Drive	Discovery	Dignity
Dependability	Decisiveness	Dependability	Devoutness	Directness	Dominance	Duty	Discretion	Diligence
Desire	Decorum	Depth	Dexterity	Discipline	Dreaming	Doubting	Determination	Deference
Experience	Exhilaration	Euphoria	Enthusiasm	Energy	Empathy	Efficiency	Ecstasy	Eagerness
Expertise	Expectancy	Excellence	Environmentalism	Enjoyment	Encouragement	Elation	Education	Ease
Exploration	Expediency	Excitement	Ethics	Entertainment	Endurance	Elegance	Effectiveness	Economy
Expressiveness	Extroversion	Efficacy	Eating Disorder	Enticing	Extortion	Evil	Extravagance	Exuberance
Environmentalism	Education	Fitness	Faithfulness	Fearlessness	Financial independence	Friendliness	Fluency	Fairness
Fun	Freedom	Fascination	Flow	Ferocity	Firmness	Friendship	Focus	Faith
Frankness	Flexibility	Fashion	Fierceness	Fidelity	Fitness	Frugality	Fortitude	Fame
Family	Fearing	Foresaking	Falsehood	Fancifulness	Fault	Foolishness	Forebidding	Fornication
Fraud	False Witness	Generosity	Giving	Gratitude	Growth	Grace	Gregariousness	Guidance
Gentility	Gallantry	Greed	Getting Drunk	Gambling	Gluttony	Growth	Gloating	Good humour
Happiness	Honesty	Humour	Health	Homophobia	Helpfulness	Heroism	Holiness	Honour
Hope	Hospitality	Humility	Hygiene	Heart hardened	Hypocrisy	Harmony	Hinderance	Hate

Imagination	Intuition	Intimacy	Integrity	Industry	Insightfulness	Individuality	Inquisitiveness	Involvement
Impact	Intuitiveness	Intrepidness	Intellect	Influence	Inspiration	Investing	Introversion	Intensity
Impartiality	Inventiveness	Introspection	Intelligence	Ingenuity	Independence	Incredibility	Injustice	Incredulity
Illicit	Ill-judgment	Illness	Idiocy	Ignorance	Incompetence	Ineptitude	Inconsistency	Isolation
Imagination	Impudent	Impotence	Judiciousness	Joy	Judiciousness	Judgemental	Jealous	Judicious
Keeness	Kindness	Knowledge	Killing	Leadership	Liberation	Lightness	Logic	Love
Lenacy	Loathing	Liar	Lustfull	Learning	Liberty	Liveliness	Longevity	Loyalty
Lukewarm	Loose Cannon	Loose Tempered	Majesty	Mastery	Meekness	Mindfulness	Motivation	Madness
Mocking	Mischief	Mysteriousness	Making difference	Maturity	Mellowness	Modesty	Mildness	Moroseness
Malice	Murmuring	Meticulousness	Marriage	Meaning	Nature	Neatness	Nurture	Nerve
Nonconformity	Non-believer	Not-righteous	Narcissism	Negativity	Non-tolerant	Optimism	Open-minded	Outrageousness
Obedience	Openness	Order	Originality	Outlandishness	Obese	Optimism	Organization	Outdoors
Obstinace	Presence	Partnership	Perceptiveness	Persistence	Playfulness	Positivity	Practicality	Proactivity
Prudence	Pride	Perverance	Perfection	Persuasiveness	Pleasantness	Popularity	Pragmatism	Professionalism
Punctuality	Privacy	Passion	Perkiness	Philanthropy	Pleasure	Potency	Precision	Prosperity
Patriotism	Purity	Peace	Perseverance	Piety	Poise	Power	Preparedness	Pious
Preaching	Prejudice	Perversion	Provocative	Resilience	Restraint	Reflection	Religiousness	Reason
Reliability	Rationality	Recognition	Respect	Resolution	Reverence	Relaxation	Reputation	Reasonableness

Relief	Realism	Recreation	Responsibility	Resolve	Richness	Refinement	Racism	Rigor
Righteousness	Resourcefulness	Rebellious	Racism	Rewarding	Reject	Regretting	Resist	Riot
Rich	Solidarity	Sacredness	Self-control	Sex Misconduct	Spontaneity	Structure	Sensuality	Silliness
Surprise	Solitude	Sacrifice	Selflessness	Sharing	Spunk	Success	Serenity	Simplicity
Sympathy	Sophistication	Scornfulness	Self-reliance	Shrewdness	Stability	Support	Spirit adventure	Sincerity
Synergy	Soundness	Saintliness	Self-respect	Significance	Status	Supremacy	Sexism	Skillfulness
Satisfaction	Speed	Serving to others	Sensitivity	Silence	Stealth	Spirituality	Strength	Stillness
Science	Spirit	Security	Silliness	Sloth	Sorceries	Speaking harshly	Stubborn	Sorrow
Studious	Self-serving	Selfish	Selflessness	Self-willed	Smoking	Scoffer	Salvation	Slanderous
Teaching	Thankfulness	Thrift	Traditionalism	Trust	Tyrant	Talent	Title	Tolerance
Teamwork	Thoroughness	Tidiness	Tranquility	Trustworthiness	Tardiness	Tempation	Torturous	Tittilating
Temperance	Thoughtfulness	Timeliness	Transcendence	Truth	Un-righteous	Ungrateful	Unfaithful	Un-merciful
Usefulness	Understanding	Uniqueness	Unkindness	Unthankful	Unloving	Unflappable	Unity	Uncouth
Utility	Unworthiness	Variety	Victory	Vigor	Virtue	Vision	Vitality	Vivacity
Volunteering	Vanity	Vilify	Voluminous	Valor	Warmth	Watchfulness	Wealth	Willfulness
Willingness	Winning	Wisdom	Witiness	Wonder	Worthiness	Warmheartedness	Wickedness	Witchcraft
Work ethic	Youthfulness	Youthism	Zeal	Xenophobia				

Source: 'Out of Darkness Cometh Light'

Note Your - "Selected Sacred Cows"

<i>My Virtue...</i>	<i>My Need...</i>
<i>My Vice...</i>	<i>My Hope...</i>

Note whether your final Sacred Cows relate to quality (a virtue), desire (to rid a vice), a need or hope in your selection. List these 'Needs/Hopes & Quality/Desires' before you finally select your Four Sacred Cows.

Output III- "Selected Sacred Cows"
(In order of perceived importance)

<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;">SELECT</div> <p>SACRED COWS</p> <div style="background-color: #f4a460; height: 80px; width: 100%; margin: 10px 0;"></div> <div style="background-color: #f4a460; height: 80px; width: 100%; margin: 10px 0;"></div> <div style="background-color: #f4a460; height: 80px; width: 100%; margin: 10px 0;"></div> <div style="background-color: #f4a460; height: 80px; width: 100%; margin: 10px 0;"></div>	<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;">LIST</div> <p>NEEDS HOPE</p> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div>	<p>QUALITY DESIRE</p> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div> <div style="background-color: #f4a460; height: 20px; width: 100%; margin: 5px 0;"></div>
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Identify Your Higher Purpose that Defines Your 'True Character'

Following the money, a career path, following one's gut feel, following one's football team, following a TV soap opera, following something spiritual, following others- what is your own *life raison d'être*? In this busy 'just-get-on-with-it world', your 'Higher Purpose', if you have one, is invariably hidden away from all except yourself. It is far easier to conform to everyone else's mantra of material living, even if we do harbour a deeper meaning subconsciously written on our soul contracts but hold back from letting it take centre stage. People's higher purposes rarely become the over-arching forces in their lives, and most would not dwell on it, or even admit to having one. Then as they reflect on life on their death beds it's too late, and then they die. Those who do re-consider the higher purpose of their lives are invariably 'in search of lost time'? Tapping into a higher purpose can release a real flow and new rhythm of life. Sometimes allowing ourselves to let our minds wonder, drift away from the drudgery of reality a little, or think more *spiritually* - liberates us to a higher level, without the need for marijuana or meditation or yoga.

"Life is what happens to you while you're busy making other plans"
- John Lennon.

While we derived our 'Sacred Cows' in section 9, these are only the drivers for daily personal development and change, 'Higher Purpose' is that one thing much higher, and maybe unattainable, than these self-declared sacred meanings to our life eternity. Whoever you are and whatever you have achieved in life, there will always be someone or something a lot higher than yourself in meaning or importance. It's what makes us all imperfect individuals and human in this incomprehensible universe. Those who do seek and find higher purpose will invariably find that it's inevitably about others not ourselves. But be careful. A President who claims to be putting his country before himself and 'making it great' as his higher purpose, while doing everything he does with arrogance and self-fulfilment- has not identified a true higher purpose, if he ever had one. Sorry Mr Trump.

"Your higher purpose is the mission that your soul was sent here to achieve. It is determined before you come into your physical body and is the ultimate goal of your soul."

Your 'Higher Purpose' is the same or inextricably linked to your 'Primary Purpose' as defined by Eckhart Tolle's concept and described in section 1; and allied also to Daniel Nettle's Third Level of Happiness described in section 2.

The ten categories given in section 3 as common 'Drivers' for Higher Purpose included those elements of Primary Purpose which relate to the doing in the 'now' not something for the 'future', as a distant target or goal in life. They were:

- Sharing Your Love
- Giving to Others
- Increase in Light or Spirit
- Sharing Wisdom
- Accepting the Best of Yourself
- Enjoying the Mystery
- Being Your Reality
- Following the Spirit
- Revelling in the Present
- Experiencing Joy

The Destiny Matrix, given in section 5, (which does involve future influence and destiny seeking) mapped the common 'Drivers' for Higher Purpose above with the 'Motives' behind your Destiny Drivers to draw conclusions about your 'Dominant State' and 'Level of Spirituality' going forward. These involved living a life in the future motivated by (see section 4):

- Karmic Retribution
- Karmic Reward
- Learning and Achievement
- Power and Influence
- Aspiration and Devotion
- Mastery
- Mission

So, how do your 'Destiny Drivers' and the 'Motivation' behind them reveal your inner 'Higher Purpose'? Well, there are only three modes of higher purpose. They are:

1. To Heal
2. To Deliver a Message
3. To Bring Revolution

Now let's define these in their *purest* forms:

- Those who have come to *heal* are maybe here to spread compassion, peace, health, nourishment and maybe even care for all living things, including the planet.
- Those who have to *deliver a message* see themselves as here to unlock the wisdom of their hearts in order to teach, guide or bring information into the world.
- Those who have come to *bring revolution* are here to change things, uproot things and bring about a new idea or a new way of doing things.

All these higher purposes maybe exaggerated or dramatized to you mind, but irrespective of hyperbole, they are interrelated in some way, as we are all here to work together as humans on this planet. We are all here, or at least should be- to learn, grow, work, provide and give to our families, friends and communities. Or about more than posting daily events on 'facebook'. We don't all have to support the same football team, tribe, political party, or hold the same beliefs. But ultimately, our souls are here to spread *love* in its broadest sense and our higher purpose should be how we achieve that through healing, delivering a message or bringing about positive revolution. It's not about any of our personal egocentric goals. It's not exaggeration – it's fact, it's just that we're conditioned not to believe it.

Higher Purpose and the resulting Happiness it can provide, comes from being connected to something bigger than yourself. It is about giving rather than receiving. Many people looking for meaning in their lives, find it by losing themselves in causes greater than themselves. Friendship has its limits, marriage does too, a higher purpose doesn't.

So far, we've discussed the importance of Personality and Character; tried to define Purpose and Destiny in generic terms; set the scene for Destiny's selection; examined some Universal Life Lessons; and set your own Sacred Cows. But before we identify and analyze your Personality and Personality Traits in detail, it will be important (in the ultimate Destiny Search) to try

and define your perceived 'Higher Purpose' now. It's intimate to you and you don't have to share it on a banner.

Personality refers to the collection of cognitive abilities, behaviour, beliefs, ideologies and attitudes- the way you are and how you go about things. To identify character, we've recognized the need to observe a person for some time and understand their 'sacred cows'. To know what really lies below the surface we will have to discover what is that "something higher" within a person (whether it is positive or negative) that is their 'rock', often established early in childhood. A husband or wife in a long-term relationship will know what her/his partner's true colours are, what her/his character is really about, irrespective of what his personality traits may be. It invariably describes how, over time, an individual goes beyond the ego and focuses on something greater than him/herself. A few hypothetical examples:

'He's terrible when he's drunk, but he truly has a kind heart'. 'He goes out of his way to pretend to be so kind and giving to everyone in public, but at home he's mean and aggressive'. 'She's untidy, lazy and unkempt but at the end of the day she loves her son more than anything in the world'. 'He's not a tree-hugger but his higher purpose always seems his obsession with pursuing matters which help the protection of the planet'. 'Above all her true love and meaning was animal protection'. 'He's not a religious man but he takes a great interest in Astronomy. He seems to relate to something greater than himself- maybe his own personal Geometrician of the Universe'. 'He is a great sharer of his Love'. 'She always gives to others, almost to a fault'. 'He makes it his business to share his wisdom, which he has amassed during a long difficult life'. 'She can be accepting of the best of herself despite a wayward past and does good now wherever she goes'. 'Just enjoying the mystery was not enough for him, he has become a Guru'. 'He was a bully and a thug in his youth but by being his reality, he has put his dominant character to exceptional use in being a military leader not just of valour but of honour and service'. 'My son follows his Spirit, revels in the present and seems to experience Joy in such a simple philosophy.'

Partners and parents just seem to know. But equally a long-term partner can suddenly announce they are leaving on a whim to seek new pastures. Maybe a midlife crisis but more likely triggered by a hidden mission that they'd harboured for years- although not always a Higher Purpose!

If you don't consider there to be something 'deeper' than yourself- then frankly you are a rather 'shallow' person, or you just don't care. Often the two are one and the same. The discerning person will at least give it thought. It may be divine or spiritual in nature, or something practical and simple and easy to understand for you. Many achieve ultimate 'self-transcendence' through their faith in something spiritual or God-like. I won't delve into the Religious beliefs of others. The truth is that nobody really knows if there is a God, most religions are based on Faith. But most can achieve self-transcendence through recognition of some system of spirituality or idea of the soul. I am not a spiritual teacher, I am an engineer. We tend to be the practical types. But some just know why they are doing good things, without knowing. It requires either some element of faith or spirituality or for some just good citizenship to find the meaning for you of the higher existence. Men without purpose tend to be soulless.

"Hard work is painful when life is devoid of purpose. But when you live for something greater than yourself and the gratification of your own ego, then hard work becomes a labour of love.

"- Steve Pavlina

Those who speak of spirituality outside of religion obviously define themselves as spiritual and not necessarily religious. According to one recent poll, nearly a quarter of the United States population identifies itself as spiritual but not religious.

Secular spirituality emphasizes humanistic ideas on moral character (qualities such as love, compassion, patience, tolerance, forgiveness, contentment, responsibility, harmony, and a concern for others). Contemporary spirituality theorists assert that spirituality develops inner peace and forms a foundation for happiness. For example, meditation and similar practices are suggested to help the practitioner cultivate her/his inner life and character.

In reality Spirituality is a broad concept with room for many perspectives. The links between Personality and Spirituality are discussed in section 24. In general, spirituality includes a sense of connection to something bigger than ourselves, and it typically involves a search for meaning in life. As such, it is a universal human experience—something that touches us all, especially those of us actively seeking Purpose and Destiny. Spiritual Development involves self-transcendence. Self-transcendence is based on humility, and respect for the mystery we did not create. If nothing else, we

should embrace the concept of self-transcendence enough to try and put our finger on what our 'Personal Higher Purpose' is. It will be an important ingredient for you finding the right Path Forward later in the book. If it helps, use the following examples below to help you decide what that Higher Purpose is for you, and log it in **Output III "Your Higher Purpose"**

Higher Purpose Examples

Self-Transcendence and Spirituality are inter-connected. Self-transcendence is not a focus subject for this book but involves the expansion of one's consciousness beyond the self, to something higher. If you are not able to put your own needs and interests aside and see a 'Bigger Picture' (when a moment of solitude allows to ponder the concept) and how you fit into it, you are unlikely to experience 'Self-Transcendence'. But you will know it if and when you experience it.

I do not advocate or recommend any specific spiritual teaching or meditation. I am not qualified to do so. All I ask is for you to know your 'Higher Purpose'. It's not a Sacred Cow, it's not a Secondary Purpose nor an Inner-Calling, it's not a Dream or a Life Goal. It's that one Act of your perceived Goodness (of healing, messaging or changing) you probably relate to, and would like to share outside yourself. You won't have been mulling over this every day, it will likely be in your thoughts only on those occasions you feel so insignificant in a meaningless world and incomprehensible universe. And it doesn't have to represent a Goal you ultimately must achieve, nor a set of Morals set by any religious teachings.

Even though you are being asked to select it before you do the Personality Test and Analysis in the following sections, you should reflect on the contents of sections 1 and 2, and set this compass now. It shouldn't be affected by Personality Analysis nor Secondary Purpose/ Destiny selection.

As mentioned in earlier sections my own Primary Purpose I defined as "Sharing my Love and Giving to Others"(starting with my children). I decided my 'Higher Calling' was 'To Love, Help and Inspire Others'. My Enneagram Type is Type Two- the 'Helper'. The Analysis seemed to work for me.

So, define yours now if you can. It is the One Thing most positive that defines your 'Mission for Life' if not your Purpose or 'Mission in Life'. It is probably already reflected in something a loving spouse, mother, or child

might say about you. Or, it might be that one belief you have about yourself (which you keep private) about your life intent relevant to others- nothing to do with your own ego. It should be no more than a few words in its description. The examples and explanations below can be used as a aid-memoire.

Examples & Common Misidentifications

Higher Purposes examples below are categorized or based on the three different intents and effects mentioned above: *Healing*, *Delivering a Message*, or *Bringing about Revolution*. There are the Right and the Wrong ways to express the intent:

Wrong: My higher purpose is to live and mentor an authentic, adventurous, spiritual life, while being a catalyst for positive change.

Right (Revolution): My life purpose is to be the change I seek in this world

Wrong: My higher purpose is to use my friendship with and affection for others to improve my home life and obtain pleasure and recognition.

Right (Healing): My higher purpose is to use my affection to spread joy and happiness to others

Wrong: My higher purpose in life is to serve others in a balanced and flexible manner in areas of health in such a manner that I get feedback on the improvement I have achieved.

Right (Healing): My higher purpose is to use my skills to spread advice on health and nourishment to others.

Wrong: My higher purpose is to become recognised as a Green-Peace leader at the forefront of promoting environmental issues threatening the world.

Right (Revolution): My higher purpose is to be a spokesman for wildlife issues and help people connect their daily actions to saving the wildlife on this planet.

Wrong: My higher purpose is to be a teacher of under-privileged children to identify those which have the potential to become successful entrepreneurs.

Right (Message): My purpose is to use my skills to teach under-privileged children the keys to success and how to become young and successful entrepreneurs by igniting their ambition to change their lives.

Wrong: My higher purpose is to use my farm to grow nutritious, organic food that helps people thrive and have vibrant health.

Right (Message): I want to use my skills as a grower to build a sustainable farm that educates as well as feeds people, and builds a community of like-minded organic growers and consumers who go onto help other people grow and thrive and have vibrant health.

Wrong: My higher purpose is to build awesome custom bikes that win mountain bike and speed competitions and sell world class cycling equipment.

Right (Revolution): My higher purpose is to use my talent for design, prototyping and customizing to develop, test, refine, and build awesome custom bikes that win mountain bike and speed competitions that change world bike racing sport.

Wrong: My higher purpose is helping distressed homeowners refinance their mortgages and become better financial consumers by understanding the real details behind home buying, credit ratings and approvals, and secured debt.

Right (Message): I want to use my analysis and coaching skills to help people stay in their homes and keep their dream of owning their own home alive.

Wrong: My higher purpose is to design and build beautiful wood desks, elegant computer cabinets and amazing dining tables. I will use my eye for detail, my intuitive sense of old-world styling and craftsmanship to make custom furniture that evokes traditional styles with modern functionality.

Right (Heal): My higher purpose is to design and build beautiful wood custom furniture that evokes traditional styles with modern functionality and enhances peoples' lives and appreciation of beauty [of furniture].

Few ordinary people put their 'Higher Purpose' on Billboards or TV Ads. They may write books, campaign for their causes, engage in activism or lead movements- but most don't. Those who do are often received with scorn, particularly if they are politicians. So 'Average Joe' is not used to wearing his heart on his sleeve. I'm not purporting that you do so, I'm asking you to put it into words purely for yourself. Become the 'Unsung Hero'. Given that there are few true Higher Purposes proclaimed by mere mortals, outside prophets such as Jesus and Muhammad, there are few individual true examples of the highest purpose. We are just mere mortals so in making your selection, it has to be personal to you; and it doesn't

have to be about changing the world.

More plentiful are Corporate examples of so-called Statements of Higher Purposes. Read most of them with a pinch of salt:

Disney (Helping): To use our imaginations to bring happiness to millions [through entertainment].

Charles Schwab (Messaging): [To advise and be] A relentless ally for the individual investor

Humane Society (Revolution): Celebrating animals, confronting cruelty

3M (Messaging): [Making products to] Improve every company, every home, every life

Merck (Helping) Improving health and well-being around the world

While Corporate examples may be more self-congratulatory, fanciful or hypocritical, it has to be said that Corporate Missions tend to be expressed more distinctly and with more focus than those of individuals more likely to struggle and ramble about their Inner-Cause. What is wrong with Corporate Statements is that while they explain what a company ultimately aims to achieve to solve the world’s problems in its offer of products or services, the real reason (for most non-charitable organizations) is to make profit (even if also for the benefit of employees and shareholders). In definition of your Higher Purpose the ultimate aim should not be egotistical or focused on yourself in any way. That might be your Destiny but it is not your Higher Purpose. If you don’t have or harbour a Higher Purpose, don’t invent one.

Table V - “Higher Purpose” – Examples

Healing based	Message based	Revolution based
Spread joy & happiness	Ignite the ambition of under-privileged children to change their lives	Change this world
Spread advice on health & nourishment	Educate others to be organic growers & thrive & have vibrant health	Help save the wildlife on the planet

Healing based	Message based	Revolution based
Enhance peoples' lives & appreciation of beauty	Coach people to help them stay in their homes and ultimately owning them	Change the world bike racing sport
Bring happiness to millions	Improve every company, home and life	Celebrate animals & confront cruelty

There are many more Corporate Examples, some listed below, if you bare read them, which claim to have 'Higher Purpose' over and above profit to the benefit of customers, society, humanity or the planet. It's useful for you to scan them and consider whether they are, in your mind- Healing based, Message based or Revolution based.

- *2nd Chance* – To inspire positive change and achievement in people and communities across the UK & beyond
- *Alter Eco Foods* – Our mission is global transformation through ethical relationships with small-scale farmers, and an integral sustainability orientation at every point on the supply chain.
- *AltSchool* – We believe that every child should have access to an exceptional, personalized education that enables them to be happy and successful in an ever-changing world.
- *Bazzani* – Our mission is to serve our clients by creating high-performance buildings that are cost-effective, efficient, and sustainable.
- *Better World Book* – Better World Books is a global bookstore that harnesses the power of capitalism to bring literacy and opportunity to people around the world.
- *Bullfrog Power* – Our mission is to inspire and empower people to lead the way to a renewably powered future.
- *Chrom-Art* – Our mission is to break the misconception that one needs thorough knowledge of art in order to fully enjoy and appreciate it.
- *Codethic* – Our mission is to help all companies harness the power of business to create positive social and environmental change.
- *Cora* – To remove the stigma around menstruation and to change the experience from a monthly nuisance to a monthly opportunity for self-care, self-love, and good karma.

- *Edukit* – To ensure that every student can achieve his or her potential irrespective of gender or ethnicity, where they live or what their parents do.
- *Elemental Herbs* – To offer the purest, most elemental ingredients and organic herbs in natural healing products that are good for people and good for the earth.
- *Essential Living Foods* – Our mission at Essential Living foods is to improve the health of the planet, its people, and their communities.
- *Feronia Forests* – Feronia Forests is dedicated to finding smart ways to nurture, improve, and conserve forestland for future generations.
- *Found My Animal* – Found My Animal promotes animal adoption in a very direct way: let your pet wear your values. By encouraging rescue over purchase, we support animal welfare by asking pets and their owners to help deliver our simple, important message.
- *Good Capital* – To accelerate the flow of capital to enterprises that create innovative, market-based solutions to inequality, poverty, and other social problems and in doing so amplify their total impact.
- *Green City Growers* – Green City Growers transforms unused space into thriving urban farms, providing our clients with immediate access to nutritious food, while revitalizing city landscapes and inspiring self-sufficiency.
- *Green Mountain Power* – To be the best small company in America by empowering customers to save money and move to clean energy sources.
- *IceStone* – To transform waste glass into something beautiful while taking care of our employees and the planet at the same time.
- *Khan Academy* – Our mission is to provide a free, world-class education for anyone, anywhere.
- *Milepost Consulting* – Our mission is to facilitate change to transform the way companies prioritize and take action to become socially and environmentally responsible.
- *Oaklandish* – To spread “local love” by way of our civic pride-evoking tees and accessories, while giving back to the people and places that maintain our city’s trailblazer spirit.
- *One World Play Project* – To bring the transformative power of play to youth living in disadvantaged communities worldwide.
- *PROVOC* – We use technology and design to drive social change and innovation.
- *Reformation* – It is our mission to lead and inspire a sustainable way to be fashionable.
- *Renewal Funds* – The 21st century will see dramatic retooling of the

ways we live together on the planet. It's time to shift capital to the solutions economy. Renewal Funds invests in change by supporting businesses at the forefront of social and environmental innovation.

- *The Moderns* – To create campaigns and strategies that benefit the whole community
- *The Natural Baby Co.* – To provide products that are the highest quality, healthy, and environmentally friendly to parents throughout the world. We strive to empower our employees and customers with the knowledge necessary to make a positive impact on the planet through natural parenting.
- *Untours* – Our purpose is to foster a healthy and healing society that unites people of different cultures and economic statuses. We feel it is imperative to reconnect people to each other and to the earth. We hope that we, as a company, can be the change we wish to see in the world.
- *VIF International Education* – Making learning global and ensuring that every student is prepared to succeed in our interconnected world.
- *Vital Consult* – Vital Consult has a passion and a determination to see humanity and the environment benefit from our economy by developing sustainable innovative practices for the future.

Unlike their sometimes somewhat hollow messages, you should consider your own Primary Higher Motive, outside yourself- Love, Charity, Children, Environment, Sustainability, Health-Medicine, Education, Religion, Community, Social Justice, Knowledge, Artificial Intelligence, Exploration, Political Reform, Working Practice, Poverty, Corruption, Exploitation, Ethics, Accountability, Inspiration, Sex, Addictions, Wealth, Moral Sentiment, Consciousness, Reciprocity, Inclusiveness, Happiness, Art, Spirituality, etc.

Your own personal Higher Purpose must be something that goes Beyond your Ego- something that refers to your ideal- eg. From Animal Protection to Helping the Aged, from Community Service to Saving Humanity in its entirety. This is a Higher Purpose, not a specific Goal or Objective.

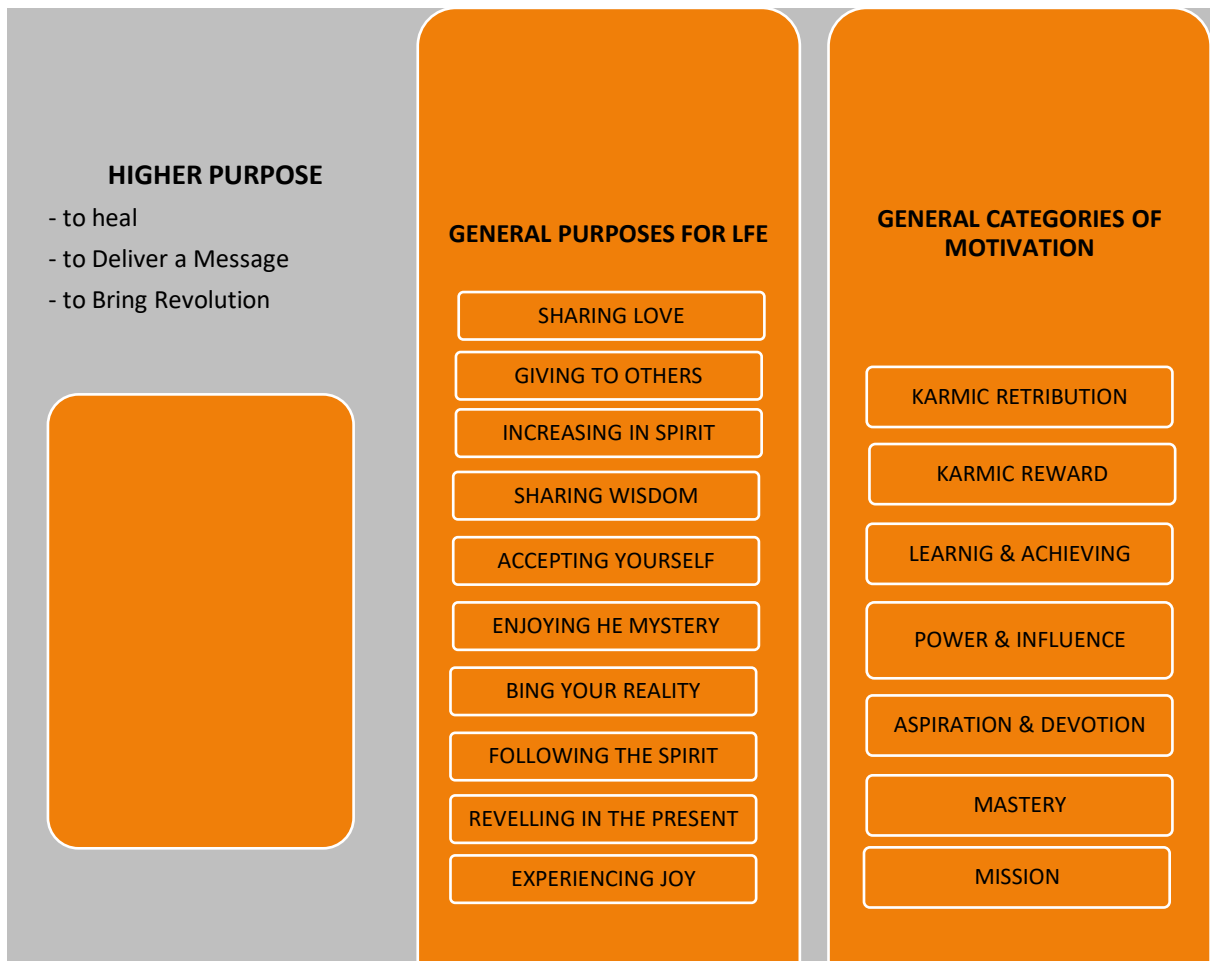
Pretend you are 100 years old and explaining to your great-grandchildren what is important in life. What would you tell them about your life and their lives? What lessons would you tell them you learned? You'd probably make it something simple even only for them to understand. 'Be kind', 'Be generous', 'Be thoughtful', 'Be adventurous', ...etc. Make a list of your values and experiences.

Note – “Selected Higher Purpose”

<i>My Higher Purposes could be ..</i>

Output IV – “Selected Higher Purpose”

(based on Categorizations)



Final Ranking of Sacred Cows

Character Chart

Your chosen 'Sacred Cows' will relate in some form to your level of Needs defined as 'Self-Actualization' and 'Alignment'. Your chosen Higher Purpose will have some kind of connection to your 'Conscious or subconscious Mind'. The closer the correlation, the higher ranking you should give to the Sacred Cow. Identify your Priority Sacred Cow Rankings; by judging how closely they relate to your chosen Higher Purpose, and how they rank individually by your perception of their Quality, and how they most meet your Desire, Needs, and Hope. I call this your 'Character Chart'. It's very much a subjective ranking, but normally right.

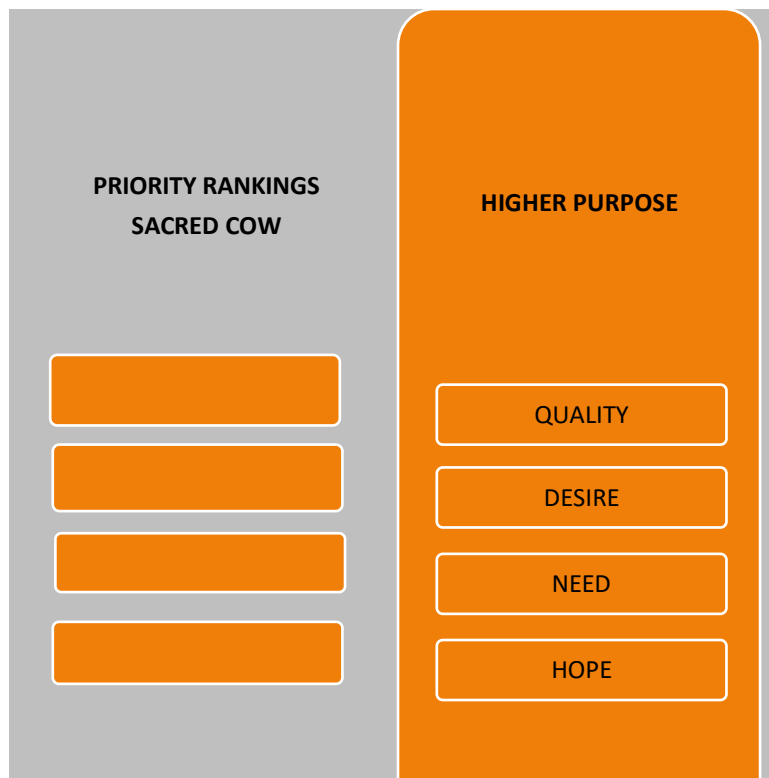
Table VI – "Sacred Cow Ranking Charts"

Rank	Sacred Cow One	Sacred Cow Two	Sacred Cow Three	Sacred Cow Four	
1	x				Higher Purpose
2			x		
3		x			
4				x	

	Sacred Cow One	Sacred Cow Two	Sacred Cow Three	Sacred Cow Four	
Quality	x				Higher Purpose
Desire					
Need	x		x		
Hope				x	

Output V – “Character Chart”

(Final Selection Based on Ranking of Sacred Cow)



Your Enneagram Personality Type & Traits

Understanding our Personality Types and Personality Management thereof is crucial to preparing for the next stages in the journey to Self-Discovery. I have elected to use the Enneagram Model of Analysis, the reasons for which were relayed in the book's 'Introduction- The Importance of Personality and Character'.

In Setting the Scene for Destiny's Journey in section 7, I discussed Three Key Steps- 'Learning Self Discovery and Understanding'; 'Learning How to Go Beyond the Ego' and 'Learning How to Become the New You'.

These were mentioned not as throw-away catch phrases. They indicate that a fundamental starting point is for the reader to correctly identify his/her Enneagram Personality Type. And to do this he/she must understand the terminology and basis of the Enneagram Institute Personality Analysis. The following Personality Type Profiles are now discussed in detail and the following are extracts from the Enneagram Institute website

<https://www.enneagraminstitute.com/store/>

and books by Don Richard Riso.

Your Basic Personality Type



THE ENNEAGRAM INSTITUTE®

The Enneagram Institute explains on its website: "Although the Enneagram consists of a set of nine distinct personality types, it is common to find a little of yourself in all nine of the types, although one of them should stand out as being closest to yourself. This is your basic personality type.

"Once we understand the nature of our personalities' mechanisms, we begin to have a choice about identifying with them or not. If you are not aware of them, clearly no choice is possible."

—The Wisdom of the Enneagram by Don Riso and Russ Hudson

Everyone emerges from childhood with one of the nine Types dominating their personality, with inborn temperament and other pre-natal factors being the main determinants of our Type. This is one area where most all of the major Enneagram authors agree—we are born with a dominant type. Subsequently, this inborn orientation largely determines the ways in which we learn to adapt to our early childhood environment. It also seems to lead to certain unconscious orientations toward our parental figures, but why this is so, we still do not know. In any case, by the time children are four or five years old, their consciousness has developed sufficiently to have a separate sense of self. Although their identity is still very fluid, at this age children begin to establish themselves and find ways of fitting into the world on their own.

Thus, the overall orientation of our personality reflects the totality of all childhood factors (including genetics) that influenced its development.

The 'Basics about the Basic' Type itself:

- People do not change from one basic personality type to another.
- The descriptions of the personality types are universal and apply equally to males and females since no type is inherently masculine or feminine.
- Not everything in the description of your basic type will apply to you all the time because you fluctuate constantly among the healthy, average, and unhealthy traits that make up your personality type.
- No type is inherently better or worse than any other. While all the personality types have unique assets and liabilities, some types are often considered to be more desirable than others in any given culture or group. Furthermore, for one reason or another, you may not be happy being a particular type. You may feel that your type is 'handicapped' in some way. As you learn more about all the types, you will see that just as each has unique capacities, each has different limitations. If some types are more esteemed in Western society than others, it is because of the qualities that society rewards, not because of any superior value of those types. The ideal is to become your best self, not to imitate the assets of another type.

Often individuals misidentify themselves, considering their personalities to be the Type to which they aspire, rather than the Type they truly are. Therefore, it is strongly recommended that you undertake the Enneagram

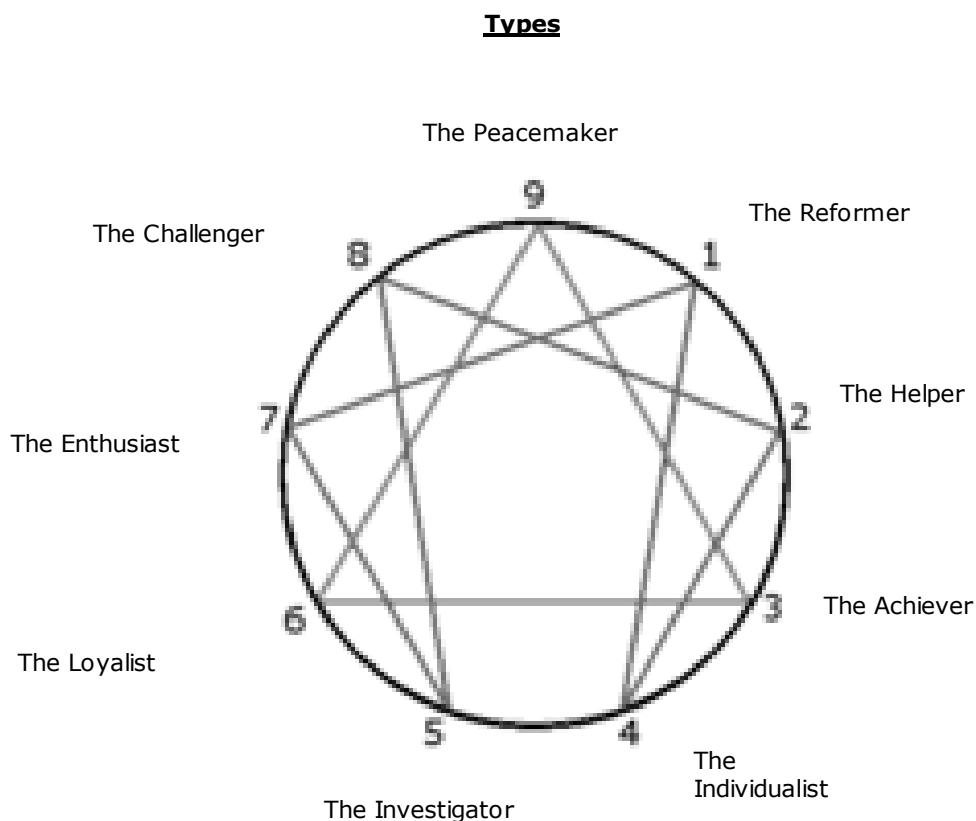
Personality Analysis for yourself, prior to reading on. So please DO take time out here to complete the on-line questionnaire and correctly identify your Enneagram Personality Type. Use the official Enneagram Institute website to do so.

THE ENNEAGRAM ON-LINE PERSONALITY TEST

<https://tests.enneagraminstitute.com/>

The Riso-Hudson Enneagram Type Indicator (RHETI® version 2.5)

Diagram VIII- “Enneagram Personality Types”

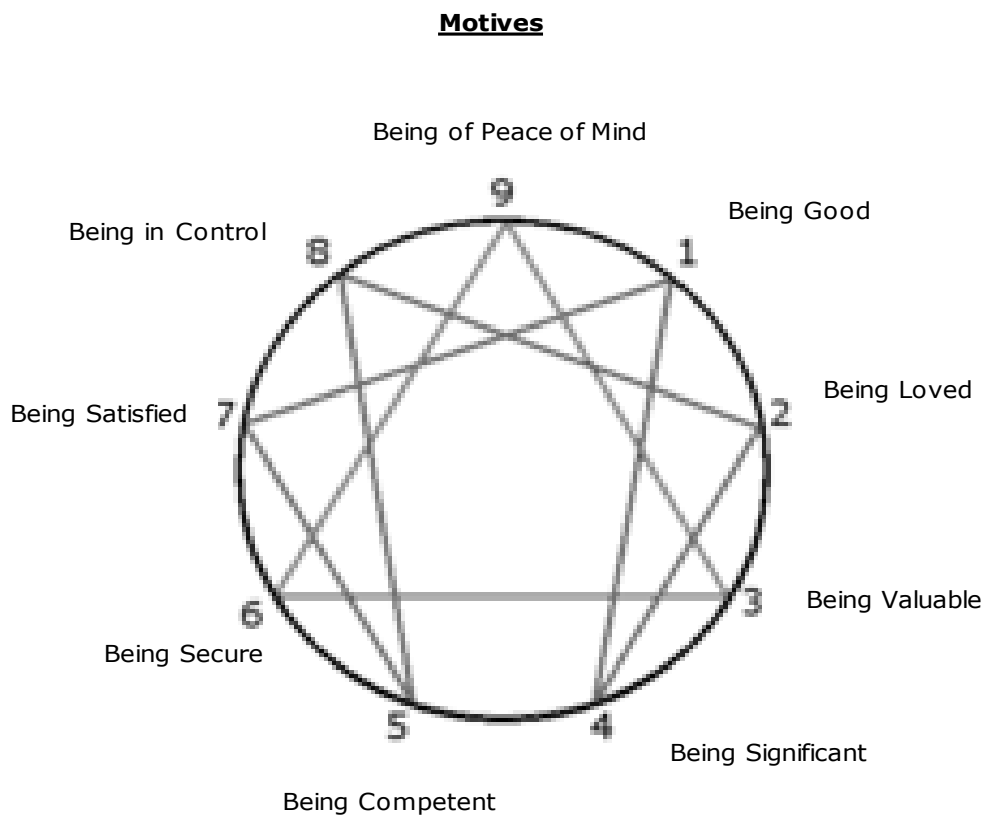


Once you’ve completed the On-Line Test the Expanded Enneagram Profiles can be reviewed and lead to Personal Growth Recommendations. There is no point in attempting further Self-Analysis without undertaking the Official Enneagram Personality Test. Once identified, please note your Basic Personality below in **Output VI- “Enneagram Personality Type”**.

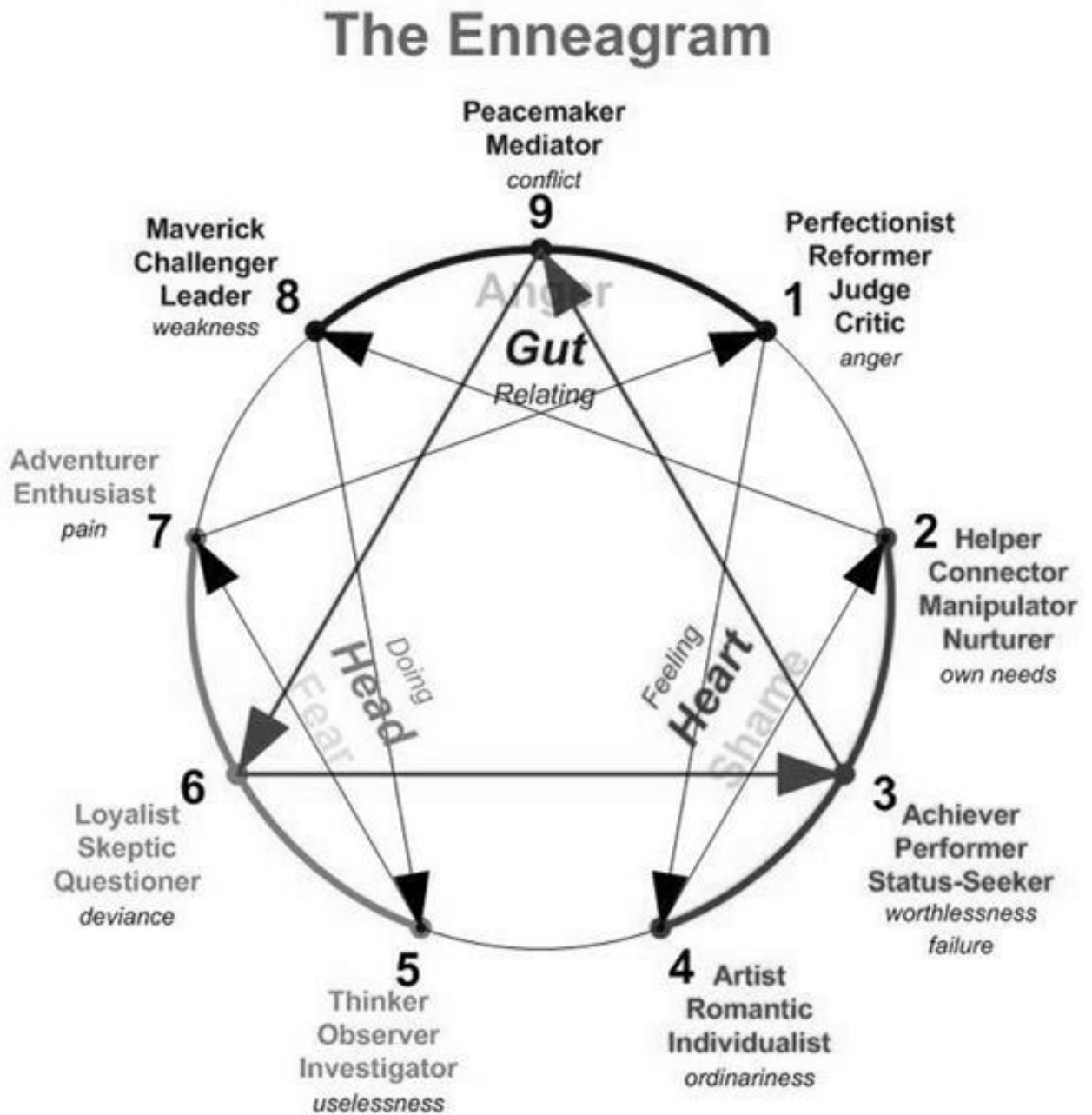
Brief Profiles & Characteristics

- Type **One** is principled, purposeful, self-controlled, and perfectionistic.
- Type **Two** is generous, demonstrative, people-pleasing, and possessive.
- Type **Three** is adaptable, excelling, driven, and image conscious.
- Type **Four** is expressive, dramatic, self-absorbed, & temperamental.
- Type **Five** is perceptive, innovative, secretive, and isolated.
- Type **Six** is engaging, responsible, anxious, and suspicious.
- Type **Seven** is spontaneous, versatile, acquisitive, and scattered.
- Type **Eight** is self-confident, decisive, willful and confrontational.
- Type **Nine** is receptive, reassuring, complacent, and resigned.

Diagram IX – “Enneagram Personality Motives”



**Diagram X – “Enneagram Personality Type
(Gut – Heart – Head) Destiny Drivers”**



The Arrow shows the Personality Type’s Direction of Disintegration (when under stress); and in reverse (against the Arrow) shows the Direction of Integration (indicating growth). See Section 14 Diagrams IV – Enneagram Personality Type Destiny Drivers for explanation of Directions of Integration and Disintegration

Type 1 – The Reformer / Idealist



"Disciplining yourself to do what you know is right and important, although difficult, is the highroad to pride, self-esteem, and personal satisfaction." – Margaret Thatcher

The Reformer is principled, conscientious, moral, and a perfectionist. They are idealistic, and are usually hard on themselves, and on other people. They hold everyone, including themselves, to high standards. They are self-disciplined, dedicated, responsible, and level-headed. Reformers are often successful because they get a lot of things done, the right way. A sense of purpose drives their thoughts and actions. Ones, as they are sometimes called, have very strong internal critics which call attention to, and correct wrong behaviour. It can be very easy for them to fall into self-righteousness, and to treat weaknesses in others with intolerance. They are also critical of themselves and others.... Sometimes, too much so. So don't let 'perfection be the enemy of the good'.

Examples: Confucius, Plato, Joan of Arc, Sir Thomas More, Mahatma Gandhi, Pope John Paul II, Nelson Mandela, Margaret Thatcher, Prince Charles, Kate Middleton, Duchess of Cambridge, Jimmy Carter, Michelle Obama, Al Gore, Hillary Clinton, Rudy Giuliani, Justice Sandra Day O'Connor, Osama bin Laden, George Bernard Shaw, Anita Roddick, Martha Stewart, George Harrison, Celine Dion, Katherine Hepburn, Maggie Smith, Emma Thompson, Julie Andrews, Vanessa Redgrave, Jane Fonda, Meryl Streep, Harrison Ford, Helen Hunt, Captain "Sully" Sullenberger, "Mary Poppins," "Mr. Spock".

Type 2 – The Helper / Caregiver

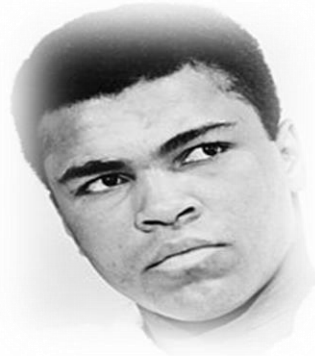


"Do your little bit of good where you are; it's those little bits of good put together that overwhelm the world."- Desmond Tutu

The Helper is the caring and interpersonal type. They are generous, warm, demonstrative, and genuinely love being with people. They have a lot of friends, and you'd enjoy having them around due to their enthusiastic and fun-loving nature. They are sensitive and perceptive to other people's needs and can always be counted on to lend a helping hand. Always, because Twos, find it hard to say no. They live to please other people. This stems from Two's low self-esteem, and their deep need for appreciation. For this reason, people often abuse the goodness of Twos, and they are powerless to do anything about it for fear of rejection. Placing other's needs before their own, and suppressing their feelings to avoid conflict, may lead to bitterness and resentment in the long run.

Examples: Pope John XXIII, Guru Ammaji ("The Hugging Saint"), Byron Katie, Bishop Desmond Tutu, Eleanor Roosevelt, Nancy Reagan, Monica Lewinsky, Ann Landers, Luciano Pavarotti, John Denver, Lionel Richie, Stevie Wonder, Barry Manilow, Dolly Parton, Josh Groban, Priscilla Presley, Elizabeth Taylor, Danny Thomas, Martin Sheen, Jennifer Tilly, Danny Glover, Richard Thomas "John Boy Walton," Juliette Binoche, Arsenio Hall, Timothy Treadwell "Grizzly Man," "Melanie Hamilton Wilkes", "Eve Harrington, "Dr. McCoy".

Type 3 – The Achiever / Performer



I'm not the greatest. I'm the double greatest. Not only do I knock 'em out, I pick the round. I'm the boldest, the prettiest, the most superior, most scientific, most skillfullest fighter in the ring today."
– Muhammed Ali

The Achiever, as the name suggests, likes to set goals and hit targets. They are the success-oriented, image-conscious, and driven type. They are almost always excellent at everything that they do – there's no other way to be, for Three. They are the charming and self-assured people you see on the streets or at work. Often, they are role-models who inspire other people. Why not? Three can't seem to do anything the mediocre way. Their biggest fear is to become a "nobody." Due to this fear, they are status-conscious, and can be obsessive about achieving the "right" image. They give a lot of value on the opinion of others.

Examples: Augustus Caesar, Emperor Constantine, Bill Clinton, Tony Blair, Prince William, Condoleezza Rice, Arnold Schwarzenegger, Carl Lewis, Muhammed Ali, John Edwards, Andy Warhol, Oprah Winfrey, Deepak Chopra, Tony Robbins, Michael Jordan, O.J. Simpson, Tiger Woods, Lance Armstrong, Elvis Presley, Paul McCartney, Madonna, Sting, Whitney Houston, Jon Bon Jovi, Lady Gaga, Taylor Swift, Brooke Shields, Cindy Crawford, Tom Cruise, Barbra Streisand, Jamie Foxx, Richard Gere, Ken Watanabe, Will Smith, Demi Moore, Kevin Spacey, Reese Witherspoon, Anne Hathaway, Chef Daniel Boulud, Dick Clark, Ryan Seacrest, Cat Deeley, Mad Men's "Don Draper," Glee's "Rachel Berry"

Type 4 – The Individualist / Romantic

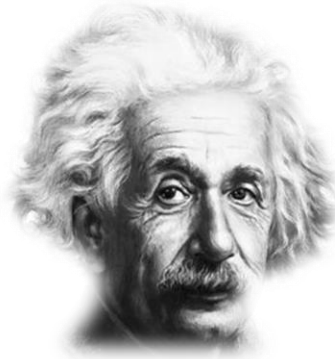


"I know I'm talented, but I wasn't put here to sing. I was put here to be a wife and a mom and look after my family. I love what I do, but it's not where it begins and ends."- Amy Winehouse

The Individualists or Romantics are the sensitive and temperamental types. They strive to be uniquely themselves and spend much time thinking of how things could be. They are self-aware, and experience emotions on a deeper level. Often involved in activities that require creativity and expression, Fours have a strong appreciation for beauty, and meaning. They have few, but deep relationships. Being warm and empathetic, they make good friends if they find you worthy of their time and affection. The challenge of Fours is that they can be prone to melancholy, mood swings, and self-pity. They want to be unique, but at the same time, feel isolated by their own sense of uniqueness. They long for the ideal, and the special – and hate the ordinary and the mundane. Often times, Fours can be found lost in their own fantasy worlds. Due to these idealistic desires, they are unable to find happiness in the simple things that other people so readily enjoy.

Examples: Frédéric Chopin, Tchaikovsky, Jackie Kennedy Onassis, Edgar Allan Poe, Virginia Woolf, Cindy Sherman, Hank Williams, Billie Holiday, Judy Garland, Maria Callas, Miles Davis, Bob Dylan, Paul Simon, Leonard Cohen, Yusuf Islam (Cat Stevens), Cher, , Annie Lennox, Prince, Sarah McLachlan, Amy Winehouse, Ingmar Bergman, Marlon Brando, Jeremy Irons, Angelina Jolie, Kate Winslet, Nicolas Cage, Johnny Depp.

Type 5 – The Investigator / Observer



"The important thing is to not stop questioning. Curiosity has its own reason for existing. Imagination is more important than knowledge. Knowledge is limited. Imagination encircles the world."- Albert Einstein

The Investigator or Observer is the thinking and introspective type. Their attention is focused on attaining knowledge and understanding themselves. They are often absorbed in their own thoughts and enjoy dissecting concepts. They are neither concerned with the acquisition of material possessions or their social status. They are busy searching for their Self. Fives prefer isolation and privacy. They prefer to observe and study and think... rather than socialize. They are mental, cerebral. They fear that they don't have the inner strength to face the world, so they withdraw into the safety of their minds, where they feel more at home. They are intelligent and usually well-read. Since they love to study and understand how things work, they often become experts at whatever they choose to do. Lacking the necessary social skills, Fives often get overlooked at work. People who are less intelligent, and have less skills find success easier to come by than the solitary Five.

Examples: Siddhartha Gautama Buddha, Albert Einstein, Oliver Sacks, John Nash, Stephen Hawking, Vincent van Gogh, Georgia O'Keeffe, Salvador Dali, Alberto Giacometti, Emily Dickinson, Agatha Christie, James Joyce, Jean-Paul Sartre, Susan Sontag, Stephen King, Bill Gates, Mark Zuckerberg, Jane Goodall, Eckhart Tolle, David Byrne, Peter Gabriel, Laurie Anderson, Alfred Hitchcock, Marlene Dietrich, Stanley Kubrick, Jodie Foster, "The Far Side" Gary Larson, Bobby Fischer, "Wikileaks" Julian Assange.

Type 6 – The Loyalist / Sceptic



"I think there are few things more patriotic than taking the time to make your country a better place." – Michael Moore

The Loyalist or Sceptic is the committed but security-conscious type. How are these characteristics related? They're not. But one is the result of the other. Sixes can be very loyal to friends and family, once they're certain that they can be trusted. At the core of Six, there is an inner sense of threat and danger, making them suspicious and sceptical. They're ready to think the worst. They doubt most things and require proof that their suspicions are baseless before they feel reassured enough to let down their guard. They can't be too careful. They feel that they need to be watchful in order to protect themselves and those they are loyal to. Due to these anxieties, Type Six has developed a keen sense for danger. They are analytical and protective. Their challenge is to not fall into paranoia and excessive questioning, which can lead to procrastination and under achieving.

Examples: Krishnamurti, Johannes Brahms, Mark Twain, Sigmund Freud, J. Edgar Hoover, Richard Nixon, Robert F. Kennedy, Malcolm X, George H.W. Bush, Diana, Princess of Wales, Prince Harry, John Grisham, Mike Tyson, Bruce Springsteen, U2's Bono, Melissa Etheridge, Oliver Stone, Michael Moore, Spike Lee, Marilyn Monroe, Robert De Niro, Dustin Hoffman, Mark Wahlberg, Woody Allen, Diane Keaton, Mel Gibson, Tom Hanks, Meg Ryan, Julia Roberts, Jennifer Aniston, Ellen Page, Paul Rudd, David Letterman, Jay Leno, Andy Rooney, Alex Jones (Infowars), Chris Rock, Lewis Black, Larry David, Seinfeld's "George Costanza," Lord of the Rings' "Frodo Baggins"

Type 7 – The Enthusiast / Adventurer



"There is no greater thing you can do with your life and your work than follow your passions – in a way that serves the world and you...As soon as something stops being fun, I think it's time to move on. Life is too short to be unhappy. Waking up stressed and miserable is not a good way to live." – Richard Branson

The Enthusiast or Adventurer is the spontaneous, fun-loving type. They love engaging in enjoyable pursuits and are often in an upbeat mood. They seek pleasure and avoid negative things at all cost. Of all personality types, Sevens are the least stressed. They are optimistic and seldom let life's challenges get them down. They'll just find something fun to do and look for the silver lining. Sevens jump from one idea to another, often leaving a task or project incomplete before their attention is captured by something else. They find it challenging to commit to one thing. In relationships, this can be a problem. Sevens tend to be promiscuous, feeling confined when stuck in a monogamous relationship. They prefer to be free, receive constant stimulation, and keep moving forward. Settling down may be the farthest thing from the mind of a Seven.

Examples: The 14th Dalai Lama, Galileo Galilei, Mozart, Thomas Jefferson, Benjamin Franklin, Amelia Earhart, Richard Feynman, Noel Coward, John F. Kennedy, Joe Biden, Sarah Palin, Silvio Berlusconi, Richard Branson, Leonard Bernstein, Chuck Berry, Elton John, Mick Jagger, Fergie, Britney Spears, Katy Perry, Russell Brand, Steven Spielberg, Fred Astaire, Cary Grant, Joan Rivers, Bette Midler, Goldie Hawn, George Clooney, Brad Pitt, Robin Williams, Jim Carrey, Bruce Willis, James Franco, Leonardo DiCaprio, Charlie Sheen, Larry King, Howard Stern, Simon Cowell.

Type 8 - The Challenger / Warrior



"Never give in. Never give in. Never, never, never, never—in nothing, great or small, large or petty—never give in, except to convictions of honour and good sense. Never yield to force. Never yield to the apparently overwhelming might of the enemy." – Winston Churchill

The Challenger or Warrior is the strong and dominating type. They are natural leaders, self-confident and assertive. This Alpha-type personality depends on no one, and never shows signs of vulnerability. They use their strength to protect those who are close to them and will not hesitate to take charge of any situation. These characteristics stem from Eight's fear of being controlled. They intend to be masters of their own fate, and prefer to control people and circumstances, instead of the other way around. They are honest and straightforward to the point of bluntness. Those who don't understand Eight, might take offense, even though the intention was not to offend. They are also more confrontative than the other types and show their anger more easily, becoming destructive. (eg. Churchill didn't need to bomb Dresden so devastatingly at a late stage in the war). Eights are often misunderstood because of their explosive and intense nature. At the core of Eight is a need to protect and fight injustice. A knight in shining armour.

Examples: G.I. Gurdjieff, Richard Wagner, Franklin D. Roosevelt, Winston Churchill, Oskar Schindler, Fidel Castro, Martin Luther King, Jr., Lyndon Johnson, Mikhail Gorbachev, Indira Gandhi, Saddam Hussein, Senator John McCain, Donald Trump, Pablo Picasso, Ernest Hemingway, Serena Williams, Aretha Franklin, Keith Richards, Queen Latifah, Chrissie Hyde, John Wayne, Frank Sinatra, Humphrey Bogart, Lauren Bacall, Bette Davis, Mae West, Sean Connery, Paul Newman, Clint Eastwood, Tommy Lee Jones, Jack Nicholson, Russell Crowe, Alec Baldwin, Barbara Walters, "Tony Soprano"

Type 9 – The Peacemaker



"Life is one grand, sweet song, so start the music." – Ronald Reagan

The Peacemaker is the complacent and agreeable type. Confrontations and arguments are situations they avoid like the plague. Nines love to connect with people and nature, but only in an atmosphere of peace and harmony. They are non-judgmental, and people enjoy their warm and supportive company. You can usually see them mediating or acting as a referee, diffusing a possibly stressful situation. Their tendency to avoid internal and external conflicts cause them to withdraw from life sometimes. They can also be out of touch with their own emotions, such as feeling and expressing their anger the right way. Many Nines are introverts, preferring the peace in solitude. There are Nines who live active, social lives, but they don't get too involved. If anything threatens their peace of mind, they will not hesitate to remove themselves from the situation and insulate themselves, if they can't diffuse it. Since they are not self-assertive, they are prone to inaction and can be indecisive.

Examples: Jesus of Nazareth, Queen Elizabeth II, Princess Grace of Monaco, Claude Monet, Norman Rockwell, Abraham Lincoln, Dwight D. Eisenhower, Gerald Ford, Ronald Reagan, George W. Bush, John F. Kennedy, Jr., General Colin Powell, Walter Cronkite, Carl Jung, Carl Rogers, Joseph Campbell, Walt Disney, Gloria Steinem, Tony Bennett, Ringo Starr, Carlos Santana, James Taylor, Janet Jackson, Jack Johnson, George Lucas, Gary Cooper, Jimmy Stewart, Audrey Hepburn, Sophia Loren, Kevin Costner, Jeff Bridges, Morgan Freeman, John Goodman, Whoopie Goldberg, Woody Harrelson, Geena Davis, Jason Segel, "Homer and Marge Simpson"

Other Key Personality Traits

The Personality Types' Descriptions and the Motives behind each are given above. But we can all depict the virtuous and less virtuous traits of personalities other than our own, from time to time. The analysis is not an exact science. But there are key basic Virtues and Vices which best describe us as Enneagram Personality Types. These are based on personality, not philosophy, so they don't define you, nor your character; but will all form part of our forward analysis.

Diagram XI – “Enneagram Personality Type Virtues”

Virtues

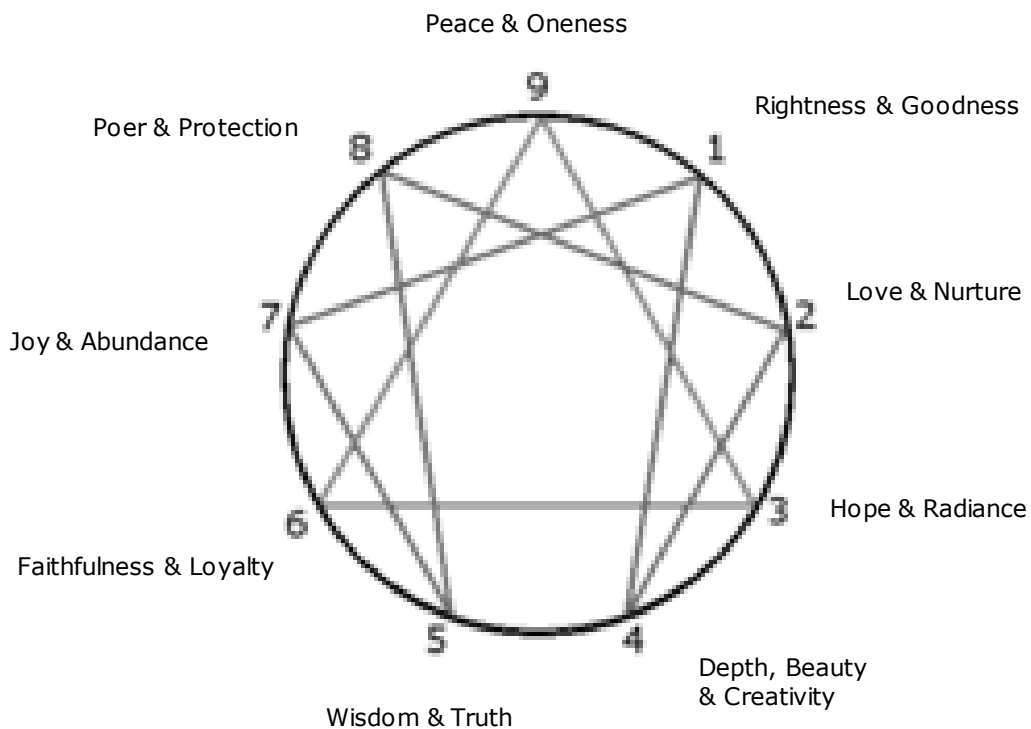
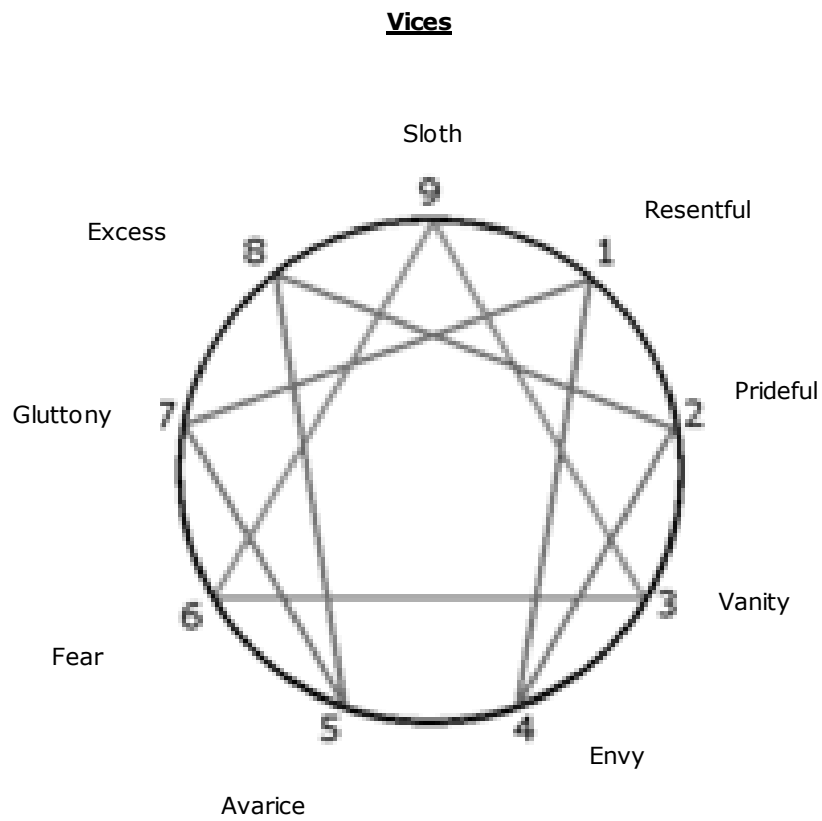


Diagram XII – “Enneagram Personality Type Vices”



Output VI- “Your Enneagram Personality Type”

My Personality Type is



PERSONALITY TYPE

THE REFORMER/
PERFECTIONIST

THE HELPER

THE ACHIEVER/MOTIVATOR

THE INDIVIDUALIST/ARTIST

THE
INVESTIGATOR/THINKER

THE LOYALIST

THE
ENTHUSIAST/GENERALIST

THE CHALLENGER/LEADER

THE PEACEMAKER

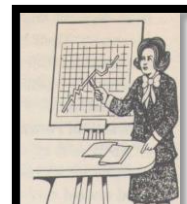


Image Credits: Don Richard Riso- Personality Types

Table VII- "Summary Characteristics of The Nine Enneagram Personality Types"

Type	Characteristic Role	Ego Fixation	Holy Idea	Basic Fear	Basic Desire	Temptation	Vice/ Passion	Virtue
1	Reformer/ Perfectionist	Resentment	Perfection	Corruptness/ Imbalance/ Being Bad	Goodness/ Integrity/ Balance	hypocrisy Hypercriticism	Anger	Serenity
2	Helper/ Giver	Flattery/ Ingratiation	Freedom/ Will	Being Unloved	To feel Loved	Deny own Needs/ Manipulation	Pride	Humility
3	Achiever/ Performer	Vanity	Hope/ Law	Worthlessness	To feel Valuable	Pushing Self to always be 'The Best'	Deceit	Truthfulness / Authenticity
4	Individualist/ Romantic	Melancholy/ Fantasizing	Origin	Having no Identity or Significance	To be Uniquely Themselves	To Overuse Imagination in Search of Self	Envy	Equanimity/ Emotional Balance
5	Investigator/ Observer	Stinginess/ Retention	Omniscience/ Transparency	Helplessness/ Incapacity/ Incompetence	Mastery/ Understanding	Replacing Direct Experience with Concepts	Avarice	Non-attachment
6	Loyalist/ Sceptic	Cowardice/ Worrying	Faith	Being without Support or Guidance	To have Support & Guidance	Indecision/ Doubt/ Seeking Reassurance	Fear	Courage
7	Enthusiast/ Adventurer	Planning/ Anticipation	Wisdom/ Plan	Being trapped in Pain and Deprivation	To be Satisfied & Content	Thinking Fulfilment is Somewhere else	Gluttony	Sobriety
8	Challenger/ Leader	Vengeance/ Objectification	Truth	Being Harmed/ Controlled/ Violated	Self- protection	Thinking they are Completely Self-sufficient	Lust/ Forcefulness	Innocence
9	Peacemaker Mediator	Indolence/ Daydreaming	Love	Loss/ Fragmentation / Separation	Wholeness/ Peace of Mind	Avoiding Conflicts/ Avoiding Self-assertion	Sloth/ Dis-engagement	Action

Source: Enneagram

Enneagram Wings

The Enneagram Institute website goes onto explain: "No one is a pure personality type: everyone is a unique mixture of his or her basic type and usually one of the two types adjacent to it on the circumference of the Enneagram. One of the two types adjacent to your basic type is called your Wing.

Your basic type dominates your overall personality, while the wing complements it and adds important, sometimes contradictory, elements to your total personality. Your wing is the "second side" of your personality, and it must be taken into consideration to better understand yourself or someone else. For example, if you are a personality type Nine, you will likely have either a One-wing or an Eight-wing, and your personality as a whole can best be understood by considering the traits of the Nine as they uniquely blend with the traits of either the One or the Eight.

It is, of course, necessary to identify your basic type before you can assess which wing you have. Besides indicating your basic type, the Riso-Hudson Enneagram Type Indicator may also indicate your wing with a high score. If not, you can read the profiles of your two wings and decide which most relates to you and note that how that Wing Type affects your overall profile (see below).

Brief Descriptions of the 18 Enneagram Types with Wings

Summary:

- Each Enneagram type has two adjacent wings
- One of the adjacent wings is more dominant than the other
- Your behavior and personality are influenced by wings
- There are 18 Enneagram descriptions with core type and wings

Description:

What does each Enneagram type look like, with wings? Find your personal description in a nutshell:

- **1w9:** "The Idealist"- Practical and meticulous perfectionists with a knack for catching inconsistencies in others' reasoning and judgment. Cooler, more relaxed, introverted, cerebral, impersonal, objective and detached.
- **1w2:** "The Advocate"- Socially aware activists and advocates who work tirelessly behind the scenes to uphold high safety standards for others. Warmer, more helpful, critical, fiery, vocal, sensitive, action-oriented and controlling.
- **2w1:** "The Servant"- Deeply empathetic and caring individuals who find fulfilment in others' happiness and well-being. More idealistic, reasonable, objective, self-critical, quietly serving and judgemental.
- **2w3:** "The Host/Hostess"- Outgoing and productive organizers who thrive on connecting people together and being part of a group. More self-assured, charming, a flatterer, ambitious, outgoing and competitive.
- **3w2:** "The Star"- Socially-savvy and popular go-getters who enjoy meeting new people and networking events. Warmer, more encouraging, sociable, popular, enjoy being centre of attention and seductive.
- **3w4:** "The Professional"- Driven and organized 'boss' always on the go with new business ideas and projects—who finds great joy in efficiency and rewards. More focused on work, success and introspection. They are more sensitive, artistic, imaginative and pretentious.
- **4w3:** "The Aristocrat" - Charismatic and individualistic artist with a sense of wonder about the underlying beauty in nature, as well as the spectrum of human emotions. More extroverted, competitive, upbeat, ambitious, emotionally volatile, concerned with image and flamboyant.
- **4w5:** "The Bohemian"- Intense and artistic creator on a mission to use self-expression to highlight the universality of the human condition. More introverted, intellectual, withdrawn, reserved, observant, eccentric, have intellectual depth and depressed.
- **5w4:** "The Iconoclast"- Idiosyncratic (and often autodidactic) lone ranger who deeply values autonomy and mastery in a subject.

More creative, humanistic, sensitive, empathetic, withdrawn and self-absorbed.

- **5w6:** “The Problem Solver”- Detached and curious researcher who gains energy from digging into fascinating topics, under the radar. They are more extroverted, loyal, anxious, sceptical, cautious, interested in the sciences.
- **6w5:** “The Defender”- Resourceful and dutiful team worker who highly values security and knowledge. More introverted, intellectual, cautious, focused, paranoid, anxious and standoffish.
- **6w7:** “The Buddy”- Optimistic and fun-loving explorers of life with a (somewhat contradictory) need for safety and comfort. More extroverted, materialistic, sociable, playful, funny, energetic, active and impulsive.
- **7w6:** “The Entertainer”- Happy-go-lucky and humorous experience junkie who is always on the search for new projects to undertake. More loyal, endearing, responsible, outgoing, relationship oriented, playful, child-like and anxious.
- **7w8:** “The Realist”- Creative and innovative entrepreneur who enjoys experimenting and creating with new mediums and ideas. More free, passionate, adventurous, strong, seek intensity, are leaders, quick-minded and creative.
- **8w7:** “The Maverick”- Headstrong and confident self-starter who works hard and plays hard—paired with a fearless attitude. More extroverted, enterprising, energetic, quick materialistic, interested in power and egocentric.
- **8w9:** “The Bear”- Servant leader who keeps others’ best interests in mind to preserve harmony and gently encourages them to take action. More mild-mannered, gentle, receptive, enjoy their comforts, people-oriented and quietly strong.
- **9w8:** “The Comfort Seeker”- Independent yet calm vagabond on a (rather quiet) mission to discover what makes society a kinder and more accepting place. More outgoing, assertive, anti-authoritarian, and may vacillate between being confrontational and conciliatory.
- **9w1:** “The Dreamer”- Collected and pragmatic saver who value both cooperation and justice, along with the feeling of being connected to others in their community. More introverted, orderly,

idealistic, critical, emotionally controlled, focused, cerebral and compliant.

Sometimes when we seek to accelerate our Personality Development, identification of our 'Wing' Personality can help us nudge us out of our situation to an improved position. As you reflect on your Wing, try to pay particular attention to whether it conflicts with your Basic Personality Type or complements it. For example if you are a natural Type Two but lack the 'Achiever/ Ambition' and natural appeal of a Type 3; then being a 2w3 "The Host" may improve your drive to help yourself rather than just others, a fault of Type 2's.

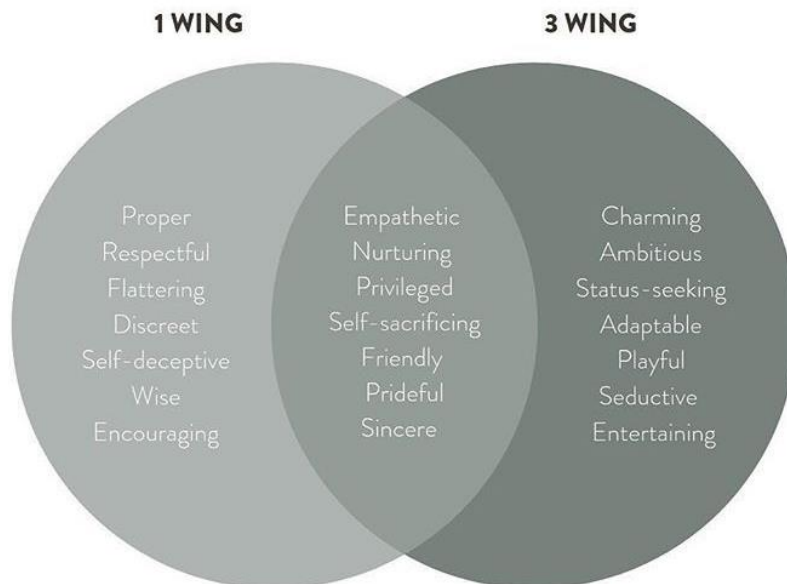
Table VIII- "Enneagram Personality Wings"

1w9:	"The Idealist"
1w2:	"The Advocate"
2w1:	"The Servant"
2w3:	"The Host"
3w2:	"The Star"
3w4:	"The Professional"
4w5:	"The Bohemian"
5w4:	"The Iconoclast"
5w6:	"The Problem Solver"
6w5:	"The Defender"
6w7:	"The Buddy"

7w6:	"The Entertainer"
7w8:	"The Realist"
8w7:	"The Maverick"
8w9:	"The Bear"
9w8:	"The Comfort Seeker"
9w1:	"The Dreamer"

Source: Enneagram

By way of example my own Wing is 2w3: "The Host"



Output VII- "Your Enneagram Personality Wing Type"

My Wing Type is

List Your own Home Truths

Whether you are a Reformer- striving to be objective; a Helper being altruistic; an Achiever being hopeful; an Individualist being creative; an Investigator being wise; a Loyalist being faithful; an Enthusiast being joyous; a Challenger being decisive; or a Peacemaker being as patient as he/she can be – we can't all be perfect. The healthiest characteristics of our personalities will only become properly understood by ourselves as we work on our self-discovery and proactive personality management. The more aware we are and the more we avail ourselves of presence, the more essence supports the healthy manifestations of our personalities. Supporting the healthy manifestations of our personalities is surely worthwhile. The Enneagram can guide us to spiritual dimensions by helping us move beyond personality to discover our true essential nature.

Personality, essence and spirituality are interwound in the psychology of the Enneagram and are explored further in section 24. They can shock the reader into a new level of awareness. Self-knowledge of one's personality, warts and all, is however only the start in self-transformation towards that which lies 'Beyond the Ego', which is a prerequisite for a spiritual journey.

With the benefits of the Results of the Enneagram Personality Test, completed in section 11, further in-depth analysis will be undertaken in this and the next two sections to develop and conclude with your 'Personality Matrix Analysis' in section 15.

Please, at this point, review the 'Healthy, Average and Unhealthy Traits' listed in your Enneagram Test Results, and consider how they impinge on 'What you already Know about Yourself' and produce a listing of some Self-Confessed 'Home Truths'; and we will use these to put your finger on your Key Problem and the Solution. They revolve around unresolved issues, habitual temptations or desires, or habitual fears, maybe truths you wouldn't wish to disclose to your closest friend or partner.

To derive this list we use the - "Summary Characteristics of Your Enneagram Personality Types" given in Table VII in the previous section 11 to help 'flush out' some personal gremlins- Home Truths. Assuming you relate well to the

'Characteristic Role' of your Enneagram Type, and you should do if you have been properly categorized from the Enneagram Test- What's your 'Ego Fixation', is it a problem in your Development; Are you eluding yourself with lofty 'Holy Ideas'; Is your Type's 'Basic Fear' dominating you and holding you back; Does your 'Basic Desire' define you and become an obsession or is it an ill-founded fatal flaw in your view; Are your instinctive 'Temptations' your Achilles heel; Does your primary Vice overwhelm you; Do you make the most of your Personality's finest Virtue?

Review each and record your innermost feelings. Talk to yourself, self-counsel yourself. Finally list these views as seven selected 'Home Truth's for future reference and log them in the Output Form VIII below. Don't pull punches.

Home Truths

(Author's Type Two Example)

Type	Characteristic role	Ego fixation	Holy idea	Basic fear	Basic desire	Temptation	Vice/Passion	Virtue
2	Helper, Giver	Flattery (Ingratiation)	Freedom, Will	Being unloved	To feel love	Deny own needs, manipulation	Pride	Humility

'Characteristic Role': Continue Developing your Golden Touch by all means, it always helps if it's genuine; Always Do unto Others as you would have Done unto Yourself. Make it your Destiny to Help Others.

'Ego Fixation': Don't seek flattery, you can't please all of the people all of the time.

'Holy Idea': Stop being a Victim. Don't Blame Others for your past Knocks and Bad Breaks, they are History; Don't seek new Leaders to Follow, look at it as your Psychological Emancipation- Lead Yourself. Do it Your Way. You alone are responsible for delivering your Goals; Don't let others Control your Life, not even 9 to 5. Be Independent.

'Basic Fear': Stop chasing the Past, particularly lost loves and lost fortunes. Stop Worrying, move Forward and Do Something now. Don't think you are Out of Time. You are Not. Don't be afraid to be more assertive and disagree with others, they will likely respect you more in the long-run. Don't be so pleasure pleasing and learn to say No sometimes. But abuse no-one on your route to success.

'Basic Desire': Focus on doing something that will Build Income and Generate Wealth for yourself and your family, rather than just Focusing on others. And be cruel to be kind if you have to. Focus on revenue generation not Cost Cutting, that's short-sighted.

'Temptation': Don't deny your own needs, put them first. You are not a 'Tree'- Make your Dreams happen. Put your Dreams into Action. Take Responsibility for Making it Happen. Don't play the victim or manipulate others to win sympathy or favours.

'Vice/Passion': You are rightfully proud of many things in your past, but no one is interested. Don't rely on your past nor others to praise you. Don't look for a Job, it's a last Resort. Do something that might create Jobs for Others. Be Positive but Practical. You won't get it all right, you'll make more mistakes along the way. If you fail to Prepare, be prepared to Fail, more than once; Accept that you won't achieve your Goals without protracted periods of temperance/ abstinence from alcoholic drink; Don't use alcohol as a prop.

'Virtue': It's nice to be humble but Never sell your ability short- to yourself. Place a High Value on Yourself, after all the Real People who know you best Do;

In Headline terms the above self-analysis led to logging some 'Home Truths'. They were condensed to the following:

In Headline terms the above self-analysis led to logging some 'Home Truths'. They were condensed to the following:

Type	Characteristic role	Ego fixation	Holy idea	Basic fear	Basic desire	Temptation	Vice/Passion	Virtue
		1	2	3	4	5	6	7

1. You need to stop calling attention to yourself and your own goodness. Stop relying on other people's positive view of you, especially people in your past- Move On
2. You have to take Control your Life, you cannot rely on others or future employment. Become Independent- Make it Happen
3. Worrying about money and relationships have caused you too much anxiety. They are psychological slaves. They won't go away unless you- Do Something About it
4. You've been wallowing in the past for too long. Focus needs to be on future revenue generation putting ideas into business practice. Focus on Cost Cutting won't solve the long-term problem- Launch your New Career (and put providing for your family first)
5. You've gotten too accustomed to playing the victim and manipulating others to gain sympathy, what's the point - Focus on the Positive
6. You are bright, able, funny and likeable until you get too drunk - Cut down your reliance on Alcohol (to boost your Confidence)
7. Stop putting yourself down even if it's in jest- Place a High Value on Yourself

Strongly allied to my selected Sacred Cows of - Hope; Faith; Tolerance and Love - these 'Home Truths' focus on future abstinence and reliance on Positive Action and not Day Dreaming.

Now use the following Table IX and Output Form VIII to log 7 Home Truths about your personality. Be truthful (you are not required to share them with anyone).

Table IX- "Selected Home Truths"

Type	Characteristic Role	Ego Fixation	Holy Idea	Basic Fear	Basic Desire	Temptation	Vice/ Passion	Virtue
1	Reformer/ Perfectionist	Resentment	Perfection	Corruptness/ Imbalance/ Being Bad	Goodness/ Integrity/ Balance	Hypocrisy Hypercriticism	Anger	Serenity
2	Helper/ Giver	Flattery/ Ingratiation	Freedom/ Will	Being Unloved	To feel Loved	Deny own Needs/ Manipulation	Pride	Humility
3	Achiever/ Performer	Vanity	Hope/ Law	Worthlessness	To feel Valuable	Pushing Self to always be 'The Best'	Deceit	Truthfulness/ Authenticity
4	Individualist/ Romantic	Melancholy/ Fantasizing	Origin	Having no Identity or Significance	To be Uniquely Themselves	To Overuse Imagination in Search of Self	Envy	Equanimity/ Emotional Balance
5	Investigator/ Observer	Stinginess/ Retention	Omniscience/ Transparency	Helplessness/ Incapacity/ Incompetence	Mastery/ Understanding	Replacing Direct Experience with Concepts	Avarice	Non-attachment
6	Loyalist/ Sceptic	Cowardice/ Worrying	Faith	Being without Support or Guidance	To have Support & Guidance	Indecision/ Doubt/ Seeking Reassurance	Fear	Courage
7	Enthusiast/ Adventurer	Planning/ Anticipation	Wisdom/ Plan	Being trapped in Pain and Deprivation	To be Satisfied & Content	Thinking Fulfillment is Somewhere else	Gluttony	Sobriety
8	Challenger/ Leader	Vengeance/ Objectification	Truth	Being Harmed/ Controlled/ Violated	Self- protection	Thinking they are Completely Self-sufficient	Lust/ Forcefulness	Innocence
9	Peacemaker Mediator	Indolence/ Daydreaming	Love	Loss/ Fragmentation/ Separation	Wholeness/ Peace of Mind	Avoiding Conflicts/ Avoiding Self-assertion	Sloth/ Dis-engagement	Action

List All Your Home Truths

Type	Characteristic role	Ego fixation	Holy idea	Basic fear	Basic desire	Temptation	Vice/Passion	Virtue
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1. *Based on my Personality Type, ...*

Output VIII – “Selected Home Truths”

(Select 7 Home Truths and indicated Basis)

HOME TRUTHS	BASED ON
	EGO FIXATION
	HOLY IDEA
	BASIC FEAR
	BASIC DESIRE
	TEMPTATION
	VICE/ PASSION
	VIRTUE

Identify Your Personality Saving Grace

We all have a 'Saving Grace' even the psychopaths among us. The concept of 'Saving Graces' were developed in Don Richard Riso's book –'Personality Types- Understanding the Enneagram'. We all seek the positive in the final analysis of our personalities. Whatever the challenges, we all have a 'Saving Grace'. They are tabled here, and quite simply, you can log the Output according to your identified Personality Type; because they are specific to your Personality Type not to you or your own subjective assessment – unlike your selection of Sacred Cows, Higher Purpose and Home Truths.

Saving Grace of Enneagram Personality Types

Type One- Despite how judgmental and perfectionistic average Ones can be, they may still be reasonable enough to prevent themselves from deteriorating into intolerance or self-righteous obsessions. Their healthy capacity for reason and moderation can be the means by which they return to a healthier state.

Type Two- Despite growing pride and self- importance, average Two's may still have enough genuine empathy for others to prevent them from deteriorating any further into outright manipulation or coercive behaviour. Their healthy capacity to identify with others can act as a catalyst to help them return to healthier attitudes and behaviour.

Type Three- Despite increasing narcissism and arrogance, the desire of average Threes to be accepted by others may prevent them from deteriorating any further into exploiting people or acting with hostility toward them. Their healthy desire to be accepted by others may guide them back to balanced, healthier behaviour.

Type Four- Despite their growing self-indulgence, their withdrawal from people, and the many bad habits they have gotten into, average Fours may still have enough self-awareness to know what they are doing to themselves. Their honesty with themselves may prevent them from deteriorating further.

Type Five- Despite their over-elaborate explanations and detached preoccupations, average Fives may realise that they have begun to introduce distortions into their thinking rather than coming closer to correct conclusions. The understanding of their own thought processes may prevent them from deteriorating further and getting out of touch with reality. Their healthy capacity for observation may help them reassess their ideas; their perceptiveness may help them return to a more balanced, healthier state.

Type Six- Despite increasing tensions and overcompensations, average Sixes may still want to build genuinely secure and cooperative relationships with others. Their healthy capacity for maintaining committed relationships may prevent them from deteriorating further or from doing something that would bring about rejection and potential abandonment.

Type Seven- Despite their increasing excesses, average Sevens may still have enough genuine enthusiasm for things that their very love of the material world will prevent them from deteriorating further into mere escapism or manic hyperactivity. Their healthy capacity to enjoy the world may act as a brake on their desire for mere stimulation, helping them to return to healthier levels of functioning.

Type Eight- Despite increasing confrontations and their ability to intimidate everyone, average Eights may realise that their own survival is increasingly threatened because of the very confrontations they are creating. Their desire to be self-reliant may act as a catalyst for returning to a healthier state by asserting themselves in a more balanced way, and only in really necessary matters. Furthermore, their desire for self-reliance may cause them to be concerned that others become similarly self-reliant and may lead them to help others achieve that end constructively.

Type Nine- Despite their growing unresponsiveness and fatalism, average Nines may still want to retain relationships with others so much that they learn to exert themselves and respond to people as they really are rather than deteriorate into serious negligence. Their healthy capacity to be receptive to people may allow them to truly put the needs of others first, even at the expense of sacrificing their own peace of mind in the short run.

The following Saving Grace Summaries are taken from Don Richard Riso's book *'The Practical Guide to Personality Types – Understanding the Enneagram'*.

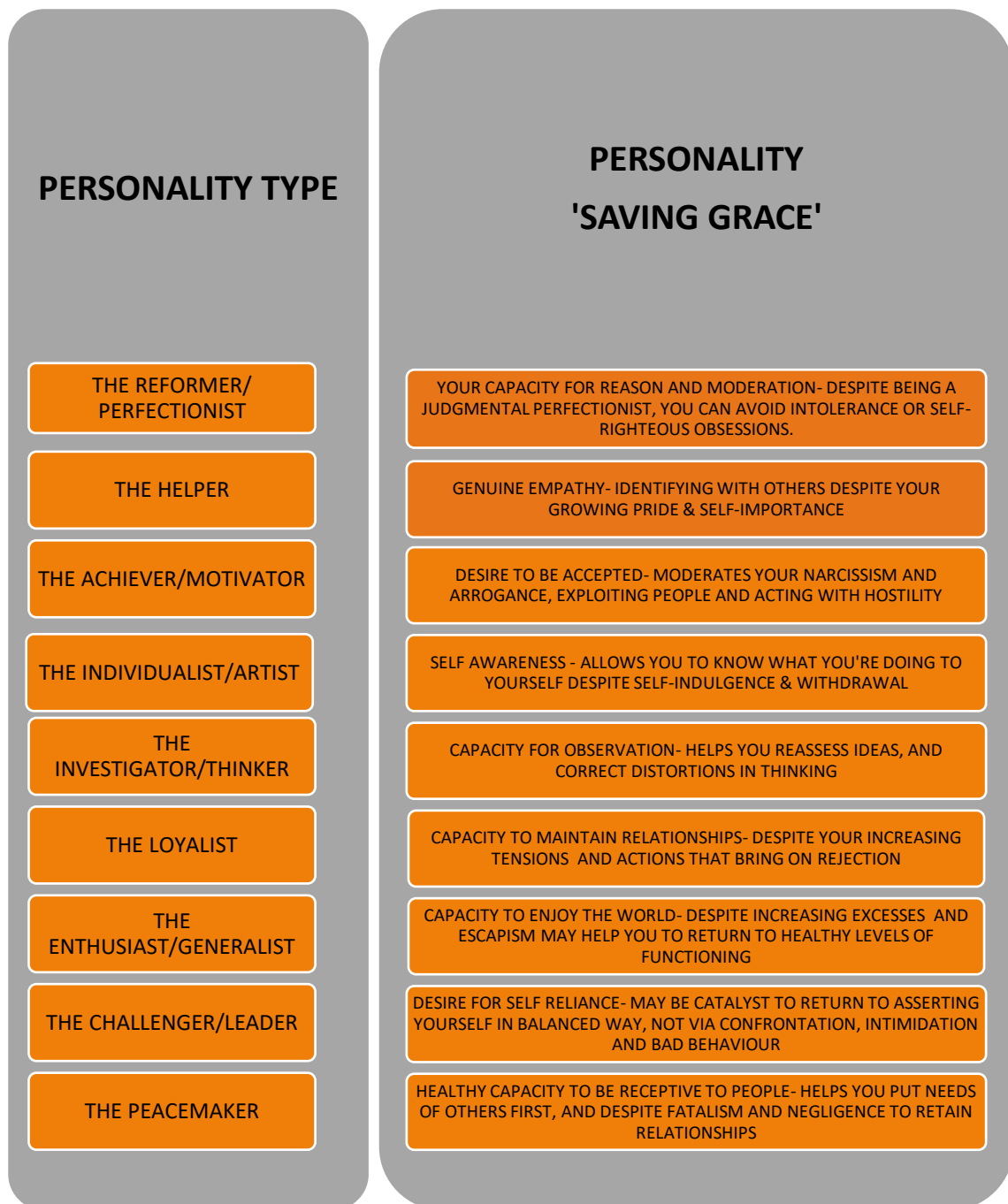
Table X- "Saving Grace Summaries"

Type One	Your capacity for reason and moderation- despite being a judgmental perfectionist- means you can avoid intolerance or self-righteous obsessions
Type Two	Your genuine empathy- identifying with others despite your growing pride & self-importance - prevents you from deteriorating into manipulation or coercive behaviour
Type Three	Your desire to be accepted- moderates your narcissism and arrogance, exploiting people and acting with hostility
Type Four	Your self-awareness - allows you to know what you're doing to yourself despite self-indulgence & withdrawal
Type Five	Your capacity for observation- helps you reassess ideas, and correct distortions in thinking and prevent you from deteriorating further and getting out of touch with reality.
Type Six	Your capacity to secure and maintain cooperative relationships with others - despite your increasing tensions and overcompensations that bring on rejection
Type Seven	Your capacity to enjoy the material world- despite increasing excesses and escapism or hyperactivity may help you to return to healthy levels of functioning
Type Eight	Your desire for self-reliance - may be catalyst to return to asserting yourself in a balanced way, not via confrontation, intimidation and bad behaviour which is threatening your own survival
Type Nine	Your healthy capacity to be receptive to people as they really are - helps you put needs of others first, despite your fatalism and serious negligence to retain relationships

Source: 'The Practical Guide to Personality Types- Understanding the Enneagram'- Don Richard Riso, 1991

Output IX - "Your Enneagram Type Saving Grace"

Type 'X'	<i>My Type Savings Grace is..</i>
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List Your Enneagram Personality Recommendations

The Enneagram Institute website explains what is meant by ‘The Levels of Development’. There is an internal structure within each personality type. That structure is the continuum of behaviours, attitudes, defences, and motivations formed by the nine Levels of Development which make up the personality type itself. The Levels are an important contribution not only to the Enneagram but to ego psychology — and the personality types of the Enneagram cannot be adequately explained without them. The Levels account for differences between people of the same type as well as how people change both for better or worse. Thus, such analysis will allow the reader to examine suggestions and solutions to problems or areas of improvement in his or her personality.

The Levels of Development provide a framework for seeing how all of the different traits that comprise each type fit into a large whole; they are a way of conceptualizing the underlying ‘skeletal’ structure of each type. Without the Levels, the types can seem to be an arbitrary collection of unrelated traits, with contradictory behaviours and attitudes often part of the picture. But by understanding the Levels for each type, the Enneagram shows how all of the traits are interrelated—and how healthy traits can deteriorate into average traits and possibly into unhealthy ones. As pioneering consciousness philosopher Ken Wilber noted, without the Levels, the Enneagram is reduced to a “horizontal” set of nine discrete categories. By including the Levels, however, a “vertical” dimension is added that not only reflects the complexity of human nature, but goes far in explaining many different, important elements within personality.

Further, with the Levels, a dynamic element is introduced that reflects the changing nature of the personality patterns themselves. People change constantly—sometimes they are clearer, more-free, grounded, and emotionally available, while at other times they are more anxious, resistant, reactive, emotionally volatile and less free. Understanding the Levels makes it clear that when people change states within their

personality, they are shifting within the spectrum of motivations, traits, and defences that make up their personality type. All are related.

To understand yourself accurately, it is necessary to perceive where you lie along the continuum of Levels of your type at a given time. You must assess whether you are currently in your healthy, average, or unhealthy range of functioning. This is important because, for example, two people of the same personality type and wing will differ significantly if one is healthy and the other unhealthy. (In relationships and in the business world, understanding this distinction is crucial.) It is also important to recognise in which direction you are travelling and direct your efforts accordingly.

The continuum is comprised of nine internal Levels of Development—briefly, there are three Levels in the healthy section, three Levels in the average section, and three Levels in the unhealthy section. On the continuum, the healthiest traits appear first, at the top, going down to the unhealthiest levels of deterioration of psychological breakdown at the bottom. The continuum for each of the personality types are:

The Continuum of the Levels of Development

Healthy

- Level 1: The Level of Liberation
- Level 2: The Level of Psychological Capacity
- Level 3: The Level of Social Value

Average

- Level 4: The Level of Imbalance/ Social Role
- Level 5: The Level of Interpersonal Control
- Level 6: The Level of Overcompensation

Unhealthy

- Level 7: The Level of Violation
- Level 8: The Level of Obsession and Compulsion
- Level 9: The Level of Pathological Destructiveness

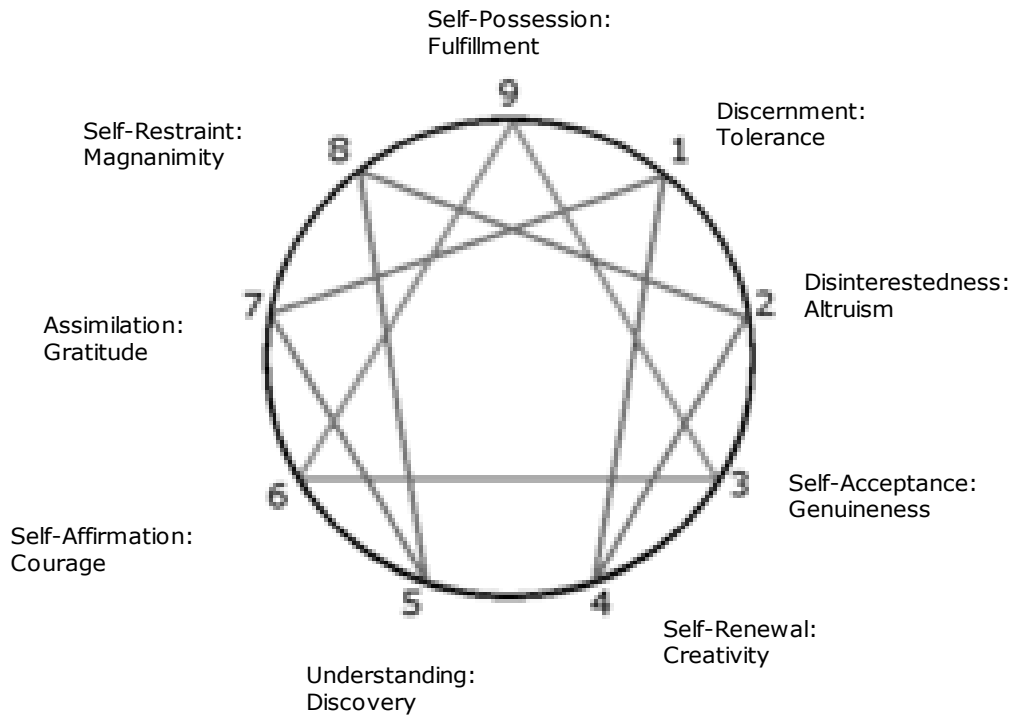
Characteristics of the Levels

It is important to understand that movement 'up' the Levels of Development is movement toward increasing psychological health and balance. The summary movements of Continuum are described for each Enneagram Type in the next sub-section, and diagrammatic form below.

Diagrams XIII – “Enneagram Types by Levels of Development

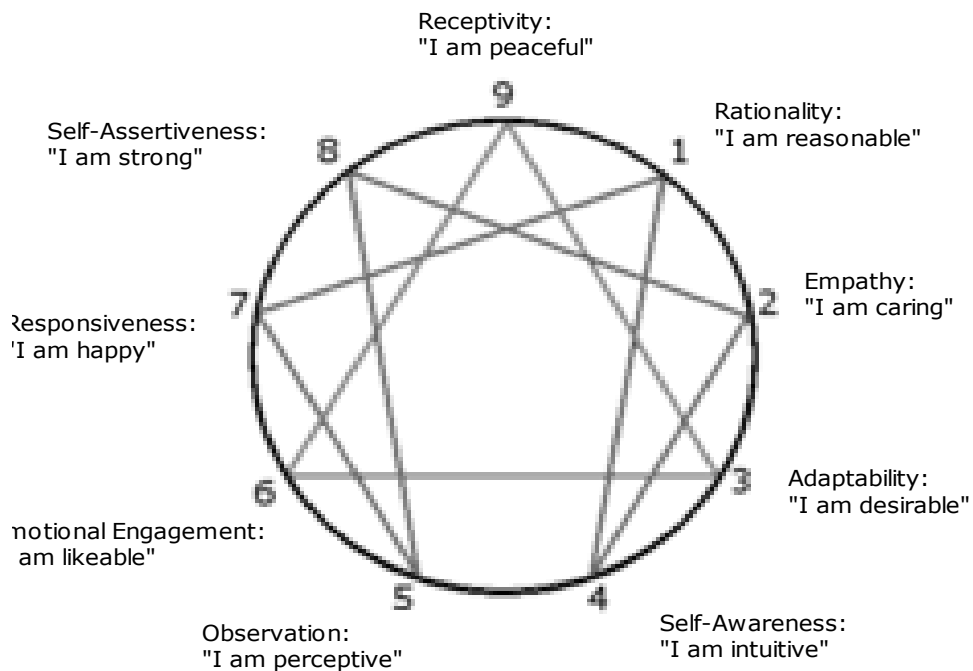
Level 1 - Characterized by Liberation and Self-Transcendence

Level 1 Development



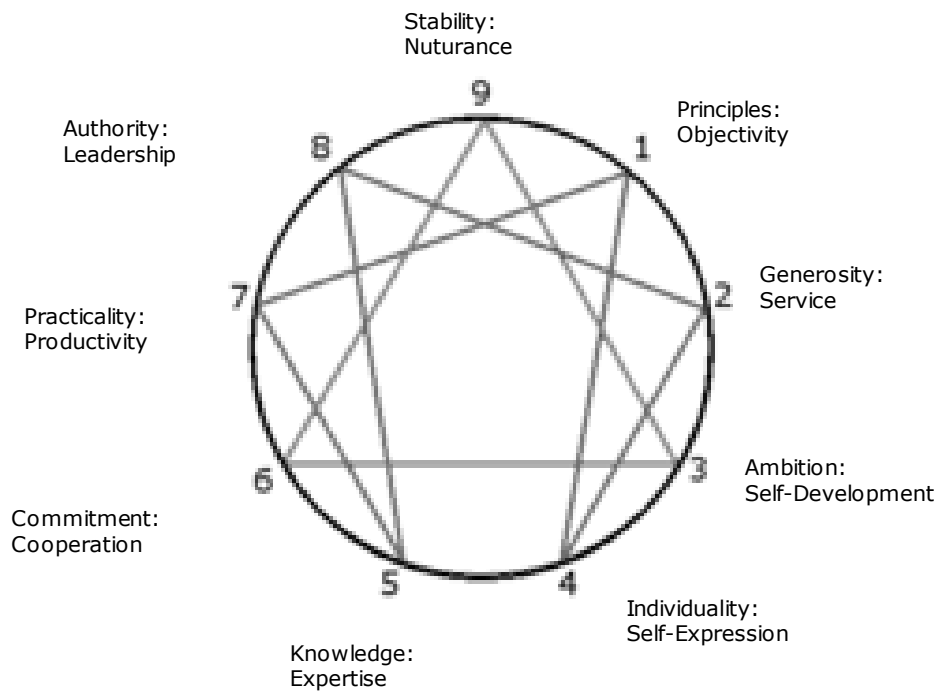
Level 2 - Characterized by Psychological Capacity and Sense of Self

Level 2 Development



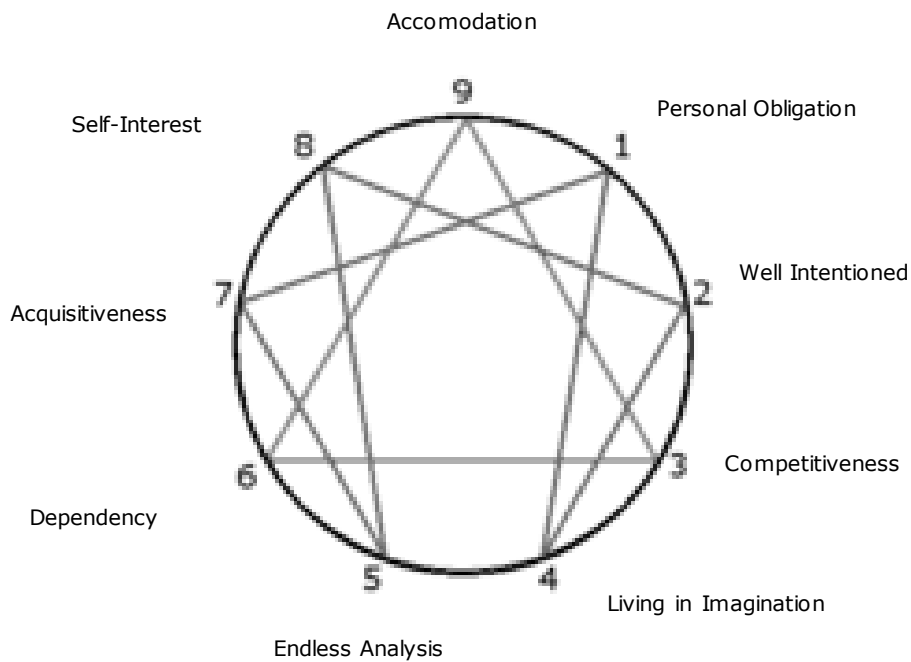
Level 3 - Characterized by Social Value and Contribution to Others

Level 3 Development



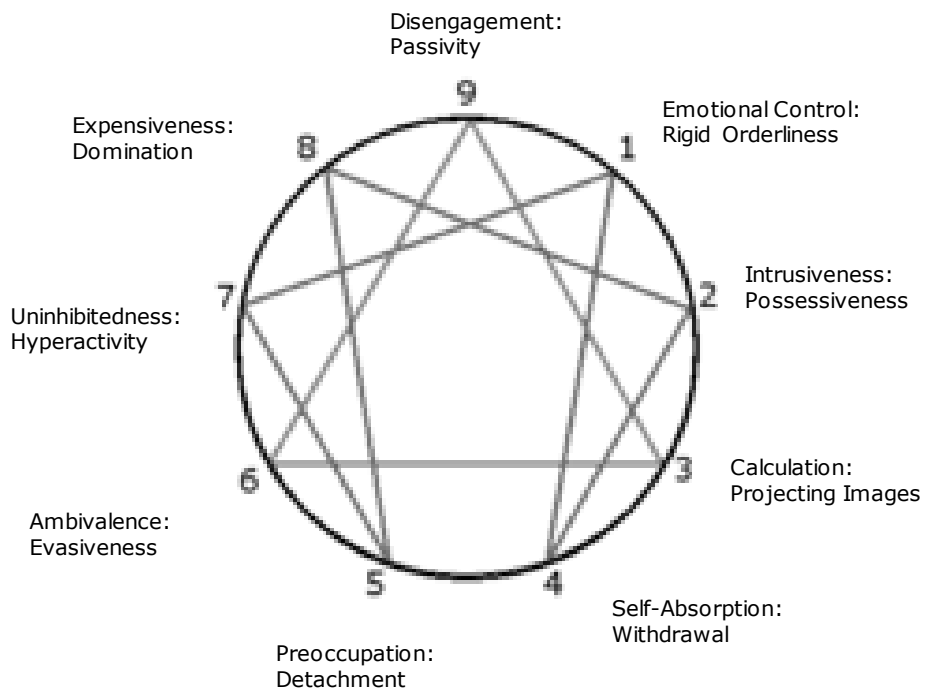
Level 4 - Characterized by the Begin of Imbalance

Level 4 Development



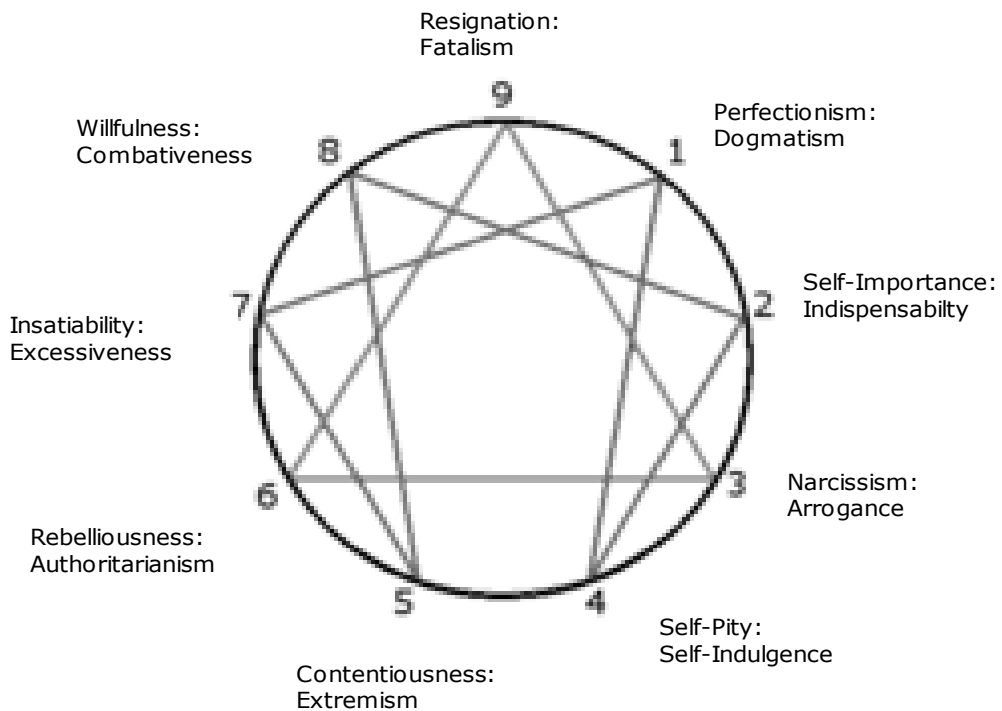
Level 5 - Characterized by Interpersonal Control

Level 5 Development



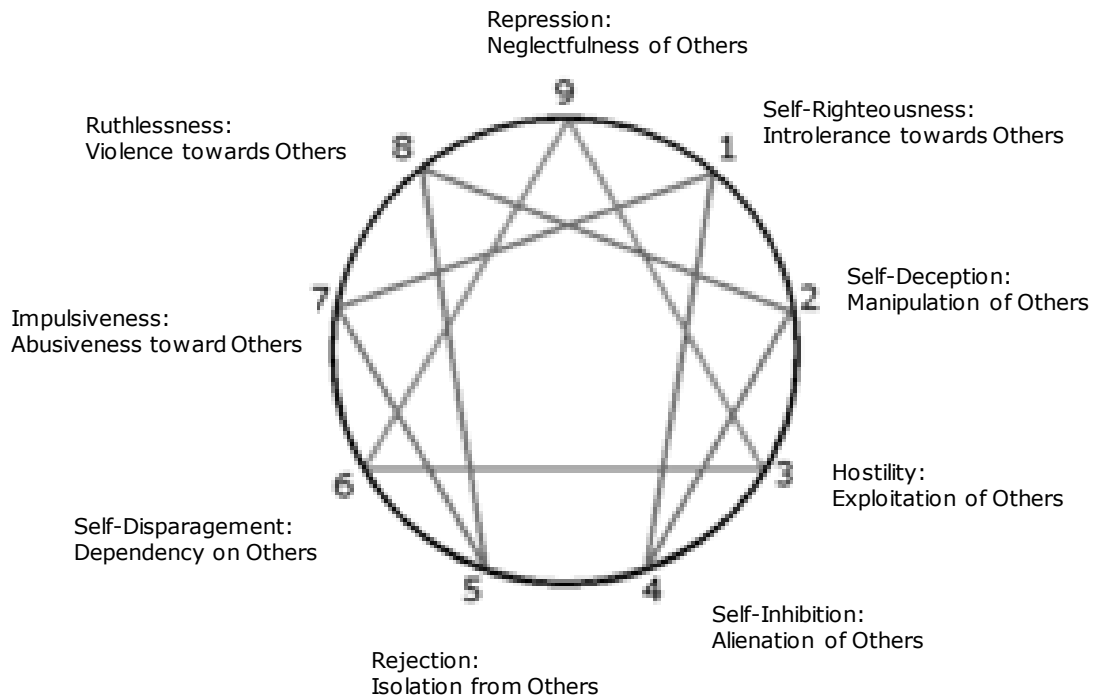
Level 6 - Characterized by Overcompensation & Offensive Behaviour

Level 6 Development



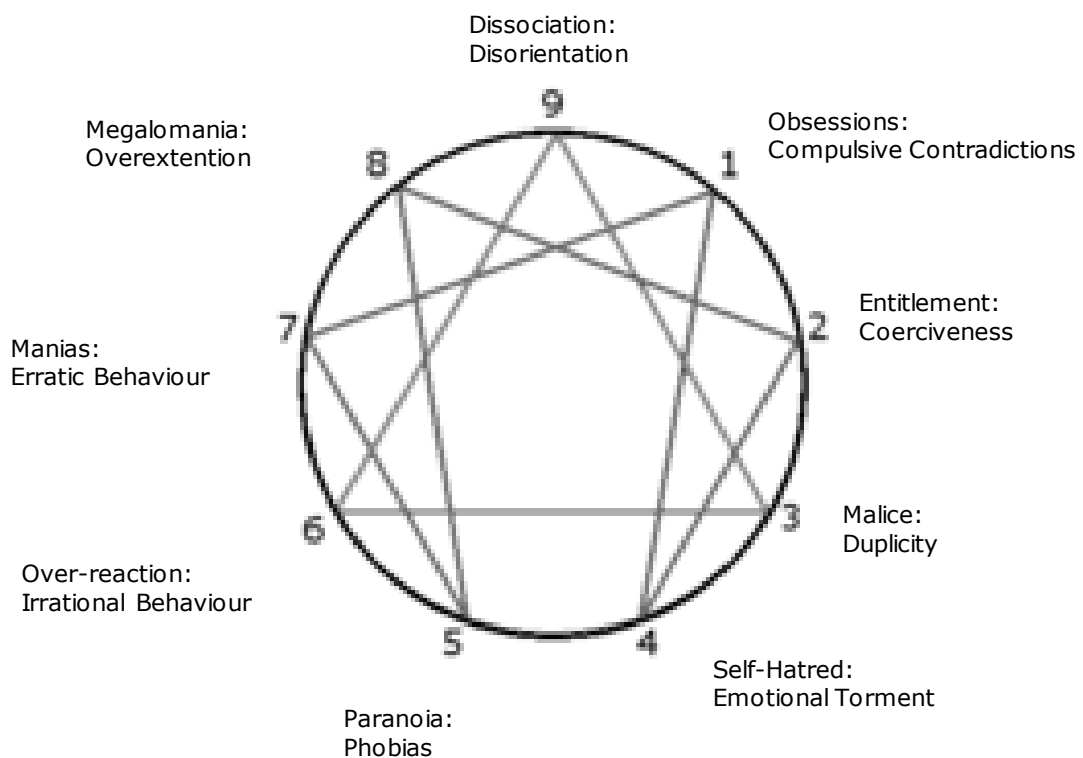
Level 7 - Characterized by Violation of Self and Others

Level 7 Development



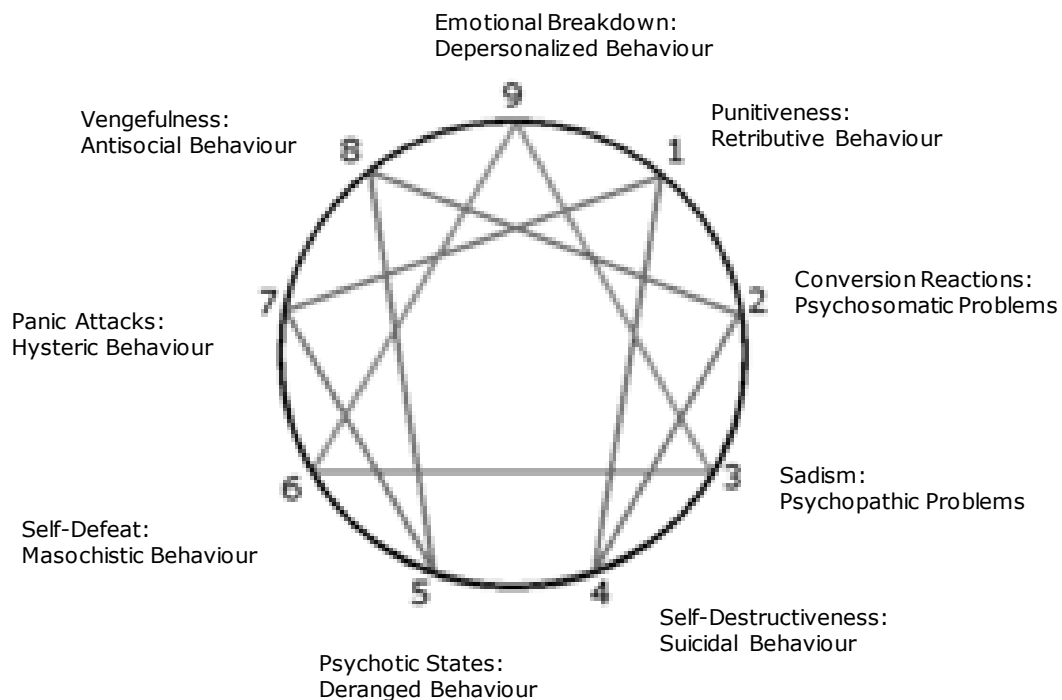
Level 8 - Characterized by Delusion & Compulsive Thinking & Behaviour

Level 8 Development



Level 9 is Characterized by Pathological Destructiveness

Level 9 Development



One of the most profound ways of understanding the Levels is as a measure of our capacity to be present. The more we move down the Levels, the more identified we are with our ego and its increasingly negative and restrictive patterns. Our personality becomes more defensive, reactive, and automatic—and we consequently have less and less real freedom and less real consciousness. As we move down the Levels, we become caught in more compulsive, destructive actions which are ultimately self-defeating. By contrast, the movement toward health, up the Levels, is simultaneous with being more present and awake in our minds, hearts, and bodies. The aim is to condition ourselves to move up the Levels, not down. If we find we too readily move down the Levels of Development we need to address what causes this and rectify it. Equally in our quest for self-discovery we should understand our prevalent state/level and make a conscious effort to rise to higher levels.

Directions of Integration (Growth) and Disintegration (Stress)

The nine personality types of the Enneagram are not static categories, they reflect our change over time. Further, the sequence of the types and the arrangement of the inner lines of the symbol are not arbitrary. The inner

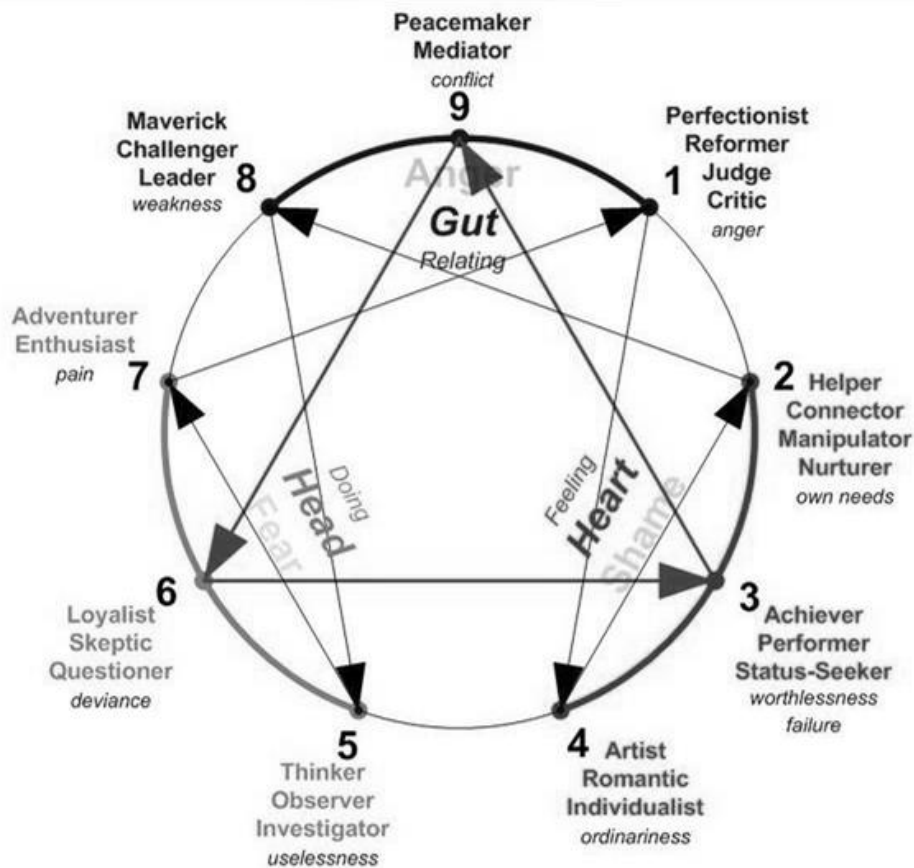
lines of the Enneagram connect the types in a sequence that denotes what each type will do under different conditions. There are two lines connected to each type, and they connect with two other types. One line connects with a type that represents how a person of the first type behaves when they are moving toward health and growth. This is called the Direction of Integration or Growth. The other line goes to another type that represents how the person is likely to act out if they are under increased stress and pressure—when they feel they are not in control of the situation. This second line is called the Direction of Stress or Disintegration. The aim is to condition ourselves to move in the direction of Growth and Integration. If we find we too readily to move toward Disintegration, we need to address what causes this, and rectify it. Avoidance of stress and concentrating on conditioning ourselves to depict the healthiest qualities of the Types we connect to, at times of Growth, will only improve us, and is a good example of Personality Management.

In fact, ultimately, the goal is for each of us to “move around” the Enneagram, integrating what each Type symbolizes and acquiring the healthy potentials of all the types. The ideal is to become a balanced, fully functioning person who can draw on the power of each as needed. Each of the types of the Enneagram symbolizes different important aspects of what we need to achieve this end. The Personality Type we begin life with is therefore less important ultimately than how well (or badly) we use our Type as the beginning point for our self-development and self-realization. This is the power that the Enneagram provides us to understand and develop our basic Personality Type to our ultimate betterment.

The following sub-section provides a Description of each Enneagram Type in terms of ‘Levels of Development’; ‘Movement of Continuum Summaries’ and ‘Personality Recommendations’. Once you have identified your Personality Type you can focus on your Description and Recommendations, but remember the idea is to understand all Types, recognise our friends, colleagues and family members in them, so we can understand them better, and aim to emulate the best in every Type ourselves also. These Descriptions and Recommendations are sourced from the official Enneagram Institute Website and the book ‘*The Practical Guide to Personality Types- Understanding the Enneagram*’ by Don Richard Riso.

I urge you to use the Enneagram Institute official Website rather than the plethora of other would-be ‘Copy-Cat’ Enneagram Analysts on the Web.

Diagrams X – Enneagram Personality Type Destiny Drivers –
(Revisited)



The Arrow shows the Personality Type’s Direction of Disintegration (when under stress); and in reverse (against the Arrow) shows the Direction of Integration (indicating growth)

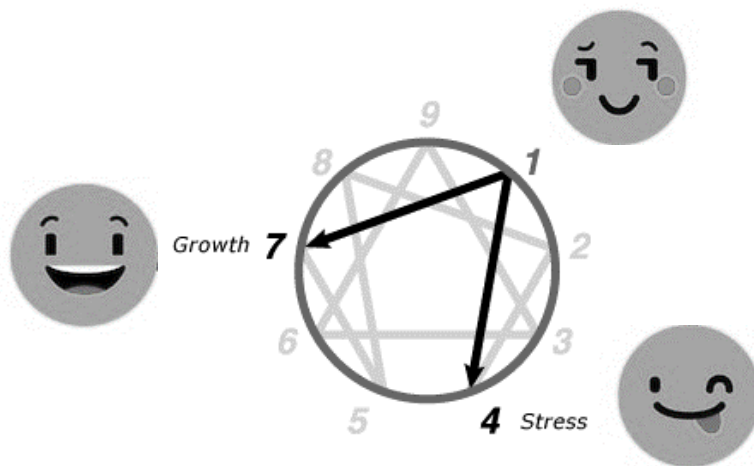
**Psychology of Levels of Development
 (Enneagram ‘Type Two’ Example)**

In Type Two the psychological processes show the Disinterested Altruist at level 1 deteriorates to the Effusive Friend at level 4 and then to the Self-Deceptive Manipulator at level 7 – disinterestedness deteriorates to flattery and then to manipulation. The Caring Person at level 2 deteriorates to the Possessive Intimate at level 5 and finally to the Coercive Dominator at level 8 – empathy deteriorates to possessiveness to coercion. The Nurturing Helper at level 3 becomes the Self-Important ‘Saint’ at level 6 and the Psychosomatic Victim at level 9 – generosity deteriorates to uninvited self-sacrifice to feeling victimized and taken advantage of by others.

Description of Enneagram Type- 'Levels of Development', 'Movement of Continuum Summaries' and 'Personality Recommendations'

1- THE REFORMER Enneagram Type One

The Rational, Idealistic Type:
Principled, Purposeful, Self-Controlled, and Perfectionistic



Type One—Levels of Development

Healthy Levels

Level 1 (At Their Best): Become extraordinarily wise and discerning. By accepting what is, they become transcendently realistic, knowing the best action to take in each moment. Humane, inspiring, and hopeful: the truth will be heard.

Level 2: Conscientious with strong personal convictions: they have an intense sense of right and wrong, personal religious and moral values. Wish to be rational, reasonable, self-disciplined, mature, moderate in all things.

Level 3: Extremely principled, always want to be fair, objective, and ethical: truth and justice primary values. Sense of responsibility, personal integrity, and of having a higher purpose often make them teachers and witnesses to the truth.

Average Levels

Level 4: Dissatisfied with reality, they become high-minded idealists, feeling that it is up to them to improve everything: crusaders, advocates, critics. Into "causes" and explaining to others how things "ought" to be.

Level 5: Afraid of making a mistake: everything must be consistent with their ideals. Become orderly and well-organized, but impersonal, puritanical, emotionally constricted, rigidly keeping their feelings and impulses in check. Often workaholics—"anal-compulsive," punctual, pedantic, and fastidious.

Level 6: Highly critical both of self and others: picky, judgmental, perfectionistic. Very opinionated about everything: correcting people and badgering them to "do the right thing"—as they see it. Impatient, never satisfied with anything unless it is done according to their prescriptions. Moralizing, scolding, abrasive, and indignantly angry.

Unhealthy Levels

Level 7: Can be highly dogmatic, self-righteous, intolerant, and inflexible. Begin dealing in absolutes: they alone know "The Truth." Everyone else is wrong: very severe in judgments, while rationalizing own actions.

Level 8: Become obsessive about imperfection and the wrongdoing of others, although they may fall into contradictory actions, hypocritically doing the opposite of what they preach.

Level 9: Become condemnatory toward others, punitive and cruel to rid themselves of wrongdoers. Severe depressions, nervous breakdowns, and suicide attempts are likely. Generally, corresponds to the Obsessive-Compulsive and Depressive personality disorders.

Movement of Continuum Summary

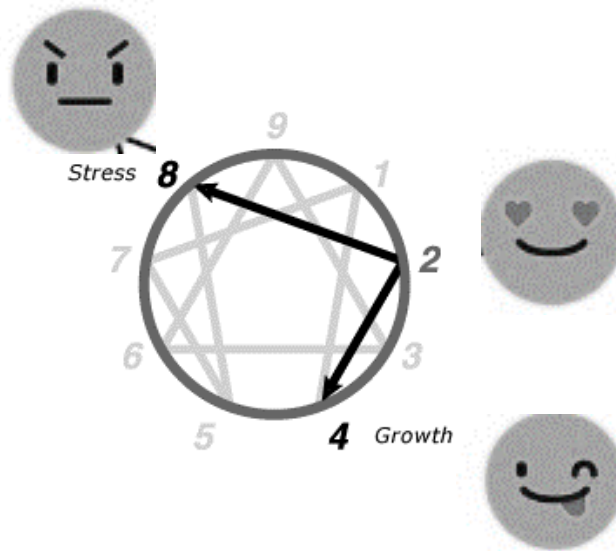
One's progressively deteriorate from healthy discerning tolerance, objective rationality, and principled objectivity to an average idealistic reformism, self-controlled orderliness, and judgemental perfectionism to an unhealthy self-righteous intolerance, obsessive compulsiveness, and sadistic punitiveness.

Personal Growth Recommendations for Enneagram Type Ones

- Learn to relax. Take some time for yourself, without feeling that everything is up to you or that what you do not accomplish will result in chaos and disaster. Mercifully, the salvation of the world does not depend on you alone, even though you may sometimes feel it does.
- You have a lot to teach others and are probably a good teacher, but do not expect others to change immediately. What is obvious to you may not be as obvious to them, especially if they are not used to being as self-disciplined and objective about themselves as you are about yourself. Many people may also want to do what is right and may agree with you in principle but for various reasons simply cannot change right away. The fact that others do not change immediately according to your prescriptions does not mean that they will not change sometime in the future. Your words and above all, your example may do more good than you realize, although they may take longer than you expect. So have patience.
- It is easy for you to work yourself up into a lather about the wrongdoings of others. And it may sometimes be true that they are wrong. But what is it to you? Your irritation with them will do nothing to help them see another way of being. Similarly, beware of your constant irritation with your own "shortcomings." Does your own harsh self-criticism really help you to improve? Or does it simply make you tense, nervous, and self-doubting? Learn to recognize the attacks of your superego and how they undermine rather than help you.
- It is important for you to get in touch with your feelings, particularly your unconscious impulses. You may find that you are uneasy with your emotions and your sexual and aggressive impulses—in short, with the messy human things that make us human. It might be beneficial to keep a journal or to get into some kind of group therapy or other group work both to develop your emotions and to see that others will not condemn you for having human needs and limitations.
- Your Achilles' heel is your self-righteous anger. You get angry easily and are offended by what seems to you to be the perverse refusal of others to do the right thing—as you have defined it. Try to step back and see that your anger alienates people so that they cannot hear many of the good things you have to say. Further, your own repressed anger may well be giving you an ulcer or high blood pressure and is a harbinger of worse things to come.

2 - THE HELPER Enneagram Type Two

The Caring, Interpersonal Type:
Generous, Demonstrative, People-Pleasing, and Possessive



Type Two—Levels of Development

Healthy Levels

Level 1 (At Their Best): Become deeply unselfish, humble, and altruistic: giving unconditional love to self and others. Feel it is a privilege to be in the lives of others.

Level 2: Empathetic, compassionate, feeling for others. Caring and concerned about their needs. Thoughtful, warm-hearted, forgiving and sincere.

Level 3: Encouraging and appreciative, able to see the good in others. Service is important but takes care of self too: they are nurturing, generous, and giving- a truly loving person.

Average Levels

Level 4: Want to be closer to others, so start "people pleasing," becoming overly friendly, emotionally demonstrative, and full of "good intentions" about everything. Give seductive attention: approval, "strokes," flattery. Love is their supreme value, and they talk about it constantly.

Level 5: Become overly intimate and intrusive: they need to be needed, so they hover, meddle, and control in the name of love. Want others to depend on them: give but expect a return: send double messages. Enveloping and possessive: the co-dependent, self-sacrificial person who cannot do enough for others—wearing themselves out for everyone, creating needs for themselves to fulfil.

Level 6: Increasingly self-important and self-satisfied, feel they are indispensable, although they overrate their efforts in others' behalf. Hypochondria, becoming a "martyr" for others. Overbearing, patronizing, presumptuous.

Unhealthy Levels

Level 7: Can be manipulative and self-serving, instilling guilt by telling others how much they owe them and make them suffer. Abuse food and medication to "stuff feelings" and get sympathy. Undermine people, making belittling, disparaging remarks. Extremely self-deceptive about their motives and how aggressive and/or selfish their behaviour is.

Level 8: Domineering and coercive: feel entitled to get anything they want from others: the repayment of old debts, money, sexual favours.

Level 9: Able to excuse and rationalize what they do since they feel abused and victimized by others and are bitterly resentful and angry. Somatization of their aggressions results in chronic health problems as they vindicate themselves by "falling apart" and burdening others. Generally, corresponds to the Histrionic Personality Disorder and Factitious Disorder.

Movement of Continuum Summary

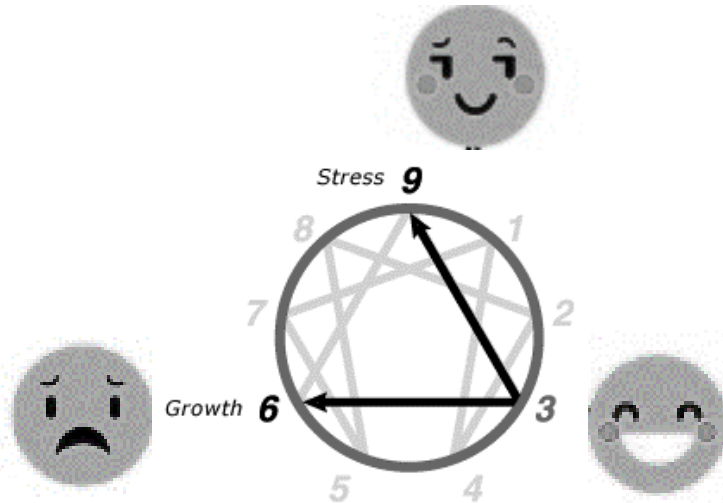
Two's progressively deteriorate from healthy disinterested altruism, compassionate concern for others, and generosity to average effusive friendliness, over-enveloping possessiveness, and self-sacrificial self-importance to unhealthy self-deceptive manipulation, coercive dominance of others, and finally vindicating themselves through psychosomatic suffering (brought on by their suppressed aggressions).

Personal Growth Recommendations for Enneagram Type Twos

- First and foremost, remember that if you are not addressing your own needs, it is highly unlikely that you will be able to meet anyone else's needs without problems, underlying resentments, and continual frustration. Further, you will be less able to respond to people in a balanced way if you have not gotten adequate rest and taken care of yourself properly. It is not selfish to make sure that you are okay before attending to others' needs—it is simply common sense.
- Try to become more conscious of your own motives when you decide to help someone. While doing good things for people is certainly an admirable trait, when you do so because you expect the other person to appreciate you or do something nice for you in return, you are setting yourself up for disappointments. Your type has a real danger of falling into unconscious co-dependent patterns with loved ones, and they almost never bring you what you really want.
- While there are many things you might want to do for people, it is often better to ask them what they really need first. You are gifted at accurately intuiting others' feelings and needs, but that does not necessarily mean that they want those needs remedied by you in the way you have in mind. Communicate your intentions and be willing to accept a "no thank you." Someone deciding that they do not want your particular offer of help does not mean that they dislike you or are rejecting you.
- Resist the temptation to call attention to yourself and your good works. After you have done something for others, do not remind them about it. Let it be: either they will remember your kindness themselves and thank you in their own way or they will not. Your calling attention to what you have done for them only puts people on the spot and makes them feel uneasy. It will not satisfy anyone or improve your relationships.
- Learn to recognize the affection and good wishes of others, even when these are not in terms that you are familiar with. Although others may not express their feelings in a way that you want, they may be letting you know in other ways how much they care about you. If you can recognize what others *are* giving you, you will rest more easily in the knowledge that you really are loved. Love is always available but only to the degree that we are present and therefore receptive to it.

3 - THE ACHIEVER Enneagram Type Three

The Success-Oriented, Pragmatic Type:
Adaptable, Excelling, Driven, and Image-Conscious



Type Three—Levels of Development

Healthy Levels

Level 1 (At Their Best): Self-accepting, inner-directed, and authentic, everything they seem to be. Modest and charitable, self-deprecatory humour and a fullness of heart emerge. Gentle and benevolent.

Level 2: Self-assured, energetic, and competent with high self-esteem: they believe in themselves and their own value. Adaptable, desirable, charming, and gracious.

Level 3: Ambitious to improve themselves, to be "the best they can be"—often become outstanding, a human ideal, embodying widely admired cultural qualities. Highly effective: others are motivated to be like them in some positive way.

Average Levels

Level 4: Highly concerned with their performance, doing their job well, constantly driving self to achieve goals as if self-worth depends on it. Terrified of failure. Compare self with others in search for status and success. Become careerists, social climbers, invested in exclusivity and being the "best."

Level 5: Become image-conscious, highly concerned with how they are perceived. Begin to package themselves according to the expectations of others and what they need to do to be successful. Pragmatic and efficient, but also premeditated, losing touch with their own feelings beneath a smooth facade. Problems with intimacy, credibility, and "phoniness" emerge.

Level 6: Want to impress others with their superiority: constantly promoting themselves, making themselves sound better than they really are. Narcissistic, with grandiose, inflated notions about themselves and their talents. Exhibitionistic and seductive, as if saying "Look at me!" Arrogance and contempt for others is a defence against feeling jealous of others and their success.

Unhealthy Levels

Level 7: Fearing failure and humiliation, they can be exploitative and opportunistic, covetous of the success of others, and willing to do "whatever it takes" to preserve the illusion of their superiority.

Level 8: Devious and deceptive so that their mistakes and wrongdoings will not be exposed. Untrustworthy, maliciously betraying or sabotaging people to triumph over them. Delusional in their jealousy of others.

Level 9: Become vindictive, attempting to ruin others' happiness. Relentless, obsessive about destroying whatever reminds them of their own shortcomings and failures. Psychopathic behaviour. Generally, corresponds to the Narcissistic Personality Disorder.

Movement of Continuum Summary

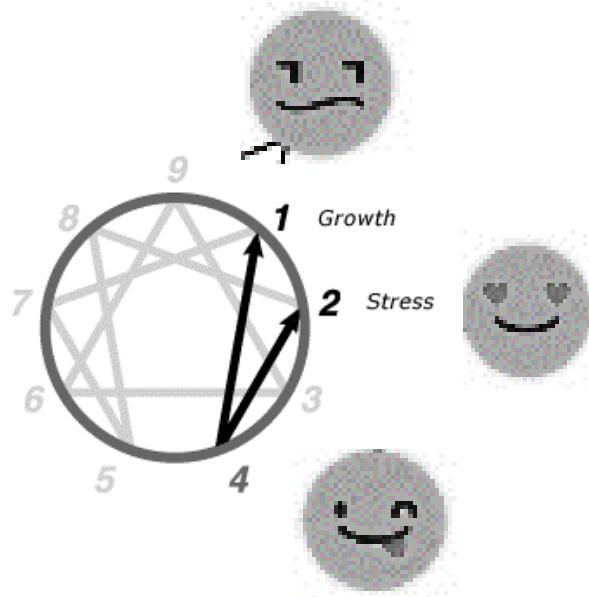
Three's progressively deteriorate from healthy self-accepting authenticity, adaptable self-assurance, and admirable forms of self-development to average competitive status seeking, calculating concern for their image, and self-aggrandizing narcissism to unhealthy exploitative opportunism, malicious deceptiveness, and finally sadistic psychopathic behaviour.

Personal Growth Recommendations for Enneagram Type Threes

- For our real development, it is essential to be truthful. Be honest with yourself and others about your genuine feelings and needs. Likewise, resist the temptation to impress others or inflate your importance. You will impress people more deeply by being authentic than by bragging about your successes or exaggerating your accomplishments.
- Develop charity and cooperation in your relationships. You can do this by taking time to pause in a busy day to really connect with someone you care about. Nothing spectacular is required—simply a few moments of quiet appreciation. When you do so, you will become a more loving person, a more faithful friend—and a much more desirable individual. You will feel better about yourself.
- Take breaks. You can drive yourself and others to exhaustion with your relentless pursuit of your goals. Ambition and self-development are good qualities but temper them with rest periods in which you reconnect more deeply with yourself. Sometimes taking three to five deep breaths is enough to recharge your battery and improve your outlook.
- Develop your social awareness. Many Threes have grown tremendously by getting involved in projects that had nothing to do with their own personal advancement. Working cooperatively with others toward goals that transcend personal interest is a powerful way of finding your true value and identity.
- In their desire to be accepted by others, some average Threes adapt so much to the expectations of others that they lose touch with what they are really feeling about the situation. Develop yourself by resisting doing what is acceptable just to be accepted. It is imperative that you invest time in discovering your own core values.

4 - THE INDIVIDUALIST Enneagram Type Four

The Sensitive, Introspective Type:
Expressive, Dramatic, Self-Absorbed, and Temperamental



Type Four—Levels of Development

Healthy Levels

Level 1 (At Their Best): Profoundly creative, expressing the personal and the universal, possibly in a work of art. Inspired, self-renewing and regenerating: able to transform all their experiences into something valuable: self-creative.

Level 2: Self-aware, introspective, on the "search for self," aware of feelings and inner impulses. Sensitive and intuitive both to self and others: gentle, tactful, compassionate.

Level 3: Highly personal, individualistic, "true to self." Self-revealing, emotionally honest, humane. Ironic view of self and life: can be serious and funny, vulnerable and emotionally strong.

Average Levels

Level 4: Take an artistic, romantic orientation to life, creating a beautiful, aesthetic environment to cultivate and prolong personal feelings. Heighten reality through fantasy, passionate feelings, and the imagination.

Level 5: To stay in touch with feelings, they interiorize everything, taking everything personally, but become self-absorbed and introverted, moody

and hypersensitive, shy and self-conscious, unable to be spontaneous or to "get out of themselves." Stay withdrawn to protect their self-image and to buy time to sort out feelings.

Level 6: Gradually think that they are different from others and feel that they are exempt from living as everyone else does. They become melancholy dreamers, disdainful, decadent, and sensual, living in a fantasy world. Self-pity and envy of others leads to self-indulgence, and to becoming increasingly impractical, unproductive, effete, and precious.

Unhealthy Levels

Level 7: When dreams fail, become self-inhibiting and angry at self, depressed and alienated from self and others, blocked and emotionally paralyzed. Ashamed of self, fatigued and unable to function.

Level 8: Tormented by delusional self-contempt, self-reproaches, self-hatred, and morbid thoughts: everything is a source of torment. Blaming others, they drive away anyone who tries to help them.

Level 9: Despairing, feel hopeless and become self-destructive, possibly abusing alcohol or drugs to escape. In the extreme: emotional breakdown or suicide is likely. Generally, corresponds to the Avoidant, Depressive, and narcissistic personality disorders.

Movement of Continuum Summary

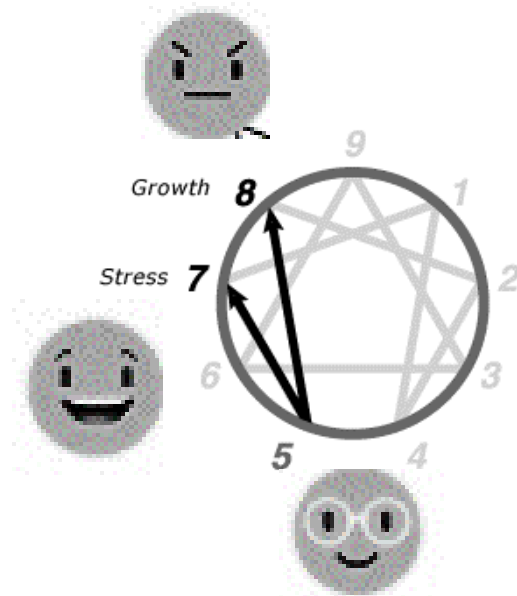
Four's progressively deteriorate from a healthy state of self-renewal and creativity, sensitive and intuitive both to self and others, and compassionate to average individuality and self-expression, becoming self-absorbed and introverted, and self-conscious to unhealthy self-pity, self-indulgence, self-inhibition and alienation from others and finally turning to self-hatred, emotional torment leading to self-destructiveness and suicidal behaviour.

Personal Growth Recommendations for Enneagram Type Fours

- Do not pay so much attention to your feelings; they are not a true source of support for you, as you probably already know. Remember this advice: "From our present perspective, we can also see that one of the most important mistakes Fours make is to equate themselves with their feelings. The fallacy is that to understand themselves they must understand their feelings, particularly their negative ones, before acting. Fours do not see that the self is not the same as its feelings or that the presence of negative feelings does not preclude the presence of good in themselves" (Personality Types, p. 172). Always remember that your feelings are telling you something about yourself as you are at this particular moment, not necessarily more than that.
- Avoid putting off things until you are "in the right mood." Commit yourself to productive, meaningful work that will contribute to your good and that of others, no matter how small the contribution may be. Working consistently in the real world will create a context in which you can discover yourself and your talents. (Actually, you are happiest when you are working—that is, activating your potentials and realizing yourself. You will not "find yourself" in a vacuum or while waiting for inspiration to strike, so connect—and stay connected—with the real world.
- Self-esteem and self-confidence will develop only from having positive experiences. Therefore, put yourself in the way of good. You may never feel that you are ready to take on a challenge of some sort, that you always need more time. (Fours typically never feel that they are sufficiently "together," but they must nevertheless have the courage to stop putting off their lives.) Even if you start small, commit yourself to doing something that will bring out the best in you.
- A wholesome self-discipline takes many forms, from sleeping regular hours to working regularly to exercising regularly, and has a cumulative, strengthening effect. Since it comes from yourself, a healthy self-discipline is not contrary to your freedom or individuality. On the other hand, sensuality, excessive sexual experiences, alcohol, drugs, sleep, or fantasizing have a debilitating effect on you, as you already know. Therefore, practice healthy self-discipline and stay with it.
- Avoid lengthy conversations in your imagination, particularly if they are negative, resentful, or even excessively romantic. These conversations are essentially unreal and at best only rehearsals for action—although, as you know, you almost never say or do what you imagine you will. Instead of spending time imagining your life and relationships, begin to live them

5 - THE INVESTIGATOR Enneagram Type Five

The Intense, Cerebral Type:
Perceptive, Innovative, Secretive, and Isolated



Type Five—Levels of Development

Healthy Levels

Level 1 (At Their Best): Become visionaries, broadly comprehending the world while penetrating it profoundly. Open-minded, take things in whole, in their true context. Make pioneering discoveries and find entirely new ways of doing and perceiving things.

Level 2: Observe everything with extraordinary perceptiveness and insight. Most mentally alert, curious, searching intelligence: nothing escapes their notice. Foresight and prediction. Able to concentrate, become engrossed in what has caught their attention.

Level 3: Attain skilful mastery of whatever interests them. Excited by knowledge: often become expert in some field. Innovative and inventive, producing extremely valuable, original works. Highly independent, idiosyncratic, and whimsical.

Average Levels

Level 4: Begin conceptualizing and fine-tuning everything before acting—working things out in their minds: model building, preparing, practicing,

and gathering more resources. Studious, acquiring technique. Become specialized, and often "intellectual," often challenging accepted ways of doing things.

Level 5: Increasingly detached as they become involved with complicated ideas or imaginary worlds. Become preoccupied with their visions and interpretations rather than reality. Are fascinated by off-beat, esoteric subjects, even those involving dark and disturbing elements. Detached from the practical world, a "disembodied mind," although high-strung and intense.

Level 6: Begin to take an antagonistic stance toward anything which would interfere with their inner world and personal vision. Become provocative and abrasive, with intentionally extreme and radical views. Cynical and argumentative.

Unhealthy Levels

Level 7: Become reclusive and isolated from reality, eccentric and nihilistic. Highly unstable and fearful of aggressions: they reject and repulse others and all social attachments.

Level 8: Get obsessed yet frightened by their threatening ideas, becoming horrified, delirious, and prey to gross distortions and phobias.

Level 9: Seeking oblivion, they may commit suicide or have a psychotic break with reality. Deranged, explosively self-destructive, with schizophrenic overtones. Generally, corresponds to the Schizoid Avoidant and Schizotypal personality disorders.

Movement of Continuum Summary

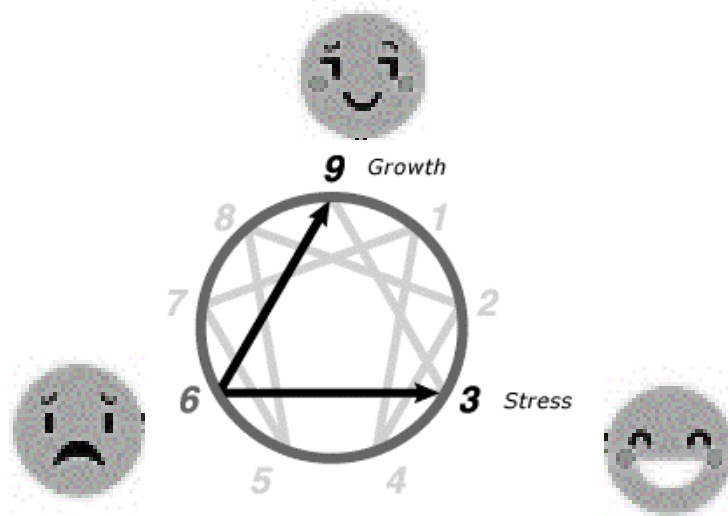
Five's progressively deteriorate from healthy comprehensive understanding, insightful observation, and knowledgeable expertise to average analytical dissection, detached speculation, and reductionistic interpretations to unhealthy antagonistic rejection of reality, paranoid distortion, and deranged behaviour.

Personal Growth Recommendations for Enneagram Type Fives

- Learn to notice when your thinking and speculating takes you out of the immediacy of your experience. Your mental capacities can be an extraordinary gift, but only can also be a trap when you use them to retreat from contact with yourself and others. Stay connected with your physicality.
- You tend to be extremely intense and so high-strung that you find it difficult to relax and unwind. Make an effort to learn to calm down in a healthy way, without drugs or alcohol. Exercising or using biofeedback techniques will help channel some of your tremendous nervous energy. Meditation, jogging, yoga, and dancing are especially helpful for your type.
- You see many possibilities but often do not know how to choose among them or judge which is more or less important. When you are caught in your fixation, a sense of perspective can be missing, and with it the ability to make accurate assessments. At such time, it can be helpful to get the advice of someone whose judgment you trust while you are gaining perspective on your situation. Doing this can also help you trust someone else, a difficulty for your type.
- Notice when you are getting intensely involved in projects that do not necessarily support your self-esteem, confidence, or life situation. It is possible to follow many different fascinating subjects, games, and pastimes, but they can become huge distractions from what you know you really need to do. Decisive action will bring more confidence than learning more facts or acquiring more unrelated skills.
- Fives tend to find it difficult to trust people, to open up to them emotionally, or to make themselves accessible in various ways. Their awareness of potential problems in relationships may tend to create a self-fulfilling prophecy. It is important to remember that having conflicts with others is not unusual and that the healthy thing is to work them out rather than reject attachments with people by withdrawing into isolation. Having one or two intimate friends whom you trust enough to have conflicts with will enrich your life greatly.

6 - THE LOYALIST Enneagram Type Six

The Committed, Security-Oriented Type:
Engaging, Responsible, Anxious, and Suspicious



Type Six—Levels of Development

Healthy Levels

Level 1 (At Their Best): Become self-affirming, trusting of self and others, independent yet symbiotically interdependent and cooperative as an equal. Belief in self leads to true courage, positive thinking, leadership, and rich self-expression.

Level 2: Able to elicit strong emotional responses from others: very appealing, endearing, lovable, affectionate. Trust important: bonding with others, forming permanent relationships and alliances.

Level 3: Dedicated to individuals and movements in which they deeply believe. Community builders: responsible, reliable, trustworthy. Hard-working and persevering, sacrificing for others, they create stability and security in their world, bringing a cooperative spirit.

Average Levels

Level 4: Start investing their time and energy into whatever they believe will be safe and stable. Organizing and structuring, they look to alliances and authorities for security and continuity. Constantly vigilant, anticipating problems.

Level 5: To resist having more demands made on them, they react against others passive-aggressively. Become evasive, indecisive, cautious, procrastinating, and ambivalent. Are highly reactive, anxious, and negative, giving contradictory, "mixed signals." Internal confusion makes them react unpredictably.

Level 6: To compensate for insecurities, they become sarcastic and belligerent, blaming others for their problems, taking a tough stance toward "outsiders." Highly reactive and defensive, dividing people into friends and enemies, while looking for threats to their own security. Authoritarian while fearful of authority, highly suspicious, yet, conspiratorial, and fear-instilling to silence their own fears.

Unhealthy Levels

Level 7: Fearing that they have ruined their security, they become panicky, volatile, and self-disparaging with acute inferiority feelings. Seeing themselves as defenceless, they seek out a stronger authority or belief to resolve all problems. Highly divisive, disparaging and berating others

Level 8: Feeling persecuted, that others are "out to get them," they lash-out and act irrationally, bringing about what they fear. Fanaticism, violence.

Level 9: Hysterical, and seeking to escape punishment, they become self-destructive and suicidal. Alcoholism, drug overdoses, "skid row," self-abasing behaviour. Generally, corresponds to the Passive-Aggressive and Paranoid personality disorders.

Movement of Continuum Summary

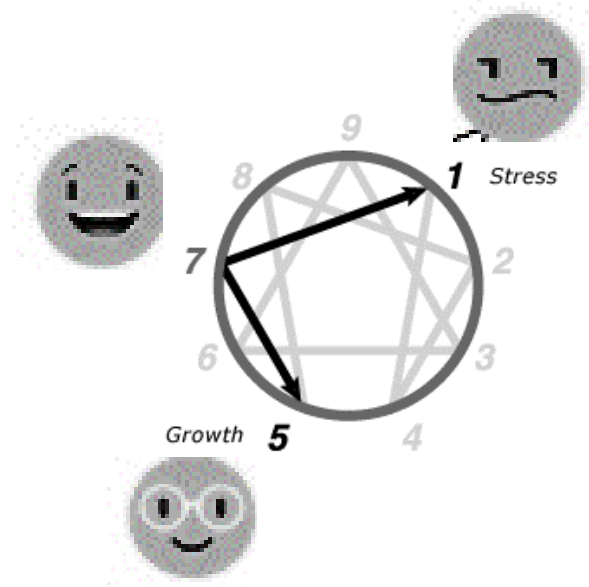
Sixes progressively deteriorate from healthy self-affirming equality with others, engaging appeal, and committed loyalty to an average obedient traditionalism, passive-aggressive ambivalence, and defensive authoritarianism to unhealthy dependent inferiority, irrational overreactions, and finally self-defeating masochism.

Personal Growth Recommendations for Enneagram Type Sixes

- Remember that there is nothing unusual about being anxious since everyone is anxious and much more often than you might think. Learn to be more present to your anxiety, to explore it, and to come to terms with it. Work creatively with your tensions without turning to excessive amounts of alcohol (or other drugs) to allay them. In fact, if you are present and breathing fully, anxiety can be energizing, a kind of tonic that can help make you more productive and aware of what you are doing.
- You tend to get edgy and testy when you are upset or angry and can even turn on others and blame them for things you have done or brought on yourself. Be aware of your pessimism: it causes you dark moods and negative thought patterns that you tend to project on reality. When you succumb to this self-doubt, you can become your own worst enemy and may harm yourself more than anyone else does.
- Sixes tend to overreact when they are under stress and feeling anxious. Learn to identify what makes you overreact. Also realize that almost none of the things you have feared so much has actually come true. Even if things are as bad as you think, your fearful thoughts weaken you and your ability to change things for the better. You cannot always manage external events, but you can manage your own thoughts.
- Work on becoming more trusting. There are doubtless several people in your life you can turn to who care about you and who are trustworthy. If not, go out of your way to find someone trustworthy, and allow yourself to get close to that person. This will mean risking rejection and stirring up some of your deepest fears, but the risk is worth taking. You have a gift for getting people to like you, but you are unsure of yourself and may be afraid of making a commitment to them. Therefore, come down clearly on one side or the other of the fence in your relationships. Let people know how you feel about them.
- Others probably think better of you than you realize, and few people are really out to get you. In fact, your fears tell you more about your attitudes toward others than they indicate about others' attitudes toward you.

7 - THE ENTHUSIAST Enneagram Type Seven

The Busy, Variety-Seeking Type:
Spontaneous, Versatile, Acquisitive, and Scattered



Type Seven—Levels of Development

Healthy Levels

Level 1 (At Their Best): Assimilate experiences in depth, making them deeply grateful and appreciative for what they have. Become awed by the simple wonders of life: joyous and ecstatic. Intimations of spiritual reality, of the boundless goodness of life.

Level 2: Highly responsive, excitable, enthusiastic about sensation and experience. Most extroverted type: stimuli bring immediate responses—they find everything invigorating. Lively, vivacious, eager, spontaneous, resilient, cheerful.

Level 3: Easily become accomplished achievers, generalists who do many different things well: multi-talented. Practical, productive, usually prolific, cross-fertilizing areas of interest.

Average Levels

Level 4: As restlessness increases, want to have more options and choices available to them. Become adventurous and "worldly wise," but less focused, constantly seeking new things and experiences: the

sophisticate, connoisseur, and consumer. Money, variety, keeping up with the latest trends important.

Level 5: Unable to discriminate what they really need, become hyperactive, unable to say "no" to themselves, throwing self into constant activity. Uninhibited, doing and saying whatever comes to mind: storytelling, flamboyant exaggerations, witty wise cracking, performing. Fear being bored: in perpetual motion but do too many things—many ideas but little follow through.

Level 6: Get into conspicuous consumption and all forms of excess. Self-centred, materialistic, and greedy, never feeling that they have enough. Demanding and pushy, yet unsatisfied and jaded. Addictive, hardened, and insensitive.

Unhealthy Levels

Level 7: Desperate to quell their anxieties, can be impulsive and infantile: do not know when to stop. Addictions and excess take their toll: debauched, depraved, dissipated escapists, offensive and abusive.

Level 8: In flight from self, acting out impulses rather than dealing with anxiety or frustrations: go out of control, into erratic mood swings, and compulsive actions (manias).

Level 9: Finally, their energy and health are completely spent: become claustrophobic and panic-stricken. Often give up on themselves and life: deep depression and despair, self-destructive overdoses, impulsive suicide. Generally, corresponds to the bipolar disorder and Histrionic personality disorder.

Movement of Continuum Summary

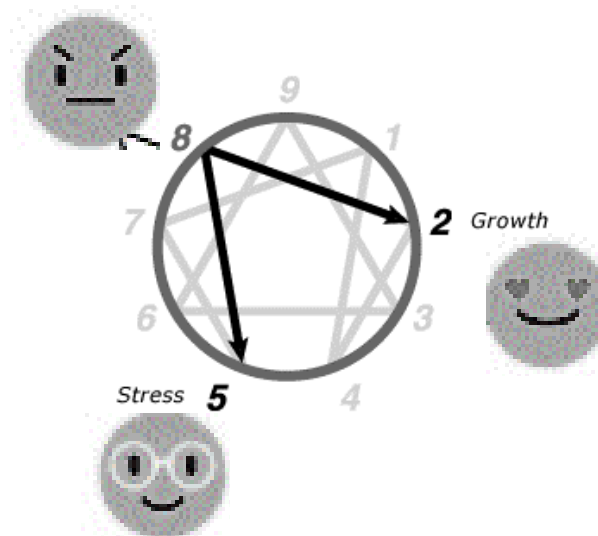
Sevens progressively deteriorate from healthy appreciative gratitude, responsive enthusiasm, and practical productivity to an average acquisitive sensation seeking, hyperactive extroversion, and materialistic excessiveness to an unhealthy impulsive offensiveness, erratic compulsiveness, and finally hysterical panic.

Personal Growth Recommendations for Enneagram Type Sevens

- Recognize your impulsiveness and get in the habit of observing your impulses rather than giving in to them. This means letting most of your impulses pass and becoming a better judge of which ones are worth acting on. The more you can resist acting out your impulses, the more you will be able to focus on what is really good for you.
- Learn to listen to other people. They are often interesting, and you may learn things that will open new doors for you. Also learn to appreciate silence and solitude: you do not have to distract yourself (and protect yourself from anxiety) with constant noise from the television or the stereo. By learning to live with less external stimulation, you will learn to trust yourself. You will be happier than you expect because you will be satisfied with whatever you do, even if it is less than you have been doing.
- You do not have to have everything this very moment. That tempting new acquisition will most likely still be available tomorrow (this is certainly true of food, alcohol, and other common gratifications—that ice cream cone, for instance). Most good opportunities will come back again—and you will be in a better position to discern which opportunities really are best for you.
- Always choose quality over quantity, especially in your experiences. The ability to have experiences of quality can be learned only by giving your full attention to the experience you are having now. If you keep anticipating future experiences, you will keep missing the present one and undermine the possibility of ever being satisfied.
- Make sure that what you want will really be good for you in the long run. As the saying goes, watch what you pray for since your prayers may be answered. In the same vein, think about the long-term consequences of what you want since you may get it only to find that it becomes another disappointment—or even a source of unhappiness.

8 - THE CHALLENGER Enneagram Type Eight

The Powerful, Dominating Type:
Self-Confident, Decisive, Wilful, and Confrontational



Type Eight—Levels of Development

Healthy Levels

Level 1 (At Their Best): Become self-restrained and magnanimous, merciful and forbearing, mastering self through their self-surrender to a higher authority. Courageous, willing to put self in serious jeopardy to achieve their vision and have a lasting influence. May achieve true heroism and historical greatness.

Level 2: Self-assertive, self-confident, and strong: have learned to stand up for what they need and want. A resourceful, "can do" attitude and passionate inner drive.

Level 3: Decisive, authoritative, and commanding: the natural leader others look up to. Take initiative, make things happen- champion people, provider, protective, and honourable, carrying others with their strength.

Average Levels

Level 4: Self-sufficiency, financial independence, and having enough resources are important concerns: become enterprising, pragmatic, "rugged individualists," wheeler-dealers. Risk-taking, hardworking, denying own emotional needs.

Level 5: Begin to dominate their environment, including others: want to feel that others are behind them, supporting their efforts. Swaggering, boastful, forceful, and expansive: the "boss" whose word is law. Proud, egocentric, want to impose their will and vision on everything, not seeing others as equals or treating them with respect.

Level 6: Become highly combative and intimidating to get their way: confrontational, belligerent, creating adversarial relationships. Everything a test of wills, and they will not back down. Use threats and reprisals to get obedience from others, to keep others off balance and insecure. However, unjust treatment makes others fear and resent them, possibly also band together against them.

Unhealthy Levels

Level 7: Defying any attempt to control them, become completely ruthless, dictatorial, "might makes right." The criminal and outlaw, renegade, and con artist. Hard-hearted, immoral and potentially violent.

Level 8: Develop delusional ideas about their power, invincibility, and ability to prevail: megalomania, feeling omnipotent, invulnerable. Recklessly over-extending self.

Level 9: If they get in danger, they may brutally destroy everything that has not conformed to their will rather than surrender to anyone else. Vengeful, barbaric, murderous. Sociopathic tendencies. Generally, corresponds to the Antisocial Personality Disorder.

Movement of Continuum Summary

Eight's progressively deteriorate from healthy self-restrained magnanimity, self-confident strength, and courageous leadership to an average self-interested adventurousness, forceful expansiveness, and confrontational intimidation to an unhealthy ruthless aggression, reckless megalomania, and finally a vengeful destructiveness.

Personal Growth Recommendations for Enneagram Type Eights

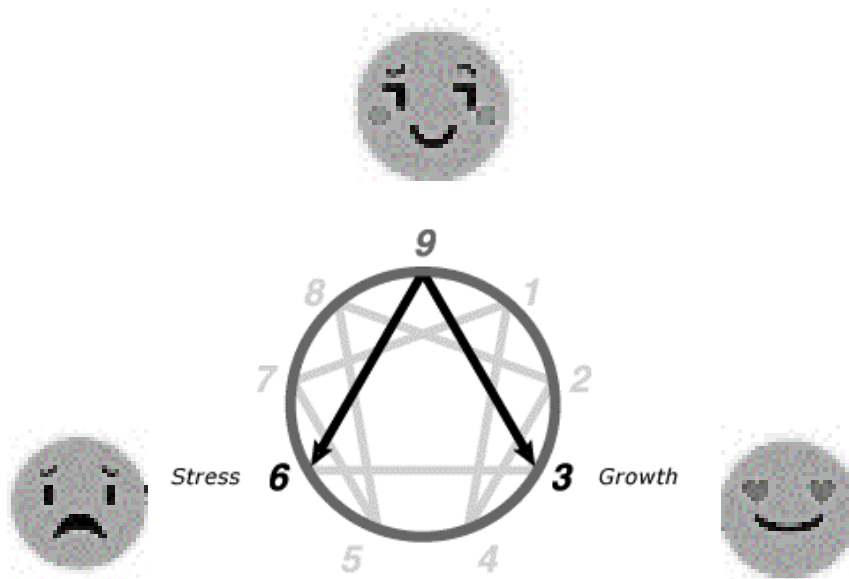
- It goes against the grain but act with self-restraint. You show true power when you forbear from asserting your will with others, even when you could. Your real power lies in your ability to inspire and uplift people. You are at your best when you take charge and help everyone through a crisis.

Few will take advantage of you when you are caring, and you will do more to secure the loyalty and devotion of others by showing the greatness of your heart than you ever could by displays of raw power.

- It is difficult for Eights, but learn to yield to others, at least occasionally. Often, little is really at stake, and you can allow others to have their way without fear of sacrificing your power, or your real needs. The desire to dominate everyone all the time is a sign that your ego is beginning to inflate—a danger signal that more serious conflicts with others are inevitable.
- Remember that the world is not against you. Many people in your life care about you and look up to you, but when you are in your fixation, you do not make this easy for them. Let in the affection that is available. Doing this will not make you weak but will confirm the strength and support in yourself and your life. Also remember that by believing that others are against you and reacting against them, you tend to alienate them and confirm your own fears. Take stock of the people who truly are on your side and let them know how important they are to you.
- Eights typically want to be self-reliant and depend on no one. But ironically, they depend on many people. For example, you may think that you are not dependent on your employees because they depend on you for their jobs. You could dismiss them at any time and hire other workers. Everyone is expendable in your little kingdom—except you. But the fact is that you are dependent on others to do their jobs too, especially if your business concerns grow beyond what you can manage alone. But if you alienate everyone associated with you, you will eventually be forced to employ the most obsequious and untrustworthy operatives. When you do, you will have reason to question their loyalty and to fear losing your position. The fact is that whether in your business world or your domestic life, your self-sufficiency is largely an illusion.
- Eights typically overvalue power. Having power, whether through wealth, position, or simple brute force, allows them to do whatever they want, to feel important, to be feared and obeyed. But those who are attracted to you because of your power do not love you for yourself, nor do you love or respect them. While this may be the Faustian bargain you have made, you will nevertheless have to pay the price that whatever power you accumulated will inevitably be at a cost to you, physically and emotionally.

9 - THE PEACEMAKER Enneagram Type Nine

**The Easy-going, Self-Effacing Type:
Receptive, Reassuring Agreeable, and Complacent**



Type Nine—Levels of Development

Healthy Levels

Level 1 (At Their Best): Become self-possessed, feeling autonomous and fulfilled: have great equanimity and contentment because they are present to themselves. Paradoxically, at one with self, and thus able to form more profound relationships. Intensely alive, fully connected to self and others.

Level 2: Deeply receptive, accepting, unselfconscious, emotionally stable and serene. Trusting of self and others, at ease with self and life, innocent and simple. Patient, unpretentious, good-natured, genuinely nice people.

Level 3: Optimistic, reassuring, supportive: have a healing and calming influence—harmonizing groups, bringing people together: a good mediator, synthesizer, and communicator.

Average Levels

Level 4: Fear conflicts, so become self-effacing and accommodating, idealizing others and "going along" with their wishes, saying "yes" to things they do not really want to do. Fall into conventional roles and expectations. Use philosophies and stock sayings to deflect others.

Level 5: Active, but disengaged, unreflective, and inattentive. Do not want to be affected, so become unresponsive and complacent, walking away from problems, and "sweeping them under the rug." Thinking becomes hazy and ruminative, mostly comforting fantasies, as they begin to "tune out" reality, becoming oblivious. Emotionally indolent, unwillingness to exert self or to focus on problems: indifference.

Level 6: Begin to minimize problems, to appease others and to have "peace at any price." Stubborn, fatalistic, and resigned, as if nothing could be done to change anything. Into wishful thinking, and magical solutions. Others frustrated and angry by their procrastination and unresponsiveness.

Unhealthy Levels

Level 7: Can be highly repressed, undeveloped, and ineffectual. Feel incapable of facing problems: become obstinate, dissociating self from all conflicts. Neglectful and dangerous to others.

Level 8: Wanting to block out of awareness anything that could affect them, they dissociate so much that they eventually cannot function: numb, depersonalized.

Level 9: They finally become severely disoriented and catatonic, abandoning themselves, turning into shattered shells. Multiple personalities possible. Generally, corresponds to the Schizoid and Dependent personality disorders.

Movement of Continuum Summary

Nine's progressively deteriorate from a healthy self-possessed autonomy, receptive unself-consciousness, and reassuring support for others to an average self-effacing accommodation, disconnected passivity, and minimizing resignation to an unhealthy repressed negligence, dissociated disorientation, and finally a self-abandoning fragmentation of consciousness.

Personal Growth Recommendations for Enneagram Type Nines

- It is worth examining your type's tendency to go along with others, doing what they want to keep the peace and be nice. Will constantly acquiescing to the wishes of others provide the kind of relationships that will really satisfy you? Remember, it is impossible to love others if you are not truly present to them. This means that you have to be yourself, that you (paradoxically) have to be independent so that you can really be there for others when they need you.
- Exert yourself. Force yourself to pay attention to what is going on. Do not drift off or tune out people, or daydream. Work on focusing your attention to become an active participant in the world around you. Try to become more mentally and emotionally engaged.
- Recognize that you also have aggressions, anxieties, and other feelings that you must deal with. Negative feelings and impulses are a part of you and they affect you emotionally and physically whether or not you acknowledge them. Furthermore, your negative emotions are often expressed inadvertently and get in the way of the peace and harmony you want in your relationships. It is best to get things out in the open first, at least by allowing yourself to become aware of your feelings.
- Although this will be very painful for you, if your marriage has ended in divorce or if you are having problems with your children, you must honestly examine how you have contributed to these problems. Examining troubled relationships will be extremely difficult because the people involved have been close to your heart. The feelings you have for others endow you with much of your identity and self-esteem. But if you really love others, you can do no less than examine the role you have played in whatever conflicts that have arisen. In the last analysis, the choice is simple: you must sacrifice your peace of mind (in the short run) for the satisfaction of genuine relationships (in the long run.)
- Exercise frequently to become more aware of your body and emotions. (Some Nines run around doing errands and think that they are getting enough exercise.) Regular exercise is a healthy form of self-discipline and will increase your awareness of your feelings and other sensations. Developing body-awareness will help teach you to concentrate and focus your attention in other areas of your life as well. Exercise is also a good way to get in touch with and express some aggressions.

Summary Levels of Development & Personality Recommendations

Tables XI – “Levels of Development/ Recommendations”

	<u>Enneagram Type One</u>		
	Level of Development		Personality Recommendations
Level 1	Extraordinarily wise and discerning; realistic; knowing the best action to take; humane; inspiring and hopeful	1	Learn to relax and take time for yourself
Level 2	Conscientious with strong personal convictions; rational; reasonable; self-disciplined; mature; moderate	2	Teach others but don't expect immediate change
Level 3	Extremely principled; fair; objective and ethical	3	Stop watching everyone else & acknowledge your own failings
Level 4	High-minded idealists; crusaders; advocates; critics	4	Get in touch with your feelings and unconscious impulses
Level 5	Well-organised but impersonal; puritanical; emotionally constricted; workaholics; punctual; pedantic & fastidious	5	Give yourself the true satisfaction of becoming human, not inhumanly perfect
Level 6	Highly critical; picky; judgmental; perfectionistic. Impatient; moralizing; scolding; abrasive & indignant	6	Don't be obsessive in your thoughts and compulsive in your actions

Level 7	Dogmatic; self-righteous; intolerant and inflexible	7	Realise that perfection is not always a useful standard
Level 8	Obsessive about imperfection	8	Maintain balanced of right & wrong
Level 9	Condemnatory; punitive and cruel. O.C.D. & Depressive	9	Listen to others, often they are right
		10	Allow people to come to decisions on their own
		11	Avoid being self-righteous, intolerant & inflexible
		12	Don't become obsessed about wrong doings of others
		13	Strive to be reasonable & objective
		14	Seek greater realism and objectivity to be wise
		15	Use objectivity and avoid excessive personal impulses and desires
		16	Don't fear being condemned
		17	Try not to be cruel and show mercy in condemning others
		18	Don't be afraid of making mistakes

	<u>Enneagram Type Two</u>		
	Level of Development		Personality Recommendations
Level 1	Deeply unselfish; humble; altruistic	1	Help people only with their needs
Level 2	Empathetic; compassionate; caring; thoughtful; warm-hearted; forgiving and sincere	2	Don't be good just to attract people
Level 3	Encouraging & Appreciative; nurturing; generous and giving- truly loving person	3	Beware of your ulterior motives
Level 4	People pleasing; overly friendly; emotionally demonstrative	4	Resist calling attention to yourself. Don't blame the world for your problems
Level 5	Overly intimate and intrusive; need to be needed; meddle; controlling in name of love. Possessive; self-sacrificial	5	Don't be manipulative, self-serving nor self-deceptive about selfish behaviour
Level 6	Self-important and self-satisfying; overbearing; patronizing; presumptuous	6	Do charitable things anonymously
Level 7	Manipulative & self-serving; self-deceptive	7	Don't always be doing for people
Level 8	Domineering and coercive	8	Focus on your family first

Level 9	Bitterly resentful and angry; Histrionic Personality Disorder and Factitious Disorder	9	Recognise affection & good wishes of others without it shown
		10	Don't be possessive of your friends
		11	Don't do for others to boost your ego
		12	Love others selflessly
		13	Learn to listen to others
		14	Acknowledge own real feelings & inner states
		15	Avoid being coercive & domineering
		16	Don't become overly intimate or intrusive with friends
		17	Strive to be empathetic, compassionate & sincere
		18	Don't seek sympathy or play the victim

	<u>Enneagram Type Three</u>		
	Level of Development		Personality Recommendations
Level 1	Self-accepting, inner-directed, authentic. Modest, charitable, gentle and benevolent	1	Be truthful and honest with yourself about your feelings. Don't inflate your own importance
Level 2	Self-assured, energetic, competent & high self-esteem. Desirable, gracious & charming	2	Develop charity and cooperation in relationships. Be more loving & faithful
Level 3	Ambitious, outstanding, effective & admired	3	Take breaks from pursuit of goals, and your ambition
Level 4	Self-worth depending on success, terrified of failure. Careerists, social climbers seeking status	4	Develop your social awareness. Work cooperatively with others for charitable goals outside yourself
Level 5	Image-conscious, pragmatic but premeditated, losing touch. Build facades and phoniness emerges	5	Invest time in discovering your own core values.
Level 6	Keen to impress, self-promoting, narcissistic, exhibitionist & seductive. Arrogant and jealous.	6	Don't do things just to be accepted
Level 7	Exploitative & opportunistic, jealous of others success, illusion of self-superiority	7	Support & encourage others

Level 8	Devious & deceptive, untrustworthy, malicious in betrayal. Delusional jealousy	8	Use your energy and skills for the welfare of groups
Level 9	Vindictive, ruinous of others successes. Obsessive & destructive, psychopathic behaviour/Narcissistic disorder	9	Don't become enraged when slighted by others
		10	Beware of inflating your evaluation of what you do
		11	Eliminate your negative feelings for others with whom you compete
		12	Develop your spiritual capacity to be the best person you can
		13	Focus attention and abilities on doing worthwhile work to benefit others
		14	Do not worry about anyone else's comparison or view of you
		15	Learn to appreciate others
		16	Don't brag or exaggerate
		17	Don't be duplicitous or play people to take advantage
		18	Focus on cooperation not competition

	<u>Enneagram Type Four</u>		
	Level of Development		Personality Recommendations
Level 1	Profoundly creative, inspired, self-renewing & regenerating	1	Do not pay so much attention to your feelings
Level 2	Self-aware, introspective, sensitive & intuitive. Gentle, tactful, compassionate	2	Learn to understand your feelings, if negative, before acting
Level 3	Highly personal, individualistic, emotionally honest and strong, humane	3	Commit yourself to productive, meaningful work to your good and others
Level 4	Artistic, romantic view of life, passionate feelings and imagination	4	Work consistently in the real world & discover your talents
Level 5	Interiorize everything, self-absorbed & introverted, moody, shy and self-conscious. Withdrawn	5	Put yourself in the way of good to gain self-esteem
Level 6	Melancholic dreamers, disdainful, decadent & sensual. Self-indulgent, impractical, unproductive & precious	6	Stop putting things off in life until you feel in the right mood
Level 7	Self-inhibiting as dreams fail, depressed, emotionally paralysed. Ashamed, fatigued and non-functional	7	Commit yourself to doing things to bring the best out in you

Level 8	Tormented with self-hatred, morbid. Drive others away	8	Develop a healthy self-discipline of work, sleep and exercise
Level 9	Despairing, hopeless and self-destructive. Suicidal. Avoidant, depressive disorder	9	Avoid excessive sensuality, sex, alcohol, drugs, sleep or fantasizing
		10	Instead of spending time imagining your life and relationships – begin to live them
		11	Talk openly with someone you trust
		12	Do a community service which makes you less self-conscious
		13	Do not succumb to self-pity, blaming past mistakes or losses, or become a victim
		14	Do not take everything so personally
		15	Become a friend to yourself, stand up for yourself
		16	Take more interest in your own life than the life of others
		17	Be more critical of others. Do not let others take advantage of you
		18	Work consistently in the real world

	<u>Enneagram Type Five</u>		
	Level of Development		Personality Recommendations
Level 1	Visionary, open-minded, perceptive	1	Stay connected with your physicality
Level 2	Mentally alert, curious, searching, intelligent, engrossed	2	Make an effort to learn to calm down
Level 3	Excited by knowledge, innovative & inventive, independent, idiosyncratic & whimsical	3	Get advice from someone whose judgment you trust
Level 4	Studious, specialized, intellectual & challenging	4	Don't get over involved in projects that don't help you with self-esteem and confidence
Level 5	Detached, dis-embodied mind, intense	5	Remember conflicts are usual, better to work them out rather than withdrawing
Level 6	Antagonistic, provocative, abrasive, radical, cynical & argumentative	6	Analyse less and observe more
Level 7	Reclusive, isolated, eccentric, nihilistic, unstable	7	Learn to calm down in a healthy way
Level 8	Horrified, delirious, prey to gross distortions	8	Try to assess importance in possibilities. Take advice from others

Level 9	Suicidal, psychotic, deranged, explosively self-destructive, schizophrenic	9	Do not jump to conclusions
		10	Learn to trust people more
		11	Seek a few close friends in whom to confide
		12	Be more cooperative with others and less of a loner
		13	Remember your brilliance may be intimidating to others
		14	Be accepting of others' intellectual limitations
		15	Don't be so harsh with your judgments
		16	Examine yourself to discover why you have interpersonal conflicts
		17	Don't analyse people and reject them, identify with them
		18	Find new happiness in becoming trusting and relaxed

	<u>Enneagram Type Six</u>		
	Level of Development		Personality Recommendations
Level 1	Self-affirming, trusting, independent, cooperative, Positive thinking, courageous	1	Come to terms with your anxiety
Level 2	Appealing, endearing, lovable & affectionate	2	Work creatively with your tensions
Level 3	Community builder, responsible, reliable, trustworthy, hardworking, persevering, sacrificing	3	Be aware of your pessimism when angry
Level 4	Focused on safe & stable things, security seeker, vigilant	4	Learn what makes you over-react and manage your thoughts better
Level 5	Evasive, indecisive, cautious, procrastinator, ambivalent, reactive, anxious, negative & contradictory	5	Work on becoming more trusting
Level 6	Insecure, sarcastic, belligerent, defensive, authoritarian, suspicious yet conspiratorial & fear instilling	6	Let people know how you feel about them
Level 7	Panicky, volatile, self-disparaging, sense of inferiority, divisive, berating	7	Don't think people are always out to get you

Level 8	Irrational, fanaticism, violent	8	Accept the fact that all people are anxious at times
Level 9	Hysterical, self-destructive, suicidal, paranoid	9	Work with your tensions, and don't turn to alcohol to cope
		10	Become less defensive and testy
		11	Identify why you over-react
		12	Work on becoming more trusting when under stress
		13	Come down on one side of the fence in your relationships
		14	Accept responsibility more gracefully & maturely
		15	Become more secure in yourself & less antagonistic
		16	Focus on becoming more self-affirming with belief in yourself
		17	Don't worship or stand behind authority. Speak up to them.
		18	Be fair with others, not wishy-washy, indecisive or defensive

	<u>Enneagram Type Seven</u>		
	Level of Development		Personality Recommendations
Level 1	Deeply grateful, appreciative, joyous, ecstatic, spiritual & full of boundless goodness in life	1	Recognize your impulsiveness and control it
Level 2	Responsive, excitable, enthusiastic, extroverted, lively, vivacious, eager, spontaneous, resilient, cheerful	2	Remember the only thing that can really satisfy a person is a good relationship with another person
Level 3	Accomplished, achiever, generalist, multi-talented	3	Learn to appreciate silence and solitude
Level 4	Adventurous, un-focused connoisseur	4	Without stimulus learn to trust yourself
Level 5	Hyperactive, uninhibited, flamboyant, never following through ideas	5	Be satisfied in whatever you do, it doesn't always have to be on a high
Level 6	Excessive, self-centred, materialistic, greedy, demanding, pushy, addictive, hardened & insensitive	6	Realise happiness will only come by giving yourself to something or someone worthwhile
Level 7	Impulsive, infantile, over-excessive, offensive, abusive	7	Only do the things which are good for you

Level 8	Out of control, erratic mood swings, compulsive actions	8	Watch what you pray for
Level 9	Completely spent, panic stricken, gives up, impulsively suicidal	9	Think about the long term consequences of everything that you do
		10	Don't acquire things or friends on a whim
		11	Focus on your highest psychological & spiritual capacities for joy and gratitude
		12	Do not make being happy your main or only goal in life
		13	Find ways of giving rather than getting
		14	Watch what you say in jest to impress- you might offend someone & lose friends
		15	Learn to listen to people
		16	Remember most good opportunities lost will re-present themselves
		17	You will never be satisfied consuming
		18	Choose quality over quantity

	<u>Enneagram Type Eight</u>		
	Level of Development		Personality Recommendations
Level 1	Self-restrained, magnanimous, merciful, forbearing, courageous	1	Act with self-restraint
Level 2	Self-assertive, self-confident, strong, resourceful	2	Forbear from asserting your will with others
Level 3	Decisive, authoritative, commanding, a doer and natural leader	3	Take charge but lead by helping people, particularly in crises
Level 4	Self-sufficient, independent, enterprising, pragmatic, hard-working, denying own emotional needs	4	Yield to others occasionally
Level 5	Dominating, boastful, forceful, expansive, proud, egocentric	5	Don't think the world is against you
Level 6	Combative, intimidating, belligerent, adversarial	6	Take stock of people on your side & appreciate them & show it in a demonstrable way
Level 7	Ruthless, dictatorial, hard-hearted, violent	7	Remember your self-sufficiency is illusional, you depend on others

Level 8	Delusional invincibility, megalomania, omnipotent, invulnerable, reckless	8	Remember power and status doesn't guarantee respect
Level 9	Brutally destructive, vengeful, barbaric, sociopathic	9	Remember your real power lies in your ability to inspire and lead people
		10	Show mercy to win loyalty
		11	Don't treat people badly, they will seek retribution
		12	Don't overvalue money nor status as a source of power
		13	Learn to serve a higher purpose than yourself & self-interest
		14	If God does exist, one day you will have to submit to her
		15	You have reason to turn your life around
		16	Live by the sword and you will die by the sword
		17	Think of the harm you can cause to others, then think of the good
		18	Leave a good legacy

	<u>Enneagram Type Nine</u>		
	Level of Development		Personality Recommendations
Level 1	Self-possessed, autonomous & content. Great equanimity & fully connected to self	1	Be yourself & be independent
Level 2	Deeply receptive, accepting, unselfconscious & serene. Trusting, innocent & nice	2	Exert yourself & don't daydream
Level 3	Optimistic, reassuring, supportive. Good communicator & mediator	3	Control your negative emotions
Level 4	Fearful of conflict, self-effacing and over-accommodating	4	Accept when you cause problems
Level 5	Active but disengaged, inattentive, unresponsive & complacent, indifferent	5	Exercise & develop body awareness
Level 6	Seeking peace at any price, fatalistic & resigned. Procrastinating & unresponsive	6	Repressing your feelings will make you ill – seek help
Level 7	Repressed, ineffectual. Obstinate, neglectful & dangerous	7	Do not take tranquilizers for anxiety – learn to cope
Level 8	Dissociated, numb & depersonalized	8	Don't end your life without living your calling

Level 9	Severely disoriented, self-abandonment. Schizoid and Dependent disorder	9	Ventilate your fears & anxieties with your partner / friends
		10	Listen to people carefully to appreciate their love
		11	Need to find union with yourself before others
		12	Take responsibility for yourself & problems you cause
		13	Try to be more receptive, open, unself-conscious emotionally stable & serene
		14	Don't be obstinate & stubborn denying that problems and conflict exist
		15	Remain peaceful and easy going
		16	Don't be too accommodating or conciliatory to subordinates
		17	Face realities & what need doing, avoid sloth & lack of energy
		18	Patience is your virtue, but don't be passive, stay engaged

Sources: Enneagram Institute Website & 'The Practical Guide to Personality Types- Understanding the Enneagram'- Don Richard Riso, 1991

CHOICE CRITERIA

SELECTED PERSONALITY RECOMMENDATIONS

(Select 9 from Enneagram Results)

eg. Type 2 (see below)

- 1.HELP PEOPLE ONLY WITH THEIR NEEDS
- 2.DONT BE GOOD JUST TO ATTRACT PEOPLE
- 3.BEWARE OF YOUR ALTERIOR MOTIVES
- 4.RESIST CALLING ATTENTION TO YOURSELF
- 5.DONT ALWAYS BE DOING FOR PEOPLE
- 6.FOCUS ON YOUR FAMILY FIRST
- 7.DO CHARITABLE THINGS ANONYMOUSLY
- 8.DO NOT BE POSSESSIVE OF YOUR FRIENDS
- 9.DONT DO FOR OTHERS TO BOOST YOUR EGO
- 10.LOVE OTHERS SELFLESSLY
- 11.LEARN TO LISTEN TO OTHERS
- 12.RECOGNISE AFFECTION & GOOD WISHES OF OTHERS WITHOUT IT SHOWN
- 13.ACKNOWLEDGE OWN REAL FEELINGS & INNER STATES
- 14.AVOID BEING COERCIVE & DOMINEERING
- 15.DONT BE MANIPULATIVE, SELF-SERVING NOR SELF-DECEPTIVE ABOUT YOUR SELFISH BEHAVIOUR
- 16.DONT BECOME OVERLY INTIMATE OR INTRUSIVEWITH FRIENDS
- 17.STRIVE TO BE EMPATHETIC, COMPASSIONATE & SINCERE
- 18.DO NOT ABUSE ALCOHOL
- 19.DONT SEEK SYMPATHY
- 20.GIVING LOVE WILL NEVER RUN OUT

SACRED
COWS 1 & 2

SACRED
COWS 3 &4

HOME
TRUTHS

SAVING
GRACE
&
LEVEL OF
DEVELOPMENT

Table XII – Summary of 9 Enneagram Personality Recommendations

<p>TYPE 9 'THE PEACEMAKER'</p>	<p>TYPE 1 'THE REFORMER'</p>	<p>TYPE 2 'THE HELPER'</p>
BE YOURSELF & BE INDEPENDENT	LEARN TO RELAX TAKE TIME FOR YOURSELF	HELP PEOPLE ONLY WITH THEIR NEEDS
EXERT YOURSELF DONT DAY-DREAM	TEACH OTHERS BUT DONT EXPECT IMMEDIATE CHANGE	DONT BE GOOD JUST TO ATTRACT PEOPLE
CONTROL YOUR NEGATIVE EMOTIONS	STOP WATCHING EVERYONE ELSE & ACKNOWLEDGE YOUR OWN FAILINGS	BEWARE OF YOUR ALTERIOR MOTIVES
ACCEPT WHEN YOU CAUSE PROBLEMS	GET IN TOUCH WITH YOUR FEELINGS AND UNCONSCIOUS IMPULSES	RESIST CALLING ATTENTION TO YOURSELF
EXERCISE & DEVELOP BODY AWARENESS	STOP PLAYING JUDGE & JURY AND LECTURING AND MORALISING	DONT ALWAYS BE DOING FOR PEOPLE
REPRESSING YOUR FEELINGS WILL MAKE YOU ILL- SEEK HELP	ALLOW PEOPLE TO COME TO DECISIONS ON THEIR OWN	FOCUS ON YOUR FAMILY FIRST
DO NOT USE TRANQUILIZERS FOR ANXIETY LEARN TO COPE	LISTEN TO OTHERS, OFTEN THEY ARE RIGHT	DO CHARITABLE THINGS ANONYMOUSLY
DONT COME TO END OF LIFE WITHOUT LIVING YOUR CALLING	REALISE THAT PERFECTION IS NOT ALWAYS A USEFUL STANDARD	DO NOT BE POSSESSIVE OF YOUR FRIENDS
VENTILATE YOUR FEARS & ANXIETIES WITH YOUR PARTNER & FRIENDS	DONT BE OBSESSIVE IN YOUR THOUGHTS AND COMPULSIVE IN YOUR ACTIONS	DONT DO FOR OTHERS TO BOOST YOUR EGO
LISTEN TO PEOPLE CAREFULLY TO APPRECIATE THEIR LOVE	GIVE YOURSELF THE TRUE SATISFACTION OF BECOMING HUMAN, NOT INHUMANLY PERFECT.	LOVE OTHERS SELFLESSLY
NEED TO FIND UNION WITH YOURSELF BEFORE OTHERS	MAINTAIN BALANCED VIEW OF RIGHT & WRONG	LEARN TO LISTEN TO OTHERS
TAKE RESPONSIBILTY FOR YOURSELF AND PROBLEMS YOU CAUSE	AVOID BEING SELF-RIGHTEOUS, INTOLERANT & INFLEXIBLE	RECOGNISE AFFECTION & GOOD WISHES OF OTHERS WITHOUT IT SHOWN
TRY TO BE MOOR RECEPTIVE, OPEN, UNSELF-CONSCIOUS EMOTIOPNALLY STABLE AND SERENE	DONT BECOME OBSESSED ABOUT WRONG DOINGS OF OTHERS	ACKNOWLEDGE OWN REAL FEELINGS & INNER STATES
DONT BE OBSTINATE AND STUBBORN DENYING THAT PROBLEMS AND CONFLICT EXIST	STRIVE TO BE REASONABLE, AND OBJECTIVE	AVOID BEING COERCIVE & DOMINEERING
REMAIN A PEACEFUL AND EASY GOING PERSON	SEEK GREATER REALISM AND OBJECTIVITY TO BE WISE	DONT BE MANIPULATIVE, SELF-SERVING NOR SELF-DECEPTIVE ABOUT SELFISH BEHAVIOUR
DONT BE TOO ACCOMODATING OR CONCILIATORY TO SUBORDINATES	USE OBJECTIVITY AND AVOID EXCESSIVE PERSONAL IMPULSES AND DESIRES	DONT BECOME OVERLY INTIMATE OR INTRUSIVE WITH FRIENDS
AVOI SLOTH AND LACK OF ENERGY	DONT FEAR BEING CONDEMNED	STRIVE TO BE EMPATHETIC, COMPASSIONATE & SINCERE
PATIENCE IS YOUR VIRTUE BUT DONT BE PASSIVE. STAY ENGAGED	TRY NOT TO BE CRUEL AND SHOW MERCY IN CONDEMNING OTHERS	DO NOT ABUSE ALCOHOL
FACE REALITIES	DONT BE AFRAID OF MAKING MISTAKES	DONT SEEK SYMPATHY

TYPE 3 'THE ACHIEVER'

BE TRUTHFUL WITH YOURSELF

BE MORE LOVING & FAITHFUL

TAKE A BREAK FROM YOUR AMBITIONS

WORK COOPERATIVELY WITH OTHERS

DISCOVER YOUR TRUE VALUES

DONT DO THINGS TO BE ACCEPTED

SUPPORT & ENCOURAGE OTHERS

WORK FOR WELFARE OF GROUPS

DONT GET ENRAGED BY OTHERS VIEWS

DONT OVERVALUE YOURSELF

DONT BE NEGATIVE ABOUT COMPETITORS

DEVELOP YOUR SPIRITUALITY

FOCUS ON DOING FOR OTHERS

DONT WORRY ABOUT OTHERS VIEWS OF YOU

LEARN TO APPRECIATE OTHERS

STOP SHOWING OFF

DONT BE DUPLICITOUS

COOPERATE DONT COMPETE

BE YOUR BEST ALWAYS

TYPE 4 'THE INDIVIDUALIST'

STOP WORRYING ABOUT YOUR FEELINGS

DONT ACT WHEN NEGATIVE

COMMIT TO MEANINGFUL WORK

WORK IN THE REAL WORLD

WORK FOR GOOD & SELF ESTEEM

DONT WAIT FOR GOOD MOODS TO ACT

BRING OUT THE BEST IN YOURSELF

DEVELOP HEALTHY SELF DISCIPLINE

AVOID EXCESSIVE SENSUALITY

LIVE DONT DREAM YOUR LIFE

TALK TO SOMEONE YOU TRUST

TRY TO BE LESS SELF CONSCIOUS

DONT BECOME A VICTIM

DONT TAKE THINGS PERSONALLY

BECOME YOUR OWN BEST FRIEND

LIVE FOR YOU NOT OTHERS

DONT LET PEOPLE TAKE ADVANTAGE

STAND UP FOR YOURSELF

WORK CONSISTENTLY IN REAL WORLD

TYPE 5 'THE INVESTIGATOR'

STAY CONNECTED WITH YOUR PHYSICALITY

LEARN TO CALM DOWN

GET ADVICE FROM SOMEONE YOU TRUST

DONT GET INVOLVED IN THINGS THAT DONT HELP YOU

WORK ON CONFLICTS DONT WITHDRAW

ANALYSE LESS & OBSERVE MORE

BEING CALMER IS HEALTHIER

ASSESS IMPORTANCE OF PROJECTS

DONT JUMP TO CONCLUSIONS

LEARN TO TRUST PEOPLE MORE

CONFIDE IN CLOSE FRIEND

BE COOPERATIVE NOT A LONER

DONT INTIMIDATE OTHERS WITH YOUR KNOWLEDGE

ACCEPT OTHERS INTELLECTUAL LIMITATIONS

DONT BE HARSH WITH JUDGMENTS

EXAMINE WHY YOU HAVE PERSONAL CONFLICTS

DONT ANALYSE OTHERS CONNECT WITH THEM

RELAX & TRUST TO BE HAPPY

YOUR ANALYSIS MAY BE WRONG

TYPE 6 'THE LOYALIST'

ACCEPT YOUR ANXIETY

WORK CRATIVELY WITH YOUR TENSIONS

DONT BE PESSIMISTIC WHEN ANGRY

DONT OVER-REACT

BECOME MORE TRUSTING

LET PEOPLE KNOW HOW YOU FEEL

DONT THINK PEOPLE OUT TO GET YOU

ACCEPT THAT ALL PEOPLE GET ANXIOUS

DONT TURN TO ALCOHOL

BE LESS DEFENSIVE & TESTY

UNDERSTAND WHY YOU OVER-REACT

TRUST OTHERS EVEN WHEN STRESSED
OUT

GET OFF THE FENCE

ACCEPT RESPONSIBILITY GRACEFULLY

BECOME LESS ANTAGONISTIC

BECOME MORE SECURE IN SELF

BECOME MORE SELF-AFFIRMING

DONT WORSHIP AUTHORITY

BE FAIR & DECISIVE

TYPE 7 'THE ENTHUSIAST'

RECOGNIZE YOUR IMPULSIVENESS

LOOK TO GENUINE RELATIONSHIPS

APPRECIATE SILENCE & SOLITUDE

TRUST YOURSELF WITHOUT STIMULUS

BE SELECTIVE AND ENJOY BETTER

GIVE YOURSELF TO SOMETHING
WORTHWHILE

DO THINGS THAT ARE GOOD FOR YOU

BE CAREFUL WHAT YOU PRAY FOR

CONSIDER LONG TERM CONSEQUENCES

DONT DO THINGS ON A WHIM

FOCUS ON A HIGHER PURPOSE

DONT MAKE BEING HAPPY YOUR MAIN
GOAL

GIVE RATHER THAN RECEIVING

CAREFUL WHAT YOU SAY IN JEST

LEARN TO LISTEN TO OTHERS

DONT WORRY ABOUT LOST
OPPORTUNITIES

STOP CONSUMING

CHOOSE QUALITY NOT QUANTITY

STOP SEEKING THE HIGHS

TYPE 8 'THE CHALLENGER'

ACT WITH SELF RESTRAINT

FORBEAR FROM ASSERTING YOUR WILL
WITH OTHERS

LEAD BY HELPING OTHERS

YIELD TO OTHERS OCCASIONALLY

DONT THINK THE WORLD IS AGAINST
YOU

SHOW APPRECIATION FOR LOYALTY

REMEMBER YOU NEED OTHERS ALWAYS

REMEMBER MONEY DOESNT BUY
LOYALTY

TRY TO INSPIRE RATHER THAN BULLY

SHOW MORE MERCY

REMEMBER BAD TREATMENT WILL
LEAD TO RETRIBUTION

DONT OVERVALUE MONEY OR STATUS

FIND A HIGHER PURPOSE

TURN YOUR LIFE AROUND

DONT LIVE BY THE SWORD

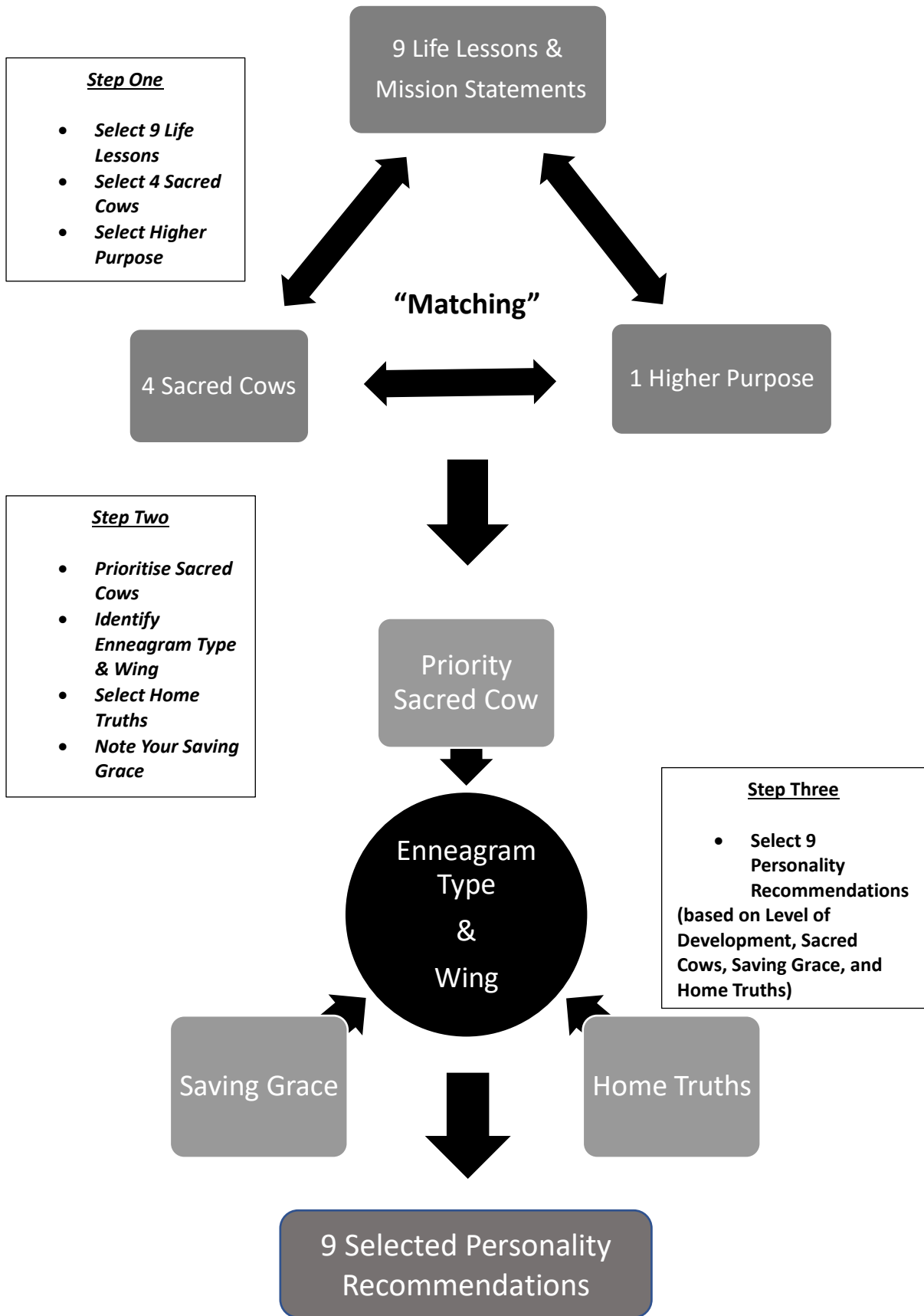
CONSIDER THE GOOD YOU CAN DO

THINK ABOUT YOUR LEGACY

DONT BE DESTRUCTIVE

PUT YOUR SKILLS TO DO GOOD

Diagram XIV - " Personality Matrix Flow Chart"



Output X - "Select 9 Priority Personality Recommendations"
(Based on Your Primary – Most prevalent- Levels of Development, Sacred Cow Rankings, Saving Grace & Home Truths)

	<u>Your Enneagram Type</u>		
	Level of Development (note to which Development Level your chosen Recommendation is directed)		Personality Recommendations
Level 1		1	
Level 2		2	
Level 3		3	
Level 4		4	
Level 5		5	
Level 6		6	
Level 7		7	
Level 8		8	
Level 9		9	

15

Personality Matrix

Prior to creating your 'Personality Matrix' it is appropriate to conduct a Stage Review. So far you have produced 10 Outputs under the following headings:

- **Mission-** Outputs I, II & III including the selection of 2 key Life Lessons/Mission Statements and 4 Sacred Cows.
- **Conviction-** Outputs IV & V with the selection of your Higher Purpose and ranking your Sacred Cows in your 'Character Chart'.
- **Sellability-** Outputs VI through X identifying your Enneagram Type, Wing, 7 selected Home Truths, your Enneagram Saving Grace and finally your 9 selected priority Personality Recommendations in section 14.

Your Personality Recommendations were left until last because they were derived from/ impinged on prior Enneagram Outputs and together with your Home Truths will form a focus for highlighting the areas for attention and future growth.

The exercise in this section is to pull together all of these Outputs to form a 'Personality Matrix' which will provide your 'Personality Criteria Focus' or 'Personality Matrix Footprint'. These are labels but basically give your Personality DNA to help in future sections under the heading **Passion** where we will develop your most valuable ideas to deliver your **Inner-Calling**. This Footprint will precipitate your core definitive Personality and Character drivers in terms of:

- Your Top 2 Universal Life Lessons/Mission Statement
- Your Top 2 Sacred Cows
- Your Top 2 Home Truths
- Your Top 2 Personality Recommendations...

all bound by your (defined/fixed) Enneagram Personality Type, Wing, and in the context of your (selected) Higher Purpose.

Diagrams I- "The Route to Your Destiny" (Revisited)

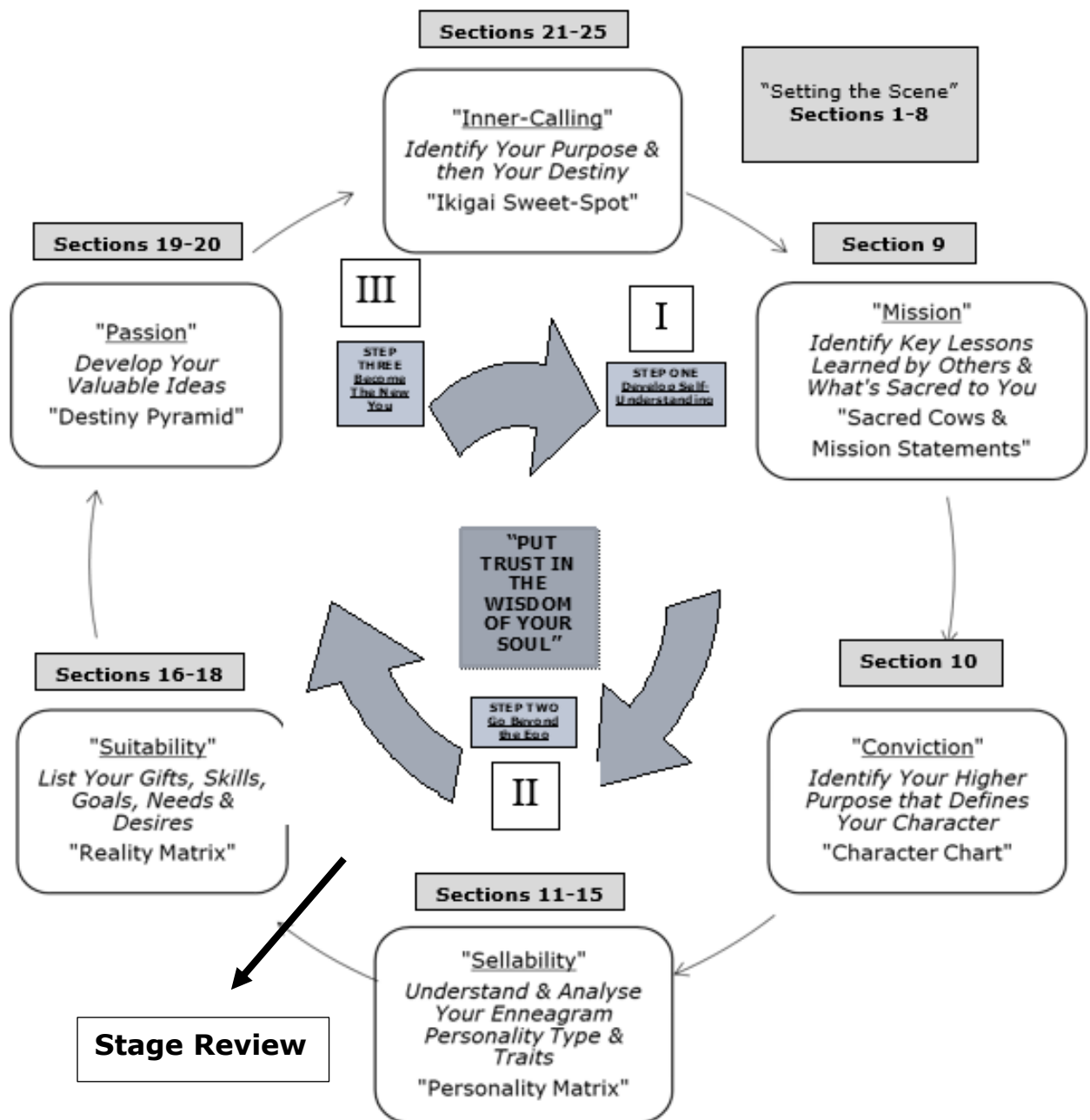


Diagram XV - "Personality Matrix Output Chart"

"Mission"
Identify Key Lessons Learned by Others & What's Sacred to You
 "Sacred Cows & Mission Statements"

"Conviction"
Identify Your Higher Purpose that Defines Your Character
 "Character Chart"

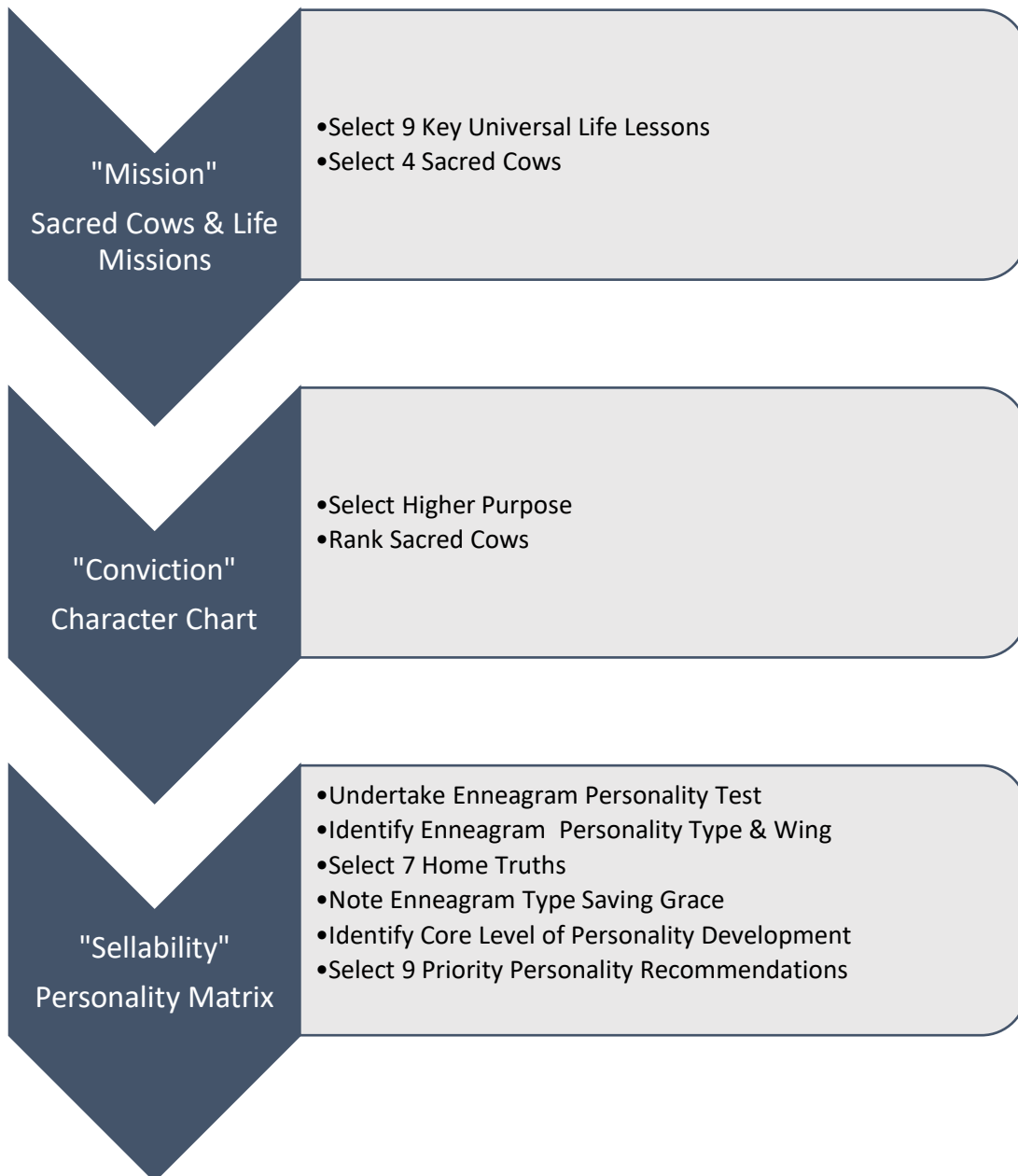
"Sellability"
Understand & Analyse Your Enneagram Personality Type & Traits
 "Personality Matrix"

Output I	9 Selected Key Life Lessons & Mission Statements
Output I	The Final Solution
Output III	4 Selected Sacred Cows

Output IV	Selected Higher Purpose
Output V	Character Chart

Output VI	Your Enneagram Personality Type
Output VII	Enneagram Personality Wing Type
Output VIII	7 Selected Home Truths
Output IX	Your Enneagram Type Saving Grace
Output X	9 Selected Priority Personality Recommendations
Output XI	Your Personality Matrix Criteria Longlist
Output XII	Your Personality Matrix
Output XIII	Your Personality Matrix Criteria Focus

Diagrams XVI - "Personality Matrix Flow Chart"



To achieve the above please follow the following Steps:

Step One- Complete Output XI- "Your Personality Matrix Criteria Long List"
- Simply list (from your previous Outputs):

- Your 9 Key Life Lessons/Mission Statements
- Your 4 selected Sacred Cows
- Your 7 Home Truths
- Your 9 selected Personality Recommendations

Step Two- From Table VII- "Summary Characteristics of the Nine Enneagram Personality Types" – list (according to your Enneagram Personality Type) your Personality Characteristics under the headings: Ego Fixation; Holy Idea; Basic Fear; Basic Desire; Temptation; Vice/Passion; and Virtue.

Step Three- From Table XII- "Summary Characteristics of the Enneagram Levels of Development by Personality Type – list (according to your Enneagram Personality Type) your Personality Characteristics (for your Healthy, Average and Unhealthy traits for each Level) under the headings:

- Level 1- Liberation & Transcendence
- Level 2- Psychological Capacity & sense of Self
- Level 3- Social Value & Contribution to Others
- Level 4- Imbalance/ Social Role
- Level 5- Interpersonal Control
- Level 6- Over-compensation & Offensive Behaviour
- Level 7- Violation of Self & Others
- Level 8- Delusion & Obsession & Compulsion
- Level 9- Pathological Destructiveness

Step Four- Fill these Characteristics in the axes of the Output XII Chart- "Your Personality Matrix". An example is provided in Diagram XV- "Sample Personality Matrix (Type Two)."

Output XI- "Your Personality Matrix Criteria Long List"

a) Your 9 Key Life Mission Statements

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9

b) Your 4 Selected Sacred Cow(s)

- 1
- 2
- 3
- 4

c) Your 7 Home Truth(s)

- 1
- 2
- 3
- 4
- 5
- 6
- 7

d) Your 9 Selected Personality Recommendations

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9

Table VII- "Summary Characteristics of The Nine Enneagram Personality Types" (Revisited)

Type	Characteristic Role	Ego Fixation	Holy Idea	Basic Fear	Basic Desire	Temptation	Vice/ Passion	Virtue
1	Reformer/ Perfectionist	Resentment	Perfection	Corruptness/ Imbalance/ Being Bad	Goodness/ Integrity/ Balance	Hypocrisy Hypercriticism	Anger	Serenity
2	Helper/ Giver	Flattery/ Ingratiation	Freedom/ Will	Being Unloved	To feel Loved	Deny own Needs/ Manipulation	Pride	Humility
3	Achiever/ Performer	Vanity	Hope/ Law	Worthlessness	To feel Valuable	Pushing Self to always be 'The Best'	Deceit	Truthfulness/ Authenticity
4	Individualist/ Romantic	Melancholy/ Fantasizing	Origin	Having no Identity or Significance	To be Uniquely Themselves	To Overuse Imagination in Search of Self	Envy	Equanimity/ Emotional Balance
5	Investigator/ Observer	Stinginess/ Retention	Omniscience/ Transparency	Helplessness/ Incapacity/ Incompetence	Mastery/ Understanding	Replacing Direct Experience with Concepts	Avarice	Non-attachment
6	Loyalist/ Sceptic	Cowardice/ Worrying	Faith	Being without Support or Guidance	To have Support & Guidance	Indecision/ Doubt/ Seeking Reassurance	Fear	Courage
7	Enthusiast/ Adventurer	Planning/ Anticipation	Wisdom/ Plan	Being trapped in Pain and Deprivation	To be Satisfied & Content	Thinking Fulfilment is Somewhere else	Gluttony	Sobriety
8	Challenger/ Leader	Vengeance/ Objectification	Truth	Being Harmed/ Controlled/ Violated	Self- protection	Thinking they are Completely Self-sufficient	Lust/ Forcefulness	Innocence
9	Peacemaker Mediator	Indolence/ Daydreaming	Love	Loss/ Fragmentation/ Separation	Wholeness/ Peace of Mind	Avoiding Conflicts/ Avoiding Self-assertion	Sloth/ Dis-engagement	Action

Table XIII- "Summary Characteristics of The Nine Enneagram Levels of Development by Personality Types"

			Healthy		
	Characteristic Role	Level 1: The Level of Liberation & Self-Transcendence	Level 2: The Level of Psychological Capacity & Sense of Self	Level 3: The Level of Social Value & Contribution to Others	Level 4: The Level of Imbalance/ Social Role
1	Reformer/ Perfectionist	Discernment: Tolerance	Rationality: "I am reasonable"	Principles: Objectivity	Personal Obligation
2	Helper/ Giver	Dis-interestedness: Altruism	Empathy: "I am caring"	Generosity: Service	Well Intentioned
3	Achiever/ Performer	Self-Acceptance: Genuineness	Adaptability: "I am desirable"	Ambition: Self-Development	Competitiveness
4	Individualist/ Romantic	Self-Renewal: Creativity	Self-Awareness: "I am intuitive"	Individualist: Self-Expression	Living in Imagination
5	Investigator/ Observer	Understanding: Discovery	Observation: "I am perceptive"	Knowledge: Expertise	Endless Analysis
6	Loyalist/ Sceptic	Self-Affirmation: Courage	Emotional Engagement: "I am likeable"	Commitment: Cooperation	Dependency
7	Enthusiast/ Adventurer	Assimilation: Gratitude	Responsiveness: "I am happy"	Practicality: Productivity	Acquisitiveness
8	Challenger/ Leader	Self-Restraint: Magnanimity	Self-Assertiveness: "I am strong"	Authority: Leadership	Self-Interest
9	Peacemaker Mediator	Self-Possession: Fulfilment	Receptivity: "I am peaceful"	Stability: Nurturance	Accommodation

Average			Unhealthy	
Level 5: The Level of Interpersonal Control	Level 6: The Level of Over-compensation & Offensive Behaviour	Level 7: The Level of Violation of Self and Others	Level 8: The Level of Delusion & Obsession and Compulsion	Level 9: The Level of Pathological Destructiveness
Emotional Control: Rigid Orderliness	Perfectionism: Dogmatism	Self-Righteousness: Intolerance towards Others	Obsessions: Compulsive Contradictions	Punitiveness: Retributive Behavior
Intrusiveness: Possessiveness	Self-Importance: Indispensability	Self-Deception: Manipulation of Others	Entitlement: Coerciveness	Conversion Reactions: Psychomatic Problems
Calculation: Projecting Images	Narcissism: Arrogance	Hostility: Exploitation of Others	Malice: Duplicity	Sadism: Psychopathic Problems
Self-Absorption: Withdrawal	Self-Pity: Self-Indulgence	Self-Inhibition: Alienation of Others	Self-Hatred: Emotional Torment	Self-Destructiveness Suicidal Behaviour
Preoccupation: Detachment	Contentiousness: Extremism	Rejection: Isolation from Others	Paranoia: Phobias	Psychotic States: Deranged Behaviour
Ambivalence: Evasiveness	Rebelliousness: Authoritarianism	Self-Disparagement: Dependency on Others	Over-reaction: Irrational Behaviour	Self-Defeat: Masochistic Behaviour
Uninhibitedness: Hyperactivity	Insatiability: Excessiveness	Impulsiveness: Abusiveness towards Others	Manias: Erratic Behaviour	Panic Attacks: Hysteric Behaviour
Expensiveness: Domination	Willfulness: Combativeness	Ruthlessness: Violence towards Others	Megalomania: Overextension	Vengefulness: Destructive Antisocial Behaviour
Disengagement: Passivity	Resignation: Fatalism	Repression: Neglectfulness of Others	Dissociation: Disorientation	

Step 5- The next step is to review Diagram XIV – “Generic Personality Matrix”.

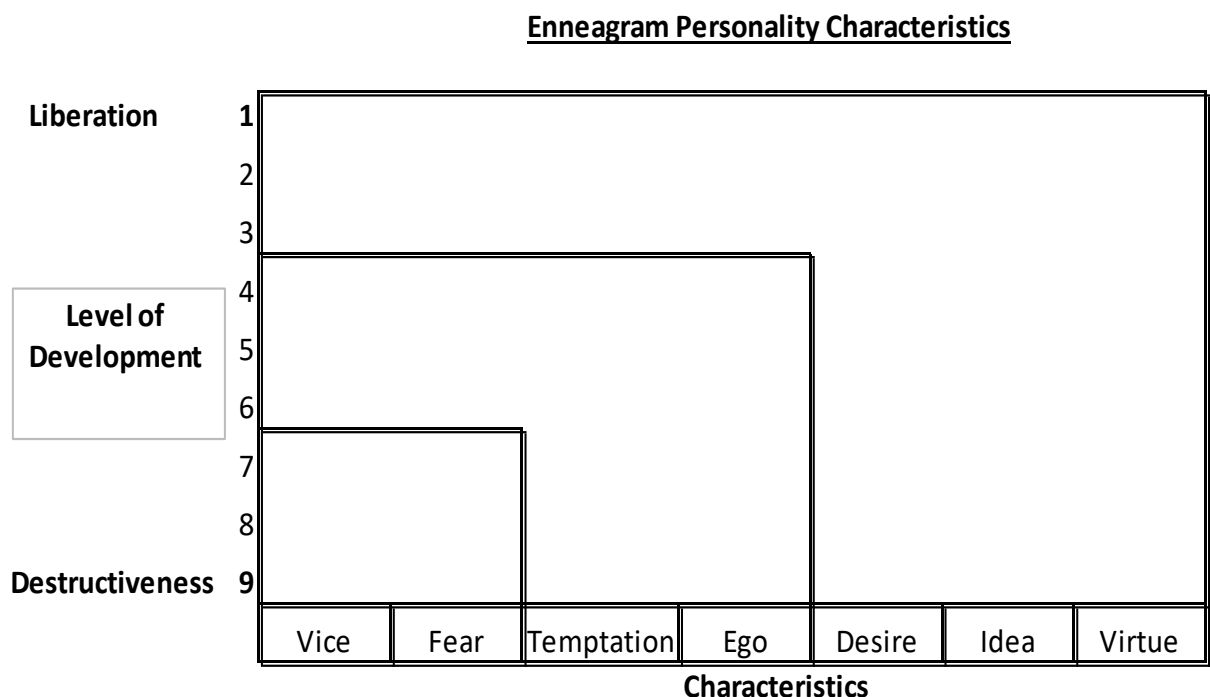
The concept is to plot the Enneagram Personality Characteristics on the X-axis against the Enneagram Personality Levels of Development on the Y-axis.

In the context of these *given* Characteristics for any given Personality Type and bound by the overriding *constants* of the Type (eg. Its Saving Grace)- there are clear correlations between the Personality Characteristics and different Levels of Development.

For example, it is most clear that a person’s ‘Virtue’ should align with the ‘Healthy Levels’ (1-3) of Integration of the Personality’s Development. Equally a person’s ‘Vice’ would expect to be most prevalent when the Personality Level is at the ‘Unhealthy Levels’ (7-9) of Disintegration.

- At Level 1- ‘Fear’ is surmounted, ‘Ego’ transcended and ‘Basic Desire’, ‘Holy Idea’ and ‘Virtue’ flourish.
- At Level 2- The Personality may succumb to ‘Fear’ but underlying ‘Basic Desire’ compensates
- At Level 3- The Personality starts to succumb to ‘Fear’, ‘Desire’ and the ‘Ego’ starts to become more prominent in actions
- At Levels 4/5/6- The Personality succumbs to ‘Temptation’ and ‘Ego Fixation’
- At Levels 7/8/9- The Personality becomes delusional and destructive- overcome by ‘Fear’, and ‘Vice’.

Diagrams XVII- “Personality Matrix”



Diagrams XVII- "Personality Matrix"

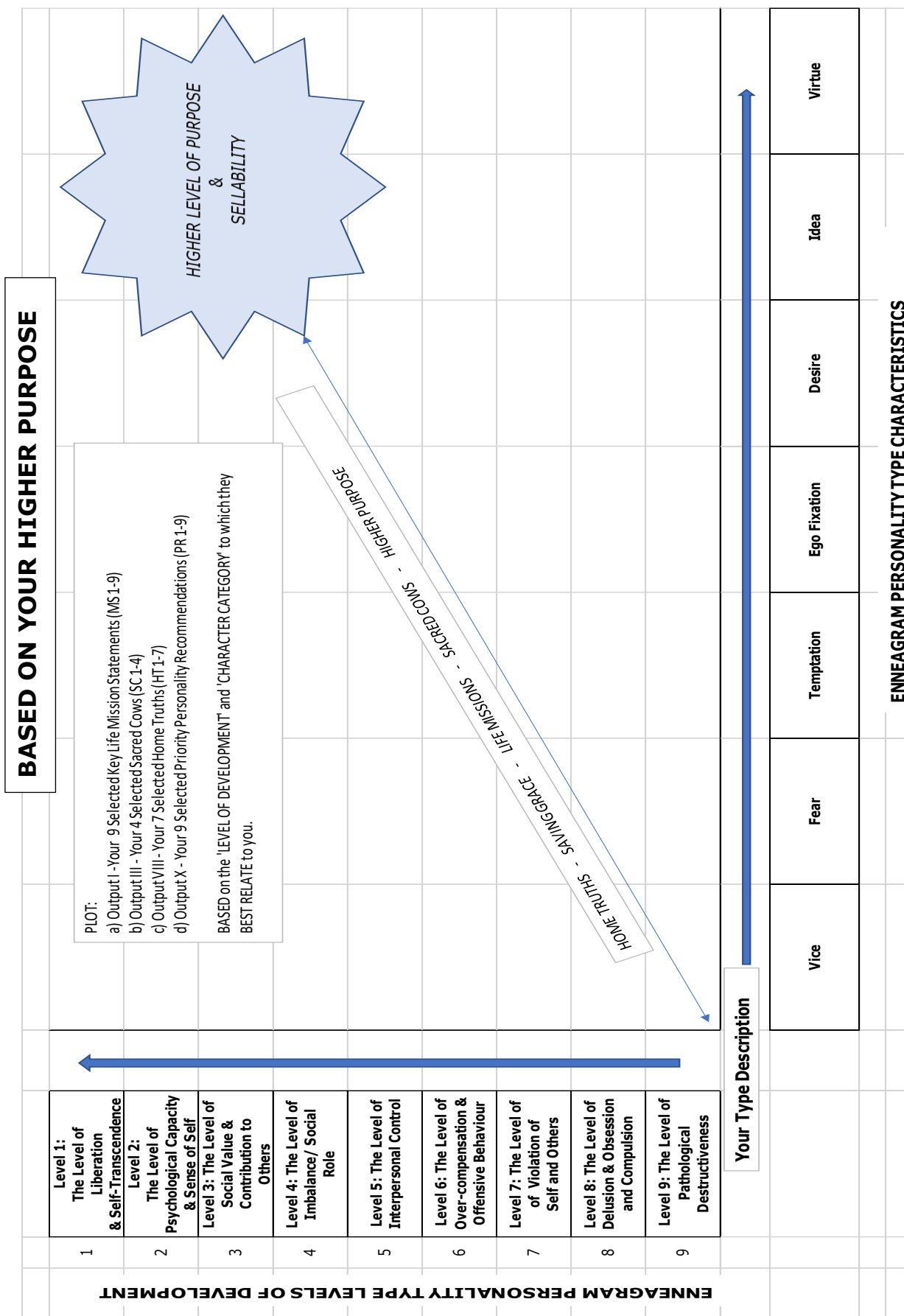


Diagram XVIII- "Sample Personality Matrix (TYPE TWO)"

		BASED ON YOUR HIGHER PURPOSE								
ENNEAGRAM PERSONALITY TYPE LEVELS OF DEVELOPMENT	1	Level 1: The Level of Liberation & Self-Transcendence	Altruism							
	2	Level 2: The Level of Psychological Capacity & Sense of Self	Empathy							
	3	Level 3: The Level of Social Value & Contribution to Others	Generosity							
	4	Level 4: The Level of Imbalance/ Social Role	Well Intentioned							
	5	Level 5: The Level of Interpersonal Control	Intrusiveness							
	6	Level 6: The Level of Over-compensation & Offensive Behaviour	Self-Importance							
	7	Level 7: The Level of Violation of Self and Others	Manipulation							
	8	Level 8: The Level of Delusion & Obsession and Compulsion	Coerciveness							
	9	Level 9: The Level of Pathological Destructiveness	Psychomatic Problems							
	Type Two Description 'Helper'		Pride	Being Unloved	Manipulation Deny own Needs	Flattery	To Feel Loved	Freedom	Humility	
			Vice	Fear	Temptation	Ego Fixation	Desire	Idea	Virtue	
ENNEAGRAM PERSONALITY TYPE CHARACTERISTICS										




Complete Output XII- Plot Your Personality Matrix:

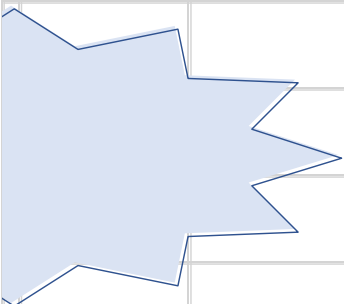
- 9 Mission Statements (MS 1-9)
- 4 Sacred Cows (SC 1-4)
- 7 Home Truths (HT 1-7)
- 9 Personality Recommendations (PR 1-9)

Output XII- "Your Personality Matrix"

BASED ON YOUR HIGHER PURPOSE

			<p>PLOT:</p> <p>a) Output I -Your 9 Selected Key Life Mission Statements (MS 1-9)</p> <p>b) Output III - Your 4 Selected Sacred Cows (SC 1-4)</p> <p>c) Output VIII - Your 7 Selected Home Truths (HT 1-7)</p> <p>d) Output X - Your 9 Selected Priority Personality Recommendations (PR 1-9)</p> <p>BASED on the 'LEVEL OF DEVELOPMENT' and 'CHARACTER CATEGORY' to which they BEST RELATE to you.</p>					
	ENNEAGRAM PERSONALITY TYPE LEVELS OF DEVELOPMENT							
1	Level 1: The Level of Liberation & Self-Transcendence							
2	Level 2: The Level of Psychological Capacity & Sense of Self							
3	Level 3: The Level of Social Value & Contribution to Others							
4	Level 4: The Level of Imbalance/ Social Role							
5	Level 5: The Level of Interpersonal Control							
6	Level 6: The Level of Over-compensation & Offensive Behaviour							
7	Level 7: The Level of of Violation of Self and Others							
8	Level 8: The Level of Delusion & Obsession and Compulsion							
9	Level 9: The Level of Pathological Destructiveness							
	Your Type Levels of Development							
	Your Type Description		Vice	Fear	Temptation	Ego Fixation	Desire	
ENNEAGRAM PERSONALITY TYPE CHARACTERISTICS								

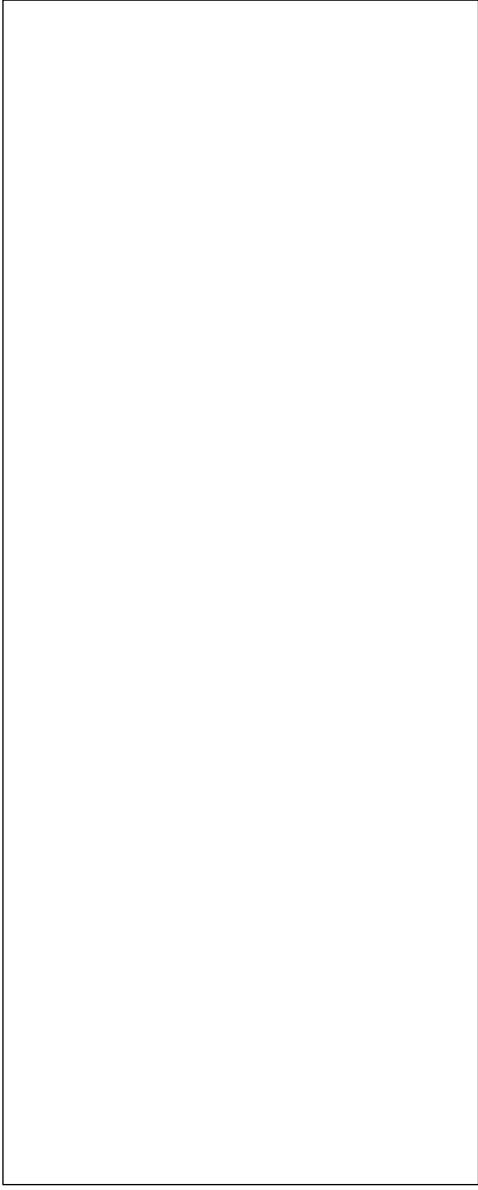
**ENNEAGRAM
PERSONALITY TYPE
LEVELS OF DEVELOPMENT**



	Level 1: The Level of Liberation & Self-Transcendence
	Level 2: The Level of Psychological Capacity & Sense of Self
	Level 3: The Level of Social Value & Contribution to Others
	Level 4: The Level of Imbalance/ Social Role
	Level 5: The Level of Interpersonal Control
	Level 6: The Level of Over-compensation & Offensive Behaviour
	Level 7: The Level of of Violation of Self and Others
	Level 8: The Level of Delusion & Obsession and Compulsion
	Level 9: The Level of Pathological Destructiveness



		Your Type Personality Characteris
Idea	Virtue	



Please do not continue before you Complete Output XII- Having Plotted Your Personality Matrix:

- 9 Mission Statements (MS 1-9)
- 4 Sacred Cows (SC 1-4)
- 7 Home Truths (HT 1-7)
- 9 Personality Recommendations (PR 1-9)

Notes :

If you have completed the exercise read on. If you are reading this without having done so, it's a shame you got this far to fall at the last hurdle of Stage One- "Analysing Your Personality" – either way it tells you something about your personality.

Step 7 – Select the TOP TWO from each category (Mission Statements, Sacred Cows, Home Truths and Personality Recommendations). Select those in each category which are in the top right-hand quartile of the grid. That is: those plotted in the grid square Levels 1-4 of Development (Liberation-Psychological Capacity-Social Value-Social Role) and Characteristics Basic Desire- Holy Idea- Virtue.

If there are more than two from a specific category in the top right-hand quartile- pick the ones you are most passionate about. If there are none from a specific category in the top right-hand quartile- ignore them and exclude them from the Personality Matrix moving forward- they are negative issues in terms of your future focus.

The reason for this is simple. Your future Destiny is all about focusing on the positive characteristics in your personality and your life:

- Pursuing your natural Needs and Desires as a Personality and an Individual
- Pursuing your Holy Ideas and Ideals as a Personality and an Individual
- Maximising your Strengths and Virtues as a Personality and an Individual

The other reason is to "rise up" to the highest Levels of Development of your Personality (The Direction of Integration and Growth) increasing psychological health and balance- and most importantly avoiding inflation of the ego.

It is important to rise to Level 4 and above. At Level 4 (Level of Imbalance) a person usually succumbs to a significant Characteristic Temptation that violates his or her best interests and development, the ego is inflated, defences increase and imbalances begin.

Even at Level 2 (Level of Psychological Capacity) a person can succumb to his or her Basic Fear. But if he or she does the Basic Desire rises to compensate.

The ideal for all of us to become the very best person we can in the pursuit of our destiny. At Level 1 (Level of Liberation) the Personality's Basic Fear is surmounted, and with liberation can move into a state of ego

transcendence where he or she begins to actualise the self, attains his or her Basic Desire and therefore begins to fulfil his or her higher-level Needs.

This is the best State for the Individual to move to the next Stage “From Enneagram to Inner-Calling” to Real Purpose, a Chosen Destiny and a Happier Life.

From the example given in Diagram XIX- “Sample Personality Matrix (Type Two)” the selection would proceed as follows: Sacred Cow- Hope; Life Mission- Golden Rule; Personal Recommendation- Write Book. The omissions would have been: Personal Recommendation- Stop Manipulating; Home Truth- Cut Alcohol. While these may well be appropriate selections for change in direction (as side notes), they are excluded for the Personality Matrix because they are negative and do not provide the necessary focus for future Destiny Selection.

Prior to moving to Stage Two, please complete Output XIII – “Your Personality Matrix Focus Criteria” “listing your selected top two (if there are two)- Key Life Lessons/Mission Statements, Sacred Cows, Home Truths and Personality Recommendations. They will impinge on further analysis later in the book. If they are not Positive Messages – You’ve done something wrong in the selection.

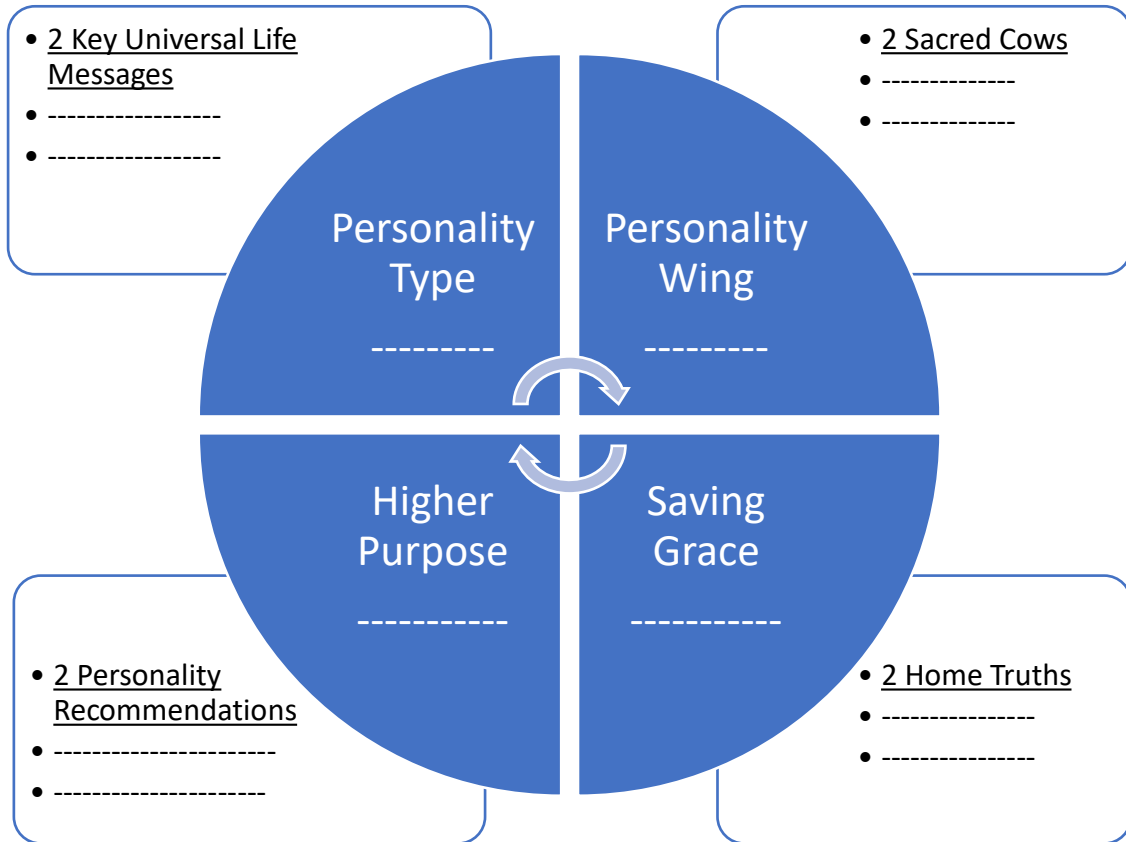
Output XIII- “Your Personality Matrix Focus Criteria”


a) Your Focus Key Life Mission Statements
1 2
b) Your Focus Selected Sacred Cow(s)
1 2
c) Your Focus Home Truth(s)
1 2
d) Your Focus Personality Recommendations
1 2

Why not Complete Diagram XIX and pin it on your wall. It defines your Personality's Positive DNA.

Diagrams XIX – “Your Personality Dashboard”

NAME: _____





Personality Type Characteristics

- 1. Virtue _____
- 2. Holy Idea _____
- 3. Basic Desire _____

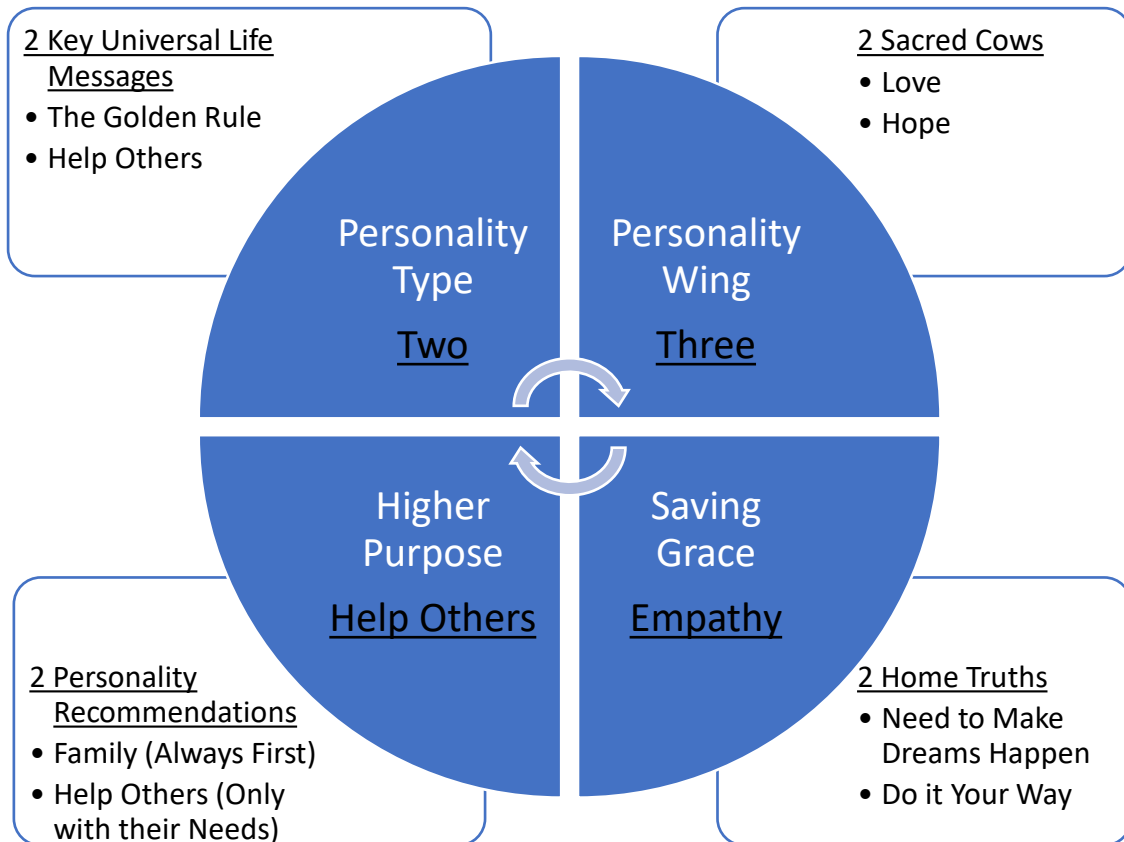


Personality Traits (Healthy Levels Of Development)

- 1. Level of Liberation _____
- 2. Level of Psychological Capacity _____
- 3. Level of Social Value & Contribution _____

Diagrams XIX- Personality Dashboard (Sample)

NAME: The Author



Personality Type Characteristics

- Virtue - Humility
- Holy Idea - Freedom
- Basic Desire - To feel Loved



Personality Traits (Healthy Levels Of Development)

- | | |
|---|--------------|
| 1. Level of Liberation | - Altruism |
| 2. Level of Psychological Capacity | - Empathy |
| 3. Level of Social Value & Contribution | - Generosity |

Stage Two – From Enneagram to Inner-Calling

16

List Your Gifts, Abilities & Skills

As we get more attuned with our inner strengths and passions, we get a sense of what really matters to us in the pursuit of goals. Charting a course for ourselves is one thing but making sure our aspirations match our gifts, abilities and skills, and that we are properly leveraging them to full effect, is the reality check we all need to do.

Studies show that knowing and leveraging our strengths can increase our confidence, boost our engagement, and even promote feelings of good health and life satisfaction.

Using our strengths (gifts, abilities and skills) in pursuit of our goals, and discovering what they are, can be essential in the process of analysis.

The strengths (gifts, abilities and skills) we should be searching for as this section's output are those which best define us, which are useful to others, which are fuelled by the deepest passions and meet the aspirations of our perceived Life Purpose. Everyone has a unique gift, something that is just undeniably "you". It's much more than a skill. Most people never find their unique gift, either because they don't realize they have one, don't believe they have one, haven't attempted to find it, or don't recognize it when it is staring them in the face. Underselling yourself is a passport to mediocrity.

"Every human being is born with some sort of gift, an inclination or an instinct that can become a full-blown mastery. We may not see our gift for what it is. Having seen it we may choose not to accept the gift and its consequences for our life. Or, having claimed our gift, we may not be willing to do the hard work necessary to nurture it. But none of these evasions can alter the fact that the gift is ours. Each of us is a master at something, and part of becoming fully alive is to discover and develop our birth right competence."

- Parker Palmer

The starting point is to reflect on your Enneagram Type's traits and natural abilities, motivational and healthy drivers:

- Type 1 'Reformer' – High sense of integrity, disciplined, hard-working, conscientious, purposeful, idealistic, well-organized, responsible, good attention to detail.
- Type 2 'Helper' – Helpful to others, generous, supportive, warm, empathetic, caring, self-sacrificing, likable.
- Type 3 'Achiever' – Goal-focused, motivating and inspiring to others, ambitious, competent, confident, adaptable; a role-model.
- Type 4 'The Individualist' – Creative, sensitive, intuitive, empathetic, aesthetic sensibility, introspective, authentic to self.
- Type 5 'The Investigator' – Keen observer, perceptive, knowledgeable, innovative, an expert in their field, problem-solver, curious, calm under pressure, strong powers of concentration, keeps confidences well.
- Type 6 'The Loyal Sceptic' – Loyal, dutiful, committed, collaborative, team player, trustworthy, well-prepared, responsible, natural trouble-shooter, keen wit, hard-working, persistent.
- Type 7 'The Enthusiast' – Enthusiastic, optimistic, high energy, spontaneous, adventurous, engaging, connector of people, quick thinker, versatile, synthesizer of ideas.
- Type 8 'The Challenger' – Self-confident, decisive, willing to take risks, protective of others, strong-willed, charismatic, self-reliant, action-oriented, takes initiative, magnanimous, a natural leader.
- Type 9 'The Peacemaker' – Keeper of the peace, brings harmony to situations, good mediator, able to put themselves in others' shoes, affable, comforting to others, accepting.

Your Enneagram Type natural talents are relevant, but they don't define your individual unique gift, passion nor future life path. Their traits might guide the direction of your instinct:

- The Instinct to: 1. Guide, Mentor, Sage, Lead & Enlighten; 2. Nurture, Care, Counsel, Advise, Support & Developer; 3. Lead, Plan, Design, Build, Organize, Administer & Manage; 4. Create, Write, Perform, Act, Sing, Illustrate & Express; 5. Research, Investigate, Analyse, Simulate, Report, Document & Philosophise; 6. Commit, Follow, Prepare, Respect & Question; 7. Pioneer, Explore, Discover, Accomplish, Invent & Visualise; 8. Lead, Adventure, Hunt, Battle & Protect; 9. Reassure, Teach, Heal, Illuminate, Explain, Balance & Mediate.

Instincts and natural strengths are not directly linked to motivation or incentive to act. So, your list must be bespoke and only relate to your skills and the motivations that are unique to you. Don't just tick off some of the examples and suggestions given below.

But if nothing readily springs to mind, and you consider yourself an all-rounder, comfortable in life with your current job role, family set-up and vocation - you may be lucky; but you may be missing some fire in your belly. Threads for discovering your hidden but likely passionate or under-utilised gifts include the following indicators:

- You feel most alive while doing it;
- It is your spirit, and you feel full and grounded when doing it;
- It consumes you when you are doing it and you lose track of time;
- It can often be found close to danger and risk taking;
- You have been doing it all your life, but don't realise its strength unless somebody else mentions it;
- You feel compelled to do it;
- It creates strong emotions in you;
- It arises in many life circumstances from work to love and family.

Your Enneagram Type is also very much driven by either the '*Gut, Heart or Head*' in its decision making, motivation and nurturing of talents (section 4). Gifts and Talents can be broadly categorized using a Gut-Heart-Head distinction:

Gifts and Talents of the '*Gut*': are those which just come naturally and are based on skills that have developed around your innate ability to learn them easily. Maybe you are a natural leader for example. Typical of Types 8,9 and 1, for example are the instincts - to lead, organise, heal, teach or nurture. It doesn't have to be professionally based, and can be based on a natural physical skill, for example, in - carpentry, cooking, sports, photography, caring and training animals. Maybe you were a natural born swimmer.

Gifts and Talents of the '*Heart*': are those you can't help caring deeply about. These are purpose, passion or excitement based. Typical of Types 2, 3 and 4 for example are deeply held needs for - caring, building or creating. Examples may include - caring for the sick, social justice issues, having a sense of humour, pursuing women's rights, promoting modern architecture, or campaigning on global warming or new technologies.

Gifts and Talents of the 'Head': are those which come with research, and lead to commitment, and accomplishment, typical combined skills of Types 5, 6 and 7. Based on knowledge, training and information that can be shared with others. Examples include – business analysis, problem solving, entrepreneurship, money management and literacy.

The aim is to make your initial 'long-list' as broad and long as possible, especially if your core skills or priorities are not obvious to you. If you were a two-handicap golfer at aged ten; writing computer games at a similar age; or selected as a lead 'sniper' while you were in the army; and your passions lie in these past activities - even if they don't match your current profession- then your priority selection will probably be made easier.

The list can include *Gifts, Abilities & Skills* drawn up on an ad-hoc basis, or drawn up in any categorization you wish to express them, for example:

- 1) Action-oriented or Trained core skills (eg. In politics, business, professions, sports, science or arts-based vocations).
- 2) Specialized (natural) vocational gifts, or talents (eg. In acting, speaking, writing, performing, conceptualizing, mentoring).
- 3) General Role and Functional-based developed abilities (eg. In software design, project management, planning, marketing, negotiation, conflict resolution).
- 4) Personal Life oriented (eg. In love, marriage, parenthood, pass-times, hobbies).

Examples

Action-based core skills:

Business Management; Politics & Economics; Professional Sports ; Acting / Drama; Art/ Drawing, Painting; Building / Construction; Carpentry; Cooking; Craft; Dressmaking & Sewing; Electronics; Fashion ; Gardening ; Graphics Arts ; House renovations and maintenance; Interior Decorating; Mechanics; Metal work; Model making; Movie Reviews; Music; Photography; Pottery; Publishing; Computing and Technology; Thinking and Writing.

Specialised-based gifts:

Entertaining ability: to perform, act, dance, speak, magic; Recruiting ability: to enlist and motive people to get involved; Interview ability: to discover what others are really like; Researching ability: to read, gather information, collect data; Artistic ability: to conceptualize, picture, draw, paint, photograph, or make renderings; Graphics ability: to lay out, design, create visual displays or banners; Evaluating ability: to analyse data and draw conclusions; Planning ability: to strategize, design and organize programs and events; Managing ability: to supervise people to accomplish a task or event and coordinate the details involved; Counselling ability: to listen, encourage and guide with sensitivity; Teaching ability: to explain, train, demonstrate, tutor; Writing ability: to write articles, letters, books; Editing ability: to proofread or rewrite; Promoting ability: to advertise or promote events and activities; Repairing ability: to fix, restore, maintain; Cooking ability: to create meals for large or small groups; Recall ability: to remember or recall names and faces; Mechanical operating ability: to operate equipment, tools or machinery; Resourceful ability: to search out and find inexpensive materials or resources needed; Counting ability: to work with numbers, data or money; Classifying ability: to systematize and file books, data, records & materials so they can be retrieved easily; Public Relations ability: to handle complaints and unhappy customers with care and courtesy; Welcoming ability: to convey warmth, develop rapport, making others feel comfortable; Composing ability: to write music or lyrics; Landscaping ability: to do gardening and work with plants; and Decorating ability: to beautify a setting for a special event.

General Role and Functional-based developed abilities:

General Role and Functional-based developed abilities (eg. In software design, project management, planning, marketing, negotiation, conflict resolution).

See Table XIV – “General Examples: Personal Gifts, Abilities & Skills”

Please also refer to the end of section 17 for more specific- ‘Career Choices which might suit your Destiny’.

Table XIV – “General Examples: Personal Gifts, Abilities & Skills”

Ability to deal with Failure	Computer Literacy	Guerrilla Marketing	Logistics	Problem Solving	Social Intelligence
Ability to focus	Computers / IT	Health / Fitness	Magic	Programming	Social Networking
Ability to handle Change	Conflict Resolution	High Energy	Maintenance / Routine Tasks	Project Management	Software
Ability to make Friends	Creativity	Hiring / Recruiting	Making Connections	Public Speaking	Story Telling
Ability to spot new Trends	Critical Thinking	Human Resources	Marketing	Raise Money	Strategic Planning
Academics	Decision Making	Identify Strengths and Weaknesses	Math	Reading	Systems management
Accounting	Detail Orientation	Imagination	Meeting Management	Relaxation	Taxes
Adaptability	Dexterity	Imaginative	Money Management	Reliability	Teaching / Training
Advertising	Drawing	Initiative	Music	Relieve Stress	Time Management
Affiliate systems	Empathy	Innovation	Negotiating Skills	Research	Troubleshooter
Analyzing the past	Encouraging	Inspiring	Networking (in the virtual world)	Risk Management	Typing
Art	Enthusiasm	Integrity / Honesty	Networking (person to person)	Sales	Video Creation
Articulate	Fairness	Intuition	People Judgment	Self Control	Visualization
Asking Questions	Financial Management	Inventiveness	Personal Productivity	Self Management	Volunteering
Athleticism	Financial Planning	Jokes / Humour	Persuasive	Self-Assurance	Website
Awareness	Foreign Language	Leadership	Photography	Self-Discipline	Wisdom
Bookkeeping	Future Thinking	Learner	Planning	SEO	Wisdom (Guru)
Brainstorming	Futuristic	Legal	Polyglot (learn/know a many languages)	Sign Language	Woodworking
Communication Skills	Graphics	Listening	Positiveness	Singing	Writing

Source: Michalelhartzell.com

Selection

Please make and list your selection in Output XIV – “Your Reality Matrix Criteria Long List of Gifts, Abilities & Skills.”

Your list should be selected, on the basis of the above categorization, or any other.

Output XIV – “Your Reality Matrix Criteria Long List of Gifts, Abilities & Skills”

a) Your Gifts
1 2 3 4 5 6 7
b) Your Abilities
1 2 3 4 5 6 7
c) Your Skills
1 2 3 4 5 6 7

Prioritization

You have to select now your Prioritized TOP-6 combined Skills Set (Gifts/Abilities/Skills) for onward analysis in the Reality Matrix (section 18). Selection should be made only after honestly answering the following questions, relating to each Gift, Ability or Skill:

Table XXII – “Ikigai Type Prioritization”

• What ability have you been most blessed with?
• What could you excel at & be in the top percentile in the world doing of?
• What are you most passionate about doing?
• What do you consider you were born to do?
• What do you do that aligns with your life purpose?
• What are you phenomenal at?
• What amazes you that you can do without even trying?
• What are you doing when you hit a groove?
• What do you do that just flows out of you?
• What do you do that taps into some innate ability?
• What activity gives you a surge in energy and ideas?
• What are you drawn to doing?
• What would you pay to be able to do?
• What activity would you do if money was not an issue?
• What can you do that you can't explain how you do it?

These are Skills which you have selected after considerable thought and represent what you are best at. However, please now rank them from 1 to 6 on the basis of *relative* levels of Ability/ Competency from Level 1 'Master' to Level 6 of 'Fundamental Awareness'. Remember you may well have competent skills which you are passionate about but still require further development.

If you don't spend adequate time and dedicate enough thought in the completion of this Output you will not be giving the analysis justice and the subsequent output will be affected.

Output XV – “Your Reality Matrix Criteria Short List – Skills Set”
(based on your key Gifts & Abilities)”

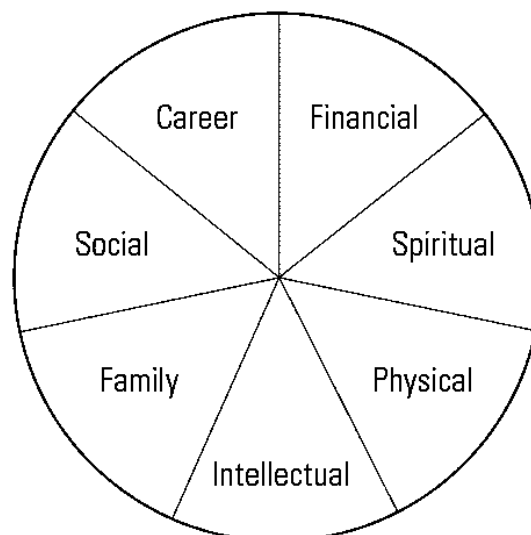
HIGH LEVEL OF ABILITY		Skills Set
Level 1: The Level of the Distinguished	Mastery/ Guru	
Level 2: The Level of the Expert	Recognised Authority	
Level 3: The Level of Advanced	Applied Theory	
Level 4: The Level of the Intermediate	Practical Application	
Level 5: The Level of Novice	Limited Knowledge	
Level 6: The Level of Fundamental Awareness		
LOW LEVEL OF ABILITY		

List Your Needs, Goals & Desires

What are the ultimate, rather than the basic, 'Needs, Goals & Desires' of your whole life? They should be of paramount importance to you. Can you define them, can you list them and prioritize them? If not, you haven't given them the thought or time they deserve in your busy life.

Needs are the things you must have for a satisfactory life. Goals are the object of a person's ambition or effort, aims for desired results. Desires are those strong feeling of passionately wanting to have something or wishing for something to happen.

Zig Ziglar, an American author salesman and motivational speaker, designed his model '*The Wheel of Life*' to show us how we need to distribute our time, our focus in terms of our needs, goals and desires and most importantly where we need to set goals. Its message is the need for life balance. Most of us do set goals but focus heavily in one or a few areas, often at the expense and neglect of the others.



Goals are just targets or solutions that can help you achieve your ultimate true Desires. Goals imply rigid benchmarks, and we are often better at setting these in terms of our careers (attaining a degree, getting a promotion) and financials (securing a salary and a mortgage) than we are

in the important family, intellectual, physical, social and spiritual elements in our life balance.

Advancing your career or business objectives are likely the goals on your mind right now. Hand in hand with these go your desire to take control of or improving your finances. Once you've achieved these, all the rest will fall into place, right? Wrong.

"Life is what happens to you while you're busy making other plans."
-John Lennon.

Improving your health and well-being, taking exercise and eating well are day to day objectives which you might be neglecting. Nurturing personal and professional relationships is ongoing and probably something you don't plan or set targets for, but you don't give them much thought. Intellectually, after graduation developing your mind is restricted to what emerges in your business life. Growing in your spirituality is probably certainly on the back burner. Little time in the real world to contemplate on that stuff. Finally, as a busy businessperson, professional or even manual labourer on a taxing work schedule, you strive to spend as much quality time with your family, although you are fully aware you need to do more to strengthening your family unit.

The above is a classic profile of most busy people getting on with life, as best as they think they can.

How to Determine and Prioritize Your Personal Needs/ Goals in Life

Overall, as mentioned above, meeting Needs and setting Goals and Desires are all about addressing the need for balance in life for 'well-being'. Martin Seligman, an American psychologist educator and author of self-help books concluded that there are five elements to well-being, which fall under the mnemonic and acronym PERMA:

P - Positive Emotion. Feeling good, positive emotions, optimism, pleasure and enjoyment.

E - Engagement. Fulfilling work, interesting hobbies, "flow."

R - Relationships. Social connections, love, intimacy, emotional and physical interaction.

M - Meaning. Having a purpose, finding a meaning in life.

A - Accomplishments. Ambition, realistic goals, important achievements, pride in yourself.

A useful model for helping us to focus on the importance of setting meaningful goals and achieving life balance under the umbrella of ultimately 'finding the true meaning and purpose in our lives'. In July 2011, Seligman encouraged the British Prime Minister, David Cameron, to look into 'well-being' as well as 'economic wealth' in ways of assessing the prosperity of a nation. On July 6, 2011, Seligman appeared on Newsnight and was interviewed by Jeremy Paxman about his ideas and his interest in his philosophical concept of well-being.

Life Goals

Life goals are what we want to achieve in the long run, and they're much more meaningful than just 'what we need to accomplish day by day to survive'. Unlike daily routines or short-term objectives, they drive our behaviours over the long run. There's no single psychological definition for them, and they aren't strictly a clinical construct, but they help us determine what we want to experience in terms of our values. And because they are personal ambitions, they can take many different forms. But they give us a sense of direction and make us accountable as we strive for happiness and well-being.

Personal goals revolve around:

- Self-development
- Professional success
- Family life
- Life as a whole

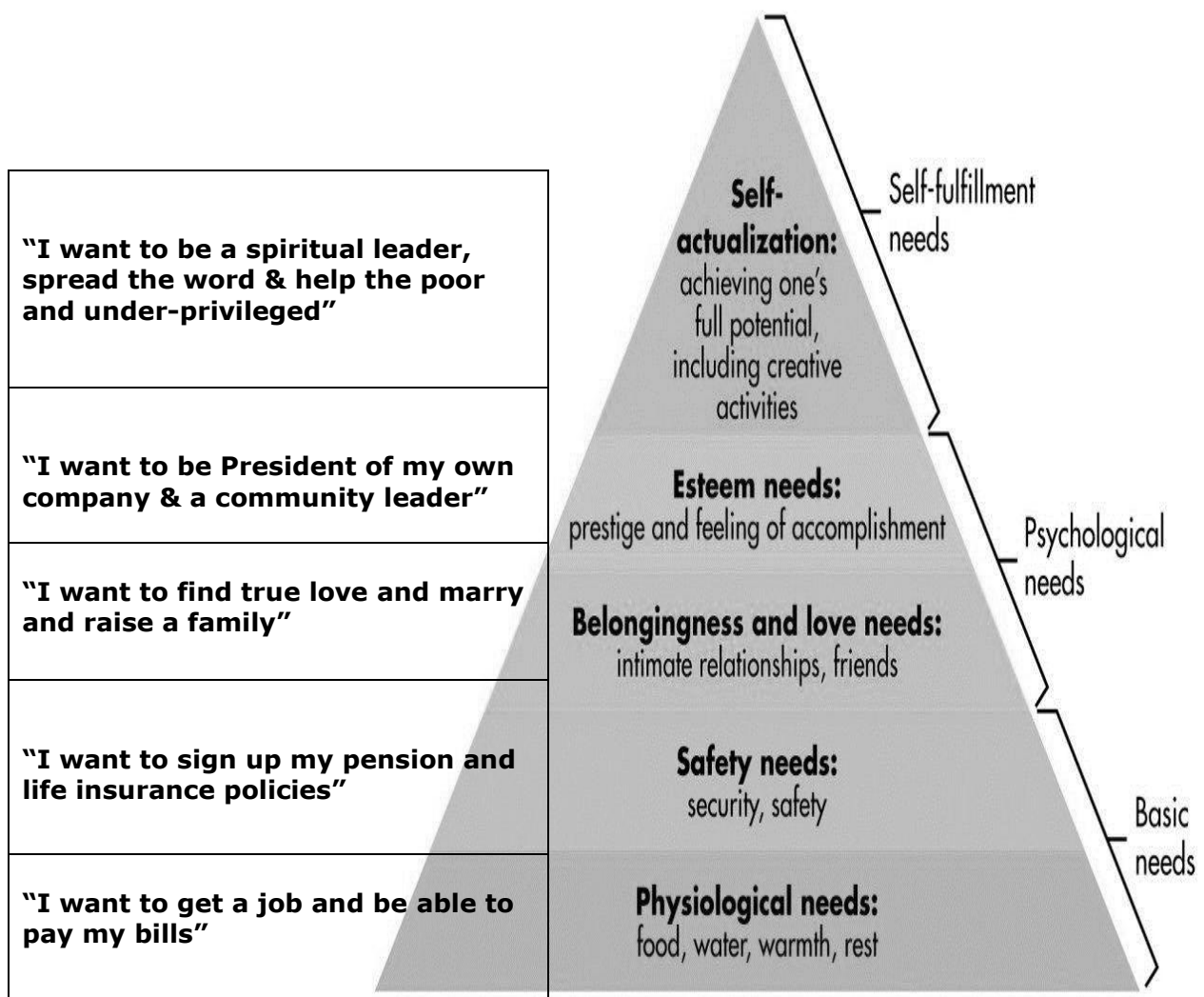
Inherently, life goals need to be meaningful to the individual, and meaning is subjective to the individual. Kasser and Ryan (2001) categorized two types of life goals relating to well-being in different ways:

1. *Intrinsic goals* relate to emotional intimacy, personal growth, and helping others. They are aligned with our needs as humans, reflecting our inherent desire for self-knowledge and more fulfilling relationships.
2. *Extrinsic goals* are more culturally defined and less about our nature as human beings, encompassing things like our physical appearance, social standing, status symbols, and wealth.

Research suggests that intrinsic life goals meeting levels of need are related to greater happiness, self-actualization, vitality, and satisfaction with life, compared with extrinsic life goals.

Intrinsic Life Goals satisfy the needs that stem from being human, including our psychological and self-fulfilment needs, as shown below in Maslow's Hierarchy (section 9).

Diagram VII – “Maslow hierarchy of Needs (revisited)”



However, evidence also shows that the content of our goals may be less important to our well-being than our reasons for pursuing them. Having the ‘right’ reason for goal pursuit—irrespective of the aspiration itself, that is—has been found to contribute most to our well-being.

Table XV – “General Examples: Personal Needs, Goals & Desires”

Intrinsic Life Goals might include:

• Having a loving marriage or a trusting relationship with your partner;
• Finding and keeping a healthy work-life balance, dedicating more time for friends and family;
• Living with integrity, being honest and open with all your peers;
• Inspiring others through sharing your beliefs;
• Being a great listener encouraging others to turn to and follow you;
• Being an expert in your field and using your knowledge to help others.

Extrinsic Life Goals might include:

• Owning the very latest Tesla car;
• Becoming a millionaire;
• Getting a big promotion or securing a senior position at work;
• Securing the lead role in a movie;
• Owning a small business;
• Visiting every country in the world.

Self-fulfilment Needs-based Goals in General, might include:

• Being a Better Parent;
• Becoming an inventor;
• Being a successful entrepreneur;
• Creating personal brand;
• Getting a degree;
• Learning new vocational Job Skills.
• Become Debt Free;
• Increasing in Fitness;
• Living Abroad;
• Investing in Real Estate;
• Becoming a Life coach/ Mentor;
• Reach and Maintain Ideal Body Weight;
• Learning a New Skill or Trade;
• Learning a new Language;

• Finding a more fulfilling Career;
• Buying a House;
• Saving Enough to Retire;
• Changing/finding a new Partner;
• Funding Children’s private Education;
• Learning a Foreign Language;
• Generate a Passive Sources of Income;
• Decluttering Life;
• Going on a world Cruise;
• Researching Family Tree;

Personality Development Goals might include:

• Increasing Willpower;
• Embracing Empathy;
• Practicing Mindfulness;
• Listening more Actively;
• Becoming a more Well-Rounded Individual;
• Caring Less About Others’ Opinions;
• Improving Body Language;.
• Getting Along With Others;
• Getting to Love Yourself;
• Creating a Legacy to be Proud Of;
• Avoiding Procrastinating;
• Getting Recognized for Skills;
• Becoming an early Riser;
• Becoming More Proactive;
• Mastering the Art of Conflict Resolution;
• Generating Self-Confidence & Self-Esteem;
• Learning How to Achieve Long-Term Goals;
• Letting go of the Past;
• Reading & Studying More;
• Becoming More Resilient;
• Becoming an Effective Manager of Stress;
• Ignoring personal Limitation;

• Sharing Oneself/ Transferer of Knowledge;
• Becoming More Spiritual;
• Becoming a decisive Decision Maker;
• Working on growth of Mindset;
• Becoming More Emotionally Intelligent;
• Making a Difference as an Activist;

Universal Desires that Drive Behaviour

Your Needs and Goals, both intrinsic and extrinsic, are personal to you and derivable from self-thought and analysis and understanding what's driving your motives. Your Personality Development Goals might be closely allied to the outcome of your Enneagram Personality analysis your selected Recommendations (section 14), your Type's Personality Traits, healthy motives and vices/ shortcomings. But your Desires are all about what you seek in life as a whole, not just those of your typical personality type - those strong feeling of wanting to have something or wishing for something to happen in the long term. These desires are inextricably linked to your Life Purpose and a driver of your likely Destiny. So please include them in Output XVI below. They will be close to your heart, and based on your inner- desires, not something selected from a list.

Universally, irrespective of personality type, we have certain Desires that Drive Behaviour. From studies involving more than 6,000 people, Professor Steven Reiss, an American psychologist, proposed a theory that finds 16 basic desires that guide nearly all human behaviour. The desires are:

- | | |
|--|---|
| <ul style="list-style-type: none"> • Acceptance, the need for approval • Curiosity, the need to learn • Eating, the need for food • Family, the need to raise children • Honour, the need to be loyal to the tradition values of one's clan/ethnic group • Idealism, the need for social justice | <ul style="list-style-type: none"> • Physical activity, the need for exercise • Power, the need for influence of will • Romance, the need for sex • Saving, the need to collect • Social contact, the need for friends (peer relationships) • Status, the need for social standing/importance • Safety, the need to be safe • Vengeance, the need to strike back/to win |
|--|---|

- Independence, the need for individuality
- Order, the need for organized, stable, predictable environments

Apart from the obvious survival desires based on Maslow's lower basic Physiological needs for Food, Water, Exercise, Sex, Shelter and Security, I would say Homo Sapiens have well demonstrated, through millennia of conflict and struggle, how they are disposed to pursue their desires for Power, Status and Vengeance. And as otherwise social animals we seek Social Contact and Safety in our communities. Others include:

- **Family-** The motivation behind a drive toward family is strong in most loving people. It is driven by the natural desire to protect a spouse and raise children and is connected with an intrinsic feeling of love.
- **Honour-** A lot of people have a strong moral and ethical code which they aspire to follow. A motivational drive for honour is fuelled by a desire to obey such moral codes and achieve an upstanding character. The intrinsic feeling breeds loyalty when one knows he/she has acted in ways that meets with the approval of the social group to which the individual wishes to belong.
- **Independence-** The drive for independence has become stronger in every generation since the young become less reliant on their parents and move away from the family home. It is motivated by a desire for self-reliance/autonomy.
- **Order-** Despite a desire for more independence, this motivational drive is based on a desire for organization and routine in whatever new environment we find ourselves. In many ways, since man's hunter-gatherer and tribal past, this universal desire is important to maintain not only one's physical safety, but also one's well-being. The associated intrinsic feeling is stability.
- **Acceptance-** The underlying motivation behind a strong desire for acceptance is also linked to social groups and communities where the individual desires approval and acceptance by peers. It extends

beyond feeling accepted by family, friends, or co-workers. Another important component of acceptance involves self-acceptance.

- **Curiosity-** Homo Sapiens survival has been down largely to its curiosity, and consciousness. The desire of curiosity represents a hunger for knowledge, followed by an intrinsic feeling of wonder or awe. It's spiritual for some people. For many learning inspires passion, including a deep curiosity to understand oneself, others, and the wider world.
- **Idealism-** This drive is thought to come from perhaps a forlorn hope/desire for eutopia based on altruism or social justice everywhere. This motivational drive may be expressed behaviourally through taking actions to correct what appears to be unjust or through giving one's time, energy, or goods to others who are perceived to be in need. Along with these behaviours comes an intrinsic feeling of compassion. Desires of reformers, helpers, thinkers and peacemakers.

Where I differ with Professor Steven Reiss' analysis is in the category of 'Saving'. Hunter-gatherers may have hoarded food for the winter, but with the advent of Credit in modern society, to fuel economic growth, we have diverted dangerously from the desire to save, often to our cost during economic downturns.

In its place has taken over the Desire for Money. In fact, some people, it is said would do anything for 'Love or Money'. Love is not the problem, but the 'Love for Money' is. So, temper your desires in this regard. Money itself is not the problem (unless you have none), and who doesn't want to get rich; but it shouldn't be your driving desire and passion in itself. Inspired by reading Yuval Harari's take on Money in his book 'Sapiens' I would add:

- **Money-** Money throughout history has succeeded where Gods and kings have failed. Money has become the most universal and most efficient system of mutual trust ever devised, bridging all cultural gaps, which doesn't discriminate on the basis of religion, gender, race, age or sexual orientation. Humans seem to have an inbred extrinsic life desire for money, almost above all else. Since many cannot think of happiness without money, prosperity is very linked to happiness. For this reason, people love money and would do anything possible to possess more money so as to enjoy a happy life.

Output XVI- "Your Reality Matrix Criteria Long List of Needs, Goals & Desires"

a) Your Needs

- 1
- 2
- 3
- 4
- 5
- 6

b) Your Goals

- 1
- 2
- 3
- 4
- 5
- 6

c) Your Desires

- 1
- 2
- 3
- 4
- 5
- 6

Career Choices Which Might Suit Your Destiny

The purpose of listing and plotting Gifts, Abilities and Skills against Needs, Goals and Desires is allied of course to our quest to discover Your Inner-Calling and Destiny. Your Destiny maybe related to your current 'Vocation and Profession', and its pursuit, although likely it is not if your current job lacks 'Passion or Mission' for you. At this juncture it might be informative, for what it is worth, to check whether your current role suits your Enneagram Personality Type- although the Enneagram Personality Types do not depict, for example, levels of intelligence nor specific physical abilities which may be applicable to certain career roles.

There are many websites and commercial human resources organizations making claims (and money) out of trying to match people to careers on the basis of their Enneagram Types, using Psychometric Tests, etc. This book tries not to fall into that category.

There are certainly pointers from the analysis of your personality which will tell you whether you are in the wrong job and career. But you will probably already know that, if that is the case. It may not be particularly informative, but is no doubt interesting, to look at the careers, destinies and legacies of some of the world's Famous and Celebrity Characters which share your Enneagram Type. In section 11 the Enneagram Personality Types and Traits are described in full, and a list of Famous and Celebrity Characters listed under each, highlighting as a *caricature* of each - Margaret Thatcher Type One, Desmond Tutu Type Two, Muhammed Ali Type Three, Amy Winehouse as a Type Four, Albert Einstein as a Five, Michael Moore as a Six, Richard Branson as a Seven, Winston Churchill as an Eight and Ronald Reagan as a Nine.

But the longer lists under each Type include men and women from a wide spectrum of backgrounds and fields of life dedication, proving that one solution does not fit all. There are famous Destinies and Legacies in: Philosophy, Politics, Law, Philanthropy, Business, Cooking, Entertainment, Music, Acting, Writing, Motivational Speaking, Social Work, Country Leadership, Athletics, Fashion, Photography, Law Enforcement, Piloting, Inventions, Military, and Social Work. So, generalisation is dangerous. Everybody is an individual and must discover their own Destiny, not copy or emulate others.

More to the point- some famous people themselves made serious mid-life career changes in their lives which moulded new Destinies and Legacies in far reaching fields and directions. Maybe time for you to contemplate your own.

- Jeff Bezos had a lucrative career in computer science on Wall Street and took on top roles at various financial firms before transitioning to the world of e-commerce and launching Amazon at 31.
- Long before Ronald Reagan became the 40th president of the United States at 69, he was a young, up-and-coming Hollywood actor in film and TV.
- Arnold Schwarzenegger made two major career changes, first when he transitioned from world champion bodybuilder in his 20s to award-winning actor in his 30s, then he went onto become the Governor of California in 2003 at 56.
- Sting wasn't always a multi-platinum album-selling superstar. While playing music in jazz bands during evenings, weekends and holidays, he spent two years from 1974 to '76 working as a teacher in his native Newcastle, England as plain old Gordon Sumner.
- Julia Child worked in advertising, media, and secret intelligence before writing her first cookbook when she was 50, launching her career as a celebrity chef in 1961.
- Michael Bloomberg left his job as CEO of financial software, data, and media company Bloomberg L.P. at 59 in 2002 to assume the role of mayor of New York City, which he held for 12 years.
- Before Harrison Ford was Indiana Jones, he was a professional carpenter for 15 years. Ford was actually hired to build sound stages and an office for none other than George Lucas. After an impromptu reading for Lucas, Harrison was discovered by Stephen Spielberg.

To appease you in all I've said, even if just for the purpose of generalisation, I can't help but list below some careers examples and analysis based on typical Enneagram Types - their 'Egos, Basic Desires, Passions and Virtues'.

- **Type Ones** - are ethical, purposeful, and have a strong desire to be "good". They have trouble relaxing, get caught up in who and what is right and wrong and can become obsessive about perfection. Their work environment and career path must be based on fairness. They care about details and will make decisions based on whether it feels like the right thing to do. The best career choices for them are the ones where they can correct errors, and where detail is important. Enneagram One's need to allow their giftings and healthy motivations to influence work they believe is meaningful. Famous examples include: Confucius, Plato, Mahatma Gandhi, Pope John Paul II, Nelson Mandela, Margaret Thatcher, Hillary Clinton, Rudy Giuliani, Osama bin Laden, George Bernard Shaw, Katherine Hepburn, Meryl Streep, Harrison Ford and the infamous Star Trek "Mr. Spock".
- **Type Twos**- love to make people happy, and to be of service. They should seek roles where their helpful attitude will be valued and avoid criticism or roles where their helpfulness is taken for granted.

Working for non-profit organizations where they deeply believe in the mission might be the most fulfilling. They have a gift of bringing everyone together, and care deeply about building relationships with their co-workers, bosses and subordinates alike. Well suited for HR roles, Enneagram Twos need to allow their giftings and healthy motivations to influence work they believe is meaningful. Prominent People and Celebrity examples include: Pope John XXIII, Bishop Desmond Tutu, Eleanor Roosevelt, Nancy Reagan, Luciano Pavarotti, Lionel Richie, Stevie Wonder, Dolly Parton, Elizabeth Taylor, and the screen roles of Richard Thomas' "John Boy Walton," and Timothy Treadwell's "Grizzly Man".

- **Type Threes** - are the energetic, busy types. They are constantly making decisions, and don't spend much preparatory time in doing so. They should avoid roles that don't give them room to grow and have a team. They should also avoid jobs that don't encourage work-life balance, because they will likely risk their health and experience burnout if they don't ever rest. Achievers should look out for roles that allow them to push the status quo, give them an opportunity to motivate others, and use their voice for good. Their narcissistic tendencies can make them unpopular bosses, but they are definitely doers. Famous Enneagram Type 3 Careers typically include people in Business, Politics, Law, and Leadership. A few celebrity examples

include: Augustus Caesar, Emperor Constantine, Bill Clinton, Tony Blair, Arnold Schwarzenegger, Muhammed Ali, Oprah Winfrey, Madonna, Sting, Richard Gere, and Will Smith.

- **Type Fours** - love to contribute with their uniqueness, and they appreciate having the freedom to create. They like to have clear expectations from bosses, and at times find it challenging to do more than what is expected - especially when in a job that isn't their passion. For this reason alone their choice of Destiny may not be in the area of their current specialisation.

Fours might be better suited for a start-up business or new invention. Because they care about authenticity, they will struggle to do work for companies that they don't believe in. Fours tend to choose creative fields, and while that might make them likely to work for themselves, they struggle with the self-discipline that comes with entrepreneurship.

Famous Enneagram Type Fours Careers include typically Fashion, Business, Photography, Entertainment, Music, Acting, Writers, and Artists. A few examples are: Frédéric Chopin, Tchaikovsky, Jackie Kennedy Onassis, Edgar Allen Poe, Judy Garland, Amy Winehouse, Ingmar Bergman, Marlon Brando, Jeremy Irons, Angelina Jolie, Kate Winslet and Nicolas Cage.

- **Type Fives** - are usually highly intelligent, and love learning as much as they can to arm themselves with knowledge. Type fives need alone time more than other types do, which make them unlikely bosses. But they have a lot to offer as advisers and right-hand men. They are fast-learners and retain a lot of knowledge. Don't try and take one on unless you've researched your topic well.

Type Fives should look for roles with structure and space for themselves. They aren't likely to enjoy roles with public speaking, too much time with people, too many surprises, or too much flexibility. They are often not comfortable being with people. Their Destinies lie in independent thought and analysis. Famous Enneagram Type Five Characters include: Gautama Buddha, Albert Einstein, John Nash, Stephen Hawking, Vincent van Gogh, Bill Gates, Bobby Fischer, and "Wikileaks" Julian Assange.

- **Type Sixes** - tend to go for practical, steady jobs in which they feel a sense of safety. They are not risk takers so they are less destined to explore virgin areas in life, but they might find their Destiny takes them there nevertheless. It goes against the grain because they are constantly assessing the risks in a given situation. But they are often the first to point out red flags and play devil's advocate to make sure people, particularly their bosses, are thinking through their decisions, especially at work. While it can feel negative at times, we need our type six people, because they can save us from making costly mistakes. They take pride in being right in their analysis.

Sixes can be some of the most committed and loyal partners and employees. They should look for jobs where they can ask questions, and a workplace that shares their values. They don't suffer fools but don't confront bosses. Though they can be cynics and can get drawn into conspiracy theories. Famous Enneagram Type Six Celebrities include: Krishnamurti, Mark Twain, Sigmund Freud, J. Edgar Hoover, Mike Tyson, Oliver Stone, Michael Moore, Marilyn Monroe, Robert De Niro, and Woody Allen.

- **Type Sevens** - are some of the most fun people to be around. They don't love authority and aren't huge rule followers. They can be a bit scatter-brained but are full of great ideas and bring a lot of personality and joy to everything they do. They do well in fast-paced, every-day-is-different type of environments. They prefer to avoid jobs involving a lot of details, and instead pursue careers that allow them to be fully creative and think big. They are quick to make decisions, but don't often think it fully through. They need to be surrounded by good advisers if they are in a position of power because they can be too spontaneous. Their Destinies should be following their freewill, going their own way and capitalising on their ability for entrepreneurship, writing and creativity.

Famous Enneagram Type Seven Careers include Celebrities including: The 14th Dalai Lama, Mozart, Thomas Jefferson, Benjamin Franklin, John F. Kennedy, Richard Branson, Elton John, Mick Jagger, Fergie, Steven Spielberg, Fred Astaire, Robin Williams, Bruce Willis, Larry King and Simon Cowell.

- **Type Eights** - are the most natural of leaders but their dominant personality traits can create environments where they are disliked by

subordinates. They are not comfortable with control. Eights aren't afraid to do the hard work and don't tend to procrastinate.

Eights have a powerful persona but rise to their best when they are merciful and kind to co-workers and stand up for the underdogs when they are right. They are known as "protectors" because they care deeply about justice. They are best suited for work in a fast-paced, stimulating environment.

Famous Enneagram Type Eight Career Politicians, Businessmen, Military Men and Acting Celebrities include: Franklin D. Roosevelt, Winston Churchill, Oskar Schindler, Fidel Castro, Martin Luther King, Jr., Lyndon Johnson, Mikhail Gorbachev, Saddam Hussein, Senator John McCain, Frank Sinatra, Humphrey Bogart, Paul Newman, Clint Eastwood, Tommy Lee Jones and Jack Nicholson.

- **Type Nines** - are supportive and bring a great sense of morale and team spirit to their work environments. They are the peacemakers and mediators and diplomats in life. They tend to avoid conflicts as a priority and may not stand their ground as a result- they are classic Diplomats. They take their time with decision making and take care to evaluate the other side's views. Getting to find their Destiny will involve assessing more avenues than most before they choose one that allows for their need for flexibility.

Famous Enneagram Type Nines include: Jesus of Nazareth, Queen Elizabeth II, Abraham Lincoln, Dwight D. Eisenhower, Ronald Reagan, George W. Bush, Morgan Freeman, and "Homer and Marge Simpson"

The purpose for including the above was more one of passing interest, fun, comparison and intrigue. But by reading your Type's motivations in the work place you will know whether your current job role is likely the right one or the wrong one. The following table generalises the findings.

Table XVI – "Enneagram Type Career Matches"

Certain Careers suit certain Enneagram Types better than others, but Careers are about following chosen 'Vocations and Professions', not necessarily 'Passion nor Mission' which are vital ingredients for discovering an Inner-Calling and Destiny.

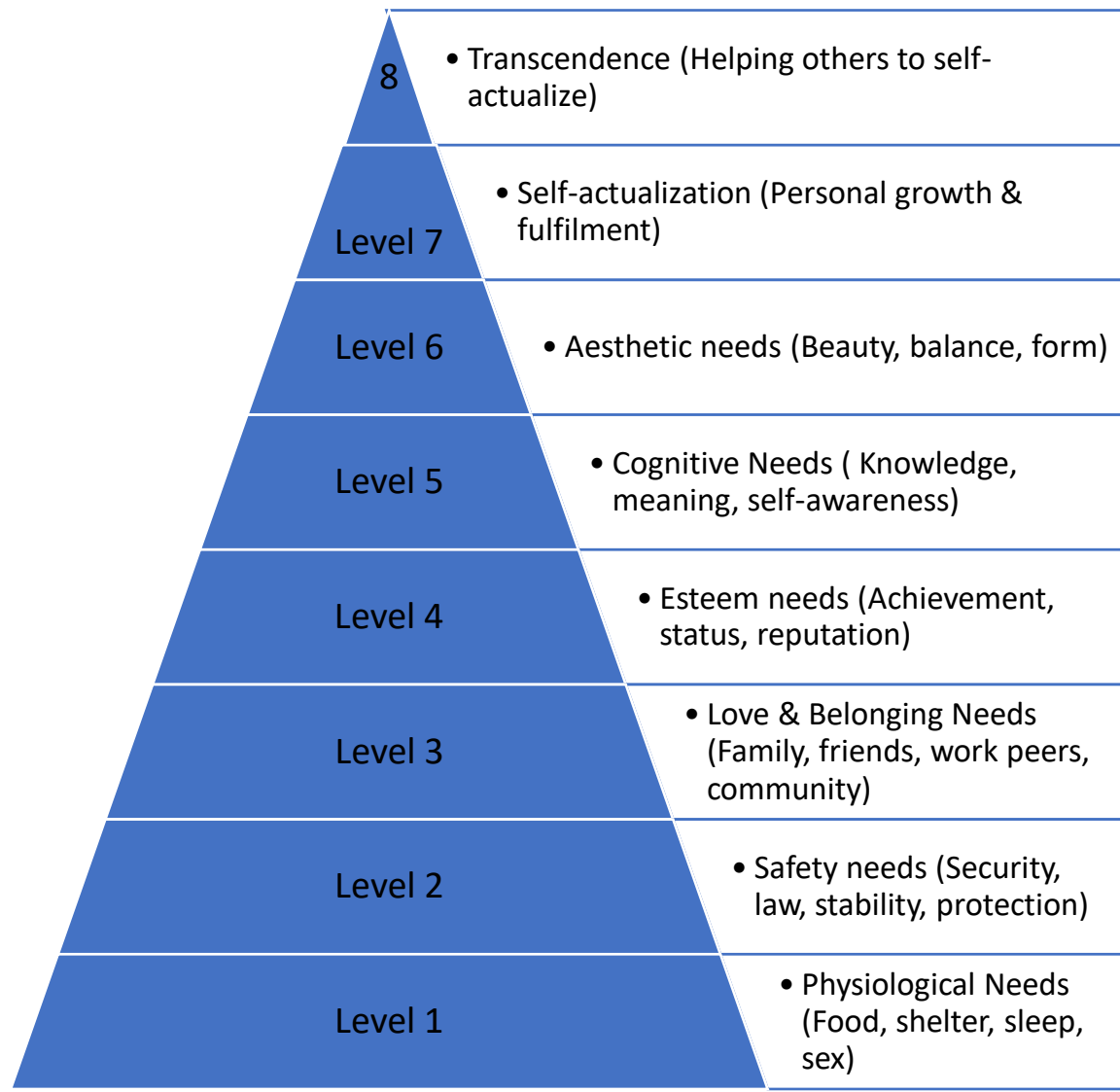
Enneagram Types

1	2	3	4	5	6	7	8	9
Plato- Margaret Thatcher- Mr Spock	Desmond Tutu- Stevie Wonder- John Boy Walton	Caesar- Muhammed Ali- Oprah Winfrey	Chopin- Amy Winehouse- Edgar Allen Poe	Einstein- John Nash- Julian Assange	Mark Twain- Michael Moore- Robert De Niro	John F Kennedy- Richard Branson- Elton John	Winston Churchill Saddam Hussein- Frank Sinatra	Jesus- Abraham Lincoln- Ronald Reagan
Politician / Lawyer	Professor	Leader/ CEO / Military	Artist	Analyst	Banker	TV Personality -- Actor or Host	CEO	Teacher
Leader / CEO/Law Enforcement	Doctor	Entrepreneur	Social Media Manager	Journalist	Paralegal	Content creator	Executive Assistant	Artist
Editor	Nurse	Speaker	Advertising (for a trusted brand)	Engineer	Lawyer	Hair stylist	Journalist	Yoga Instructor
Interior Designer	Working for or starting a non-profit	Podcast Host	Writer / Philosopher	Researcher	Dentist	Trainer	Politician	Retreat Leader
Architect	Writer/ Philosopher	Stylist	Counselor	Web Developer	Business Manager at established company	Chef	Agent	Travel Agent
Real Estate Agent	Social Worker /Philanthroper	Marketing Director	Designer / Fashion	Specialist (in any field)	Film Maker	Travel agent	Event Planner	Student Counselor
Surgeon	Life Coach/ Mentor / HR	Performer / Entertainer	Performer	Researcher / R&D	Civil Servant	Entrepreneur	Director of Sales	Arbitrator / Mediator
Event Planner	Management Consultant	Event Organiser	Designer	Law Enforcement	Linguist	Performer	Military Leader	Spiritual Guru
Accountant/ Auditor	Adviser / PR	Politician	Poet/ Writer	Adviser / Critic	Critic	Photography / Fashion	Law Enforcement	Politician / Law

The Link between Desire and Need

Our Goals & Desires are intractably linked to our hierarchy of Needs. For the purposes of ranking your Long List of Needs, Goals & Desires in Output XVI above we will use an adopted version of Maslow's Hierarchy of Needs referenced several times in previous sections. Your 'Goals and Desires' should be shortlisted to 8, and ranked in order of the closest 'Need'; within yourself you consider them to be driven by according to the 8 levels below:

Diagram XX – “Link between Desire & Need”



Levels 1 and 2 are considered 'Basic Needs'; Levels 3 and 4 'Psychological Needs'; 5 and 6 'Self-Fulfilment Needs' and Level 7 relating to the highest level of 'Transcendence' and going beyond the self.

Habitual Desires

Beware of mixing the concept and selection of your chosen Life and Career Goals/Desires, being discussed here, with the typical 'Habitual Desires' synonymous with your particular Enneagram Personality Type. These relate to the common 'Levels of Development' and 'Directions of Integration (Growth) and Disintegration (Stress)' relevant only to your Personality Traits and not you as an individual. (Reference section 14- Personality Recommendations). We have raised above this generic analysis, Type by Type.

Nevertheless, it is instructive to be aware of your Personality Type's Habitual Desires. Are you driven by the desire for power? To be loved? To be independent? To be right? To prove something to yourself? To be admired by others? And so forth. These questions ask what your typical Personality Type is intrinsically disposed to be looking for in life and from other people. While motives are often mixed, desires just linked to your Type's natural behaviour should have no real place here.

In section 14 we discussed the importance of each Personality Type to move to higher Levels of Development to increase psychological health and balance.

Psychological Processes and Levels of Development should not determine your ultimate Goals and Desires in life. Your 'Saving Grace' is in fact a better pointer to whether you as a Personality Type are setting yourself in the right direction.

By way of example, my own Personality Type ('Type Two') 'Movement of Continuum Summary' in terms of Levels of Development and Habitual Desires was described, not so flatteringly as follows:

"Two's progressively deteriorate from healthy disinterested altruism, compassionate concern for others, and generosity to average effusive friendliness, over-enveloping possessiveness, and self-sacrificial self-importance to unhealthy self-deceptive manipulation, coercive dominance of others, and finally vindicating themselves through psychosomatic suffering (brought on by their suppressed aggressions)."

My Personality Type 'Saving Grace' however was defined by Enneagram as follows:

Two's genuine empathy- identifying with others despite their growing pride & self-importance - prevents them from deteriorating into manipulation or coercive behaviour.

And it followed that the overriding recommendation from the analysis, on the most positive note, was as follows:

"To love others selflessly is an extraordinary achievement- one of human nature's very highest powers. If you have achieved the ability to love others unselfishly, you are already an extraordinary individual. If you develop your great capacity to care about others, you will never go far wrong- in fact, you will do a great of good in life. Others are probably already seeking you out because you possess what everyone wants: the ability to love and appreciate others for who they are."

The purpose of this example is to demonstrate how Goal setting and Levels of Development don't need to be affected by Habitual Desires. A Type Two may naturally set Goals allied to 'Manipulation and Coercive Dominance' of others (like leading a Trade Union to win self-importance and power over both workers and management - ultimately for self-interest). My own Goal/Desires were ultimately to be focused on trying to help others, as well as myself.

Make your selections wisely, whatever the underlying Habitual Desires your Personality Type may naturally exhibits.

Output XVII- "Your Reality Matrix Criteria Short List – Goals & Desires" (based on your Levels of Needs)

Lower Levels of Hierarchical Needs

Level	Need	Description	Goal/ Desire
1	Physiological	Food, Money, Shelter	
2	Safety	Stability, Protection	
3	Love & Belonging	Family, relationships	
4	Esteem	Status, Role, Reputation	
5	Cognitive	Knowledge, Self-awareness, Understanding	
6	Aesthetic	Spiritual awareness, Beauty	
7	Self-actualization	Self-fulfilment, Achievement, Personal growth	
8	Transcendence	Spiritual Awakening, Enlightenment	

Higher Levels of Hierarchical Needs

18

Reality Matrix

It is now time to match your greatest 'Desires and Dreams' to your current and potential 'Skills Set' which may still be under-developed but *developable* based on core skills, passion, and a mission to follow a chosen path of Destiny.

In section 16 and Output XIV you selected a Long List of (some 21) perceived 'Gifts, Abilities and Skills'; and then in Output XV you ranked your Top Focused 'Skills Set' of 6 core skills, based on your key 'Gifts and Abilities', and ability to improve on them, as you considered achievable. These were ranked from a Level 1 of Mastery to a Level 6 of basic novice current knowledge or ability.

Output XV – “Your Reality Matrix Criteria Short List – Skills Set” (based on your key Gifts & Abilities)”

In section 17 and Output XVI you selected a Long List of (some 18) perceived 'Needs, Goals and Desires'; and then in Output XVII you ranked your Top 8 Focused 'Goals and Desires' based on your 'Level of Needs' you considered appropriate or achievable. The Lowest Level of Needs and often easier to achieve are those considered 'Basic Needs' and 'Psychological Needs'; while the Higher Levels of Needs are often more difficult to achieve and relate to 'Self-Fulfilment, Enlightenment and Transcendence' and basically going beyond the self to a higher awareness. These are invariably linked to what we have defined earlier in the book as 'Higher or Primary Purpose in Life'.

Output XVII – “Your Reality Matrix Criteria Short List – Goals & Desires” (based on your Levels of Needs)

These two key Output Tables will form the basis of Output XVII:

Output XVIII – “Your Reality Matrix”

With Diagram XIX – “Reality Dashboards” as a visual aid - You should now Plot each of your 8 chosen Goals and Desires ranked (honestly) by their Level of Need against your Skills Set appropriate to each Goal and Desire

– on the Output Graph XVIII – “Your Reality Matrix”. Finally in Output XIX you will shortlist your Top 4 Goals and Desires, ranked accordingly to your current level of Ability.

Diagrams XXII – “Reality Matrix (plus Example)” provides a description of the various graph plot areas where Goals & Desires (ranked according to Maslow’s Hierarchy of Personal Needs) are plotted against Levels of your current perceived Levels of Ability (ranked 1-6 from Mastery to Basic Knowledge).

Goals/ Desires:

- Low Level of Need v Low Level of Ability = Focus for Survival
- Low Level of Need v Medium Level of Ability = Focus for Mediocrity
- Low Level of Need v High Level of Ability = Focus for Sellability
- Medium Level of Need v High Level of Ability = Focus for Suitability
- High Level of Need v Low Level of Ability = Focus for New Mission & Development
- High Level of Need v Medium Level of Ability = Focus for Conviction
- High Level of Need v High Level of Ability = Focus for Passion, Purpose & Destiny

Your Revised Personal ‘Final Solution’

At the end of this section on the Destiny Matrix you will be invited to complete Output XX which will be “Your *Revised* Personal ‘Final Solution’”. It should be based on all your Outputs completed in the book’s analysis following your completing Output II- “*Your Draft Final Solution Review*” in section 8, before the benefit of completing Stages One and Two of your Personality Analysis and developing your Output XIX - ‘Reality Matrix Focus Criteria of Goals and Desires’.

The Final Solution declarations serve to map the progress in your analysis and will be revisited finally at end of the complete analysis in final sections.

Diagram XXI - "Reality Matrix Output Chart"

"Suitability"
*List Your Gifts, Skills,
 Goals, Needs &
 Desires*
"Reality Matrix"

"Passion"
*Develop Your
 Valuable Ideas*
"Destiny Pyramid"

"Inner-Calling"
*Identify Your Purpose &
 then Your Destiny*
"Ikigai Sweet-Spot"

Output XIV	Your Reality Matrix Criteria Longlist of Gifts, Abilities & Skills
Output XV	Your Reality Matrix Focus Criteria Short List - Skills Set
Output XVI	Your Reality Matrix Criteria Longlist of Goals, Needs & Desires
Output XVII	Your Reality Matrix Focus Criteria Short List – Goals & Desires
Output XVIII	Your Reality Matrix
Output XIX	Your Reality Matrix Focus Criteria
Output XX	Your Revised Personal Final Solution
Output XXI	Your Valuable Ideas List & Personality Development Criteria
Output XXII	Your Positive Personal Profile
Output XXIII	Your Top 4 Ranked Most Valuable Ideas & Related Personality Developments
Output XXIV	Your Destiny Personal Pyramid
Output XXV	Your Personal ikigai Model
Output XXVI	Declared Life Destiny

**Diagram XXII – “Reality Matrix”
(Example)**

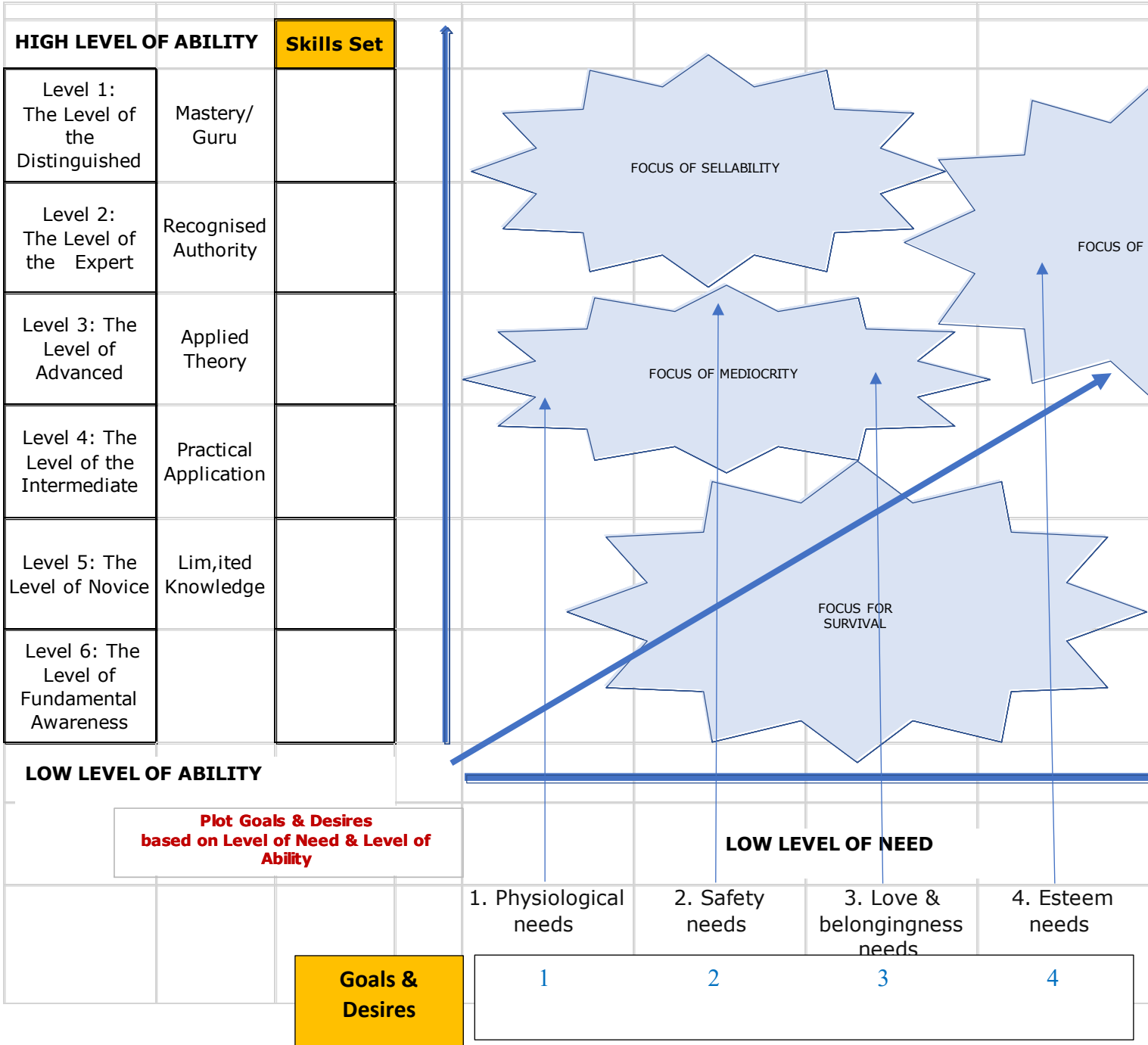
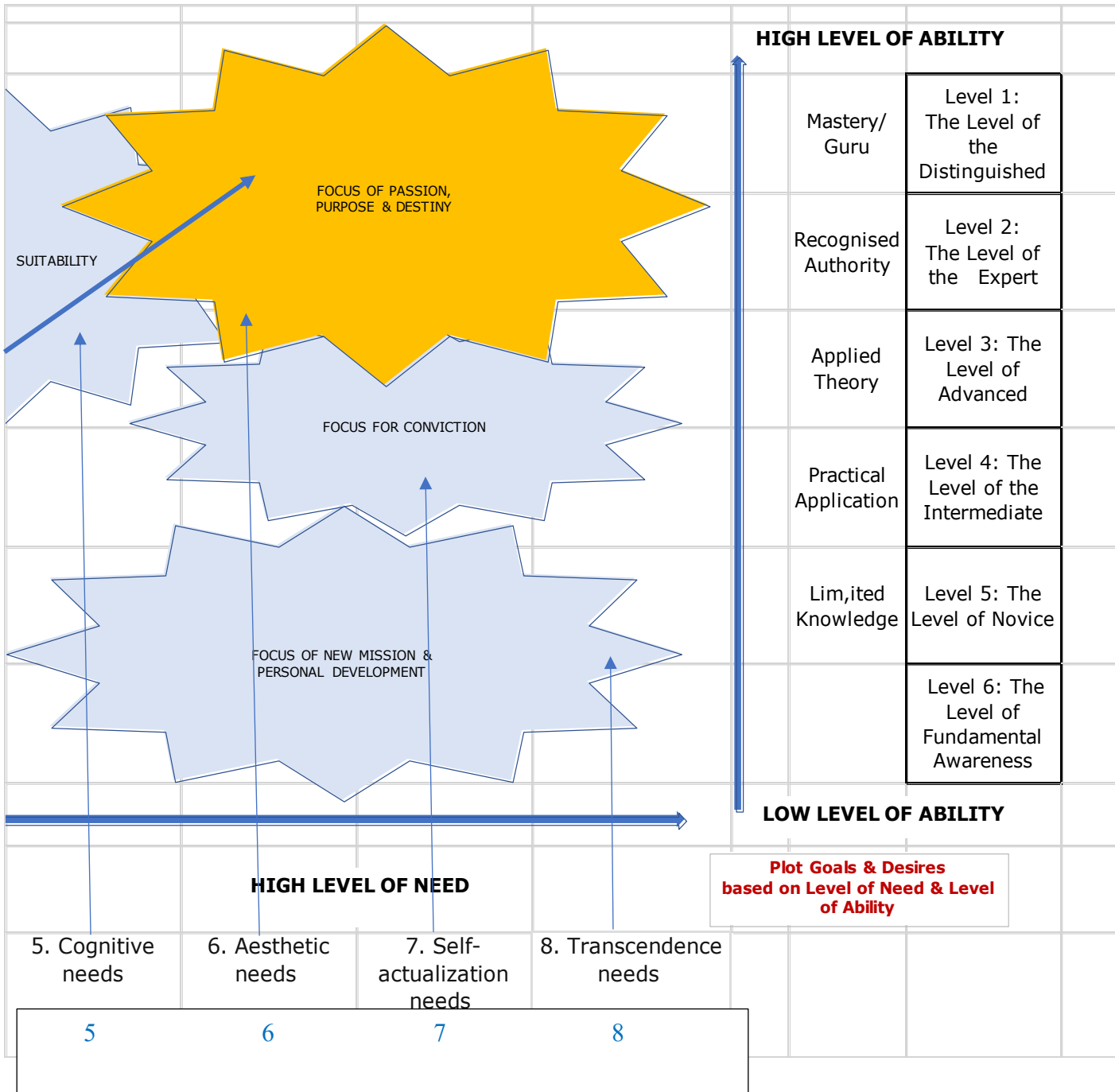
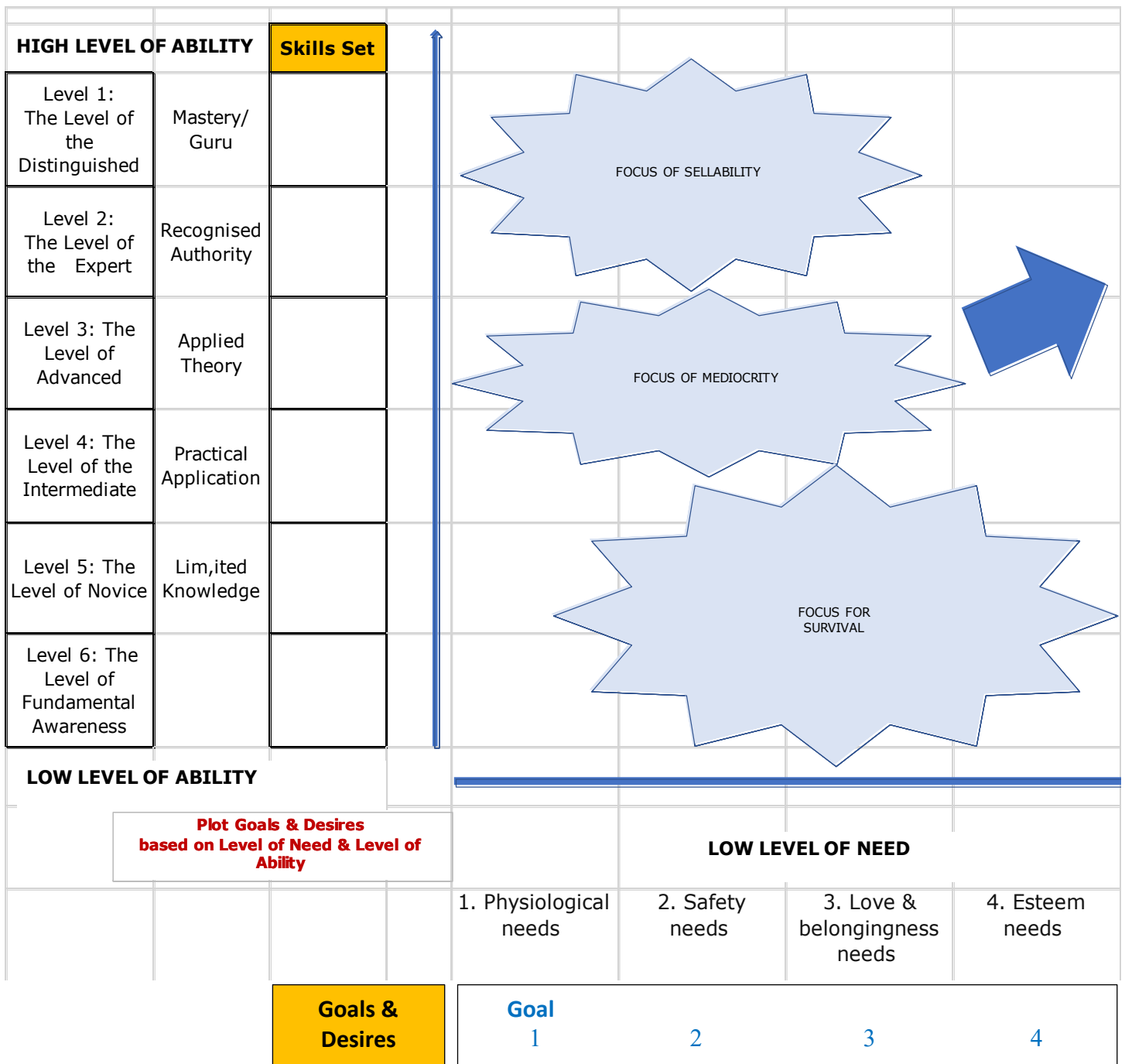


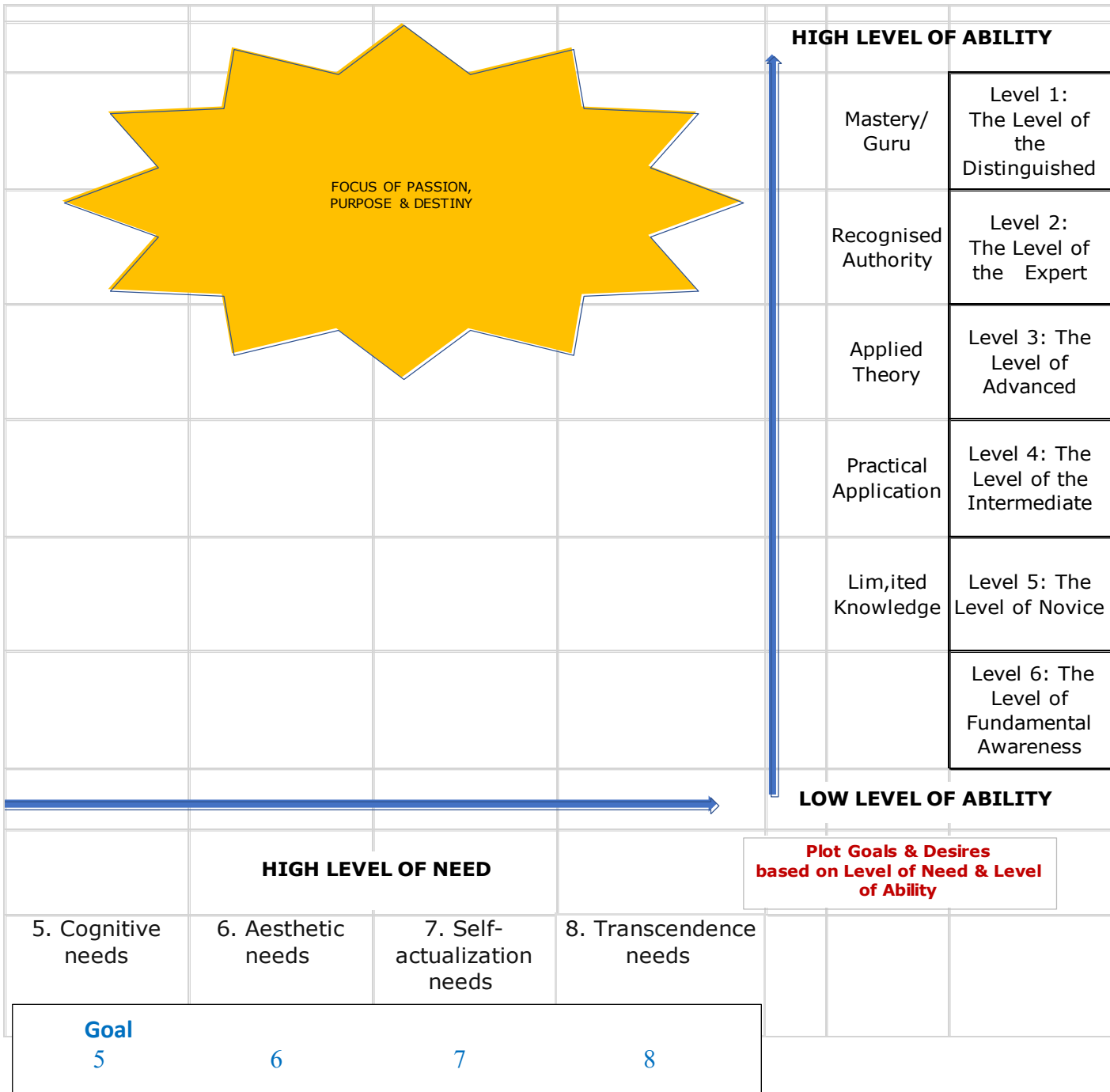
Diagram XXII – “Reality Matrix”



Output XVIII – “Your Reality Matrix”



Output XVIII- "Your Reality Matrix"



You should now shortlist your Top 4 Goals and Desires, ranked accordingly to your Desire/Level of Personal Need and your current Level of Ability, and/or your Achievable Level, based on a programme of self-development. These will be featured in the Top Right-Hand Quartile of the Diagram/Graph. The latter can be included as an *outlier* based on Levels of Passion provided the required Level of Competency/Ability is considered Achievable.

By way of Example- Diagram XXIII - "Reality Dashboard (Sample)" is provided- giving the Author's own Output of Goals/Desires plotted against perceived Levels of Ability in his own Self-Analysis in 2019.

It indicated that 'Writing as a Vocation', while being a High-Level Desire, ranked as a Low Level of Ability/Experience in the Skills Set. It also indicated that a Higher Level of Ability in 'Public Speaking' would be required to 'Successfully Promote' the Ideas written about – if such a venture were to make enough money to secure 'Financial Independence'.

This was clearly a 'Focus of Survival' and a High Risk 'New Mission for Development'.

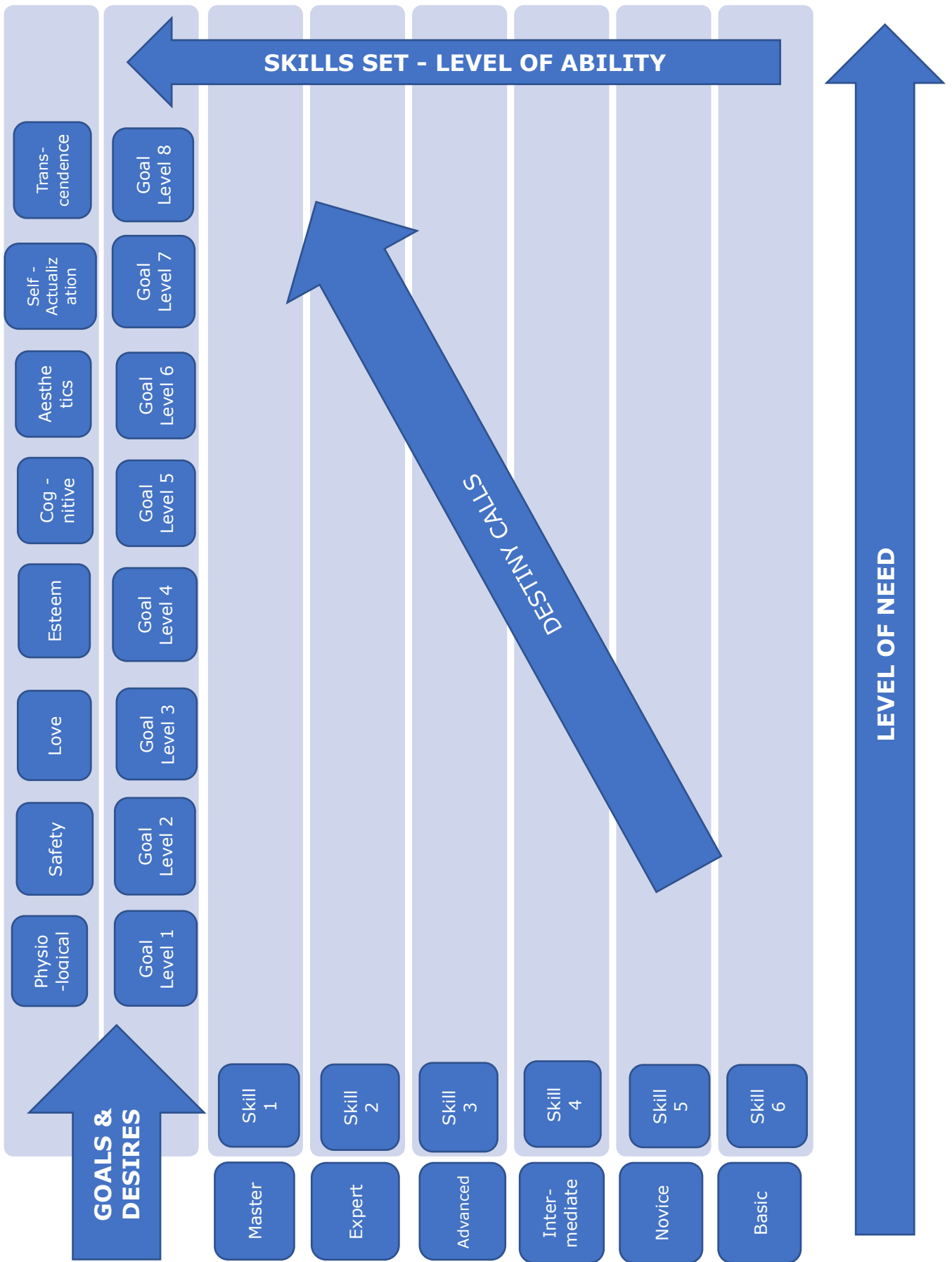
The Author's Top 3 Ranked Goals & Desires were logged according to their ranking (top right-hand quartile) based on Desire (& Level of Need) and Level of Ability- 'Helping Others & being Generous'; Loving Family & Friends; and Caring for Partner.

The 4th Goal/Desire logged, and the only one which offered income from its pursuit was 'Writing as a Vocation'. A commitment to self-development ensued and this book was launched two years later.

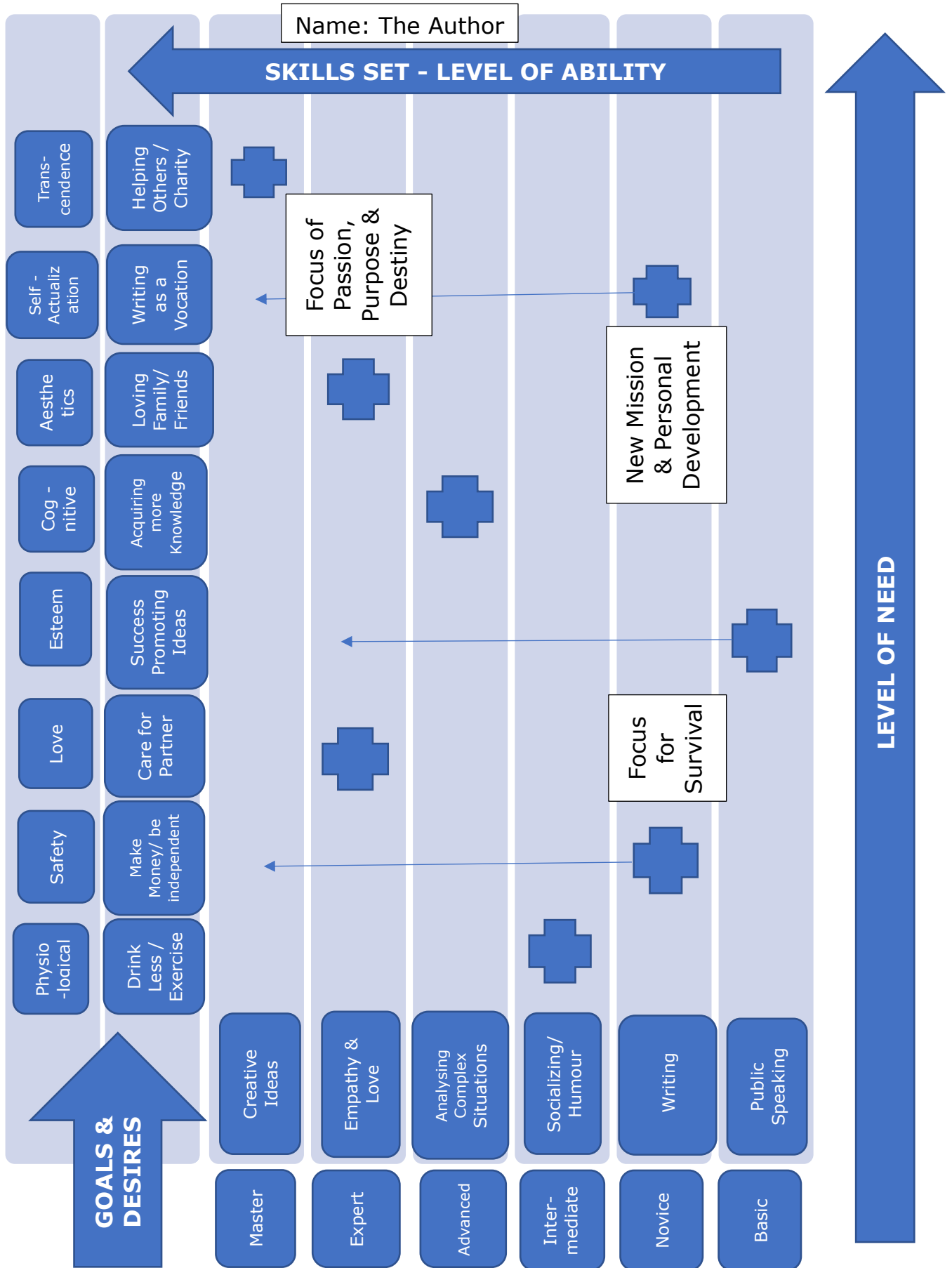
**Output XIX- "Your Reality Matrix Focus Criteria –
4 Goals/Desires"**

Your Focus Goals & Desires	
1	
2	
3	
4	

Diagrams XXIII – “Reality Dashboard ”



Diagrams XXIII – “Reality Dashboard (Sample)”



Output II – “The Draft Final Solution Review” (Revisited)

“Revisit what you wrote back in Output II...”

Output XX- "Your Revised Personal 'Final Solution'"

Based on all your previous Outputs- particularly your Higher Purpose and the Focused Output XIII (Life Missions, Sacred Cows, Home Truths, Personality Recommendations); and based on your Saving Grace; and the Focused Output XIX- "Your Reality Matrix Focus Criteria – Goals and Desires"- please complete the following:

Note: 'The last Page 'My Destiny is..' can only be Completed after having read sections 19-21'

MY PRIMARY PURPOSE (HIGHER PURPOSE) IN LIFE IS
'

'

"Mission" - I believe that 'What the World Needs' most can be summarized in the Key Life Mission of
'

' & My own Sacred Cows are
'

'

"Conviction" - My own true Conviction is based on focusing on my priority Sacred Cow '_____' : I recognise that my current vocation is not addressing all my Needs or ways to address my Sacred Cows. I intend to work on both my Personality Development and my vocation to achieve the Change I seek. My own Enneagram Personality Type is 'Type ____' and I have a '___/___' Enneagram Wing.

MY SAVING GRACE IS

' _____ '

' _____ '

_____'. The most appropriate Personality Recommendations for me are-

' _____ '

_____'. Once I embrace these Developments I will become more 'Sellable' as an Individual, in both my Personal and Business/Professional Life.

"Suitability" - I realise that to achieve my Goals I Need to Address my 'Needs' and any Short-comings in my Knowledge, Training or Ability. My key 'Needs' in this regard for me are -

' _____ '

_____'. My Key 'Goals' are focused on

' _____ '

_____':

Note: The Following can be filled in only after completing sections 19-217

MY SECONDARY PURPOSE IN LIFE IS

' _____ ':

"Passion" - But my real Desires to achieve

' _____ ' are based on my True Passion for

' _____ ': My Short List of the 'Most Valuable Ideas' to create my own Destiny are the following -

' _____ ' _____ ':

"MY DESTINY" - IS TO

' _____ ' _____ ':

It is what I Love to Do, based on my Life Purpose and Passion for

' _____ ' _____ ':

It is my Destiny to pursue this by the following Action

' _____ ' _____ ':

Develop A List of Your Valuable Ideas

Upon reflection we have probably all had valuable ideas in the past which we never acted upon, and no doubt now regret for not having done so. So here we are now, looking to discover our real destiny, and we didn't even make the effort to pursue some of the best ideas of the past in our lives.

Well, there is no point in beating ourselves up about the past. In section 18 you have homed in on just four 'Goals and Desires', an achievement of Focus in itself. We have re-written to ourselves our 'Final Solution'. This time it has been written having now defined for ourselves our personal 'Primary Purpose/ Higher Purpose' in our life and the 'Universal Mission' which we sign up to in life. We've derived a definition of our 'Conviction' based on our 'Sacred Cows' and our current 'Vocation' and areas where we need to work on 'Personality Development' to perhaps change direction and become more 'Sellable' in whatever we decide to do. We went further and tried to identify not only our areas of 'Skill and Ability' but also those areas of shortcomings in 'Knowledge, Training or Ability' if we are to achieve our Goals and Desires.

Defined Focused Goals and Desires is where we are now. We have not declared yet a 'SECONDARY PURPOSE IN LIFE'. It will be based on your 'Passion, you're your 'Most Valuable Ideas'. Together these will define your 'Real Destiny' to pursue them, with a defined 'Action Plan'.

Your 'Valuable Ideas' should all be linked in some way or other to the four focused 'Goals and Desires', your 6 'Core Skills and Abilities' and 'Personality Recommendations' upon which you have decided. The key Outputs to reflect on here are:

- **Output XIX- "Your Reality Matrix Focus Criteria –4 Goals/Desires**
- **Output XV – "Your Reality Matrix Criteria Short List – Skills Set"**

- **Output XIII- “Your Personality Matrix Focus Criteria”**
(including 2 Personality Recommendations)

Your ‘Valuable Ideas’ are your ‘Intellectual Property’ and they must be authentic and personal. This book has been just a preparation to help you make the right decisions and plan how to proceed. It will be up to you to go forth, make them yours and put them into action. I cannot predict nor influence, nor wish to influence, your creative ideas nor the final selection of your Destiny. The following notes are pointers before you start the listing and selection process:

If your Valuable Idea(s) are to become your future ‘Vocation and Source of Income’ as well as your ‘Reason for Being’ (see section 21) – then they will need to satisfy four components. This describes the ‘Ikigai and the Four P’s’ described in full in section 21- ‘How to Get Paid, Enjoy Your Work, Solve Problems, and Find Purpose’. To achieve this your ‘Valuable Ideas’ will need to focus on:

- What you are good at (Purpose)
- What you can get paid for (Profit)
- What the world needs (Problems)
- What you love (Passion)



“Ikigai is the union point of four fundamental components of life: passion, vocation, profession and mission. In other words, where; what you love meets what you are good at, meets what you can be valued and paid for meets that which the world needs.”

There should also be characteristic ‘Features of Your Valuable Ideas’. For anyone whose success in an area of their life depends on creating or transmitting valuable ideas, I think determining what characteristics make

an idea valuable is extremely important. Some of the key characteristics that make an idea valuable include the following.

Features of Your Valuable Ideas

Originality- Originality is probably one of the most important factors in making an idea valuable to you, not being mundane, more of the same.

Many old problems are unsolved or have a suboptimal solution are prime targets to find valuable ideas. Just by thinking about one of these problems you may come up with many new and original ways of solving them. Common-sense solutions generally are just one of many appropriate and sometimes more effective answers.

Counter-Intuitiveness- An idea immediately becomes far more valuable if it is counter-intuitive. If common wisdom says one thing for you and your idea proves the opposite, the idea suddenly becomes extremely valuable to you. Of course, the idea still must be true, but if you have enough reasoning to back up that your counter-intuitive idea is correct, it is very valuable indeed. You are 'thinking outside the box'.

A lot of common sense is based on assumptions that aren't necessarily valid. Our entire society and culture is built of assumptions that often don't make a lot of sense. By testing assumptions it is easy to stumble upon those valuable ideas that were hidden behind them.

Ease of Understanding- A valuable idea can be summarized and transmitted easily. If your idea is counter-intuitive and original but it is difficult to understand, it loses a lot of its value. It becomes less practical or easy to achieve.

Unfortunately, some ideas are simply so complex and esoteric that they are very difficult to write down in a small and simple concept. Quantum physics, discussions about the existence of free will or God and ethics rarely squeeze into nice, tidy packages and lose a lot of value. It will depend on your clarity and passion for the concept.

"So, a truly valuable idea is one that fits into as small and easy to understand a package as possible, and strays from common ideas as much as possible while still containing the evidence strong enough to support itself."

Marketability- There are two main schools of thought on how to pick income-producing creative projects, if that is what you seek. One is to go with your gut and do whatever inspires you and drives your passion. The other idea is to research what people actually want to buy and then create

something for that target market. This is the classic “find a need and fill it approach.” (Reference ‘The Ikigai Model’).

While your Valuable Ideas may well comply with these Characteristics/Features it may not be enough. Your Valuable Ideas must not be just *ideas*. They have to be ‘VALUE BASED’: that is based on your prior self-analysis, firstly 1) Your Input- Your selected Goals, Desires and Skills; 2) Your Positive Personality Traits- Bringing out the best in your Personality; 3); Your Personal Value Base – A Check-List of all the Analysis Outputs in previous sections; and 4) Your Personality Development- Ideas to Improve Yourself focusing on the 2 Key Areas for your Personality Improvement

Otherwise, what would have been the purpose of such protracted, or some may even think, tedious analysis.

1) Your Input (Focus)

4 Selected Goals & Desires (Output XIX- “Reality Matrix Focus Criteria- 4 Goals & Desires”)


1	
2	
3	
4	

6 Core Skills/Abilities (Output XV – “Your Reality Matrix Criteria Short List – Skills Set”)

1	
2	
3	
4	
5	
6	

2) Your Positive Personality Traits (Litmus Test)

6 Virtuous Traits (Table VII & Table XII- “Summary Characteristics of The Nine Enneagram Personality Types & Characteristics at Levels of Development”)



Personality Type Characteristics

- 1. Virtue _____
- 2. Holy Idea _____
- 3. Basic Desire _____

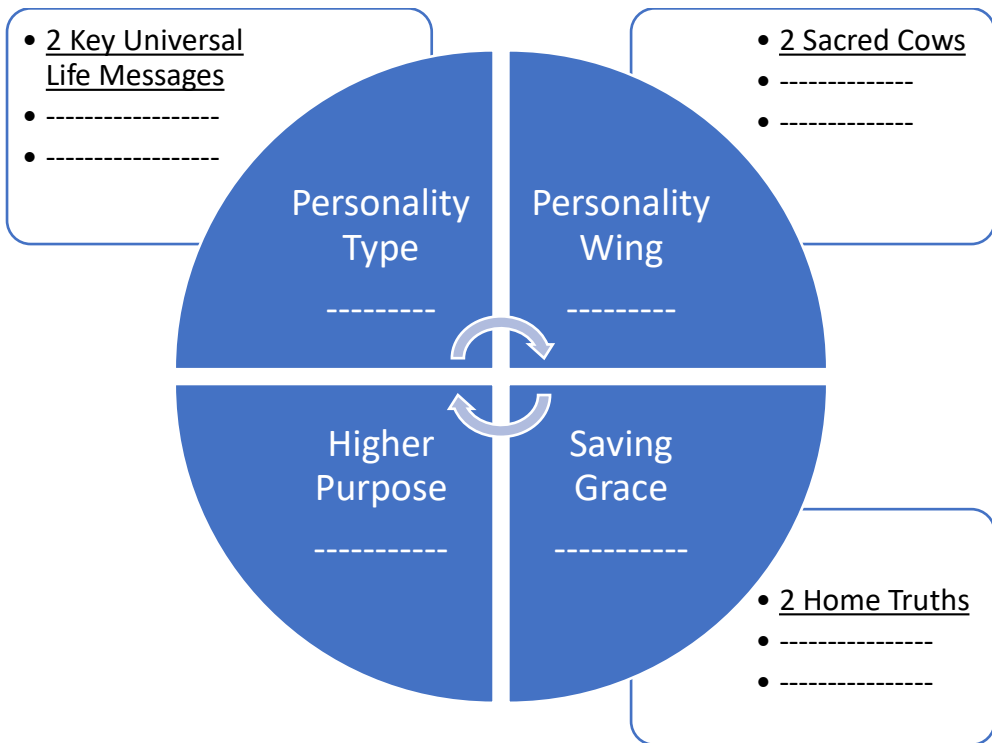


Personality Traits (Healthy Levels Of Development)

- 1. Level of Liberation _____
- 2. Level of Psychological Capacity _____
- 3. Level of Social Value & Contribution _____

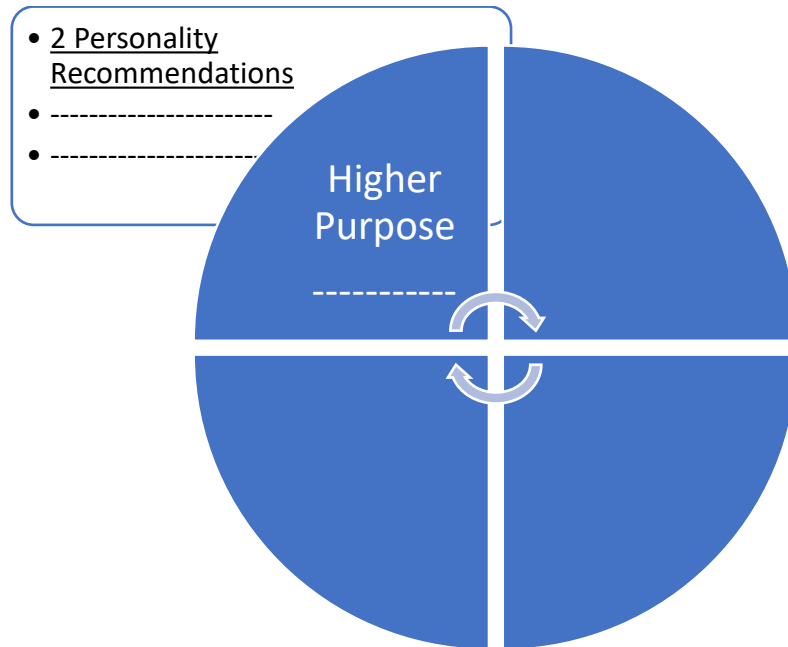
3) Your Personal Value Base (Check-List)

1 Higher Purpose; 1 Saving Grace; 2 Universal Lessons/Missions; 2 Sacred Cows; 2 Home Truths (Output XIII- “Your Personality Matrix Focus Criteria”)



4) Your Personality Development (Personal Betterment)

2 Personality Recommendations (Output XIII- "Your Personality Matrix Focus Criteria")



Focus on the 'Sexy Six' Dimensions

How do you derive the definitive 'Valuable Ideas Long List'?

First- Focus only on ideas that are:

- Original
- Intrinsically easy to understand if not implement
- Maybe counter-intuitive

Finding solutions for other peoples' problems is not only altruistic and rewarding, but it can also be very lucrative.

Second- Focus only on ideas where your involvement entails doing:

- Something you are passionate about
- Something you are good at
- Something that helps others

Only if you combine all three will you likely find real purpose in what you are doing, and it may also be very lucrative.

Three- Focus only on ideas that relate directly to your Personality Goals, Desires and Skills Set:

- Your 4 selected Goals and Desires
- Your 6 declared Core Skills and Abilities

A valuable idea that does not resonate with you selected Goals and Desires is unlikely to end up being your real destiny. Valuable ideas without the passion to follow them through are at best for others to pursue.

Four- Focus only on ideas that best match your natural Personality Characteristics and Traits at Healthy Levels of Development:

- Virtue
- Holy Idea
- Basic Desire
- Liberation
- Psychological Capacity
- Social Value & Contribution

Matching your valuable ideas to the very best of your natural personality traits just makes sense.

Five- Focus only on ideas that truly deliver, recognise, accommodate and capitalise on your own 'Personal Values' Set. This is based on your analysis and your outputs on:

- Higher Purpose
- Sacred Cows
- Home Truths

These are your personal value drivers and are key to discovering your real destiny. If your ideas don't reflect these values in their delivery- then they are unlikely to be the ideas to focus on.

Six- Focus on ideas that will make you a better person. To do that they will likely deliver on:

- Your selected key Personality Recommendations

Destiny, fulfilment, happiness and purpose will normally come when you are improving yourself; living up to your personal values; doing what is natural for your personality type when at its best; delivering on your core goals and desires; doing something you are passionate about, good at, and that helps others: and your idea is special, simple and will make you successful.

The Bottom Line

From your 'Valuable Ideas-Long List' will likely come your future Destiny, so it's not the time to be complacent. Finally, before you let your 'creative juices flow', it is instructive to reflect one more time on the Healthy Traits to your Enneagram Personality Type. This book has placed a lot of credence on the Enneagram. It has been fundamental to the Analysis, and requires further reference, explanation and defence. If you can relate to your natural Personality Type's goodness and highest level of development- you are 50% of the way to being the best individual, you can be. The rest lies in finding a higher state of being, beyond your own ego, and then following what your heart desires as an individual, and what you are able to achieve given your personal gifted skills.

In spiritual terms (see section 24) understanding personality and seeking real destiny are about the individual finding a path to higher states of being, essence, and enlightenment. This aids in self-awareness, self-understanding, and self-development.

The origins of the Enneagram are relevant to some:

- Some authors believe that variations of the Enneagram symbol can be traced to the sacred geometry of Pythagorean mathematicians and mystical mathematics.
- Plotinus, in the *Enneads*, speaks of nine divine qualities that manifest in human nature.
- It may have entered into esoteric Judaism through the philosopher Philo, later becoming embedded in the branches of the Tree of Life in the Kabbalah (Nine-Foldedness).
- Variations of the Enneagram symbol appear in the Sufi tradition, with specific reference to the Naqshbandi Order ("Brotherhood of the Bees").
- Possible relationship with Christianity through medieval references to the Evagrius' catalogue of various forms of temptation (*Logismoi*) which much later, in medieval times, was translated into the seven deadly sins.
- Franciscan mystic Ramon Llull taught a philosophy and theology of nine principles in an attempt to integrate different faith traditions.
- Jesuit mathematician Athanasius Kircher has an Enneagram-like drawing that forms part of a 17th-century text.

Whatever your take on all of the above, it's not really relevant to the job in hand. What is relevant is that each Enneagram Type displays a favourable 'humanistic form' at each Type's highest Level of Development. You don't have to be a certain Personality Type to emulate such virtues. And 'You can't please all of the people all of the time'. The world is full of good people doing bad things. But if you can focus on, and emulate, the best of each Enneagram Personality's traits- you will certainly become an extraordinary individual. You will never go far wrong if your most Valuable Idea and Real Destiny end up reflecting these virtues and the best in humanity.

The 'Seventh' Dimension

- Type One- Tolerance and Serenity
- Type Two- Altruism and Humility
- Type Three- Genuineness and Truthfulness
- Type Four- Creativity and Emotional Balance
- Type Five- Discovery and Understanding
- Type Six- Courage and Self-Affirmation
- Type Seven- Gratitude and Sobriety
- Type Eight- Magnanimity and Self Control
- Type Nine- Fulfilment and Action

Valuable Ideas Long List

Base on the above, please now complete Output XXI- **"Your Valuable Ideas List & Personality Criteria"**.

The Long List should include at least 20 Valuable Ideas. In section 20 we will prioritize them into those top 4 which relate to your Real Destiny and the top 4 which relate to ideas worth pursuing in terms of your Personal Development.

Table XVI- "Other Peoples' Valuable Ideas" is included purely to as an idea of the range of ideas others might be pursuing.

Table XVII- "Other Peoples' Valuable Ideas"

Turn Professional Golfer	Set up a Coach Business	Give up Job & Care for Kids	Become a Private Investigator
Drop out of Uni and Do my Thing	Shopping Service for the Old	Make my Worst Enemy my Friend	Retire to a Cheaper Country
Become a Space Tourist	Sack Under-Performing Staff	Establish a Golf Society	Found a 3 rd World Private School
Become an Organ Donor	Be a Community Leader	Convert / Become a Muslim	Float my Business on Stock Xchge
Tell my Mom I love Her	Patent my Best Idea	Leave my Job & Become a Teacher	Set up a Mobile Car-Wash Business
Become a Free Mason	Campaign for Women's Rights	Form a Translation Service	Coach a Football Team
Find a New Partner in Life	Help Reform Ex-Convicts	Leave the City & Become a Farmer	Learn a Foreign Language
Forgive	Promote Gay Rights	Become a Magistrate	Buy a Bar in Spain
Travel the World with a Message	Import Super Foods to UK	Start a Pet Business	Crowd Fund my Charity Idea
Set up a Band	Become an On-Line Lawyer	Establish over 65 Dating Agency	Do Ayahuasca in Brazil
Set-Up Home Based Catering Business	Buy my Grandkids a home each	Leave my Abusive Husband	Buy myself a Motor Bike
Become a Mentor to a friend	Create an Affiliate Marketing Program	Beat my Depression	Go Home
Adopt a Child from Colombia	Liquidate all my assets	Write a Book	Become a Samaritan
Do a Master's Degree	Blackmail a Bad Man	Give up Alcohol & Drugs	Become a Buddhist
Declare myself Gay	Set up Woodwork Shop	Establish my own Architectural Firm	Plant Trees
Lead My Own Life	Leave my Job & My Wife	Become Green Peace Campaigner	Arrange Car Boot Sales
Have sex more often	Buy Shares in 20 Companies	Re-Marry my Ex	Print On-Demand T-Shirts
Form a Leer Jet Timeshare	Buy a Tesla Electric Car	Develop my own YouTube Video	Lead a Workers Union

Whistle Blow on something serious	Get into Religion	Become a Single Dad	Design Apps for Kids
Give more to Charity	Work Double Shifts for a Year	Set up a Student Exchange Idea	Set up an Auto Repair Franchise
Sell my Business & Disappear	Write Music & Songs	Set up an Atheist Cult	Become a UN Ambassador
Travel a year in a Campervan	Lead a Revolution in my Country	Work in a Hospice	Fight Corruption Worldwide
Down-Size in Life	Offer Post Natal Services	Become a Political Activist	Go back to College
Expose a Paedophile	Donate to Cancer Research	Set up Home Improvements Firm	Design & Sell Clothes On-Line
Create On-Line Lectures	Dedicate my Life to my Kids	Go On Holiday 3 times a year	Become a Jehovah Witness
Swap Jobs with my Husband	Get into the Swingers Scene	Market Companies	Become an Investment Angel
Become an Actor	Learn to Meditate	Change my Sex	Take better Care of Myself
Save the Planet	Make lots of Money	Put myself First	Put my Wife First
Merge my Company	Join the Army	Change Careers	Lose Weight & Find a Wife
Run for President	Take up Yoga	Re-habilitate Prostitutes	Move into the Countryside
Develop YouTube Videos for Others	Set up a Charity	Retire Early	Hit Someone where it hurts
Be Good	Be Kind	Be Silly	Be Serious
Be Creative	Be Tolerant	Be Thoughtful	Be Outrageous
Just Do It	Swallow my Pride	Be Brave	Go Sober
Go Beyond my Ego	Have Faith in Myself	Ignore what people Say	Be my Own Woman
Never Give Up	Study Philosophy	Be Spiritual	Harm No one
Trust a Little More	Love Everyone	Give more	Judge Less
Take up Golf	Become a Public Speaker	Give my Money Away	Save and Invest More

Output XXI – “Your Valuable Ideas List & Personality Development Criteria”

(Valuable Ideas & Check List)

	VALUABLE IDEA	INPUT	PERSONALITY TRAITS	VALUE BASE	PERSONALITY DEVELOPMENT
		Goals Desires Skills	Virtue & Holy Idea Basic Desire Liberation Psychological- Capacity & Contribution	Higher Purpose Saving Grace Sacred Cows Home Truths	
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					

Route to Your Destiny- 'Destiny Pyramid'

So, you have a List of 20 Valuable Ideas which represent everything you dream for – or at least one does. But because your goal is to create the right Destiny for yourself and the most wonderful life path to it, not a mediocre one, your path will still have unpredictable aspects ahead. This is not the end to your anxiety and doubts. You now need to make crucial selections:

From 'Gut Feel' and 'Passion' you have already selected 4 Priority Goals and Desires which stand out as those which are most Driven by your True Purpose and likely Destiny. Now do the same for your 'Valuable Ideas'. They should be very similar in nature. Secondly now select 4 Other Goals/Valuable Ideas which best relate to areas you think best focused upon for your 'Personality Development'. These will be carried forward to your 'Destiny Pyramid'.

You have selected 4 potential Destinies. Don't worry in the journey of life, there is no one "right path." At times, even on a new path, you might still feel lost as though floating in the middle of the open ocean without a compass. This might be when all your careful planning goes awry; or when you're losing passion about your new life. If you have already decided that you have one definite dream, what's withholding you from progress: not knowing whether you can really achieve it? Realise that a chosen life path isn't about having a course charted on the map—but possessing the "compass" of self-awareness of your wishes and strengths. This is where we are now.

Each of us is born with our own talents and gifts and strengths—unique energies that need an outlet. What is right for one person will not be right for others. From the analysis to-date it is sincerely hoped that you are focused on your skills, goals and desires and not what others want or expect of you.

*"Your time is limited, so don't waste it living someone else's life."
– Steve Jobs*

As Steve Job says, time is limited. It's the one thing that doesn't appreciate over time, the one thing no one is making more of. You don't have time to wander off into the woods now.

Imagine that your life is a treasure map and the pot of gold represents what you are destined to experience. The choices you make along the way from here simply impact the route you take toward that pot of gold.

Now it's time to define what that destiny is, and on what Valuable Idea it will be based.

"We are not permitted to choose the frame of our destiny. But what we put into it is ours." - Dag Hammarskjold

Destiny Pyramid

The further analysis to finding your True Destiny- is this 'Final Analysis'. It is one hundred percent bespoke to you – that's the whole point. There is no magic golden bullet which can be provided by any book. This selection lies within yourself. All a book can do is help with the selection process.

I utilize what I call the 'Destiny Pyramid'. The Destiny Pyramid is no more than a Diagrammatic Presentation of your own Prioritization of your Valuable Ideas and Passion based on all the same criteria that has made up the previous Analysis – ie. the Dynamics of: Life Missions; Priority Sacred Cows; Higher Purpose, Saving Grace; Home Truths; Key Personality Recommendations; Needs; Goals; Desires; Gifts and Core Skills.

The best way to explain the Process, is by way of example, using my own personal analysis as the demonstration. The feed-back, in terms of setting the compass going forward, can be so enlightening and to-the-point that it is shocking in its sincerity.

How did I derive my own Destiny Pyramid

I logged all my Personal Outputs

My 'Primary Purpose' (or 'Higher Purpose')- Rather typical of an Enneagram Type Two Personality ('The Helper') I decided was to strive to unconditionally 'Share my Love and Give to/Help Others' where I could, but

particularly my daughters above all else. My 'Higher or Primary Purpose' was therefore simple to define, and all embracing. Very much a 'Now Thing' something to be achieved all the time, not something to put into progress for the future.

But that didn't define 'My Secondary Purpose' nor my chosen 'Destiny' in my quest to strive to live up to achieving my Primary Purpose. One's Secondary Purpose is usually more inward looking, focused on those Needs, Goals and Desires, and your Gifts and Core Skills, fired-up by 'Passion' for the future.

This required the Full Analysis (described throughout the sections of this book) of Enneagram Personality Type Results; selected Life Missions; Priority Sacred Cows; Higher Purpose, Saving Grace; Home Truths and Key Personality Recommendations; Needs; Goals; Desires; and ultimately Passion.

Who I am

- **Enneagram Personality Type Results-** Type Two is The Helper, with a Wing of Three making him more Ambition Driven. The Type's Personality Characteristics are: Virtue-Humility; Holy Idea- Freedom and Basic Desire- To Feel Loved. The Type's Personality Traits at the Highest Levels of Development are: Altruism; Empathy and Generosity.
- **Universal Key Life Messages-** I selected the two which resonated most with me: The 'Golden Rule' - Do unto others as you would have done unto yourself; and 'Never accept Mediocrity'- It's all or nothing.
- **Sacred Cows-** My self-derived 'Sacred Cows' were:

"Faith, Tolerance, Love and Hope". My Priority Ranking was Love, Hope, Faith and Tolerance; and my final 2 selected Sacred Cows were: Love and Hope.
- **Personality Recommendations-** From my Enneagram Test Results, My Type Two Helper 'Personality Recommendations' were:

"Help people only with their needs; don't be good just to attract people; beware of your ulterior motives; resist calling attention to

yourself; don't always be doing for people; focus on your family first; do charitable things anonymously; do not be possessive of your friends; don't do for others to boost your ego; love others selflessly; learn to listen to others; recognize affection & good wishes of others without it shown; acknowledge own real feelings & inner states; avoid being coercive & domineering; don't be manipulative, self-serving nor self-deceptive about selfish behaviour; don't become overly intimate or intrusive with friends; strive to be empathetic, compassionate & sincere; do not abuse alcohol; don't seek sympathy."

My selected 9 Personality Recommendations were those underlined above and my 2 final selected Personality Recommendations were: Don't be manipulative, and focus on your family first

- **Saving Grace**- The Enneagram Type Two 'Saving Grace' is:

"Still having enough Genuine Empathy for others to prevent myself from deteriorating into outright manipulation or coercive behaviour in my dealings with people".

- **Home Truths**- Based on the above, my Self-Confessed 'Home Truths' were chosen as;

"Stop chasing the Past, Stop Worrying, Move Forward and Do Something now. Don't think you are Out of Time. You are Not. You are not a 'Tree'- Make your Dreams happen. Take Action; Stop being a Victim. Don't Blame Others for your past Knocks and Bad Breaks, they are History; Don't seek new Leaders to Follow, look at it as your Psychological Emancipation- Lead Yourself. Do it Your Way. You alone are responsible for delivering your Goals; Don't let others Control your Life, not even 9 to 5. Be Independent; Don't look for a Job, it's a last Resort. Do something that might create Jobs for Others. There is still time. Put your Dreams into Action. Take Responsibility for Making it Happen; Focus on Doing something that will Build Income and Generate Wealth for your family, rather than just Focusing on Cost Cutting, that's short-sighted; Be Positive but Practical. You won't get it all right, you'll make more mistakes along the way. If you fail to Prepare, be prepared to Fail, more than once; Never sell your ability short- to yourself. Place a High Value on Yourself, after all the Real People who know you best Do; Accept that you won't achieve your Goals without protracted periods of Temperance/ Abstinence

from alcoholic drink; Develop your Golden Touch by all means, it always helps if it's genuine; Always Do unto Others as you would have Done unto Yourself. Don't abuse anyone on your route to success; Make it your Destiny to Help Others."

In Headline terms the 7 Above Home Truths were chosen as underlined above. These were condensed to 2 Home Truths: "Move Forward; and Just Do It Your Way", (hopefully Building Income and Generate Wealth for the family in the process).

- Home Truths, a Saving Grace, Personality Recommendations, Sacred Cows, and Key Life Message do not define a 'Secondary Purpose' or an Inner-Calling/ Life Destiny. But together they provide pointers once presented with the short list of Goals and Desires, and Skills Set that back them up.

"I felt as if I were walking with destiny, and that all my past life had been but a preparation for this hour and for this trial... I thought I knew a good deal about it all, I was sure I should not fail."- Winston Churchill, The Second World War.

My Positive Personal Profile- was then summarized as follows:

- My Personality Type was that of 'The Helper', with a Virtue of Humility; a Desire for Freedom and Need to Feel Loved. At my Highest Levels of Development my qualities are: Altruism; Empathy and Generosity.
- I believed in Doing unto Others as I would have Done unto Myself; and Never accepting Mediocrity
- I hold Love and Hope as Sacred to me
- I recommended to myself Not to Be Manipulative, and to Focus on my Family First, before Helping Others
- I recognised that I had enough Genuine Empathy for others to prevent myself from deteriorating into outright manipulation
- And, I knew it was time to Move Forward with my plans, but had decided to Just Do It my Own Way

What I Want

My 6 Core Skills Set Comprised: Having Creative Ideas; Being Empathetic and Loving to most; Analytical of Complex Situations; Adept at Socializing and use of Humour in Social Situations; a Keen Writer and

budding Public Speaker.

My 4 selected Goals and Desires were: Helping Others; Loving my Family First; Writing as a Vocation; and gaining some Success in Promoting New Ideas for the World.

My 4 Personality Development Goals were: To Care for my Partner more; Make enough Money to become Independent; Acquire more Knowledge; and to Drink less alcohol and Exercise.

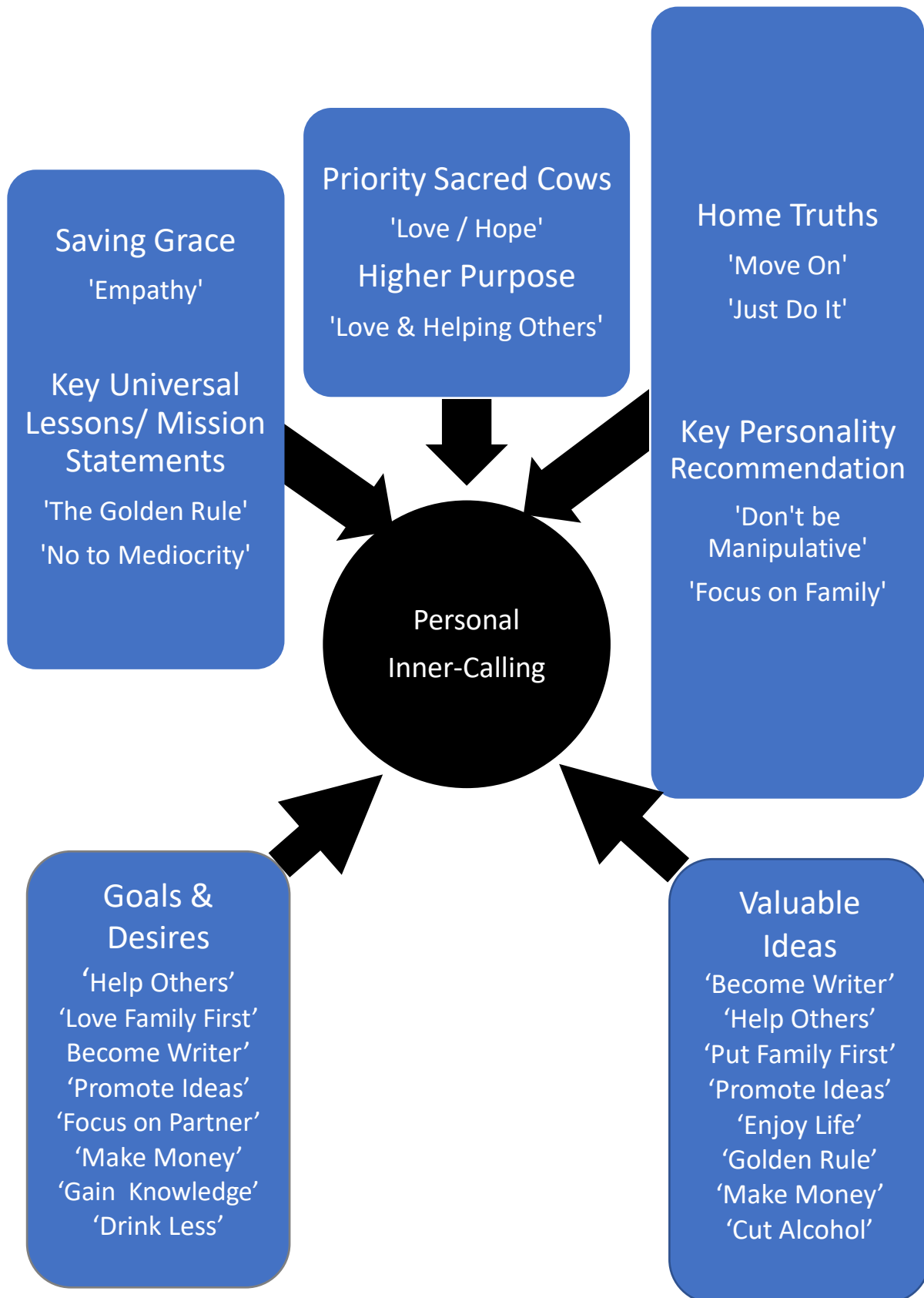
My 4 selected Destiny based 'Valuable Ideas' were: Become a Writer, Speaker & Programme Producer on Personal Development; Write Book(s) to Help Others Find Their Destiny; Love & Put Family before Everything; Promote Key New World Order Proposals Globally.

My 4 selected Personality Development 'Valuable Idea's were: Enjoy Life to The Full, Love Widely & Inclusively in Family, Community & Humanity (But Also Prioritize Your Own Needs); Follow The Law Of Reciprocity & Try To Be More Tolerant Of Others; Make Enough Money To Become Independent; Lead Life Of Truer Temperance, And Don't Manipulate Others, nor Be A Drama Queen).

Output XXII- "Your Positive Personal Profile"

• I
• I
• I
• I
• I
• I
• I

Diagram XXIV- 'My Own Inner Calling Criteria



True Destiny Derivation

The next and Final Step is the Final Ranking. So, from my selected 'Valuable Ideas' my Priority Analysis (see Destiny Pyramid below) became the manifestation of my 'Inner-Calling/ True Destiny'.

I had already defined my Primary / Higher Purpose as 'Sharing my Love and Give to/Help Others'. Based on all the Analysis above, I summarized my strengths and motivations:

"Good at Conceiving, Connecting and Sharing Ideas. A desire to Help Other People Find Their Own Destinies; & to Help Others Solve their own Problems Based on My own Analysis Techniques and my Own Experiences; & to Promote Change for The Betterment of The World."

Loving my Family goes without saying and is part of my Primary Purpose of Loving and Helping everyone. They come first. But in terms of Destiny and a Vocation my '**Secondary Purpose**' became clear to me:

'Guide others & Help them Find Destiny in their own Lives'.

To achieve all the above- requires 'Becoming My Destiny'. I chose to pursue a new Vocation, that I considered 'I would Love, was Good At, there is a Need For, and I can get Paid For'. And pursue it with Passion and Conviction. That 'true **Destiny**' was to become:

'A Writer and Speaker on Personal Development',

"So, I am Writing, Editing, Publishing and Promoting my Books with their Messages to Help Others find their own Personal Destinies. The Final Caveat for me was that the Messages that motivated the Actions for others to take had to provoke positive 'Big Changes for Them to Improve their Lives'; otherwise, what was - is the point?"

Diagram XXV- "The Author's Destiny Pyramid"

INTENTIONALLY DIFFERENT IDEA:

(NEW WORLD ORDER PROPOSALS)

- Political Reform (Social Capitalism) & More Direct Democracy- Fewer Appointed Representatives
- Religious Congruence & Unity (Karma-Religious Tolerance based on Shared Principles- Golden Rule)
- Change in Working Hours- A Dedicated Day to Children's Welfare (4 Day Week)
- Eradication of Corruption & Perversions of Power (via AI & Information Sharing & Empowered Global Institution to enact --Stricter International Enforcement & Penalties)
- Empowerment of Women (Promotion of Women in Politics & Business)
- Co-operative Working (Bottom-Up involvement in Business Ownership & Management)

PRIMARY & SECONDARY PURPOSES IN LIFE:

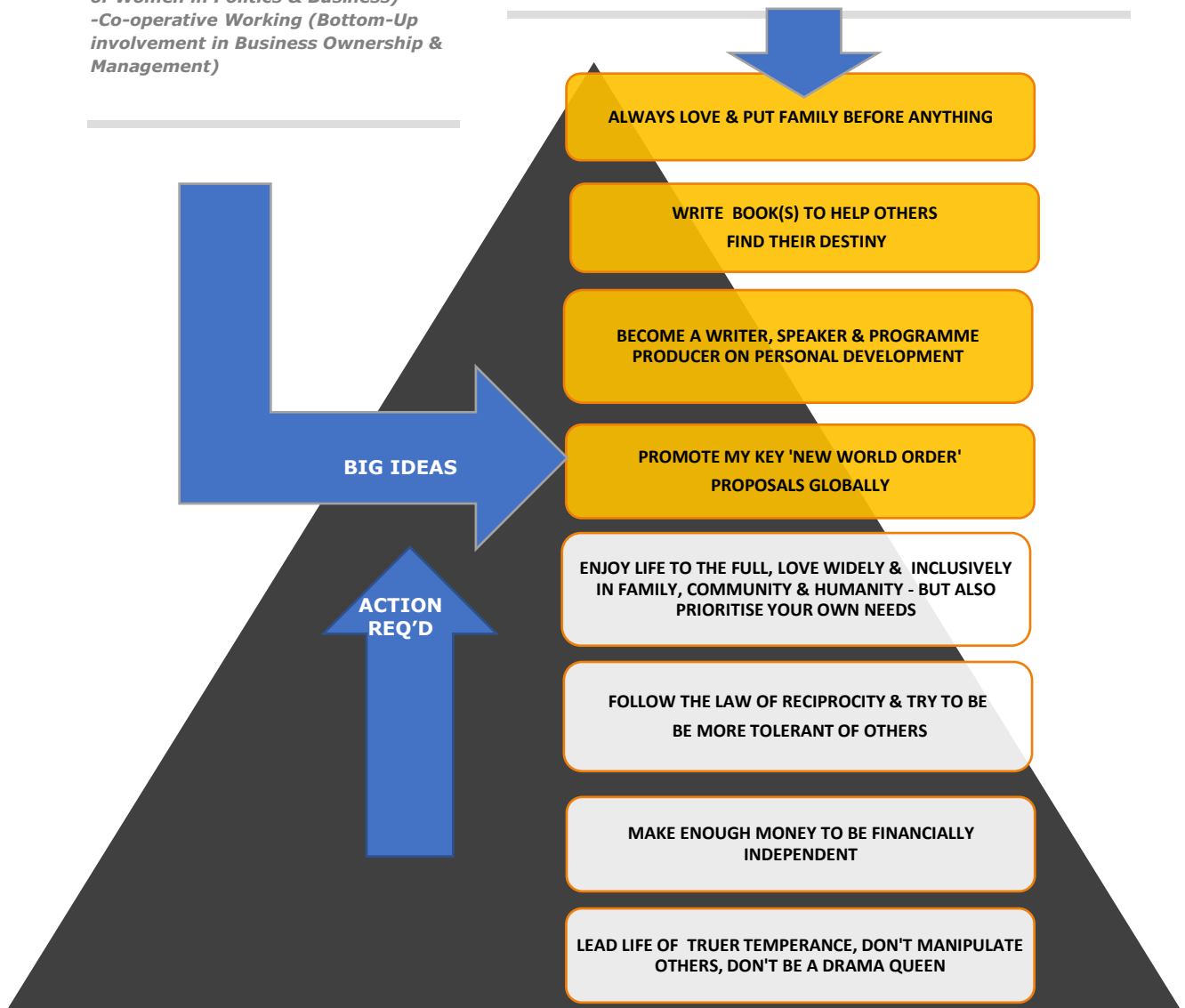
- To Share my Love & Help Others
- Guide others & Help them Find Destiny in their Lives'.

DESTINY PYRAMID PRIORITIES:

- Always love and Put My Family First
- Write Books to Helping Others Find Their Destiny
- Become a Writer, Speaker & Programme Producer on Personal Development
- Promote my New World Order Proposals Globally

PERSONALITY DEVELOPMENT PRIORITIES:

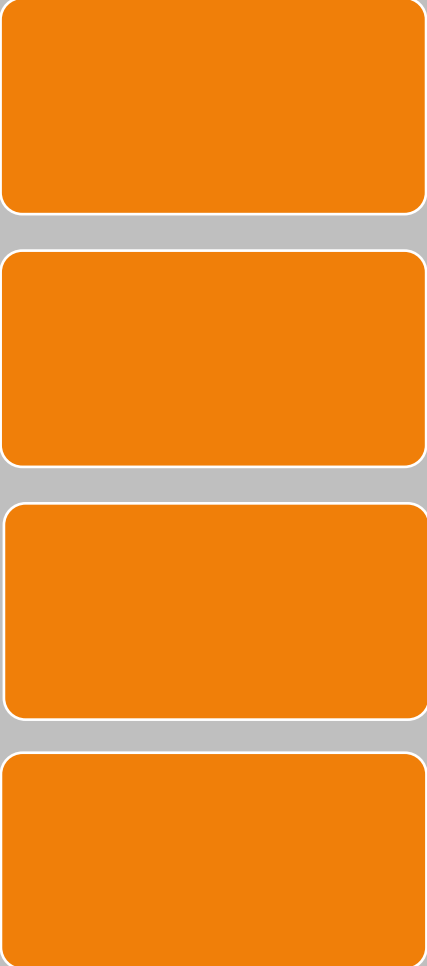
- Enjoy Life to the Full, Love Widely and Inclusively in Family, Community and Humanity while Prioritising own Needs
- Follow the Law of Reciprocity & Be More Tolerant of Others
- Make Enough Money to Become Independent
- Lead A Life of Truer Temperance, Don't Manipulate Others



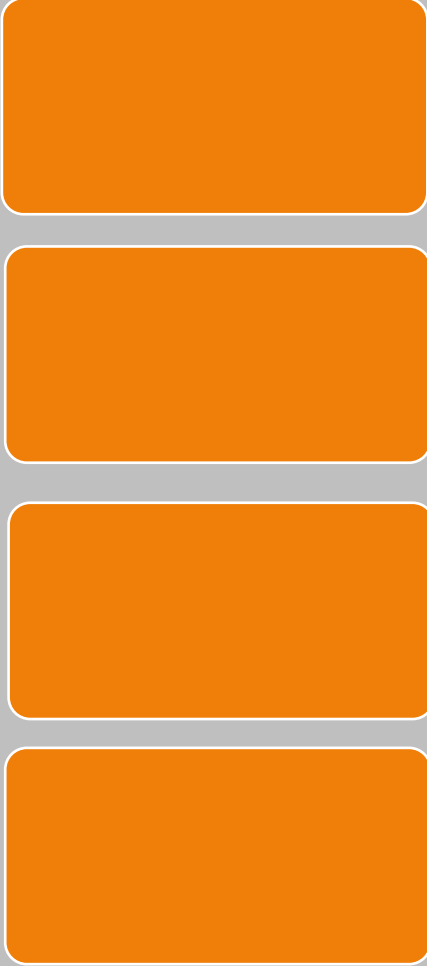
Output XXIII – “Your 4 Top Ranked Most Valuable Ideas & Related Personality Developments”

(Final Selection)

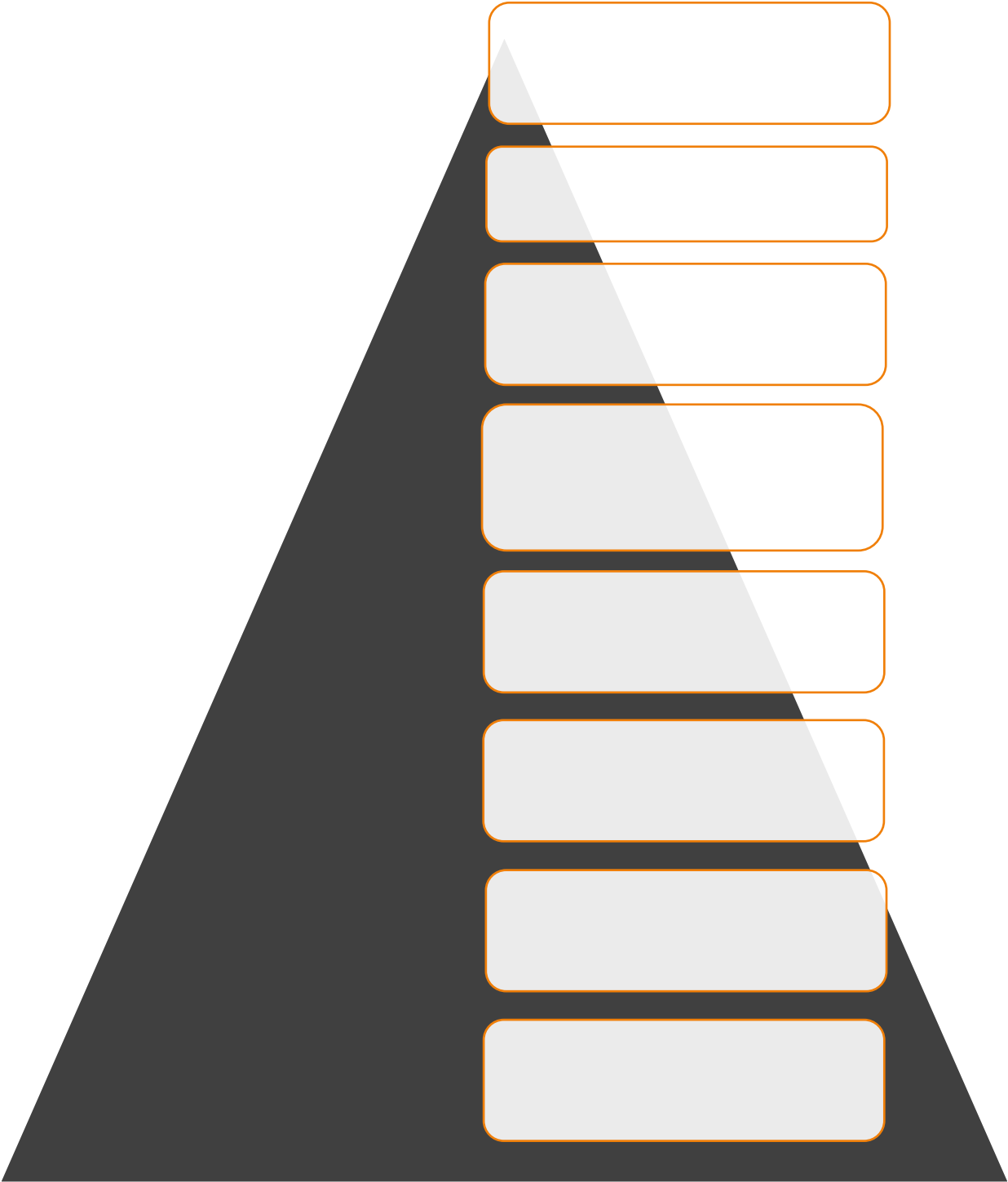
4 Ranked
' Most Valuable Ideas'



4 Most Important related
'Personality Developments'



Output XXIV- "Your Destiny Pyramid"

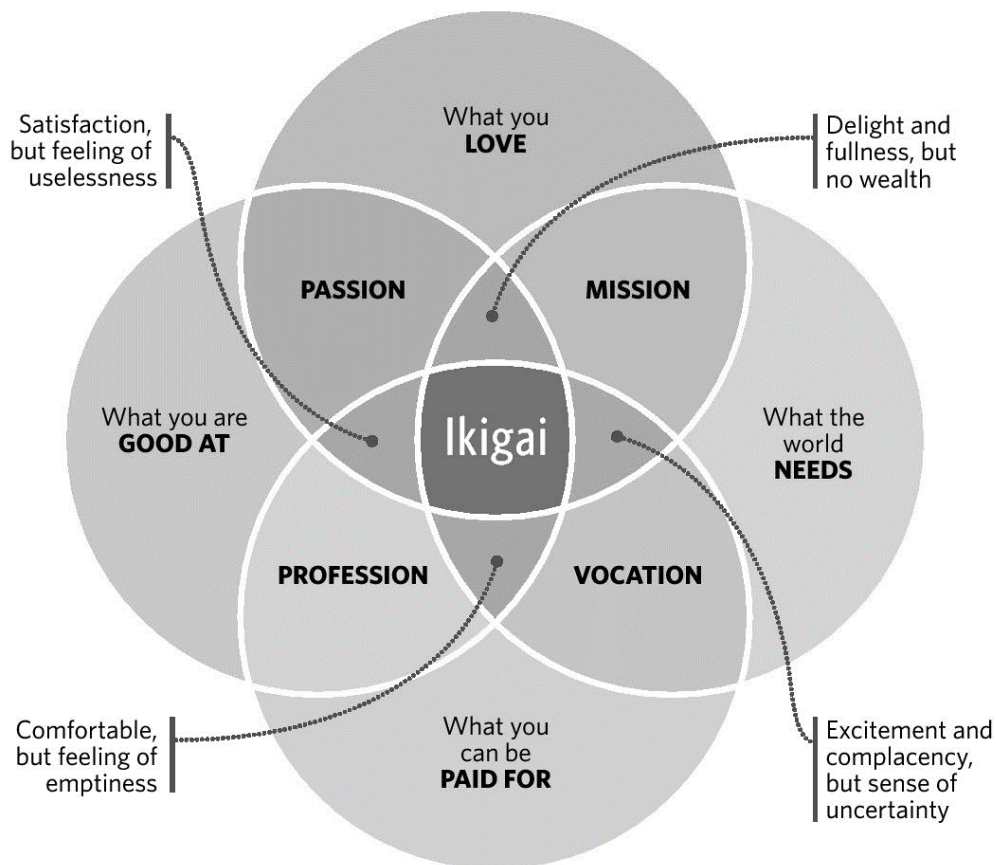


The Reason for Your Being- Ikigai Model

If you've not decided on the 'Top One', which of your four derived 'Most Valuable Ideas' will become your destiny to pursue. Welcome to Ikigai.... Your most valuable idea should be your future destiny to pursue for the rest of your life. The Ikigai Analysis is a useful model to focus the mind on checking whether it has all the ingredients- not just passion and mission but reality, ability and a market for its pursuit.

The believer in Ikigai says it defines our *raison d'être*, the ultimate formula for happiness and meaning.

Diagram XXVI – “Ikigai Model”



(Source: Dreamstime.com)

'Ikigai' is a Japanese concept that literally means 'a reason for being'. The word refers to having a direction or purpose in life, that which makes one's life worthwhile, and towards which an individual takes spontaneous and

willing actions giving them satisfaction and a sense of meaning to life. So, if it's so easy why haven't I introduced this simple analytical tool earlier. It evolved from sound Japanese philosophy but has been turned into a westernised proforma for a quick answer to probably life's most difficult decisions for individuals. Individuals in different circumstances, environments, opportunities, levels of ability and personalities.

Furthermore, in the 1960s its focus of application was either on the betterment of society ('subordinating one's own desires to others') or improvement of oneself ('following one's own path'). By the 21st century Ikigai has shifted focus just towards the self and self-improvement for self-gain. While there is nothing wrong with that perse, its skewed away from 'self-sacrifice' to 'self-development' for ultimate 'self-gain'.

According to anthropologist Chikako Ozawa-de Silva, for an older generation in Japan, their Ikigai was to 'fit this standard mould of company and family', whereas the younger generation reported their Ikigai to be about 'dreams of what they might become in the future' – a sort of Harvard Business School 'can-do' case study for MBA students.

Nevertheless, Ikigai has a few essential qualities that still separate it from the 'follow your passion' truism familiar in Western culture:

- What do you love? (These speak to your passion)
- What are you good at? (These speak to your profession)
- What does the world need? (These speak to your mission)
- What can you get paid for? (These speak to your vocation)

It probes deeper questions of self-awareness and informed values:

- What would you like to see change in the world?
- What, in your life as it is now, makes you happy?
- Why do you get out of bed in the morning?
- Have you had any life-changing moments that provided a lightning bolt of clarity?

In answering these questions thoughtfully patterns appear. For the purpose of analysis and relevance to our ongoing study, Ikigai will become the 'check' for the union point of the four fundamental components of your life: Passion, Vocation, Profession and Mission. In other words it provides a means to check whether your 'Most Valuable Idea(s), selected as your future destiny to pursue, represent the meeting point between- *What you*

love doing- What you are good at doing- What you can be valued and paid for doing - What the world needs. And this is more than just finding your comfortable niche where you can make a living.

Most importantly, Ikigai is only complete if your cherished valuable idea(s) imply service to others not just yourself- your family, your community, your fellow man. We all feel more satisfied giving than receiving – probably one of the most reoccurring themes in this book.

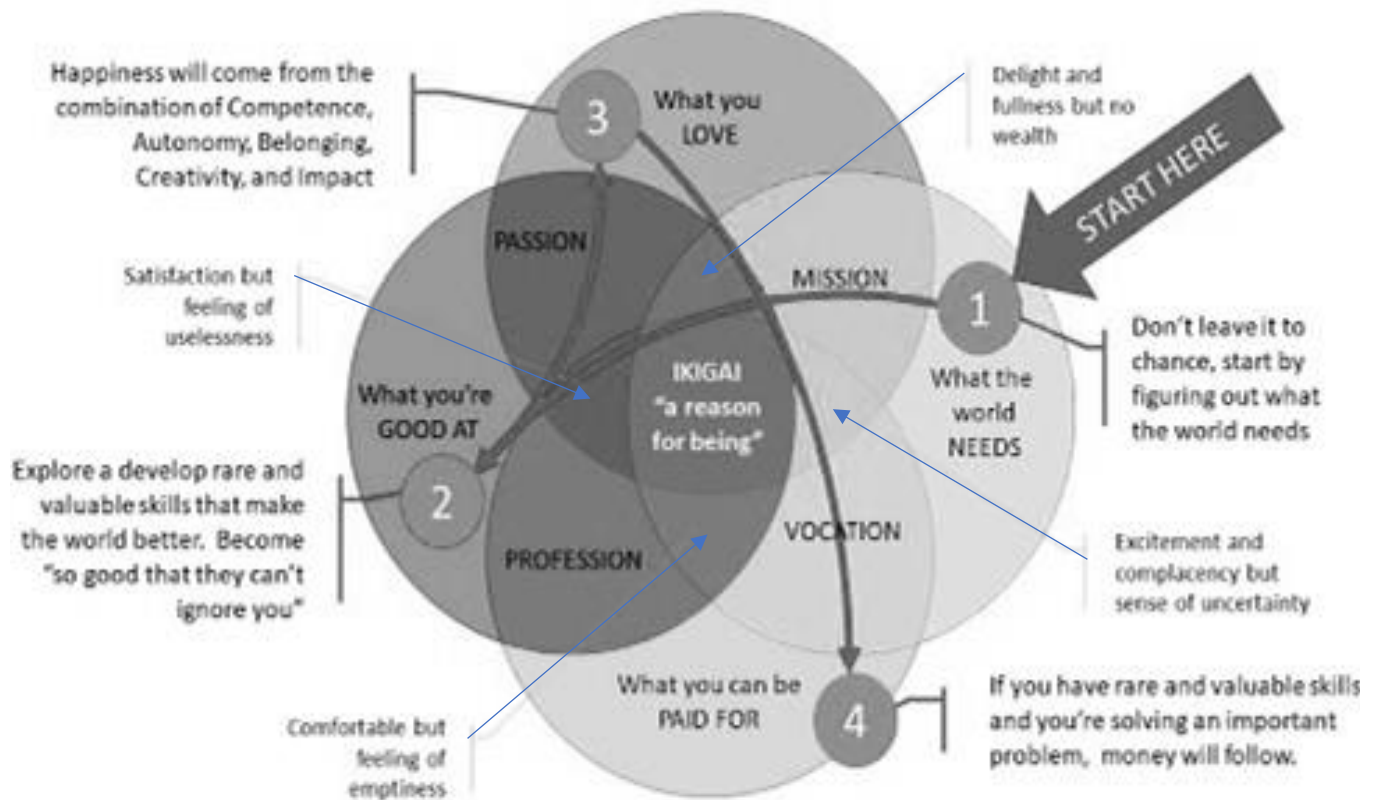
The question perhaps even more relevant to our analysis is - how to check whether your chosen 'Purpose in Life and Destiny' meet these criteria for 'Finding the Reason for Being'. It's rather like the chicken and the egg.

According to an article/ workshop on 'Impact and Life Purpose with Ikigai', sourced from impactactivated.com -the instructions revolve around the following (Starting at 1 and ending at 4):

1. "Don't leave it to chance, start out figuring out what the world needs. Your Destiny is personal to you, but if it doesn't address what the world needs it will only ever be about you.
2. If you have identified in your analysis of your Gifts, Abilities and Skills something that you are inherently good at, are you destined to develop it, not just for your own benefit, but to help make the world a better place. If you become so good at it, and others will benefit, you will never be ignored.
3. A duty to others and dedication to your cause is commendable and honourable, but happiness will come only from doing what is right, what you do well, of your own volition, your way, and with passionate and action. A combination of Competence, Autonomy, Belonging, Creativity and Impact.

Well, it's never the wrong time to do the right thing.

Diagram XXVII- "How to Find A Reason for Being"



(Source: impactivated.com)

4. If you truly have discovered a rare and valuable skill, which you are good at, and are pursuing with passion you may find even inadvertently you are addressing other peoples' problems and needs. They will watch you in awe and seek you out. And in this way, even if it was not your original intention- you will make real impact."

This is where I agree with the sentiment but differ with the sequence. The starting point for alignment is with the process of deciding your Primary and Secondary Purposes in Life, and then developing your Personality and Skills to suit the Destiny (and Valuable Ideas) to achieve the Purpose. If you start with the skill and the ideas/destiny first you might be disregarding your own very purpose in life. How many people chase a career or business idea without regretting their lack of attention to what might have been things more deeply important to them such as family, health, travel, relationships,

community, hobbies, religion, instruction, study and learning- to name just a few examples.

Use Diagram XXIII - "Your Personal Ikigai Model" - to reflect on some of the Q&A's you could ask and probe to decide whether you are checking all of the Ikigai boxes, going around the Ikigai Model's circle *Overlaps*.(Refer to overlaps in Diagram XXI above)

Diagram XXVIII - "Your Personal Ikigai Model Cumulative Overlaps"

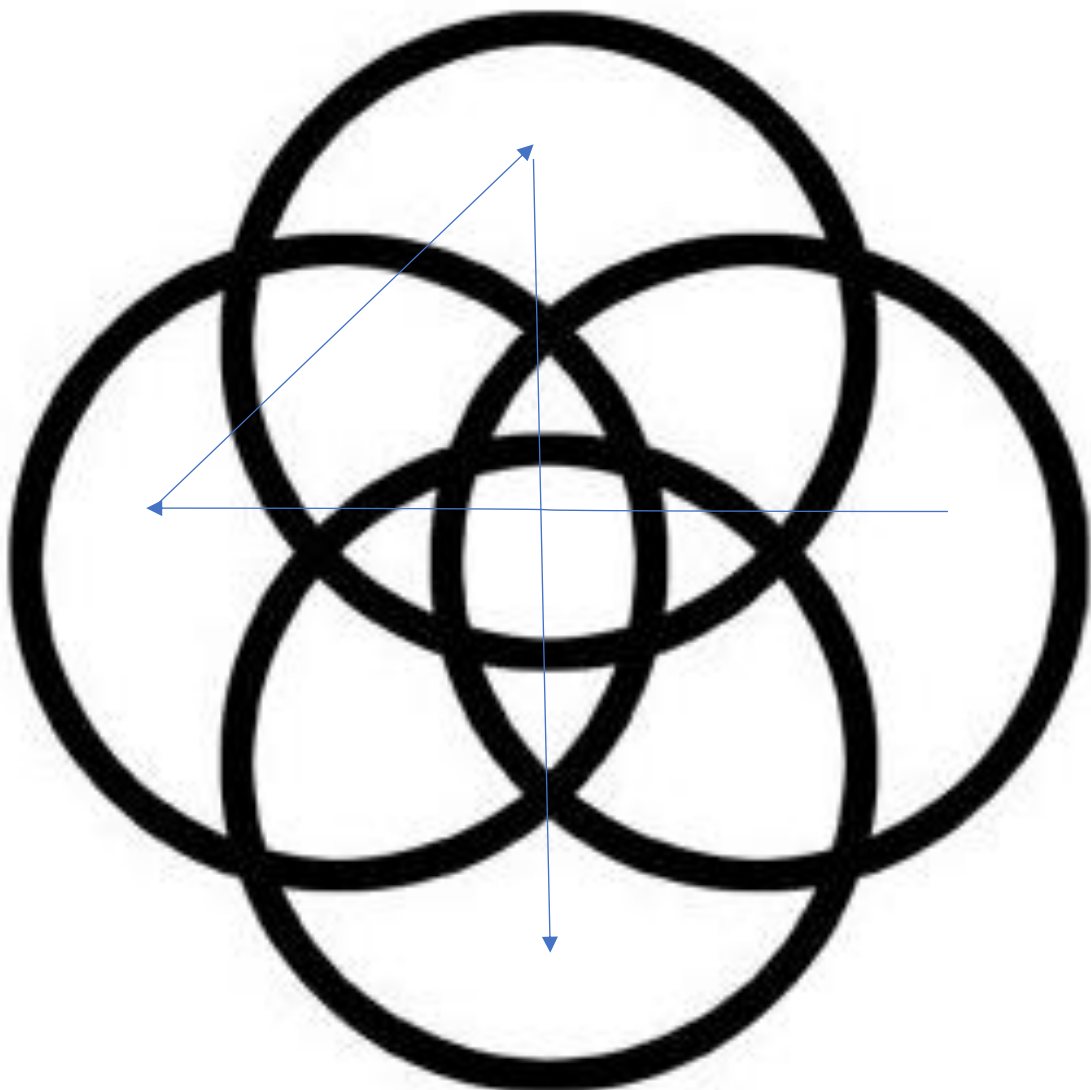
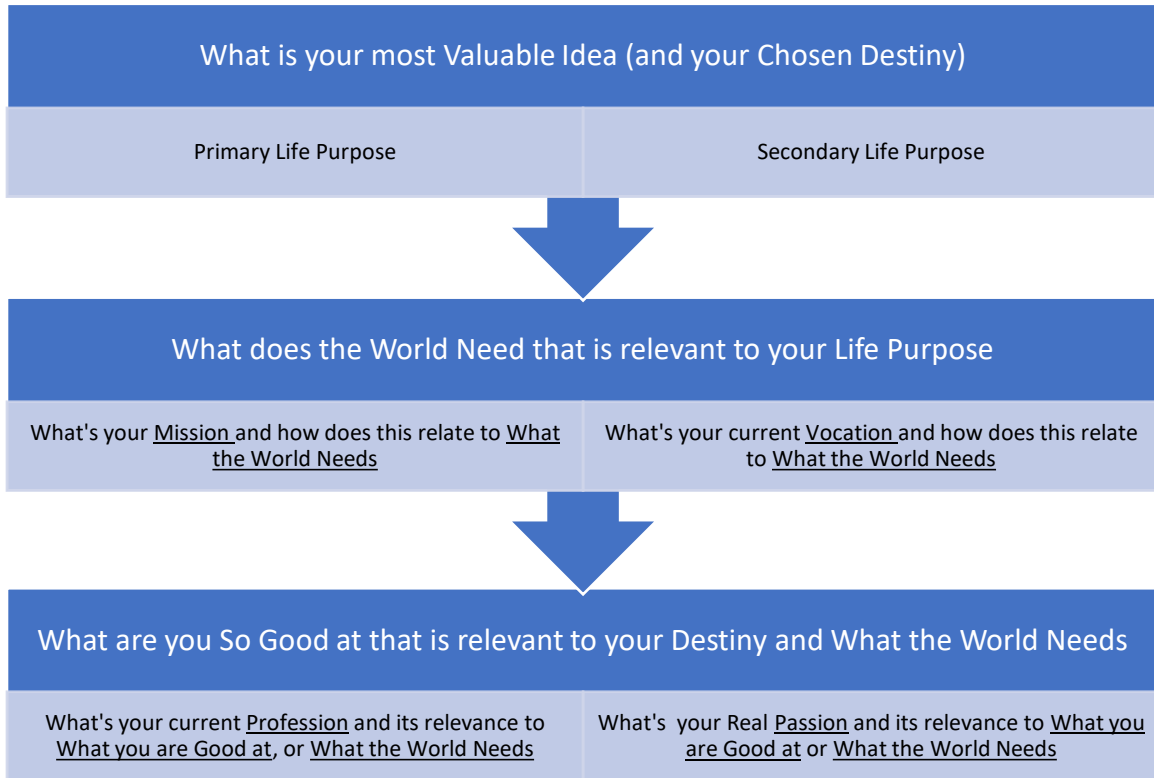
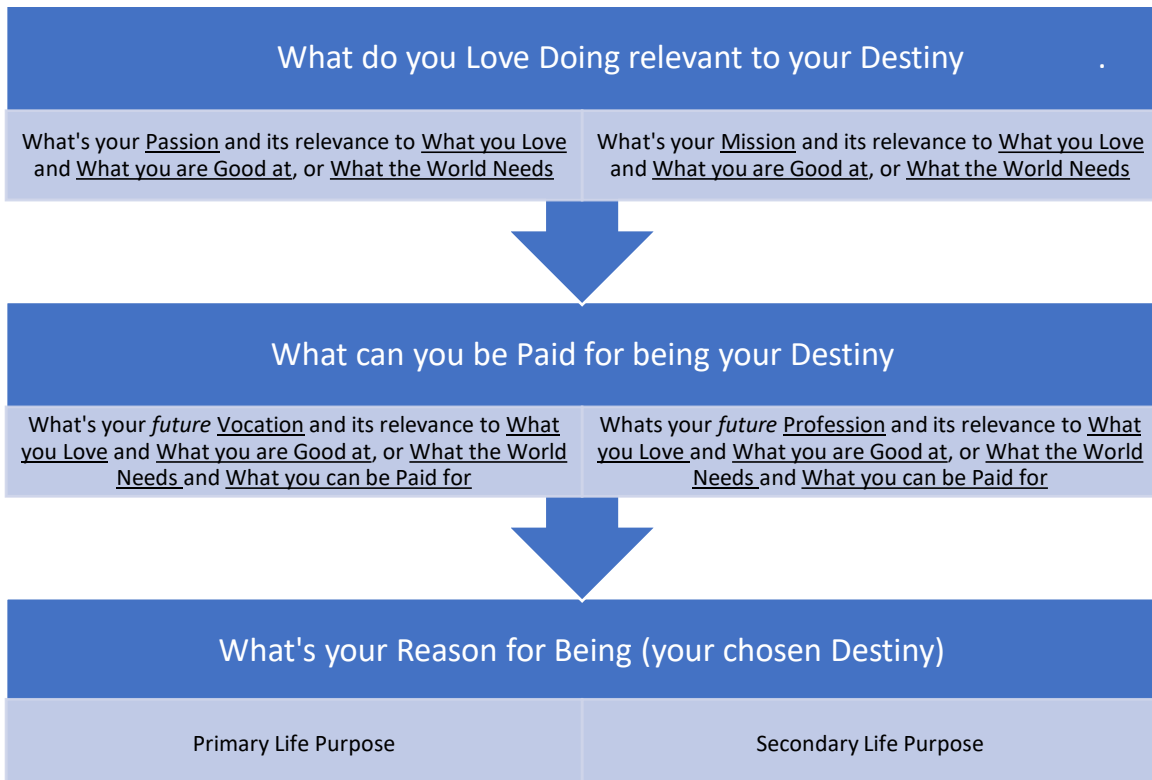


Diagram XXIX - "Your Personal Ikigai Model Q&A's"

Levels 1-2



Levels 3-4



The Reason for Your Being- Ikigai Analysis Modified

My contention is that the Ikigai Model serves as a good check to verify the analysis undertaken and your selection of a chosen Destiny. What it lacks as a tool is the sequence and route to your Destiny. The sequence should be to 1) Focus on identifying your Life Purpose 2) Focus on Personality Development to be the best person you can and most useful to society 3) Focus on Development of the Skills and Abilities you require to 4) Become your Chosen Destiny to pursue the Goals and Valuable Ideas which serve your Life Purpose. Diagram XXV – “The Corrective Ikigai Model” highlights the Corrective Measures around the Ikigai to align your Destiny with Purpose Personality and Ability.

Diagram XXX - “Reason for Being- Ikigai Modified”

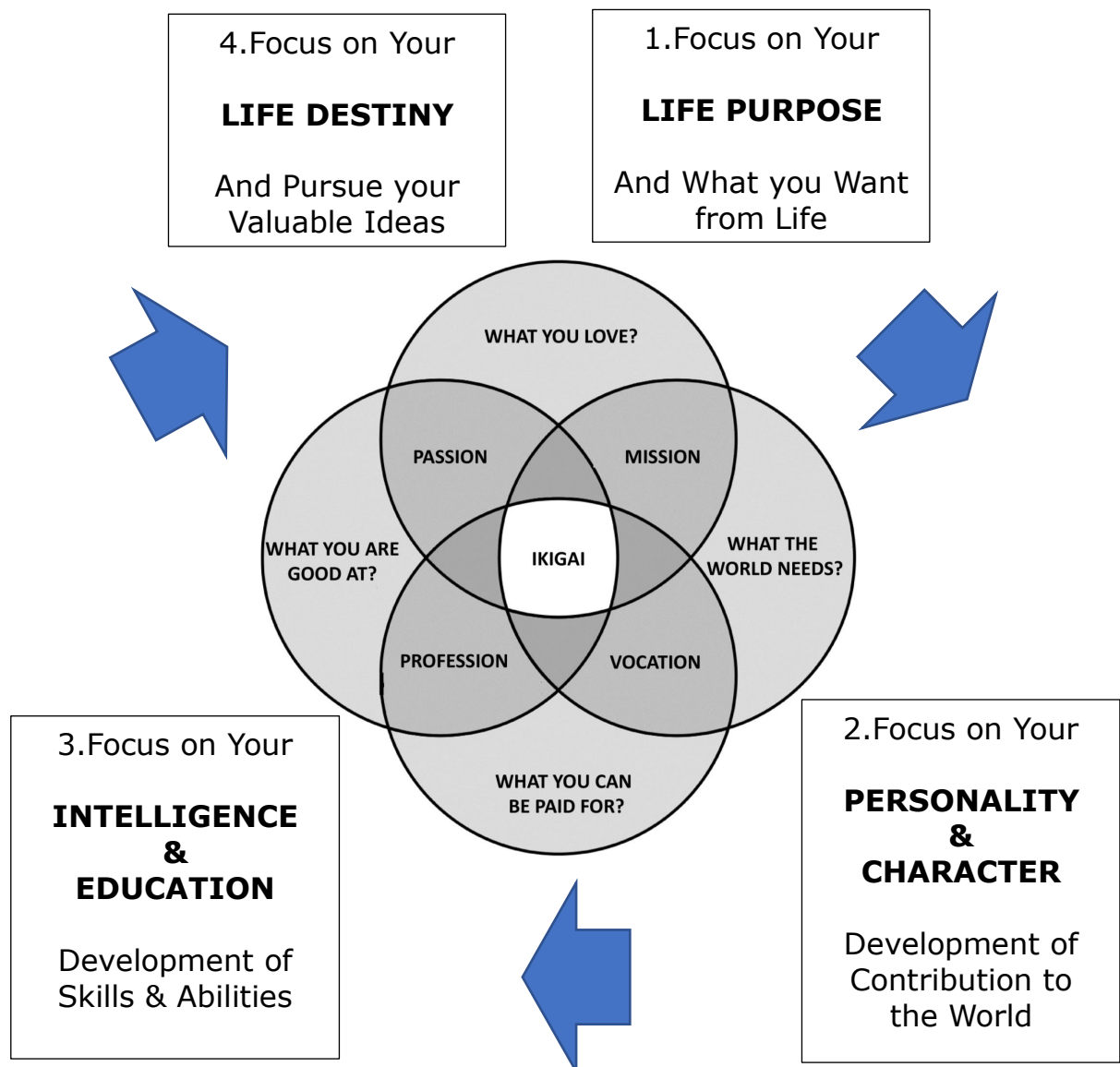
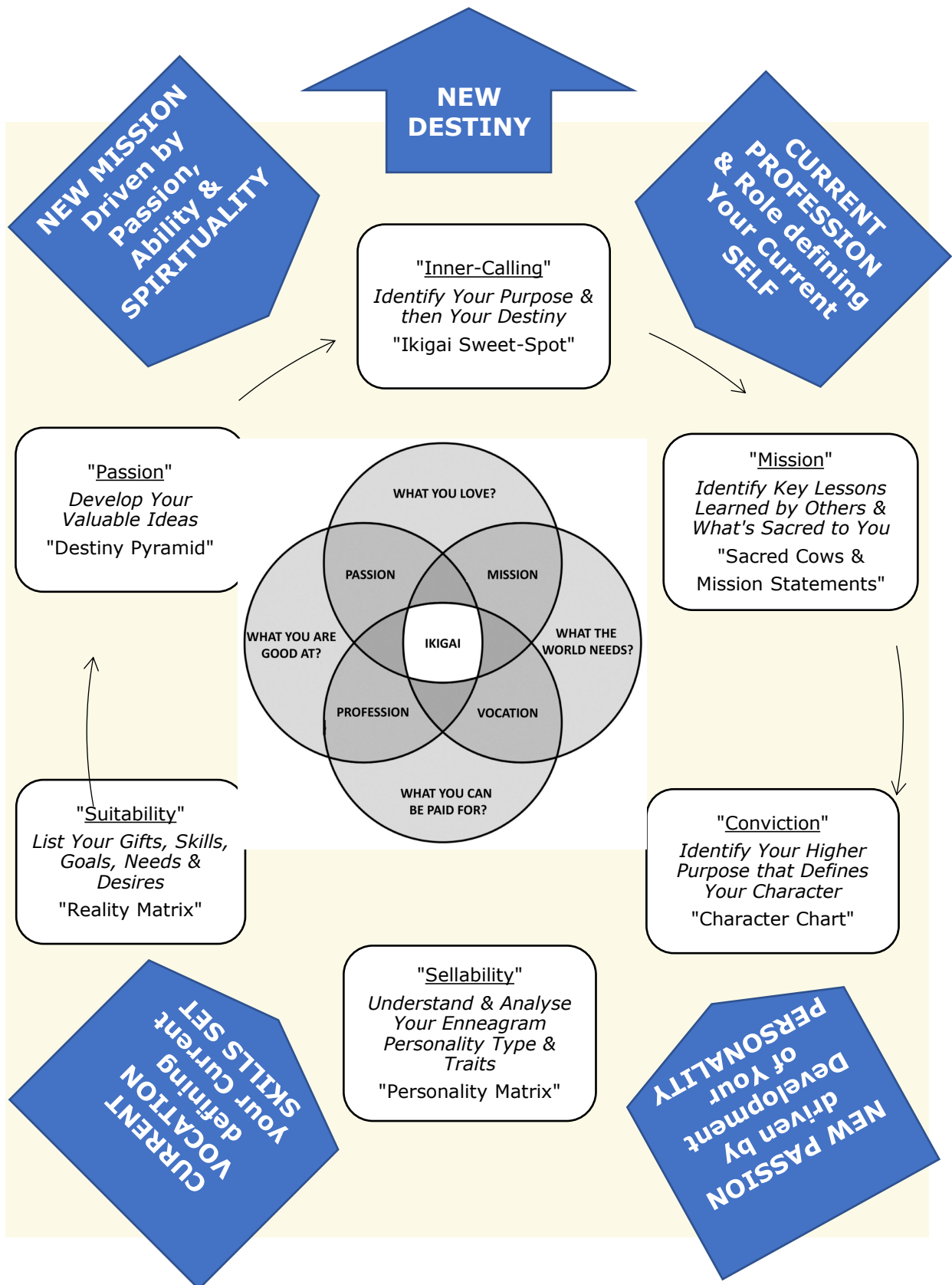


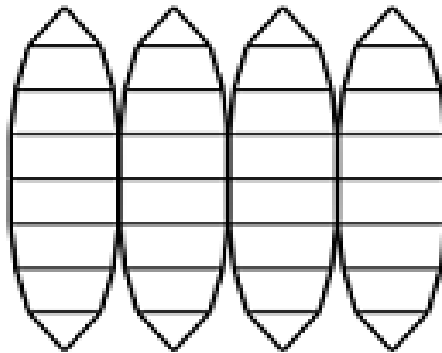
Diagram XXXI – “The Corrective Ikigai Model”



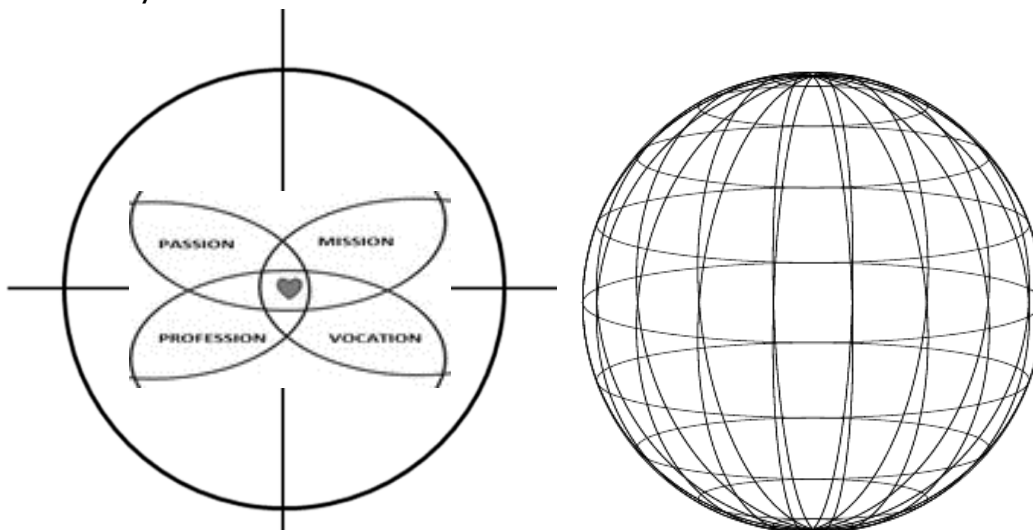
Adding a Third Dimension

As busy human-beings it is natural for us to think in what I express as 'Two-Dimensional-On-the-Surface Reality'. With day-to-day commitments to ourselves, our families, employers and communities – there is little time to try and think of our place in the universe outside indulging in occasional daydreaming at the expense of momentary neglect of the above. We do have our:

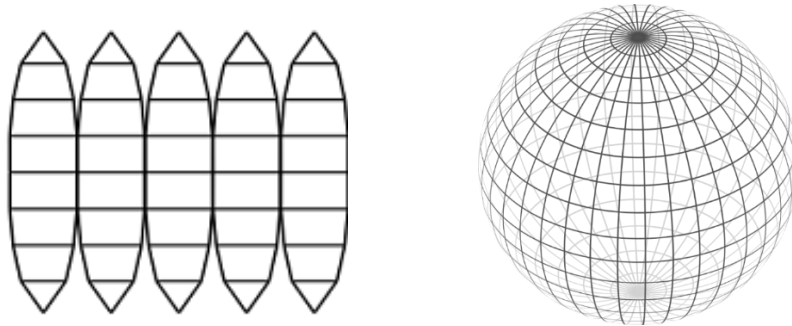
Passions – Missions – Vocations – and Professions



And as far as our reality allows us, we may consider and truly contemplate- What the World Needs/ How we can Help that cause/ What we are Good At/ What we can be Paid more for Doing; and if we are lucky actually Doing What we truly Love.



But the ultimate 'Sweet Spot' is transient, worldly and as humans we are only too aware and conscious of our mortality. We think Two-Dimensionally. Nothing lasts, so the tendency is to get on with today and think less or plan for tomorrow, or fret about what we've not achieved.



In this book we have attempted to track some of the key stages in finding true Destiny, while also Living for the Present:

Mission- Conviction – Sellability- Suitability – Passion

But for some there maybe something fundamentally still missing. Whatever Destiny you have mapped out for yourself it is individual to you. And whatever vocation, ability and skills you hold- what makes you different from every person on the planet is your individual 'Personality'. It is our individual Personality and Character and our Personal Spirituality which define us, who we are, our Soul and our ultimate Purpose and Destiny in Life.

Life Purpose focused on Helping Others is one Route to Happiness

A 2013 'TedTalk' by Adam Leipzig has attracted over sixteen million viewers delivering quite a simple message while analyzing the happiness quota of his Yale University alumni. It's a crucial missing fifth element in the Ikigai Analysis – seeking happiness by helping others. Ikigai asks - what do you love; what does the world need; what you can get paid for; what are you good at?. Leipzig concludes that 80% of his Yale graduate alumni are mostly all successful [applying the Ikigai 4 elements to derive their reason for being in what they do]. But the happiest 20% are invariably *outward thinkers*. They define their reason for being as – 'doing what they do being all about other people'.

When questioned 'what do you do?' they don't answer that they are a consultant doctor, or a life-coach, teacher or lawyer with a prominent firm. They say they help others by *curing, inspiring, helping, nurturing, teaching, guiding, advising...* others in what they do.

The five self-analysis questions/ answers, he concludes, which define what you do and how happy you will be doing it, are:

1. Who you are?

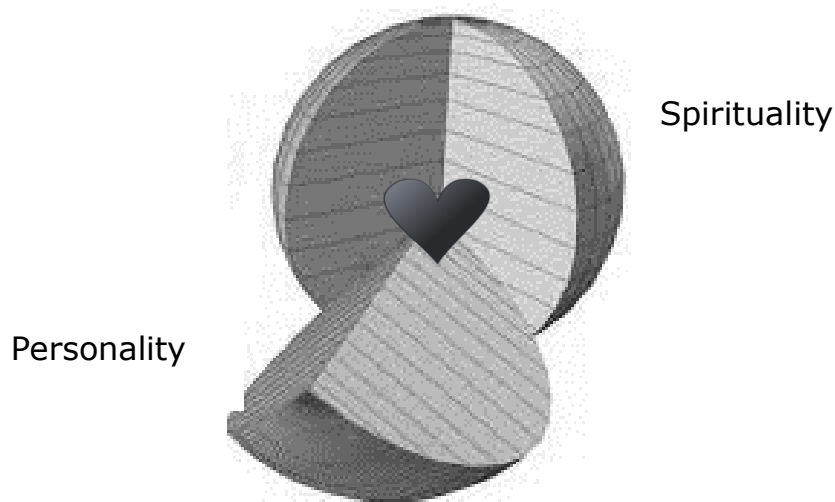
2. What you do?
3. Who do you do it for?
4. What do these people really want or need?
5. How do they change or transform as a result of what you do for them.

By concentrating on the fifth element one finds true purpose and happiness.

Beyond religious tenets on altruism, there are indeed physical and spiritual benefits of serving others, and that applies to all ages. In a University of British Columbia study involving toddlers, the result showed that young children were found to be much happier giving than receiving. Allan Luks, former executive director of the Institute for the Advancement of Health of New York City, studied kindness among adults and concluded the clear cause-and-effect relationship between helping and good health – including diminishing the effect of minor and serious psychological and physical diseases and disorders.

The simplest benefit of giving (in whatever its form) is that it feels good to make other people happy- and that in itself 'gives the giver' happiness. If you make the act of helping others your 'reason for being' - your mission, vocation, profession and your passion – you will find not just real purpose, but profound happiness. If this describes the 'real you', maybe you should act on it.

Three- Dimensional Below-the-Surface Analysis – 'The Real You'



The Three-Dimensional 'Sweet Spot'

Maximizing skills and abilities in a chosen vocation and profession, however honorable, including giving to others in the process, may not be everyone's destiny. And some Enneagram Personality Types will be naturally better suited to certain vocations and destinies – and driven by different tendencies and attributes and traits. Each Type has strengths and weakness. That is why we spent so long on the analysis, identification and development ideas. The route for each to find the 'Sweet Spot- Reason for Being' will be different for each. See Diagram XXXII - 'The Ikigai Enneagram Matrix'. Whatever one might be good at or earning lucratively for doing - focusing on exaggerated 'Mercenary or Exploitative' tendencies should be discouraged. Job titles don't define people or make them happy. But What they do – does.

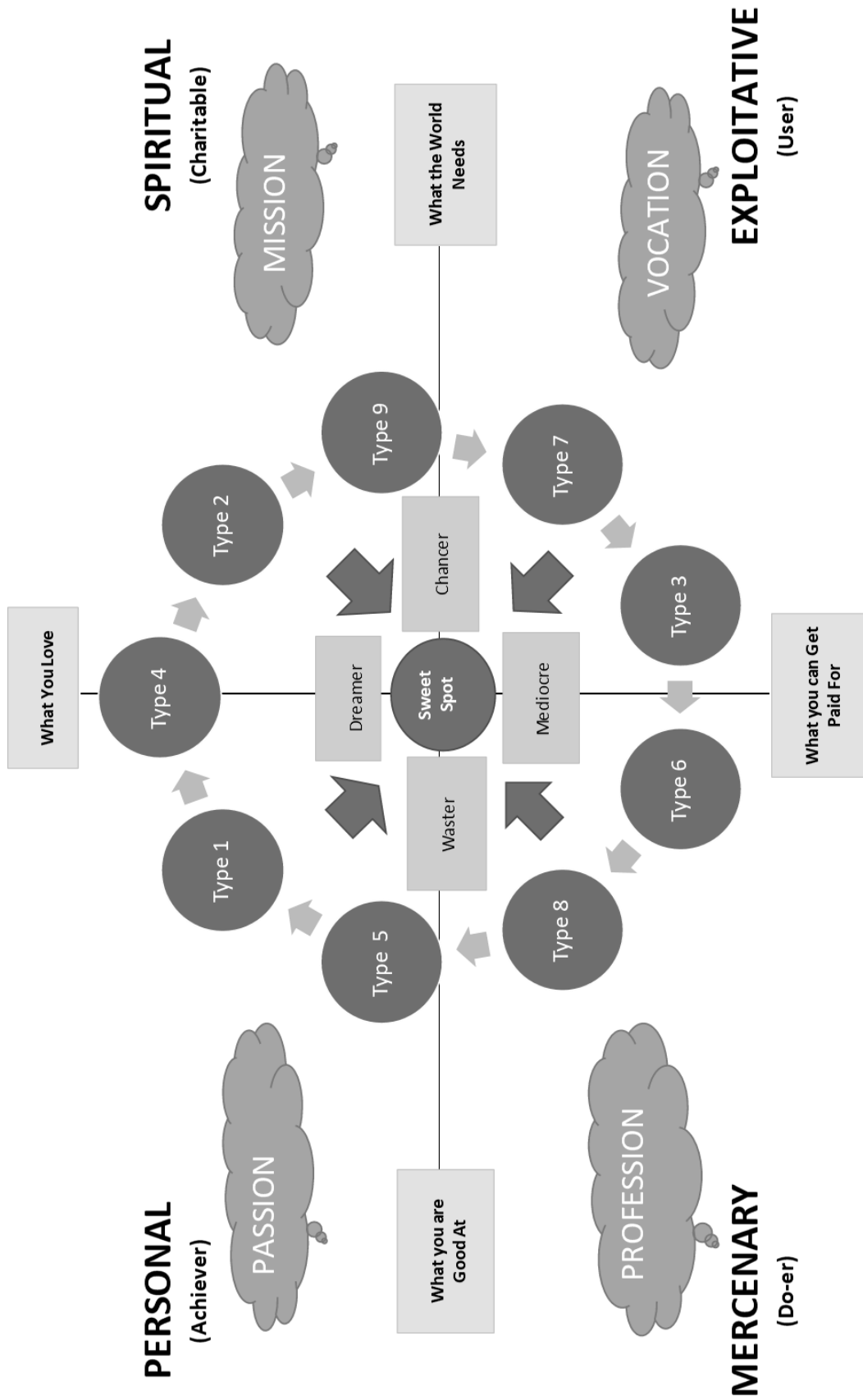
Personal Achievers will invariably be good at what they do, and passionate about it (*on a mission*). It's the Spiritual and Charitable Types will naturally love helping others in the world and as emphasized above - usually find happiness for doing so.

The conclusion is that those who can embrace more spirituality in their lives will likely benefit. The drivers for their destinies will be primarily based on their personality development and personal spirituality. This for them will be the discovery of the third dimension. Refer to section 24 on 'Personality and Spirituality'.

Output XXVI – “Confirmation of Your Chosen Life Destiny”

My Definitive Chosen Life Destiny is ..

Diagram XXXII - "Ikigai Enneagram Matrix"



Output XXV – “Your Personal Ikigai Model- Sweet Spot”

Complete your Personal Ikigai Model based on your chosen Destiny (Ikigai Sweet-Spot), noting: What You Love; What the World Needs; What you can Get Paid for; What you are Good At; AND whether it represents pursuing a New Passion, Mission, Vocation & Professions



Output XX- “Your Personal ‘Final Solution’ (Revisited)”

Based on all your previous Outputs- You can now re-visit Output XX and Complete your ‘Personal ‘Final Solution’ Statement to yourself:

MY PRIMARY PURPOSE (HIGHER PURPOSE) IN LIFE IS

"Mission" - I believe that 'What the World Needs' most can be summarized in the Key Life Mission of

_____'. & My own Sacred Cows are

"Conviction" - My own true Conviction is based on focusing on my priority Sacred Cow '_____'. I recognise that my current vocation is not addressing all my Needs or ways to address my Sacred Cows. I intend to work on both my Personality Development and my vocation to achieve the Change I seek. My own Enneagram Personality Type is 'Type ____' and I have a '___/___' Enneagram Wing.

MY SAVING GRACE IS

_____'. The most appropriate Personality Recommendations for me are-

_____'. Once I embrace these Developments I will become more 'Sellable' as an Individual, in both my Personal and Business/Professional Life.

"Suitability" - I realise that to achieve my Goals I Need to Address my 'Needs' and any Short-comings in my Knowledge, Training or Ability. My key 'Needs' in this regard for me are -

_____'. My Key 'Goals' are focused on

MY SECONDARY PURPOSE IN LIFE IS

' _____ ':

"Passion" - But my real Desires to achieve

' _____ ' are based on my True Passion for

' _____ ': My Short List of the 'Most valuable Ideas' to create my own Destiny are the following -

' _____ ':

"MY DESTINY" - IS TO

' _____ ':

It is what I Love to Do, based on my Life Purpose and Passion for

' _____ ': It is my

Destiny to pursue this by the following Action

' _____ ':

Process Review- Correct Identification of Purpose & Destiny

I asked a friend to write down what he perceived to be his Inner-Calling. He'd given it some thought: "To live consciously and courageously, to resonate with love and compassion, to awaken the great spirits within others, and to leave this world in peace". Well, I congratulated him that such a calling might resonate with his soul and describe eloquently his generic idea of Higher Life Purpose but it told me nothing of his Destiny. I commented to him that if we all thought as such, that it would create a more beautiful world. But they are at best 'Life Mission Statement' (see section 8) Words to put in a Frame on the Wall- it doesn't help you put your finger on what one's Destiny is going to be, nor what he or she is actually going to do. It's too 'Generic'.

Definitions of Purpose and Destiny

Throughout the book we have discussed the concepts of 'Primary and Secondary' Purpose. Examples of stated Secondary Life Purpose or Life Calling can be too 'Specific' and while being more action orientated, lack statement of committed 'Passion' based on belief structures. Such an Inner-Calling may be stated as "To stop drinking and find a new partner and get a good job". This is not an Inner-Calling- it is a reactional statement of intended action based on the circumstances in which the individual finds himself/herself.

These examples lack Passion. An Inner-Calling or Destiny comes with a strong inner impulse toward a particular course of action especially when accompanied by personal conviction or for some people divine influence. That's been the purpose of the Analysis to bring these impulses to the fore in terms of a Destiny Statement of Intent and Action. There are two schools of thought- that of the Religious person and that of the Agnostic/Atheist. Either person can find an Inner-Calling and Destiny. The 'Destiny' is either considered by you to be preordained if you are religious, or it's simply a matter of your choice and conviction, but either way, it's not

just chance.

"It is not in the stars to hold our destiny, but in ourselves" - William Shakespeare

It's not a thing to be waited for, it is a thing to be achieved now, with a matter of urgency, before it becomes too late. The purpose of this section is to pause, reflect on all the analysis you have undertaken, and assess whether you have truly made the right selection of your True Destiny. If you question it and the conviction of your selection- go back and start the analysis afresh. Don't ignore your concern and plod on to the bitter end. It's obviously crucial to you in your life to discover your true destiny, or we would have lost you chapters ago. Get it wrong at this stage after all the effort, and you might live or die to regret it.

*"Death is the destiny of us all, but our greatest loss can be what dies inside us while we still live."
- Norman Cousins*

Apathetic, Cynical and Reactionary people rarely find their True Destiny. When Destiny stares you in the face, it has to be truly understood. Franklin D. Roosevelt once said, "When you reach the end of your rope, tie a knot in it and hang on." Never give up looking.

Your own Inner-Calling is a Statement of Passionate Belief, Intent and Action which will Orientate Change in your Life and become your Life Destiny- anything less would be a travesty. It's both conscious and subconscious. We are unique in our consciousness and being able to contemplate and understand such a concept, while other species in the world are not able to do so.

And in section 24 we delve again into the realms of Spirituality and Transcendence. Many readers will have balked at the concept of either dominating their True Destiny.

"Transcendence refers to the very highest and most inclusive or holistic levels of human consciousness, behaving and relating, as ends rather than means, to oneself, to significant others, to human beings in general, to other species, to nature, and to the cosmos" (Maslow).

Some people can't or simply don't feel inclined to grasp the concept of 'Self-

Transcendence', other than in their recognition that we are all part of the Human Race, at a Macro-Level. At a Micro-Level, some more discerning people consider there to be a 'Spiritual Crisis' in the modern world of technology and artificial intelligence, obsessive social networking and virtual communication. But during the COVID 19 Pandemic it was virtual communication that kept us all close during a protracted period of quarantine. In fact, technology provides the Means and the Medium for Social Improvement, Communication and Inclusiveness for us all in the Modern World. Transcending the individual's inadequacies towards Technology is to recognise that it offers something far beyond that which the individual can himself create. Such an individual might consider his or her Higher Purpose to be the need to 'Embrace All New Technology' and participate in its use for the betterment of all. My point is Technology and Transcendence need not be mutually exclusive.

'Self-Transcendence' forms the kick-start in the process of 'Going Beyond the Ego', and the Why. Technology explains some of the How.

*"My Higher Purpose is to Change the World and Help Humanity".
– Elon Musk*

The subsequent Stages in the Processes which we followed, focused on the Importance of concentration on Mapping our Positive Personality Set; and our Personality Traits, Strengths and Weaknesses, Needs and Desires until they precipitated Development of Valuable Ideas and New Plans.

If thinking about Transcendence and Essence remains too esoteric, the Enneagram and the Destiny/ Personality/ Reality Matrices Analysis are designed to help take the obscurity out of it. For modern sensibilities, the goal of living in essence, and outside one's Ego, may sound strange or off-putting, but life is not all about you. The goal is not to Strengthen our Ego but to Transcend it. Many additional healthy traits exist that you will have discovered as you moved in your own unique way beyond yourself. The process is one of growth of virtue. (see section 24, Diagram XXIII).

Setting and applying ethical rules make it easier for people to focus on Maslow's higher level of needs of Self-fulfilment and Self-actualisation rather than focus always being (more naturally) on Psychological and Basic needs of Esteem, Prestige, Friendship and Security.

Developing the Philosophy

The Buddha's philosophy probably best embodied such a doctrine. He instructed his followers to avoid killing, promiscuous sex and theft, because such acts, he argued, stoke the fire of unnecessary craving for power, sensual power and wealth. While rather excessive by example for a lot of us, the point is 'Cravings are not Needs'. He believed that suffering arises from craving and promoted the 'Law of Dharma' or liberation from craving. Focusing only on Psychological and Basic needs of Esteem, Prestige, Friendship and Security – will never achieve fulfilment and happiness because cravings to achieve them will involve suffering wherever goals and needs falter. This is not to say they are not important. We all pursue them in our every-day lives of survival, our relationships and our careers.

By setting your own 'Primary and Secondary Purpose and Destiny' in life following the guidance in this book, you should have properly considered your motivations at all of Maslow's levels of need, in your analysis. The ultimate 'Meaning of Life' in Spiritual terms is further discussed in section 24. Many people look for the higher meaning of life in some religious or spiritual quest. Some imagine that the universe and our existence have a predetermined divine script, and they must discover their predetermined role. Well, the Buddha's teachings never required a belief in a preordained God, and throughout this book I have reiterated that Destiny is something to be discovered and made by yourself, not be reliant on some divine intervention, which you might otherwise await blindly. 'The Lord helps those who help themselves'.

Many times *suffering* itself can be caused by belief in, or over-reliance on, fate or religious dogma and intervention. Religious beliefs have caused wars throughout history. Only through liberation from suffering can people face reality- and be happy in pursuit of their self-fulfilment through 'Self-actualisation' while achieving their full potential at all Maslow's levels, without craving, including creative activities. And via transcendence focusing on giving oneself to something beyond oneself—for example, in altruism or spirituality.

Don't be too discouraged if at this late stage you feel that your chosen Secondary Purpose seems very distant or un-related to your chosen Primary/Higher Purpose. If you consider that to be true you will no doubt be considering that chosen Destiny is a little too self-centred. This is not

likely to be the case if you have been honest with yourself throughout the process and analysis

Below are a few hypothetical examples of 'Secondary Purpose & Destiny'.

Table XVIII –“Examples of Primary Purpose & Possible Destinies”

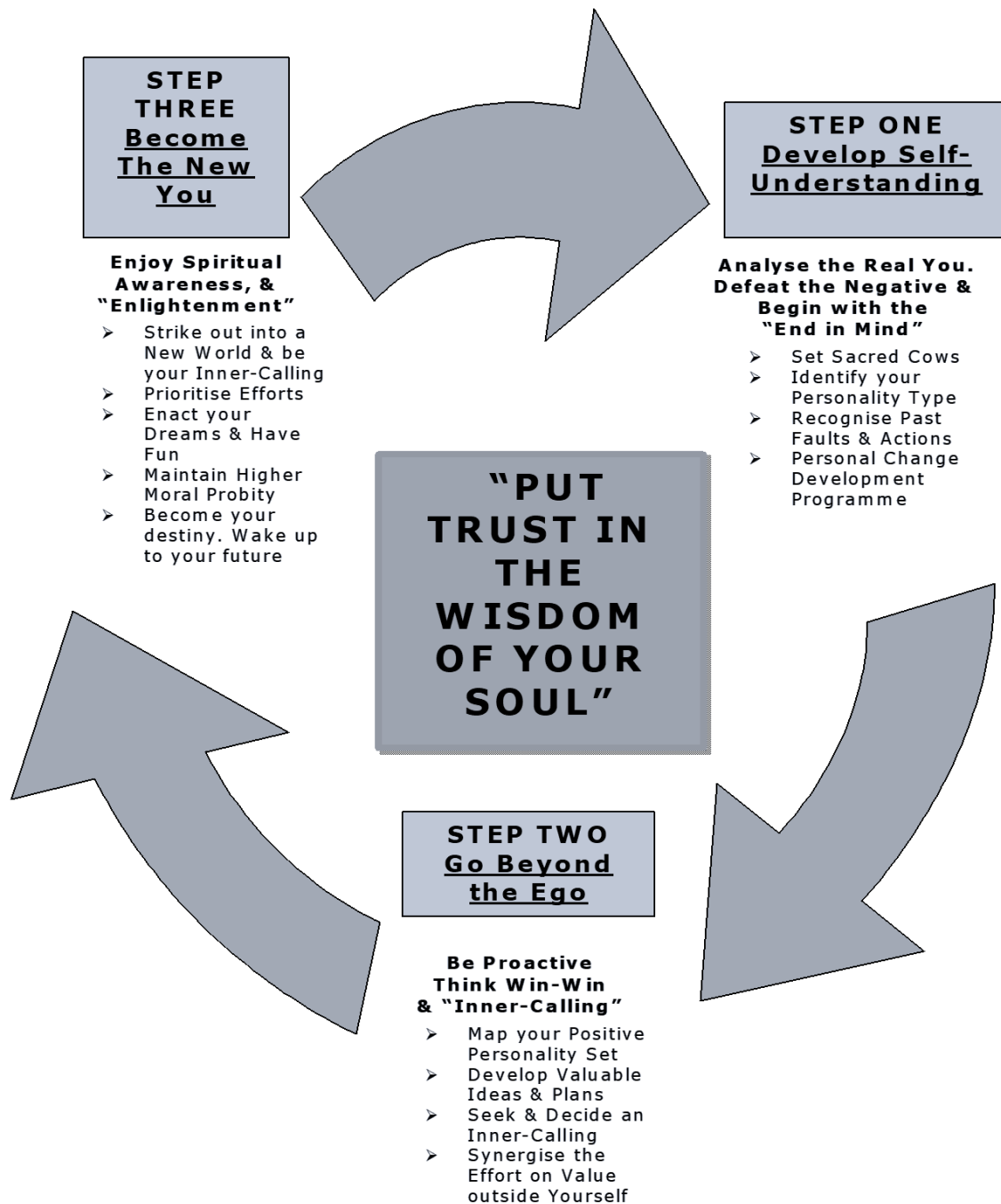
Example Primary Purpose	Example Possible Destiny	Example Primary Purpose	Example Possible Destiny
To learn wisdom for the benefit of all	To become a Philosopher and writer To teach under-pivileged children To study for a PhD at 50	To share my love	To rekindle the love and sex life in my marriage To be a loving and devoted mother, sister, daughter and wife To join the samaritans and help save lives of troubled people
To accept myself and promote good ideas to improve lives	To use my own disability to promote awareness of mental illness To use my inheritance to establish a Trust for animal welfare To set up a help line for trans-sexuals	To give to others	To change my career as a trader and become a teacher To set up a distant on-line learning business to encourage mature students to study To become a philanthropist
To enjoy the mstery of life and help other to	To become an contemporary artist and share criptic messages of life To become a singer-song writer specialising in deep-mystic lyric writing To become a poet writing from the soul	To capitalise on my achievements to help my community	To become head teacher at the local school To retire as a professional footballer and set up a local training school for youngsters To become a community leader
To create my own reality take control of my future and lead	To establish a new political party and promote and lead it To drop out of school and become an activist leading the voice against social injustice To buy out my company and set in on a growth strategy	To use my power and influence to bring about change for good	To win the election and make the manifesto happen To become CEO and put in strategy to convert to a green zero carbon company To campaign for animal protection
To follow my spirit and inspire others	To leave my studies and become a lecturer To promote holistic health remedies and lifestyles To follow mystic leader/ gurus in India and write a book	To achieve mastery in my chosen field to help change the world	To win a Nobel prize for peace To become a UNICEF ambassador To become a lecturer on global warming
To revel in the present and share my joy	To move to a remote island with my partner and make a reality film of our lives To manage a gym or beauty salon to revel in physical and cosmetic beauty To write columns in a lifestylemagazine	To live my mission and spread the word	To become a spiritual leader/ missionary To become a Rapp singer with a spiritual message To convert to a Jehovah Witness
To experience joy and happiness and pass on my experience to others	To travel the globe and meet people and produce a documetary To become a motivator or trainer and pass on my positivity To become a comic and entertainer to share my love of life and sense of humour	To save lives	To become a health worker/ doctor To join to UN as a leader of peace keeping forces To promote healthy life styles and diets

Identification Process (Review)

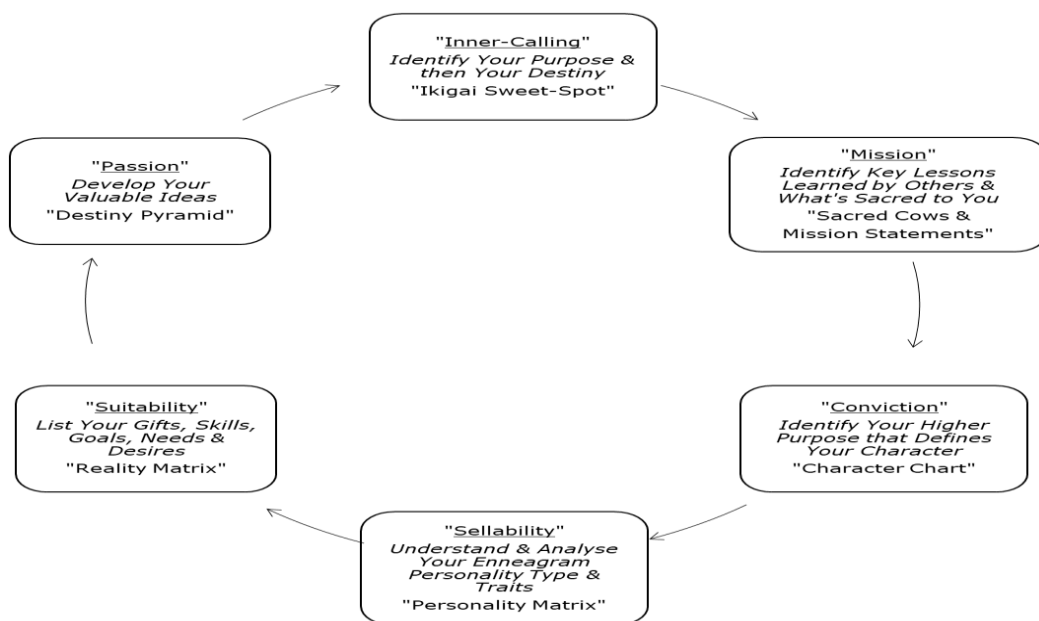
Below I review the Outline 'Process Flow'- that maps the key exercises/processes and analyses we have conducted.

Diagrams XXXIII – “How to Discover Your Destiny- Processes, Outputs & Flow Charts”

THREE STEPS:



SIX PROCESSES:



TWENTY-FIVE PROCESS OUTPUTS:

"Mission"
Identify Key Lessons Learned by Others & What's Sacred to You
 "Sacred Cows & Mission Statements"

"Conviction"
Identify Your Higher Purpose that Defines Your Character
 "Character Chart"

"Sellability"
Understand & Analyse Your Enneagram Personality Type & Traits
 "Personality Matrix"

"Suitability"
List Your Gifts, Skills, Goals, Needs & Desires
 "Reality Matrix"

"Passion"
Develop Your Valuable Ideas
 "Destiny Pyramid"

"Inner-Calling"
Identify Your Purpose & then Your Destiny
 "Ikigai Sweet-Spot"

Output I	9 Selected Key Life Lessons & Mission Statements
Output I	The Final Solution
Output III	4 Selected Sacred Cows

Output IV	Selected Higher Purpose
Output V	Character Chart

Output VI	Your Enneagram Personality Type
Output VII	Enneagram Personality Wing Type
Output VIII	7 Selected Home Truths
Output IX	Your Enneagram Type Saving Grace
Output X	9 Selected Priority Personality Recommendations

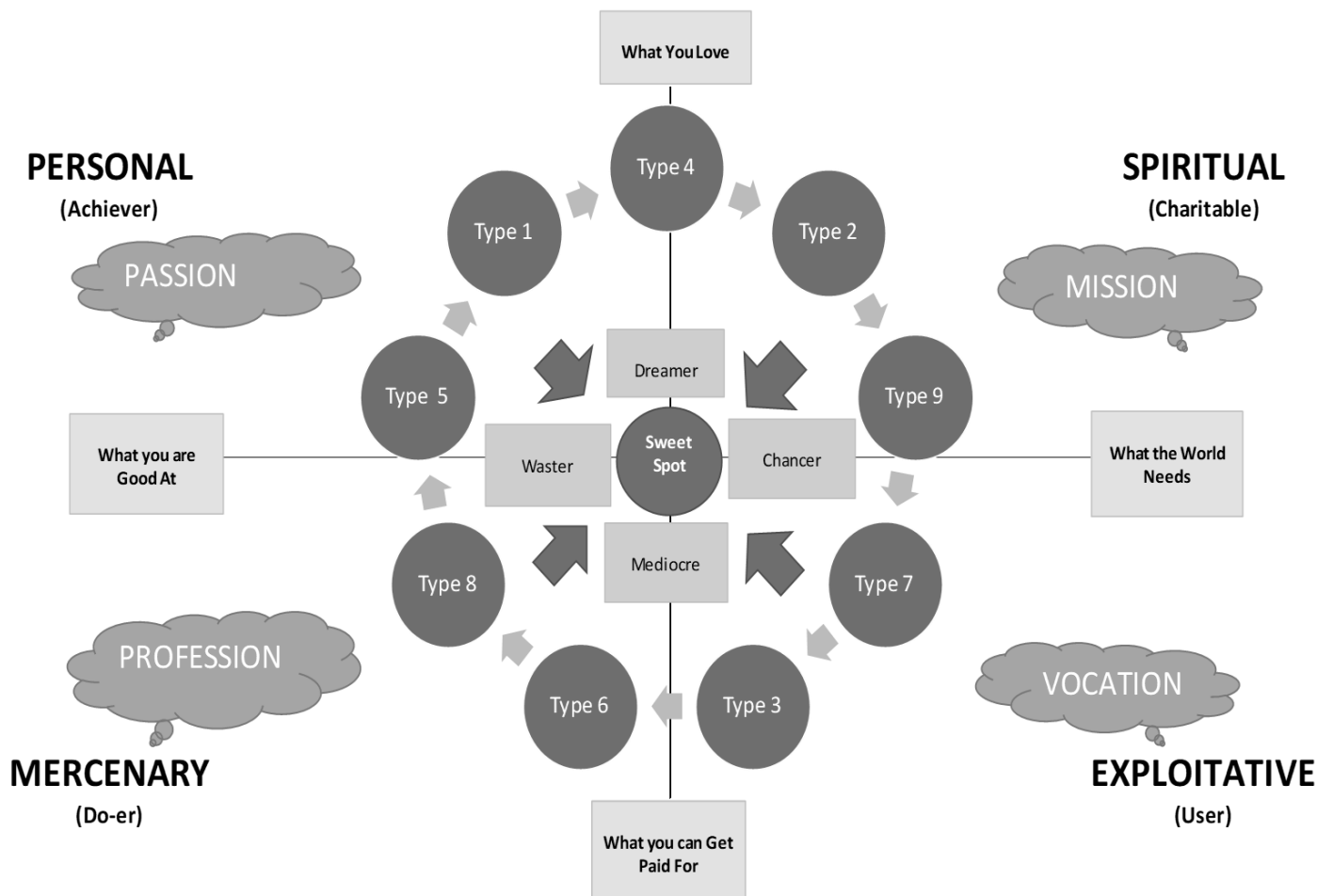
Output XI	Your Personality Matrix Criteria Long List
Output XII	Your Personality Matrix
Output XIII	Your Personality Matrix Focus Criteria
Output XIV	Your Reality Matrix Criteria Long List- Skills
Output XV	Your Reality Matrix Focus Criteria – Skills Set
Output XVI	Your Reality Matrix Criteria Long List- Goals
Output XVII	Your Reality Matrix Focus Criteria – Goals
Output XVIII	Your Reality Matrix
Output XIX	Your Reality Matrix Focus Criteria - Goals
Output XX	Your Revised Personal Final Solution

Output XXI	Your Valuable Ideas List & Personality Development Criteria
Output XXII	Your Positive Personal Profile
Output XXIII	Your Top 4 Ranked Most Valuable Ideas & Related Personality Developments
Output XXIV	Your Destiny Personal Pyramid
Output XXV	Your Personal ikigai Model
Output XXVI	Your Life Destiny

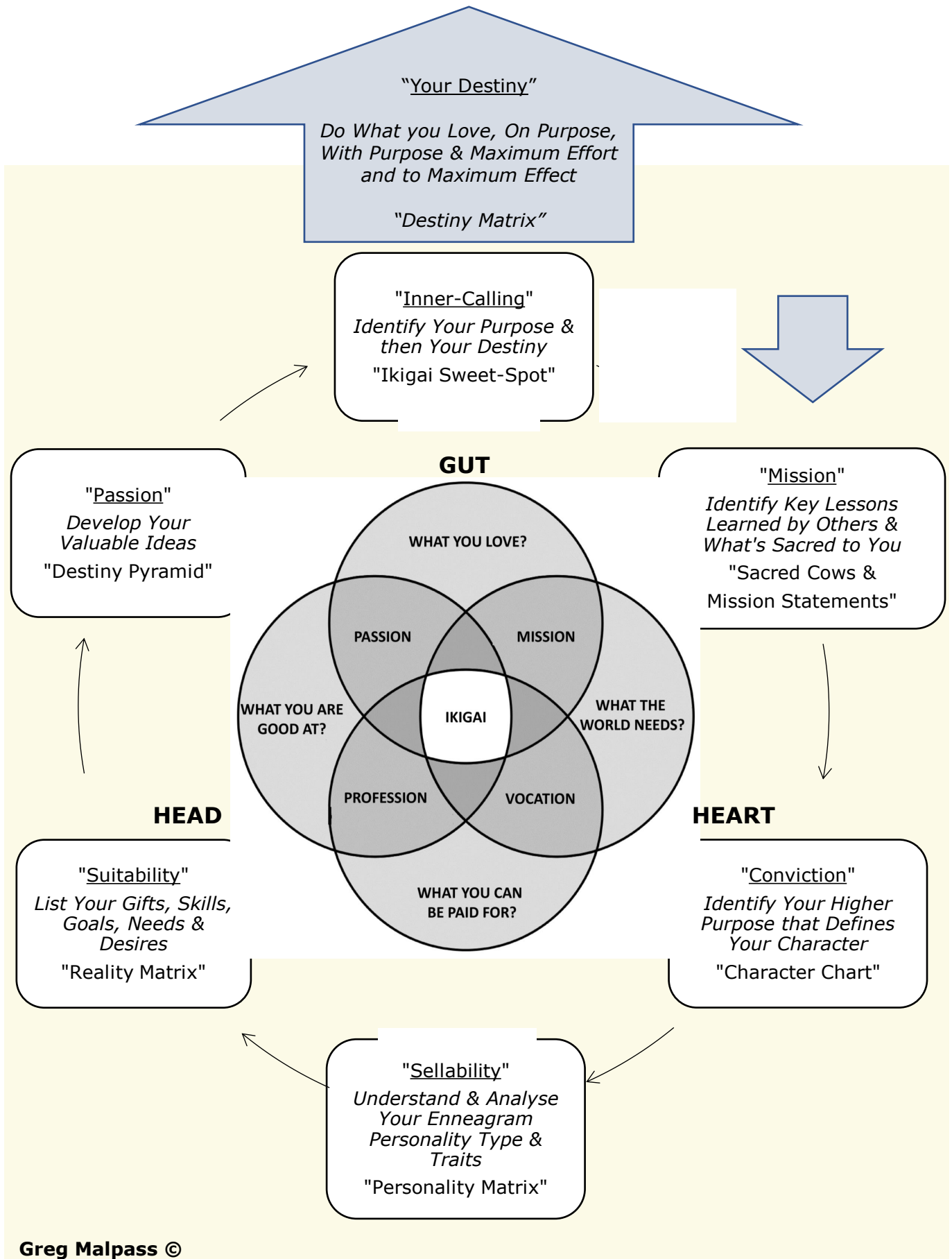
FINDING THE REASON FOR BEING:



Going from the Reactive Reality of 'What you Can and already Do' to the Proactive Personal-Spiritual You of 'What your Passion & Ability drive you to Do, and your Mission becomes to become your Destiny and help others in the Process'.



BECOMING YOUR DESTINY:



“Taking Control to Become Your Destiny”

Taking Control & Producing an Action Plan

Purpose, Dreams and Destinies become nothing without Taking Control and Producing a Plan and even more importantly – Taking Action. Unless you are one of those people who believe in 'Divine Destiny' and you are waiting to see what God has installed for you- you will be Active in going about the business of 'Achieving your Destiny'.

"Destiny is not a matter of chance it is a matter of choice. It is not a thing to be waited for, it is a thing to be achieved"

- William Jennings Bryan

You've already asked yourself 'What is it I really want to do?' And gone onto identify your 'Inner-Calling'. Now you need to consider whether it demands a 'Quantum Leap' change in your life's direction and lifestyle. It may trigger images of change that you have never contemplated possible before.

"If life doesn't offer a game worth playing, then invent a new one."

— Anthony J. D'Angelo

Nothing can substitute finding what it is that you want to be and doing that thing. However, finding out what you want is also not just about you. What you want should tie into what you can do for others. So, remember others in the Roll-out of your big Action Plan.

What might seem strange at this late juncture is my suggestion that you go back to your childhood dreams; they might not be far off from what you now think you will be most happy doing.

Think back also to that dream job. I wanted to be an airline pilot or a professional golfer but impaired sight and a lack of real potential for mastery on the golf course tempered those early dreams. But maybe both were subconsciously driven by a desire to work independently, rather as a writer does.

"It is not in the stars to hold our Destiny, but in ourselves"

- William Shakespeare

*"Grant me the serenity to accept the things I cannot change...
The courage to change what I can...
And the wisdom to know the difference."*

This quote is called the 'Serenity Prayer'. Knowing when things are in your control, and when they are not, is important to your happiness and peace of mind. It's a fact of life that we can't always understand why some events happen. A death in the family, a disaster, getting laid off, and other life events that shake the ground we walk on.

By all means aim for the stars, I'm all for that but also know your own strengths and weaknesses in any given situation at any point in time. You can't peak all the time, circumstances don't allow it. The ability to look at yourself objectively and without mistaken judgement is a requirement for real sustainable happiness and success.

Taking Control of one's own Destiny is essential to our mental, emotional and physical well-being, and all human beings need it. So, you are the author of your life, however drastic it may turn out to be.

Primary and Secondary Purpose (Revisited)

Some people will never grasp the concept nor the difference and get the two confused (see section 1). All are most familiar with the latter which always implies time to achieve it at some time in the future. Especially then there is a requirement to plan a course of action:

- A leading evangelist may say his Primary Life Purpose is to 'Save Souls'- not fill churches, not raise funds, not build new churches or spread the Gospel.
- A Politician may consider implementing a strong element of his or her Party's manifesto as his/her Purpose and Destiny. He or she will have to win votes to achieve it, but if his/her Passion is his/her Purpose- He/she is more likely to achieve it.
- An Architect may decide his/her Destiny is to design the longest span bridge in the world. But He/she will have to study how to create great structures to achieve his/her Goal and his/her Destiny is the hard study at Architectural School and in a Practice to master in his/her profession.

- A TV 'Ex-Factor' talent show candidate may decide his/her Destiny is to become a Famous Singer, but his/her focus may need to be on developing talent.
- Football Managers might want to win trophies but first they need to win games.
- A successful Author's Destiny will be to write amazing Books with deep meaning - not making money as a Best-Selling Author.

All occupations have a big money promise if you (a) like it (b) are really good at it,(c) give it maximum effort and there is a market for it (refer back to section 21 'Ikigai Model').

The Pursuit of Secondary Purpose (The Future)

If you still feel more comfortable focused on this familiar 'planet earth reality' of 'Secondary Purpose' maybe there are some uncomfortable decisions or concrete actions that you will have to make to fulfil your Plan. These decisions amount to facing up-front your 'Psychological Slaves' (see below) as well as following through with the prescribed action once all the imaginary slave are slain.

Consider the following:

- **Reconsider Your Job and/or Spouse**- If you're unhappy in your job or in your current relationship, staying where you are isn't likely to give your story a happy ending. If that's the case, think about the changes you need to make to end up where you want to be. Or maybe you don't appreciate the job or spouse you currently have.
- **Move House**- If you feel like you're being held back because you live in a place that doesn't have many career opportunities, or even because you don't fit in with the local culture, it might be a good idea to consider a move. Starting over somewhere new can provide you with a whole new world of possibilities that wouldn't have been available if you stayed where you were. A new environment may also help you to stop bad habits like drinking too much in bars with the same old colleagues (believe me I know). Or maybe you suffer from always thinking the 'grass is greener'.

- **Forget Short Term Goals-** If you focus too much on achieving short-term goals, you will never find your true passion or learn how to achieve your purpose through relentlessly pursuing your destiny. The goals you work toward must always be based on pursuing your Secondary Purpose but setting goals and milestones, although they have their place, can absorb you too much, when you may be staring the 'back of the net' all the time.

The Pursuit of Primary Purpose (The Now)

- **Forget Past Constraints and Take Ownership of Your Life** - If you let your past conditioning control how you evaluate your life and discover your Purpose, you're going to live a life based on others' expectations. Don't look outside of yourself, look inwardly and truthfully. True fulfilment comes from designing your own life. This is how you unlock the extraordinary. To find your purpose, you must decide what's truly right (right now) and know it in your heart and soul. You must not let yourself be driven by fear or anxiety, or other people's views.
- **Develop the Bigger Picture-** Before you can ask yourself "What is my true Purpose?" you first have to know what an ideal world looks like for you and how you fit into it. Maybe you can't change the world, but you can have a view and play your part. You can campaign, promote policies, vote well, act in the community, you can ask questions on: Global Issues affecting us all- (Power, Wealth, Economies and Politics, Climate Change, Poverty, Corruption, Leadership, Personalities, Egos, Shared Principles, Sexual Discrimination, Spirituality and Philosophy). Create a Global Life Vision view today of your own, identifying what life would look like if you and everyone else were living up to their fullest potential now, including a moral set of ethics, to which we should all sign up. The key ingredients of a Global Blueprint are- 'Consciousness, Reciprocity and Inclusiveness.' (cf. 'Out of Darkness Cometh Light')
- **Abandon Mediocrity-** Consider what you would do if you had no restrictions. Disregard any thoughts about what you should do or how other people might like you to live, be your own (Wo)man. Don't drift into mediocrity again. Don't do the exact same thing day in and day out. Look for any opportunity you can to do something out of the ordinary. Add adventure to your life, break out of your status quo now it's not something you have to plan for long term. You could, for example, help some elderly neighbours with their grocery shopping today.

- **Decide and then Act-** With new purpose set an idea of the type of future-present you'd love now, and the practical steps you can take to start on that path now. No matter what you decide to do, the choice should be your own. Don't let critics scorn at your new chosen life mission. Keep in mind that their opinions are just that- their opinions. There is nothing more caustic than a self-opinionated cynic. You are the only one who can—or should—control your Destiny. That is not to say that you shouldn't seek counsel from people whose opinions you respect and trust (see section25).

Perseverance is necessary in both Primary and Secondary Purpose pursuit. You will feel passionate once you've decided the new path you want to take - it will be only too apparent to you. It will be what you've decided to do, not a product of blindly following instructions in this book or any manual. If it's so profound, it is likely that you will have to persevere through diversity, difficulties, distractions, day-to-day trials and tribulations but keep pushing through, no matter what obstacles come your way. If you have chosen the right purpose- be positive, committed, and work passionately. The chances are, you'll enjoy every current moment and reach your ultimate goal in time to 'Become your Destiny'. Remember destinies that require an early death in order to leave a lasting legacy are invariably sad.

Steps to Take

Step 1 - Prioritise

Prioritise and decide which goals go with your Destiny and are the most important at any given point of time.

Step 2 – Set Specific Milestones

It's important that you be specific about the tasks and goals you need to attain to become your Destiny, and that will take you closer to achieving them. For instance, if you know that you want to make a lot of money (as a secondary by-product)- start thinking about how you would 'like' to do that, rather than 'how' (ie. Focus on the Destiny not the outcome).

Step 3 - Research your Goal

If you want to be able to get somewhere; it's also very important for you to understand how you are going to get there. Regardless of what your chosen Destiny, Goal, Ambition or Passions are, there will be someone who has already achieved it and more. Do some research on the internet, read books or take a course on that particular subject. If possible, try to get in touch with the people who have achieved that same ambition. They probably know all the pitfalls (most pioneers got arrows up their arses). It will create a better foundation for your goals and will help you get there sooner.

Step 4 – One Step at a Time

When you look at your Destiny in its entirety, it may seem overwhelming and you may just wonder about how you are going to achieve it, and it might take a lifetime. It's important that you take baby steps before you learn to run. Churchill's Destiny was to fight Nazi-ism and save the free world, but it wasn't achieved over night. Break your broader ambition into smaller achievable goals. One battle at a time.

Step 5 – Draw up the Plan of Action

Write both a long-term strategic plan and a string of short- term tactical plans detailing how you are going to get there. Once you have achieved one goal- only then move onto the next one. You will encounter hurdles along the way such as financial restraints or lack of time or training. Try to ascertain how you can work around these.

Avoid Psychological Slavery

Believing it's too late is a form of slavery. Believe that it is never too late and you will be closer to the mark. Even if everyone follows all the steps described in this book, some will claim it's too late for them and consider it best to make the most of their situation. 'Age Slavery' can be broken just by looking around at that small but alive group who simply ignored it. It's best to decide to live until you die, and to maximise your life. 'Put Trust in the Wisdom of your Soul' and Strike out into a New World to become your Destiny.

Overcoming 'Psychological Slavery' is one of the best solutions to 'Avoid a Life of Mediocrity'. It stems from and is derived from the seven 'Psychic Sins'. Psychological Slavery is a concept developed by David Schwartz, an Australian Philosopher. If you describe something as mediocre, you mean that it is of average quality but you think it should be better. And if you ask someone why they didn't achieve their full potential in life, no doubt they will relay a life of serial Psychological Slavery Stories.

1. **"What will other people think of me"** slavery – My own Enneagram Personality Type Two struggles with criticism (see the last two words in this book), becoming resentful, always seeking positive approval and love. While learning to accept criticism is an example of self-training based on a self-understanding of personality traits, the caveat for me came in 'Measuring the size of the critic before paying too much attention to what the critic has to say.'

Learning to live one's life and letting others live theirs is a positive trait, and 'to hell with what people think'. As long as what you do does no physical or spiritual harm to others, do as you please.

2. **"I'm certain to fail"** slavery – This is not just about self-confidence it's also about state of mind. The girl who thinks she is ugly gets uglier; the girl who thinks she is beautiful gets more beautiful. It's known as the Universal 'Secret'. Don't become a loser. The controversial singer Madonna accepts that she is not the world's best singer or dancer- but if she allows herself to dwell on that- she is lost and gone, by her own admittance.
3. **"It's too late"** slavery – To counter this one I love the story of Colonel Sanders the founder of KFC. At age 65 he'd sold a failed restaurant and was left only with his modest savings and \$105 a month from Social Security. Sanders decided to begin to franchise his chicken concept in earnest, and traveled the US looking for suitable restaurants. Often sleeping in the back of his small car, Sanders visited thousands of restaurants, offered to cook his pieces of 'finger licking good' chicken at \$1 a go, and if workers liked it negotiated franchise rights. The company's eventual expansion extended to more than 600 locations and became overwhelming for the aging Sanders. In 1964, then 73 years old, he sold the Kentucky Fried Chicken corporation for \$2 million.

4. **"I'm a slave to security"** slavery – When I became resident in Spain in 2017 I'd lost all my security. With security comes less psychological freedom. A change in environment addresses that. It doesn't mean that it's easy. The human being is built to struggle. This is also key to the Buddhist mantra. The Buddha apprehended the link between craving and suffering, and the timeless pulse of suffering humanity- birth and death, birth and death.

5. **"Past Mistakes"** slavery – We've all made mistakes, lost and survived. Winning or losing is a state of mind. To provide an anecdote for this one I would cite the roller-coaster life of tenacity exemplified by Pop Singer, Actor, Property Tycoon, Financial Adviser and Entrepreneur Adam Faith. Born Terry Nelhams in June 1940 on a council estate in Acton, West London, Faith was the third of five children. He left school aged 15 to work as a messenger at Rank Screen Services. During the 1960s he came through in the pioneering days of pop music and he really was a big icon along with Cliff Richard - they were the first wave of the British version of the pop music world. By 1967 Faith had amassed a small fortune in property and married his long-standing girlfriend, professional dancer Jackie Irving. But Faith went into semi-retirement for almost a year after a serious car crash in 1973 when he was seriously injured, almost losing a leg. He also lost his fortune and started again as a businessman despite health problems. In 1986, he had open heart surgery after being found to have seriously blocked arteries. By 1999 he was behind the development of digital television's 'The Money Channel'. But the venture soon ran into difficulties, the channel closed down and Faith was declared bankrupt again in 2002 owing a reported £32 million. In May 2003 Faith 'Died in the Arms of his Lover 40 Years his Junior'- maybe past mistakes and endless reincarnations had finally caught up with him, but he never let his past mistakes hold him back- the 'Phoenix Man'; until he died for the last time.

6. **"I'm trapped by my environment"** slavery – There is only one sure cure for environmental slavery which is to make a firm decision to control your environment and not let it control you. The 'Best Man' at my second marriage, Paul, was an Art Student, 1960's long haired pop culture teenager, sportsman and fun-loving womanizer. But he became the Chairman of his grand-father's and subsequently his father's Pallet Manufacturing business. Talk about a square peg in a round hole. Years later he was charged with having been responsible

for the demise of the family firm. The moral to the story is that he felt obliged to assume the role and became trapped by his environment. All would have been better served if a professional manager had been recruited and Paul had sought his own Destiny as an artist, professional wrestler, blackbelt in Jujitsu, county tennis player and decorated clay pigeon shooter. This was not about fate, but about psychological and environment slavery.

7. **"I'm not good enough"** slavery – I put this down to misidentification. It normally means – 'I'm not brave enough' slavery. It can be true of course if there has not been a reasonable reality check. But anything is possible, it's not a cliché.

In 2002 I was most concerned about the costs of attending an International Conference in Washington DC. despite its importance in the launch of my new business in the reconstruction of Iraq. I contacted the Conference Organizer and offered to be the Key-Note speaker from the UK, rather than just attending as a paying delegate. He gratefully accepted; and I addressed an audience of over 600 delegates and was featured on both CNN and BBC World Service News Channels.

Barriers are erected to keep people in or out, defences or demarcations, but in all cases are penetrable.

Despite our progress as Homo Sapiens in terms of physical, mental and cognitive development in the last 60,000 years, and our exponential technological advancements in the last century, many of us remain limited by "false" mental barriers.

After rigorous testing and analysis of the human body and the physical capabilities of our anatomy scientists concluded that it was not possible for a human being to run a mile in under 4 minutes. It simply couldn't be done, they said. But Roger Bannister didn't take any notice of these conclusions. In 1954 he broke the 4-minute barrier. Running a mile in four minutes requires a speed of 15 miles per hour.

This was a phenomenal achievement of course. And what was even more astonishing was that once this imaginary time barrier was destroyed, lots and lots of runners started breaking the four-minute barrier every year. And not only breaking it. Since 1954 the time for the fastest mile has been improved by almost 17 seconds. Most recently the mile record was held by

Hicham El Guerrouj from Morocco, who ran the mile in 3:43.13 in Rome in 1999.

The story illustrates how the human mind can play tricks on us. If we believe a barrier to exist then it does exist. But not because it is impossible to overcome the barrier. Simply because we believe it to be so.

"The man who thinks he can and the man who thinks he can't are both right. Which one are you?"
– Henry Ford

This does not mean that no barriers exist of course. The three-minute mile will probably never be run until the bionic man arrives- which may not be far off. But you shouldn't let others decide these barriers for you. If you do then they most certainly will exist in your mind.

In setting your own Goals, Purpose and Destiny - Use the power of your subconscious mind. Your subconscious mind can influence your physical body. This can be a barrier as well as a strength. You should decide to unlock the power of your subconscious mind and use its influence in a positive and empowering way.

The inspiring book, *"The Hope that I have"* (written by my loving sister Dr Tanya Malpass) was written four years after the author had been given an 18- month life expectancy by physicians of some repute – for an advanced brain tumour. It epitomises the power of both the conscious and subconscious mind.

"Hope sits on the pages, runs through the words, bounces through the lines, and flies infectiously into the mind of the reader. I sense that this is a book to share with as many people as possible - people with or without cancer, doctors, patients and anyone who wants to live joyfully, even when facing uncertainty". – Hen

So, anything is possible. Imagine the massive consequence of this conclusion. You have capabilities that you can't access simply because you don't think you can. But if you can break all mental barriers then you can achieve things you didn't think possible and reach your full, real potential and Destiny despite the hurdles.

But Destiny implies the Result of Action; and Action requires a Plan. I can't write it for you.

Personality and Spirituality

I suggest a purchaser of a book entitled '*Your Real Destiny*' most likely believes in Destiny and wants to discover Destiny. He or she, even if not wishing to admit so, is likely prone to be more spiritual than the average "F**k-you-and-your-theories and pseudo-analysis...I-will-get-on-with-my-own-life-thank-you-very-much!!" type of guy. Well, those who get on with their lives may well be living a full life, doing what they want to do. If you are successful and blessed with ability, intelligence, looks, drive, humour and independence – what more do you need? But if you ask any person to judge another person, he or she will unlikely judge him or her purely on the basis of his/her success or attributes. Ability and qualification are important particularly if you seek a brain surgeon, an airline pilot or a top lawyer to attend to your needs for surgery, air travel, or legal advice. And you certainly wouldn't want them *high* on marijuana or spirituality. You'd want them clear minded and focused. But at the end of the day obituaries are full of tributes based on higher values and attributes. A person is usually judged on his or her personality and character and how much he or she loved and gave, not just mastery in a given or chosen vocation.

Your Character says who you really are; and the importance of Personality cannot be underestimated in both personal and business life. Seeking ways to maximise your positive traits should be a 'no-brainer'. It's called having a heart and being your best (see Table XX below). But what about Spirituality. Not quite so tangible, eh? You can't change your Personality but you can change your level of your Spirituality depending on your changing mindset. And your Personality and Character and Spirituality together are likely to be your strongest 'Destiny Drivers' steering you on your way 'Beyond Your Ego'.

Spirituality Defined

How do I define spirituality? Spirituality for me involves the recognition of a feeling or sense or belief that there is something greater than myself, something more to being human than sensory experience, and that the

greater whole of which we are part is cosmic or divine in nature. ... An opening of the heart is an essential aspect of true spirituality.

I would not pretend to know more about Christianity than a priest, more about the brain than a Neurologist, more about accounts than an Accountant, more about a space rocket than a Nasa scientist or more about the law than a Lawyer. They are trained professionals who study and learn their specialities from written and known material and experience. Spirituality however is inherently unknowable as a science and very personal, so I feel as qualified as any to make my point. I am as expert as you or any mystic.

The shamans, healers, sages, and wisdom keepers of all times, all continents, and all peoples, in their ageless wisdom, purport that human spirituality is composed of three aspects: relationships, values, and life purpose. Well, maybe so, but you choose your own definition.

Living happily certainly depends on how we are in our inner lives - our thoughts, emotions, beliefs and desires. Having a spiritual dimension means finding a sense of inner peace - both peace of mind and peace in the heart. ... Our sense of spirituality is deeply personal and individual.

Spirituality consists of an innate motivation and a belief that there's someone greater than oneself that determines one's behaviour. Spirituality lies at the core of individuals' value systems and fosters the development of worldviews; it can provide a great source of strength, meaning, and enhance one's ability to cope in difficult times. Spirituality does help yield a sense of 'Ultimate Purpose', meaning, joy, and security in life. It goes hand in hand with the highest level in Maslow's hierarchy of Levels of Needs (see section 9). Self-actualization needs are, and refer to the realization of a person's potential, self-fulfilment, seeking personal growth and peak experiences. Maslow describes this level as the desire to accomplish everything that one can, to become the most that one can be.

But it is important to differentiate between Religion and Spirituality. Studies of 'Spirituality' unfortunately tend to employ measures written with 'theistically-biased' terminology, a practice which ultimately negates the distinctions. Very few studies have taken an interest in the spiritual lives of atheists. But atheists can be very spiritual. Religion can influence the manner in which Spirituality is expressed; however, it should not be conceptualized as requisite for the existence of spirituality. This is not to

negate your religious faith and beliefs, if you have them, but it's not a prerequisite for finding destiny.

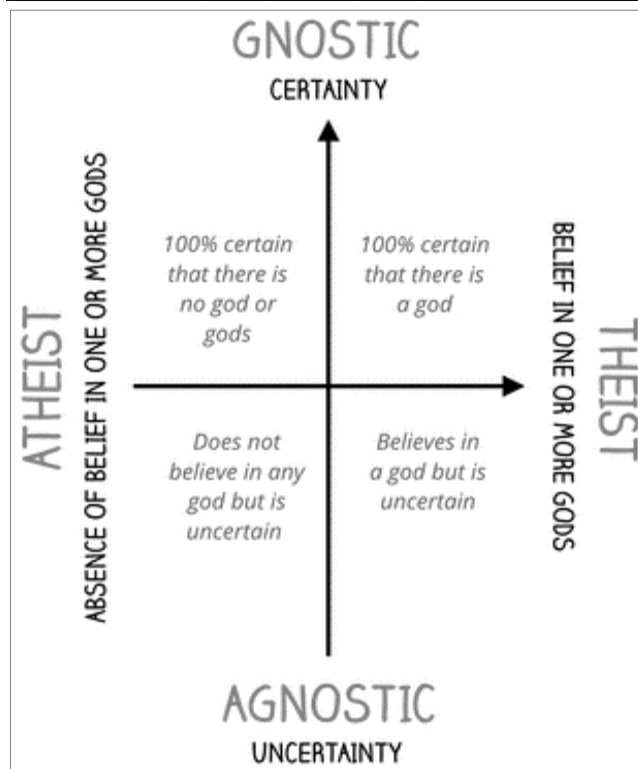
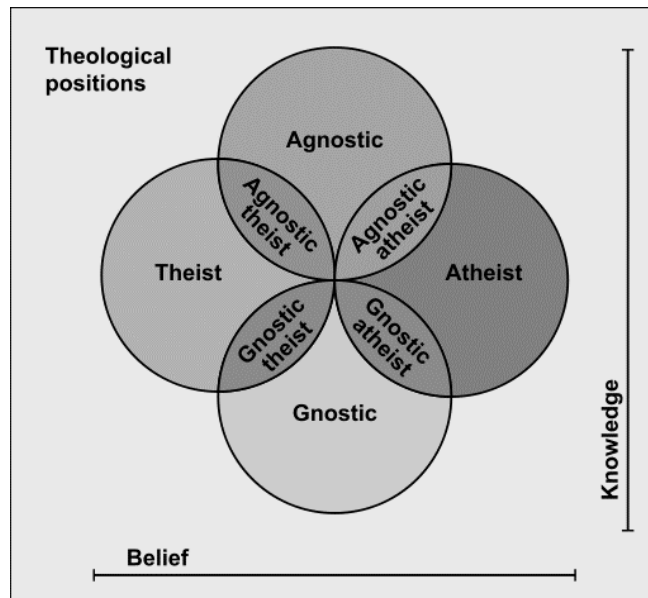
Many people think that spirituality and religion are the same thing, and so they bring their beliefs and prejudices about religion to discussions about spirituality. Though all religions emphasise spiritualism as being part of faith, you can be 'spiritual' without being religious or a member of an organised religion.

Religion is a specific set of organised beliefs and practices, usually shared by a community or group. Spirituality is more of an individual practice and has to do with having a sense of peace and purpose – and it's personal, not a science nor a doctrine.

At this stage, because spirituality does often border on theological positions for many people, it is worth defining your position on God. Do you know? Do you blindly believe with absolute faith? Or don't you know, but hope there is, or hope there isn't. You could meet a wise 'ant' who feels that there is something more than his 'queen' and his instincts, but he'll never understand anything outside his environment, not least the existence of a universe. They are concepts above his 'pay level', as they still are ours.

I would class myself, for the record, an Agnostic theist. Agnostic theism is the philosophical view that encompasses both theism and agnosticism. An agnostic theist believes in the existence of a God or gods but regards the basis of this proposition as unknown or unknowable.

Most mainstream religious doctrines seem to me at best - excellent stories but practiced and preached by religious leaders who often mal-interpret the messages of their prophets, and at worst – judge, persecute and sometimes kill supposed infidels in their name.



Source: tekportal.net

Whatever your own religious belief, ALL human beings possess an inherent capacity for spirituality regardless of the presence or absence of religious faith. Spirituality is comprised of orienting values, meaning, and convictions that guide daily life. Spiritual individuals tend to be acutely aware of their own mortality and they inherently seek to create a sense of meaning and purpose in their lives – rather what this book has been all about. The existential quest for meaning, a sense of purpose and direction, and a greater understanding of the self within a larger context are all important

components of spirituality; and you'll not find true 'Primary Life Purpose' without a sense of spirituality within yourself – although you don't have to publicize it.

Spiritual people have a tendency to experience more gratitude in their daily-24 lives than those less spiritually oriented. So, if you are not convinced, swallow any cynicism and take a look in the mirror. The best of our personalities with good character and a level of spirituality exudes characteristics including humility, altruism, compassion, and honesty. These are all traits that can be found within both mainstream personality theory and multidimensional conceptualizations of spirituality. If your path is a particularly difficult one, maybe it is because your True Purpose is even bigger than you thought.

Every human being needs spiritual resources to help heal the painful wounds of grief, guilt, resentment, unforgiveness, self-rejection, and shame. We also need spiritual resources to deepen our experiences of trust, self-esteem, hope, joy and love of life.

"Dad was not an openly religious man but he took a great interest in astronomy and he used to marvel at the wonders of the universe. So I am sure you will join with me in wishing him a peaceful union with the great Geometrician of the Universe, whoever he may be, and whoever he perceived him to be."

– The Author, at the funeral of his father

Spiritual Development

This book so far has been principally focused on Personality Development ('*Personality Matrix*') and understanding Your Reality ('*Reality Matrix*') in the identification of your personal 'Destiny' and 'Inner-Calling'. It is based on your own personality analysis, the criteria for choice of your perceived or derived personal qualities and desires, and a plan for your personal development defining your future Purpose and Destiny. That is what you might have expected from this book, achieving what it says on the tin. Spirituality therefore is not a crucial ingredient but maybe it's the 'icing on the cake'?

A truly spiritual person is already ahead of most of us - aware of his or her existence and is aware of this awareness. Purpose usually goes hand in hand

with that awareness, not just based of the egocentric self. Spiritual persons are cognizant of, and responsive to their bidirectional interactions with the world around them. The capacity for introspection and metacognition is essential to the development of spirituality.

Actually, both Personality and Spirituality lie at the core of the individual's human existence. But the processes of wellness in the human being eventually require the unfolding of personality and the alignment of that personality with a point of *transcendence*, which has been mentioned throughout this book, but not formed a core element of the study. The neuroscientific study of spiritual practices and meditation can be researched by the reader with reference to the works of more learned writers.

What I do conclude is that - many of the behaviours associated with wellness are key components of a healthy spiritual life. Examples include, but are not restricted to - volunteerism, social responsibility, optimism, contributing to society, connectedness with others, feeling of belonging/being part of a group, and love of self/reason to care for self.

The other conclusion is that 'Spiritual Development requires Transcendence' because it implies reaching the *ultimate*. Spiritual persons experience the positive impact on their relationship with self, others, nature, life, and whatever one considers to be the Ultimate. They don't live in their bubbles oblivious to others, and ignorant of all around them outside their own daily lives or communities.

'Going Beyond the Ego' is a term/tag I have placed on a stage in the process of finding Destiny. This itself is about transcending and believing. These are not platitudes but 'Life Truths' for the discerning person.

- Material Values: The spiritual person acknowledges that ultimate satisfaction is not found in material, but spiritual things.
- Altruism: The spiritual person recognizes that we are all part of a common humanity; they have a strong sense of social justice and are committed to altruistic love and action".
- Idealism: The spiritual person is committed to high ideals and to the actualization of positive potentials in all aspects of life. They love things for what they are yet also for what they can become.
- Awareness of the Tragic: The spiritual person is acutely aware of the pain and suffering inherent to human existence which provides him

or her with both a sense of existential seriousness towards life and a heightened spiritual appreciation for the value and joy in life.

Aspirational persons value most of the important the things money can't buy:

- Manners
- Respect
- Morals
- Character
- Common Sense
- Trust
- Patience
- Class
- Integrity
- Love

The Fruits of Transcendence and Spirituality involve:

- Lying beyond the ordinary range of perception
- Being beyond the limits of experience
- Being above and independent of the material universe

If you consider all this a little too deep, I can sympathise with your view. 'Psychobabble' – perhaps a little for some? – food for thought for others.

Did you decide on your Life Purpose and Destiny before you even started reading this book and only hoped for confirmation that you are on the right track? Maybe you were but have been sufficiently open-minded in the process. To really learn or change an open mind is essential. Homo Sapiens are survivors and not naturally conditioned to look outside themselves nor their own self-preservation and self-interest.

But as they evolved away from being hunter-gatherers, they also learned that they needed to cooperate to co-exist and survive in their tribes. As in future endeavours to combat the threats of Nuclear War, Pandemics and Global Warming there will need to be global cooperation. Those who understand the value of looking outside of themselves, will understand that it could be the start of a spiritual journey. The esoteric law is that it is only ourselves who can make anything really worthwhile of our lives.

In conclusion there is an importance, probably underestimated in this book, of moving beyond just 'Personality and Reality' to find true Purpose and Destiny. Genuine fulfilment in a spiritual context lies in the ability to transcend oneself- to go Beyond the Ego to reach out to something more, to something of considerable greater value outside ourselves. I think Don Richard Riso summed it up most eloquently:

"Learning how to Transcend the Ego is nothing less than learning how to Love. Only Love has the power to save us from ourselves. Until we learn to truly Love ourselves and others, there can be no hope of lasting Happiness or Peace or Redemption."

- Don Richard Riso

The analysis is probing. To attain the goal of a full, happy life, ripe with experiences well used, means that each of us will become a paradox –

"Free yet constrained by necessity; shrewd; yet innocent; open to others, yet self-reliant; strong; yet able to yield; centred on the highest values, yet able to accept imperfections; realistic about the suffering existence imposes on us, yet full of gratitude for life as it is."

The testimony of the greatest humans who have ever lived is the way to make the most of ourselves by transcending ourselves. The quality of your life is confirmation that, in the moment of transcendence, you become your deepest, truest self. Perhaps that's the best time to finally decide and become your Destiny.

"When you transcend yourself, the fact will be confirmed by the quality of your life. We will attain – even if only momentarily – a transparency and a radiance of being which results from living both within and beyond yourself. This is the promise and the excitement of self-understanding."

-Don Richard Riso

Don Richard Riso is co-author of '*Personality Types and the Wisdom of the Enneagram*'; and recommended reading for an introduction to self-transcendence as well as a fuller analysis of the Enneagram. The value of self-transcendence can only be found in the individual's innermost heart. If Transcendence and Spirituality as a focus is not for you – all is not lost. Non-spiritual people still find Purpose and Destiny.

"If you find a way to believe in love and your God, somehow you'll understand if not believe in everything else"
- Rustler Whittington

At the end of the day, the personal qualities which you hold, together with your dreams and passions and abilities, are what will help you achieve your personally chosen 'Life Purpose' and set your future 'Destiny' toward that goal. The importance has been on focusing the Analysis on you discovering your own purpose and destiny – not following somebody else's lead.

What Next

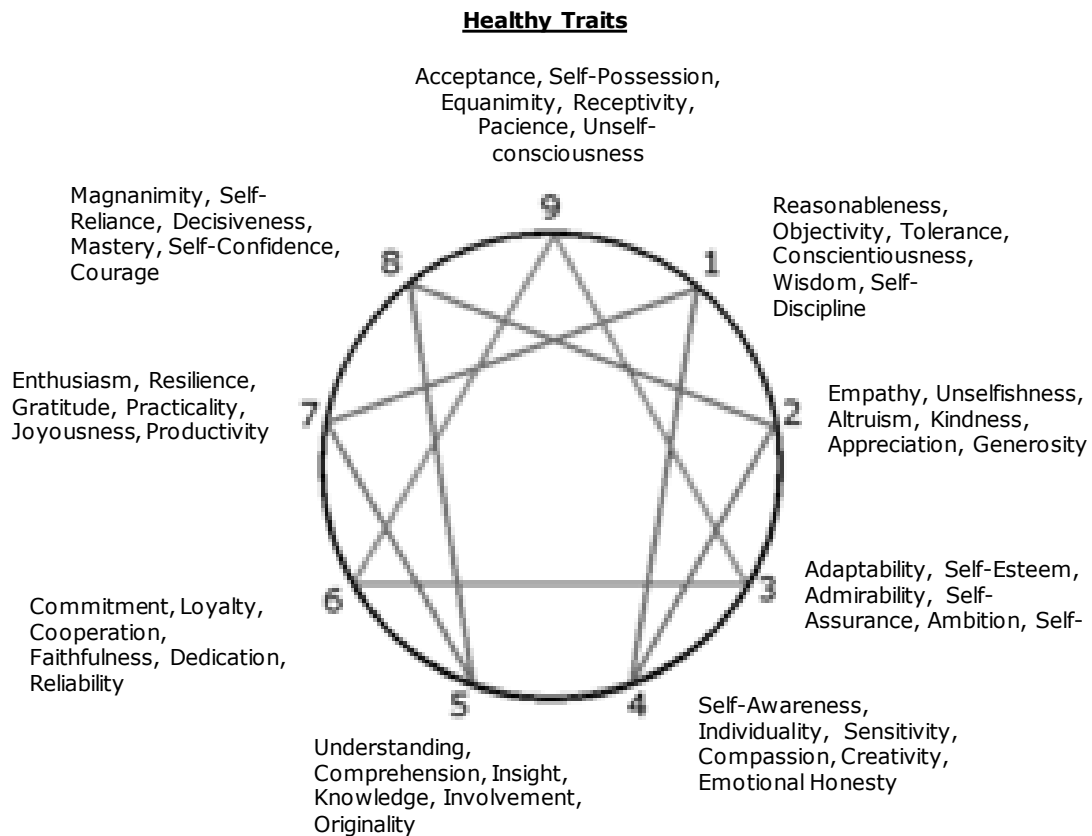
Become your Destiny. And based on your Enneagram Personality Type seek to emulate your Type's very Healthiest Traits (Diagram XXXIV below). If your chosen path aligns itself with maximising the positive traits of your Enneagram Personality Type, you have no doubt chosen well. And if so you maybe being more spiritual than you imagined.

The table below (Table XIX – "The Enneagram & Spiritual Development") has been compiled from a combination of sources including: The Enneagram by Richard Rohr and Andreas Ebert and Enneagram teachers Radha Lion, Don Riso, David Daniels and Helen Palmer. The 'Spiritual Destiny Drivers' are spiritual *quips*, for the spiritual sceptics among you, based on the Enneagram Types, their Passions, Virtues, Invitation, Life Tasks, Recommendations, and likely direction for their Destinies.

And: Table XX – "Don't just Find Your Destiny" – Have a Heart and be Good"; which caricaturizes the dilemma each Enneagram Personality Type faces.

And: Why not re-visit the 'Destiny Matrix' you mapped for yourself back in section 5 before you undertook the Personality and Spiritual Analysis that followed. Now that your Personality Analysis and Destiny Selection are complete, it might be mildly interesting and informative to see whether your perceived Level of Spirituality has shifted somewhat in the Process (see below).

Diagram XXXIV – “Emulating Healthy Traits”




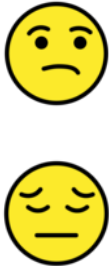


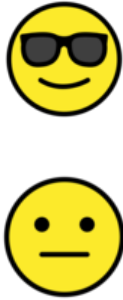

The key to happiness is to know the truth about yourself- to understand who you really are- and maximise your healthy traits. It is really as simple as that. Which one are you? Why not try and emulate the best in each of us Enneagram Types.

















- Type One should be at their most tolerant
- Type Two should be at their most altruistic
- Type Three should be at their most admirable
- Type Four should be at their most compassionate
- Type Five should be at their most understanding
- Type Six should be at their most loyal
- Type Seven should be at their most joyous
- Type Eight should be at their most magnanimous
- Type Nine should be at their most receptive









Table XIX- " The Enneagram and Spiritual Development"

Type	Characteristic Role	Invitation	Basic Desire	Temptation	Vice/ Passion	Virtue	Life Task	Recommendation	Spiritual Driver
1	Reformer/ Perfectionist	Growth	Goodness/ Integrity/ Balance	Hypocrisy Hypercriticism	Anger	Serenity	Learning to ignore duty, order and improvement in order to play, celebrate & enjoy life	Spend time in nature. Meditate on things that grow and are not yet perfect	Hug a Tree and then Grow one of your own
2	Helper/ Giver	Freedom	To feel Loved	Deny own Needs/ Manipulation	Pride	Humility	Achieve objectivity. Recognise own needs and motives	Service without expectation of attention or reward. Learn to express own needs and how to say 'no'	Free yourself, Love yourself and your loved ones first
3	Achiever/ Performer	Hope	To feel Valuable	Pushing Self to always be 'The Best'	Deceit	Truthfulness	Listen carefully to the voice of own feelings	Silent meditation or contemplative prayer, understand the hidden secrets of failure	Give Hope to Others before you focus on yourself
4	Individualist/ Romantic	Originality	To be Uniquely Themselves	To Overuse Imagination in Search of Self	Envy	Equanimity	Develop healthy realism. Direct longings on achievable goals	Social commitment. Work for peace and justice. Become more grounded	Be original but Get Real. Focus on Peace & Justice
5	Investigator/ Observer	Wisdom	Mastery/ Understanding	Replacing Direct Experience with Concepts	Avarice	Non-attachment	Learn commitment and take action rather than analysing	Focus on meditation and practices that involve the heart and body rather than facts or concepts	Find your Heart first before you pass on Knowledge or Wisdom
6	Loyalist/ Sceptic	Faith	To have Support & Guidance	Indecision/ Doubt/ Seeking Reassurance	Fear	Courage	Break free from external direction and take responsibility for own life and feelings	Involvement in an accepting and safe community. Act and do things to promote trust	Trust in Yourself, not others first
7	Enthusiast/ Adventurer	Realim	To be Satisfied & Content	Thinking Fulfilment is Somewhere else	Gluttony	Sobriety	Become aware of hasty rationalisations. Find way of deep self-acceptance.	Find happiness without external props. Deep meditation	Don't be shallow. Find real people & real Love in the Here and Now
8	Challenger/ Leader	Mercy	Self-protection	Thinking they are Completely Self-sufficient	Lust	Innocence	Confront the question of power and its use	Cultivate tenderness and 'softer side'	Be strong but merciful
9	Peacemaker Mediator	Love	Wholeness/ Peace of Mind	Avoiding Conflicts/ Self- Assertion	Sloth	Action	Overcoming a secret cynicism	Ordered structures and routines. Se clear priorities to focus energy	Pursue a true Mission of Love

Table XX – “Don’t just Find Your Destiny - Have a Heart & Be Good”

TYPE	NICE YOU	YOUR DILEMMA	UGLY YOU	MISSION
1		<p>Be tolerant & reasonable not a self-righteous & perfectionist twit</p>		<p>To hell with duty and perfection. Hug a tree and hug someone not as perfect as you are, they will appreciate it</p>
2		<p>Be altruistic & generous by all means but stop being manipulative & so self-important</p>		<p>Put yourself and your closest loved ones first, stop doing for people just to feel good yourself</p>
3		<p>Be more genuine, likeable & cooperative not so up yourself, exploitative & narcissistic</p>		<p>Don’t be so vain and driven and sensitive, it’s not all about you, give hope to others, they will follow you</p>

TYPE	NICE YOU	YOUR DILEMMA	UGLY YOU	MISSION
4	 	Be creative & compassionate, it's the best in you - not self-indulgent & withdrawn	 	Be you, be original but be real. Peace and justice will prevail
5	 	Be perceptive & understanding not extreme & quick to judge and condemn, it's paranoid	 	Find your heart in all this, pass on wisdom but act rather than analysing too much
6	 	Be courageous and loyal at the same time not dependent bitter & self-defeating	 	Put trust in yourself first, and you will be trusted most in the community
7	 	Be Joyous & grateful we love you for it, but not excessive, impulsive & over-the-top	 	It's your life, don't be shallow, get grounded and find real love and purpose

TYPE	NICE YOU	YOUR DILEMMA	UGLY YOU	MISSION
8	 	Be magnanimous & merciful not a ruthless megalomaniac, it demeans you – you are not invincible	 	Confront your power base. We all know you are strong but are you kind. To lead well you need to love well
9	 	Be receptive & peaceful not defensive and fatalistic	 	Clear the decks. Confront problems, and if you are on a mission – peace and love will prevail

Mapping your Level of Spirituality

In section 3 we explored the ‘General Purposes of Life Purpose’ and in section 4 ‘General Categories of Destiny’; citing examples of Famous People of the Past.

Section 5 introduced the concept of a ‘Destiny Matrix’, which sounds complex, but did no more than plot ‘Generic Purposes for Life against General Categorizations of Destiny’. This correlation was exploring what your ‘Destiny Drivers’ were in terms of your overall perceived ‘Purpose and Destiny’ in Life- at that early stage before the Analysis had developed to defining your ‘Higher Purpose’ or the ‘Motivational Drivers’ of your particular Enneagram Personality Type (see Table I – “Destiny Driver Types I-VII”).

Nevertheless conclusions were drawn in terms of ‘Drivers and Dominant State’ which was just another way of saying: “ What is my Level of Spirituality/ Level of Control/ Zone of Liberty (in the pursuit of my Destiny)?” Re-visit this Analysis now that there are new more enlightened Inputs:

Destiny Matrix Revisited

Re-Plot based on the following knowledge of your Enneagram Type and your own Personal Destiny Drivers in terms of the 'General Categories of Life Purpose' and 'General Categories of Destiny' which best describe your Selected 'Higher Purpose' from section 10.

1. Your Chosen 'Higher Purpose in Life' – Output IV "Selected Higher Purpose"

2. Your Enneagram Motivational Drivers/ Basic Desire

- Type One being good
- Type Two being loved
- Type Three being valuable
- Type Four being significant
- Type Five being competent
- Type Six being secure
- Type Seven being content
- Type Eight being self protective
- Type Nine should be at peace

3. Enneagram Healthy Level Drivers/ Personality Traits

- Type One being objective
- Type Two being altruistic
- Type Three being hopeful
- Type Four being creative
- Type Five being wise
- Type Six being faithful
- Type Seven being joyous
- Type Eight being decisive
- Type Nine being patient

4. General Categories of Destiny

- Karmic Retribution (misfortune of birth/ incapacitation)
- Karmic Reward (fortune of birth)
- Learning & Achieving (practical focus/ material purpose)
- Power & Influence (in order to lead and gain power)
- Aspiration & Devotion (being loyal with moral purpose)
- Mastery (desire to share knowledge/ spiritual purpose)
- Mission (preordained mission/ divine intervention)

5. Generic Purpose of Life

- See the Light & Transcendence (following the truth)
- Experience Joy (by pursuing it indirectly)
- Learn Wisdom (for the love of it and to pass it on)
- Revel in the Present (living for the moment in essence)
- Self Awareness (trusting an inner-voice/ higher calling)
- Create your own Reality (being bold and being a doer)
- Enjoy the Mystery (wondering at the world's wonders)
- Contentment/ Self-Acceptance (happy with oneself)
- Giving to Others (serving & giving to make a difference)
- Sharing Love (loving as a purpose in itself)

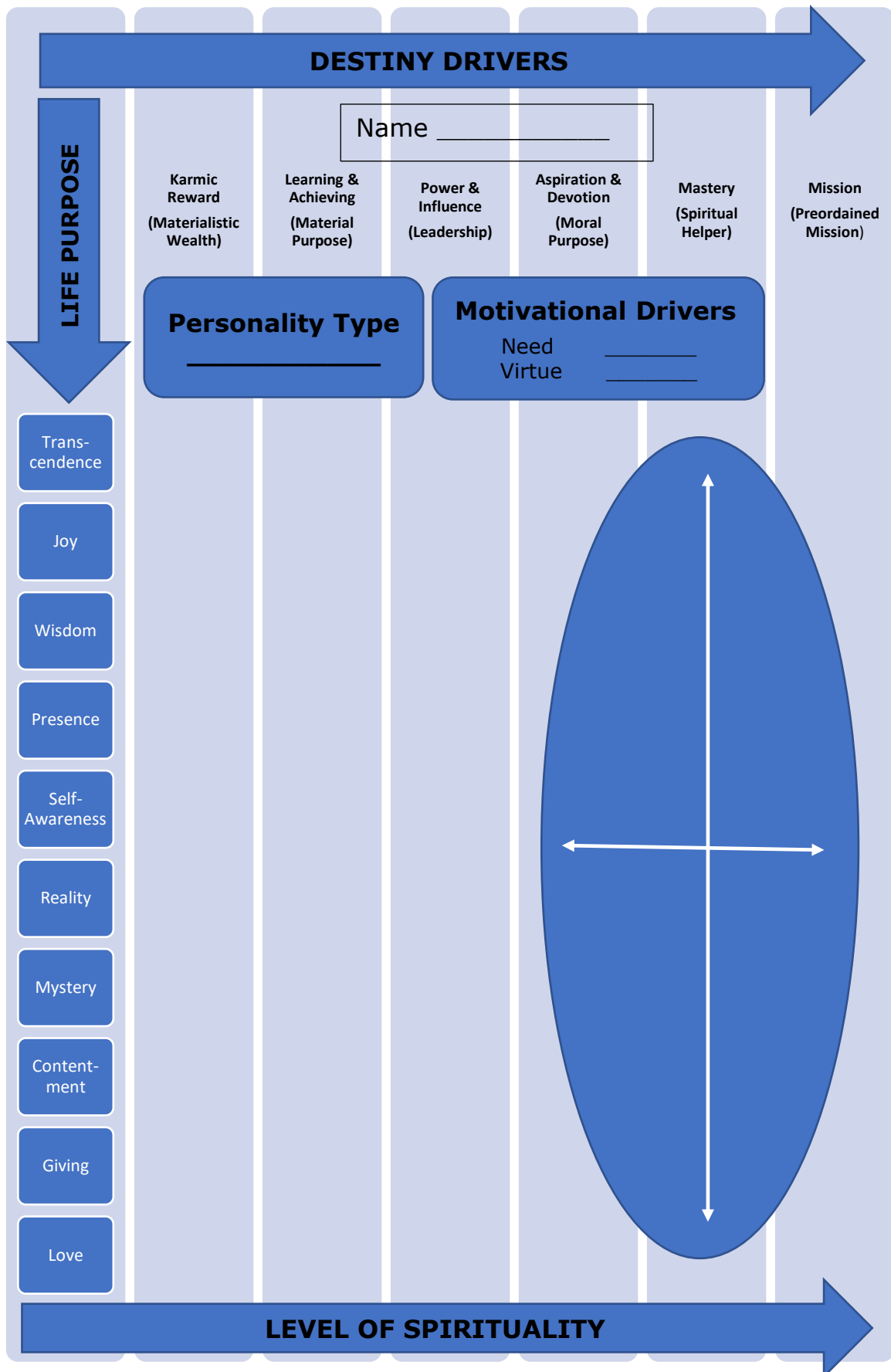
Your 'Dominant State' is defined by your Higher/Primary Purpose. Now plot that 'State' honestly on the Chart. The 'Level of Spirituality' can be concluded, irrespective of the chosen Generic Purpose of Life. The conclusion with respect to your Level of Spirituality is given, depending where you are, at the bottom of the X-Axis to Table I – "Destiny Driver Types I-VII" given in section 5:

- Karmic Retribution – Little Control over Life or Liberty to pursue a Destiny
- Karmic Reward- Limited Control, Liberty or Will to become Spiritual
- Learning & Achieving – Free and Able to Take Control over own Destiny
- Power & Influence- Full Liberty and Control over own Destiny and its Direction and Motivation
- Aspiration & Devotion- Strongly influenced by Moral Values
- Mastery – Strongly controlled by a Spiritual Quest
- Mission- Enacting a Mission inspired by a God (rare)

Either you have no control over your situation, limited control, full liberty and control, are influenced by moral motivation, on a spiritual quest or under some kind of Divine instruction- in the pursuit of your Higher Purpose. That doesn't define your Destiny and every working hour or living moment, it simply describes your level of control and motivation in the pursuit.

However, if you have moved to the right on the axis, you may conclude that you have become more spiritual in your thinking about Your Life Purpose and Destiny.

Diagram V - "Destiny Dashboard" (revisited)



Conclusion

We are all in control of our own Destiny at least up to a point. In the end the quest for the self and its deepest essence culminates in meeting the Divine. And in my final quote from the revered book by Don Richard Riso- 'The Practical Guide to Personality Types, Understanding the Enneagram' – is on such a divine note:

"With each step we take toward Being, we also find that Being supports our quest. To move in a direction of increasing life is to move towards Being itself."

I have reiterated several times that the importance I place is on Spirituality not Religion. You don't have to be religious to be conscious- all humans are conscious and our awareness of our existence and being is unique. To consider ourselves the purposeless product of blind chance degrades us. A WW1 Private in the trenches would have feared the whistle for him to go 'Over the Top'. He will have felt then that he had very little liberty or control over his destiny. His survival or demise was a gamble of chance, luck and fierce fighting. He would need to focus on the latter. But invariably he will have turned to a God for help or absolution.

In terms of embracing any religious doctrine, I have omitted to give even my own take on how such belief structures might help Discovery of Personal Destiny. I don't believe in Divine intervention but would say giving credence to some of the Buddhist views of Wisdom probably helps in reaching the higher levels of consciousness.

Most people wrongly identify themselves with their feelings, thoughts, likes and dislikes. We are not our feelings. Relentless pursuit of particular feelings just trap us in misery. Maybe it isn't so important whether our goals are fulfilled or whether we achieve constant pleasant feelings as a result. Our Destiny maybe just to pursue them with that far more important 'Higher Purpose' in the process, because there will always be suffering, and we all die.

Remember, the Destinies of others, and particularly people of fame and accomplishment, will have invariably been focused on their life achievements - Great Statemen and Company leaders carving out geographical and corporate Empires, Warriors and Revolutionaries winning great battles, Philosophers and Political Reformers bending minds, Philanthropists creating charities, Sportsmen breaking records and Artists leaving us in awe. But history shows that even such Destinies have often been embroiled in, or left legacies of, the demise of political systems, states

and companies; war crimes and falls of empires and political systems; acts of corruption; abuse poverty and suffering; misguided philosophies and cults; broken sporting records and sometimes discredited works of art.

More importantly, the conclusion of analysis is on how individual's Destinies and Legacies influenced the Happiness and Suffering of themselves and/or others. President Abraham Lincoln's story is probably an example to behold this concept. Deciding our true Destiny is an important step in the perennial quest of every human-being to understand the 'Aim and Meaning of Life' – both in terms of its effect on ourselves and others during a life, and its legacy thereafter for future generations (if not only our own children).

We may define them differently and distinctly but most of us strive to find 'True Riches, Success & Happiness' in life. Becoming your chosen 'Destiny' and finding 'Riches, Success and Happiness' should not be mutually exclusive. It is the main subject matter of my book '*Out of Darkness Cometh Light*'.

Too many people *ultimately* seem not to care about finding out what the 'Aim and Meaning of Life' really are. They focus on money, careers, their mortgages, school fees, the prevailing political situation and its effect on them, and sometimes lastly – spending quality time with their families. The *troubles* and *cravings* of daily life can become all consuming, and sadly they miss the big picture, until it's too late. How many people on their death beds regret not spending more time in the office rather than more time with their families.

"If you want to change the world, go home to your family"
- Mother Theresa

The very fact that you have read this book suggests you are not one irretrievably frozen in this mindset. Set course on your chosen Destiny with your own Purpose, and in so doing fulfil your promise to yourself, your loved ones, your community and humanity.

And if you consider your chosen Destiny does not to live up to your prior expectation, before reading this book, I hope you managed to navigate the *poetry* of all the sometimes-tedious analysis, as well as the easier to follow *prose*. If you were intimidated by any of the analysis, please take time to run through the exercises again in search of that one destiny meant for you.

"One love, one heart, one destiny."

- *Bob Marley*

Remember – Genghis Khan, Winston Churchill, William Shakespeare, Mathai Gandhi and Muhammad, and many more, all had their day, and their legacies live on- but no more than yours might- so go for it. It's not always about obsessive drive and aggression to achieve goals. If, alone, you find your strength in Love along the way, you will never be a failure in your own eyes nor those who love you. In the very end only three matters matter – how much you loved, how gently you lived, and how gracefully you let go of the things not meant for you (*Buddhist Quote*). The rest is now up to you. Getting to know yourself will lead you to the greatest love of all - learning to love yourself.

"Know thyself and you will know the Universe and the Gods"

- *Socrates*

The Final section 25 provides my overall '*Personal Conclusions, Summary & Blueprint*' that circumvents some of the analysis in this book, refers to some of the findings of '*Out of Darkness Cometh Light*' and culminates with my take on the existential search for "The Ultimate Philosophy for Life & Happiness", drawing on the wisdom of the greatest philosophers of the ages.

"You must be the change you wish to see in the world"

- *Mathai Gandhi*

"All you Need is Love"

(The Beatles)

*"There's nothing you can do that can't be done
Nothing you can sing that can't be sung
Nothing you can say, but you can learn how to play the game
It's easy
Nothing you can make that can't be made
No one you can save that can't be saved
Nothing you can do, but you can learn how to be you in time
It's easy
There's nothing you can know that isn't known
Nothing you can see that isn't shown
There's nowhere you can be that isn't where you're meant to be
It's easy
All you need is love"*

"The Greatest Love of All"

(Whitney Houston)

*"I believe the children are our future
Teach them well and let them lead the way
Show them all the beauty they possess inside
Give them a sense of pride to make it easier
Let the children's laughter remind us how we used to be
Everybody searching for a hero
People need someone to look up to
I never found anyone who fulfill my needs
A lonely place to be
And so I learned to depend on me
I decided long ago
Never to walk in anyone's shadows
If I fail, if I succeed
At least I'll live as I believe
No matter what they take from me
They can't take away my dignity
Because the greatest love of all
Is happening to me
I found the greatest love of all
Inside of me
The greatest love of all
Is easy to achieve
Learning to love yourself
It is the greatest love of all"*

Summary & Blueprint

“The Ultimate Philosophy for Life & Happiness”

At the outset I declared my disinterest in academic theories in clinical psychology and philosophy or analysis of the same. And it is certainly not my intent to write an ‘Encomium’ celebrating the findings of famous people of wisdom of the past. There is no definitive ‘Secret or Ultimate Philosophy for Life & Happiness’. It is all about your life and you becoming your own chosen destiny which is the celebration of this book.

But I do intend to share a comparison of the philosophies of a few key *thinkers* of the past, with my own thinking which has been the foundation of all my work in the preparation of this book and my first book ‘*Out Of Darkness Cometh Light*’. I consider it relevant and important to do so, in my closing remarks, to draw final conclusions in respect to your finding happiness in the pursuit of your chosen destiny.

Great minds of the Ages have spouted philosophies on humanity based on - historic religious beliefs or new concepts of spirituality; limited scientific knowledge or accumulated knowledge of the times; or just rhetoric and metaphors. The themes range from the negative psychology of inevitable deceit and deviousness depicted by Machiavellian ideas of political ethics to the ultimate positive common interest of all that Aristotle’s role of the State contemplated; the rejection of all religious and moral principles in the belief that life is meaningless proclaimed by Nietzsche to the essentially universal rule of loving others as the core belief system initially promoted by Confucius in the sixth century BC. And the above are only a few examples.

Philosophy ultimately is itself the search for meaning, for greater understanding, for answers to the questions surrounding our existence, our purpose, and the universe itself. These are the existential questions behind the higher purpose of life discussed in section 1. Below are brief summaries of the conclusions of the world’s greatest philosophers, in chronological order.

1. Confucius (551–479 B.C.)

Confucius was a Chinese philosopher, teacher, and political figure largely considered the father of the Eastern style of thought. His teachings focused on creating ethical social relationships, setting educational standards, and promoting justice and honesty.

His guiding principle and social philosophy was based on the principle of *ren*—loving others—and he believed this could be achieved using the Golden Rule: “What you do not wish for yourself, do not do to others.” A belief system focused on both personal and governmental morality through qualities such as justice, sincerity, and positive relationships with others.

His ethical code revolved around the importance of strong family bonds, including respect for the elder, veneration of one’s ancestors, and marital loyalty.

Lao-Tzu’s was also an ancient Chinese philosopher and a contemporary of Confucius, known as the ‘Old Master’. Lao-Tzu’s espoused awareness of the self through meditation; disputed conventional wisdom as inherently biased and urged followers of the Tao to find natural balance between the body, senses, and desires; and urged individuals to achieve a state of *wu wei*, freedom from desire, an early staple tenet of Buddhist tradition thereafter.

2. Socrates (c. 469–399 B.C.)

Socrates was a Greek philosopher and was considered the primary source of Western thought. Because he could neither read nor write, much of what is known of his life was recorded by his best known student Plato . His “Socratic method” laid the groundwork for Western systems of logic and philosophy, delivering a belief that through the act of questioning, the mind can manage to find truth.

Aware of his own ignorance, and in general, the limitations of human knowledge – he believed misdeeds were a consequence of ignorance, that those who engaged in non-virtuous behaviour did so because they didn’t know any better.

3. Plato (c. 428–348 B.C.)

Greek philosopher Plato was a student of Socrates and later became a teacher of Aristotle. He was a *priori*, a rational philosopher who sought knowledge logically rather than from the senses. He went on to establish the Academy in Athens, one of the first institutions of higher learning in the Western world.

Plato's logic explored justice, beauty, and equality, and contained discussions in aesthetics, politics, language, and *cosmology*—the science of the origin and development of the universe. He articulated the theory of forms, the belief that the material world is an apparent and constantly changing world but that another, invisible world provides unchanging causality for all that we do see.

4. Aristotle (384–322 B.C.)

Aristotle who is considered one of the greatest thinkers in politics, psychology, and ethics, espoused the understanding that knowledge is built from the study of things that happen in the world, and that some knowledge is universal — a prevailing set of ideas throughout Western Civilization thereafter.

Aristotle learned from Plato after enrolling in his Academy. Later, he went on to tutor Alexander the Great. He asserted the use of logic as a method of argument and offered the basic methodological template for analytical discourse.

Aristotle's intellectual knowledge spanned every known field of science and arts, prompting him to idealize the Aristotelian syllogistic, a belief that logical argument applies deductive reasoning to arrive at a conclusion based on two or more propositions assumed to be true.

Aristotle defined metaphysics as “the knowledge of immaterial being,” and used this framework to examine the relationship between substance (a combination of matter and form) and essence, from which he devises that man is comprised from a unity of the two.

5. Jesus of Nazareth (0 – 32) & Muhammad (570-632)

Jesus was the self-declared son of God, Philosopher of Kindness and founder of Christianity. Muhammad was a self-declared Prophet sent by God and founder of Islam. Both changed contemporary philosophy with new religious-based agendas.

Marcus Aurelius (121 – 180) was Roman emperor from 161 to 180 and a Stoic philosopher – teaching that 'virtue is the only good'. He was the last of the rulers known as the Five Good Emperors (a term coined some 13 centuries later by Niccolò Machiavelli).

6. Machiavelli (1469 – 1527)

"God is not willing to do everything, and thus take away our free will and that share of glory which belongs to us" – Niccolò Machiavelli

Italian Renaissance philosopher Niccolò Machiavelli was considered the founder of political science and an expert in political ethics. His main contributions include political philosophy and realism – bordering on negative psychology and the inevitability of unscrupulous acts, deceit and deviousness particularly in politics. He viewed ambition, competition and war as inevitable parts of human nature, even seeming to embrace all of these tendencies.

Rather like Xun Kuang (313 – 238 B.C.) who assumed human nature is innately evil, and in stark contrast to new religious doctrines and developing philosophies, Machiavelli famously asserted that while it would be best to be both loved and feared, the two rarely coincide, and thus, greater security is found in the latter- Choosing fear and manipulation over hope, nurture and goodness.

While many religious philosophers in Christianity and the Jewish and Islamic faiths were prevalent in the years to come it was not until the fifteen century that the most notable new minded philosophers became prevalent: Sir Thomas More (1478 – 1535) a Humanist; Galileo Galilei(1564 – 1642) a Helio-centrist; and John Locke (1632 – 1704), David Hume (1711 – 1776), Immanuel Kant – the new 'Enlightenment Thinkers'.

7. Friedrich Nietzsche (1844–1900)

My last quoted Philosophical Thinker is another Machiavellian- Friedrich Nietzsche who was a poet, cultural critic, and philosopher. The German thinker's system of ideas would have a profound impact on the Western World. Writing on an enormous breadth of subjects, from history, religion and science to art, culture and the tragedies of Greek and Roman Antiquity, Nietzsche wrote with wit and irony. Essential to Nietzsche's writing was articulation of the crisis of 'nihilism', the basic idea that all things lack meaning, including life itself. This idea was the important component of the existentialist and surrealist movements that followed. Famous for his statement "God is dead" and the idea of life-affirmation. He also presented ideas such as Will to Power, Perspectivism, Master-Slave Morality, and the Apollonian/ Dionysian dichotomy (see below).

He articulated ethical dilemma as a tension between the master vs. slave morality; the former in which we make decisions based on the assessment of consequences, and the latter in which we make decisions based on our conception of good vs. evil.

8. Adolf Hitler (1889 – 1945)

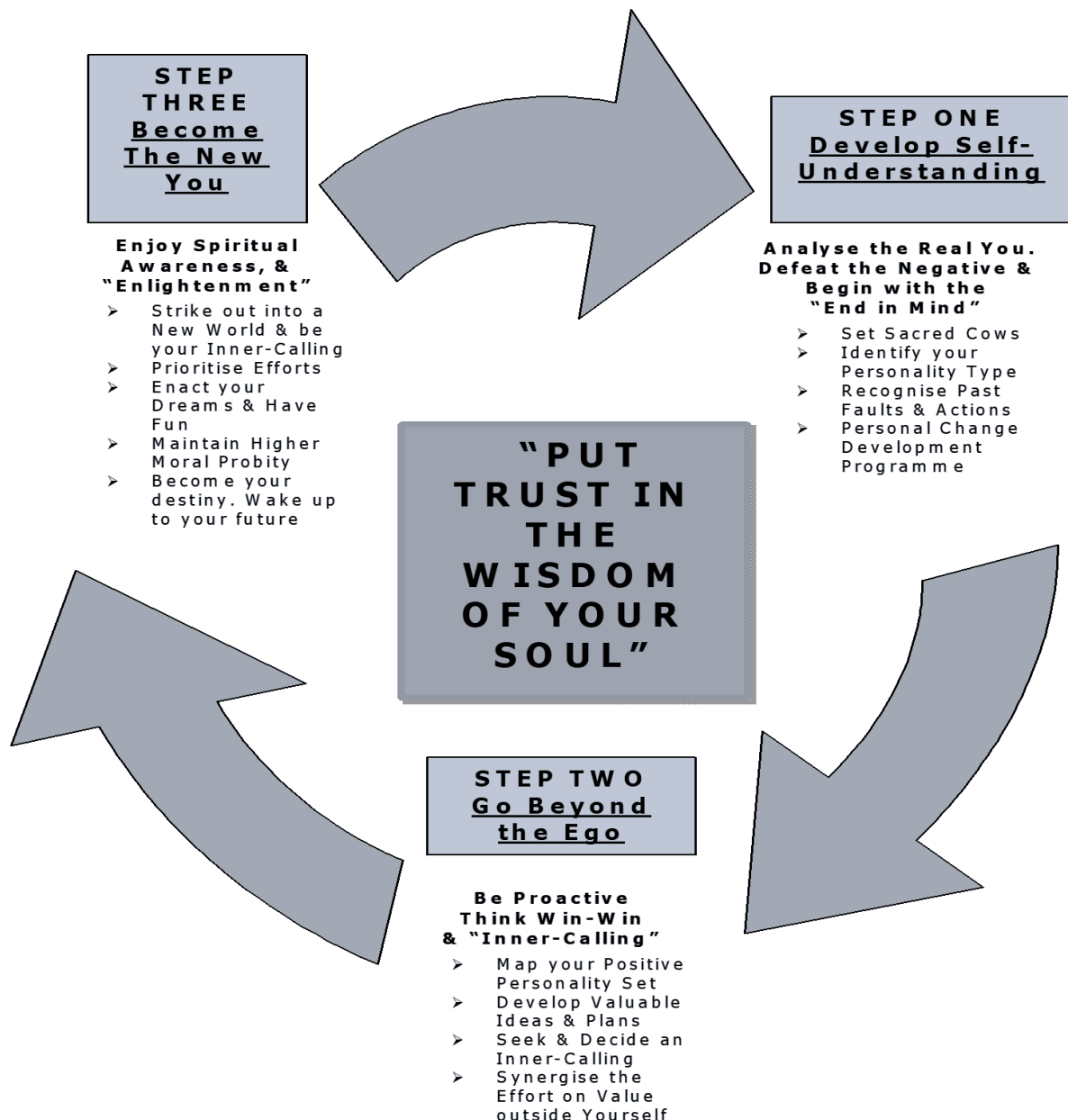
Hitler was not a philosopher; he was described by an historian and biographer Ian Kershaw as "the embodiment of modern political evil". He needs little introduction as the Austrian-born German politician who was the dictator of Germany from 1933 to 1945. The ultimate evil of Hitler was his warped ideas (relayed in 'Mein Kampf') and political manipulation of the masses to go on and create a war that cost over 50 million lives.

He is referenced here because of his Nazi form of 'Racial Theory'. The Nazis believed that humankind is not something universal and eternal, but rather in their view a mutable species that can *evolve* (the Aryan Race) or *degenerate* (Jews, Romas, Homosexuals and the Mentally ill). Many religions and philosophies recognise 'Homo-Sapiens' as having a unique and sacred nature which is fundamentally different from the nature of all other beings but the Nazis were not alone also in the abhorrence of the thinking and theory of hierarchies among people of difference races to the point of genocide.

The Author's Ultimate Philosophy for Life & Happiness

Stages One and Two in this book on 'Analysing your Personality' and moving 'From Enneagram to Inner-calling' (Sections 12 through 22) - are common themes to both this book and '*Out of Darkness Cometh Light.*' This is because they are central to the key stages in '*Acting Now to Become the New You*' (with new destiny). They involve '*Developing Self-Understanding*' and '*Going Beyond the Ego*'.

This section conveys the Author's 'Ultimate Philosophy for Life & Happiness'. And, in so doing, I make no apology for agreeing with some of the Greater Thinkers' ideas above.



STEP ONE: 'Developing Self-Understanding'

Gain Knowledge & Self-Knowledge- (because it is Power)– 'Socrates'

believed that philosophy should achieve practical results for the greater well-being of society. He emphasized the idea that the more a person knows, the greater his or her ability to reason and make choices that will bring true happiness; and while emphasis on families, careers, and politics can be virtuous they should not be at the expense of the welfare of their souls. Furthermore, he emphasised that if the individual also learns about him or herself, only then will they know the Universe and the Gods. The core idea is to develop emotional intelligence through culture

"There is only one good, knowledge, and one evil, ignorance"
– Socrates

Text References:

- *Universal Key Life Lessons & Missions Statements*
- *Your Enneagram Personality Type & Traits*

KEY MESSAGE: "At the end of the day it's our personality (& importantly our character) which defines who we are as persons. Apart from our abilities and training, it is what helps us or hinders us in just about everything we do in our work and social relationships or helps us to accomplish the things we aspire to do and become."

KEY MESSAGE: "The ultimate route to life's True Riches, Success and Happiness is finding 'True Purpose' in your life and doing what's necessary to 'Fulfil your Destiny'."

Socrates' Big Ideas:

- Beware the barrenness of a busy life.
- The only true wisdom is in knowing you know nothing.

"The secret of happiness, you see is not found in seeking more, but in developing the capacity to enjoy less." — Socrates

STEP TWO: 'Going Beyond the Ego'

Increase your Level of Spirituality (because why not?)–' Plato' expressed the spiritual view, often referred to as Platonism, that those whose beliefs are limited only to perception are failing to achieve a higher level of perception, one available only to those who can see beyond the material world.

"You can discover more about a person in an hour of play than in a year of conversation" – Plato

Text References:

- *The Importance of Personality & Character*
- *Identify Your Sacred Cows*
- *Identify Your Higher Purpose*
- *Your Home Truths*
- *Your Personality's Saving Grace*
- *Personality & Spirituality*

KEY MESSAGE: "Engage in meditation and self-transcendence. Self-transcendence is, at its core, about transcending (or rising above) the self and relating to that which is greater than the self. In simple terms, it is the realization that you are one small part of a greater whole. It's appropriate to act accordingly."

Cf. Anecdotes ('Out of Darkness Cometh Light')- 'A Discerning Ant'

KEY MESSAGE: - "The importance of understanding the concepts of consciousness, reciprocity & inclusiveness is paramount, and everything that precedes this, is only in preparation for you setting your own blueprint about how you spend the rest of your life. To deny our Consciousness as humans and consider ourselves driven by instinct like animals- degrades us.

KEY MESSAGE: "There are probably three main things when consensus defines 'Human State' as being 'Happy'. They are Based on 'The Need for A Real Meaning in Life' and 'A Need for Moral Concerns'. They precipitate themselves in: Close positive personal relationships with family and friends; a job or past-time that one loves and gives purpose; and helping others with focus particularly on one's own children."

Some Plato Quotes:

- A good decision is based on knowledge and not numbers.
- Better a little which is well done, than a great deal imperfectly.
- Apply yourself both now and in the next life. Without effort, you cannot be prosperous. Though the land be good, you cannot have an abundant crop without cultivation.
- He who is not a good servant will not be a good master.
- As the builders say, the larger stones do not lie well without the lesser.

Other Plato Ideas:

- Think more - Plato's answer is to know yourself. Using philosophy, we can subject our own ideas to examination vs. acting on impulse.
- Let your lover change you - Each person should want to seduce the other into becoming a better version of themselves.
- Decode the message of beauty - Beautiful things like gentleness, harmony, balance, peace, and strength help us educate our souls.

"The wise person uses the mind to understand moral reality, and then apply it to their lives." - Plato

Follow the Golden Rule (because it's the Governing Rule) – 'Confucius' (who predated most self-declared prophets of God and leaders of the world's recognised religions) adhered to the 'Golden Rule' of doing good to others, like Buddhism, and believed in the value of achieving ethical harmony through skilled judgment rather than knowledge of rules, denoting that one should achieve morality through self-cultivation; not simply by adherence to religious dogma (because some pious religious followers believe they have the sole right to righteousness).

"When you are labouring for others, let it be with the same zeal as if it were for yourself." - Confucius

Text References:

- *Well-Being & Happiness*
- *Levels of Development & Key Personality Recommendations*

Cf: Anecdotes (Out of Darkness Cometh Light) – 'The Mother of Gifts' and 'The Unassuming Tramp'

KEY MESSAGE: "As individuals, It Is Our Capacity for Self-Accountability That Keeps Us Functioning Ethically and Responsibly. While people may be accountable to others, they may not be as accountable to themselves when there is no one else to observe, monitor or hold them responsible. Self-accountability is the cornerstone of ethics: It is who you are and what you do when no one is watching."

KEY MESSAGE: "Successful men and women invariably treat others well, as they would wish to be treated themselves. And notwithstanding the need to toil diligently to provide for one's household, A Man Should Seek to Spend As Much Time With His Family As Possible, considering excessive time spent on the acquisition of wealth or other pursuits at the expense of time spent with the family as a denigration of his duties."

KEY MESSAGE: "'Charity Cures Greed' By Putting the Desire to Help Others Above Storing Up Treasures for Oneself. 'Humility Cures Pride' By 'Removing One's Ego and Boastfulness'. Readymade solutions. adopting an 'attitude of service towards others' is all that we need."

KEY MESSAGE: "Charity unites us all and is perhaps the purest form of doing right by people and following the Governing Rule of all religious understanding - 'the Law of Reciprocity', admirably depicted in the teachings of the Christian, Muslim, Buddhist and most main-stream faiths. Savage and competitive instinct is Not the natural Human Condition. Our conscious mind and intellect allow us to choose a 'Sharing/Gentle/Loving' demeanour and a 'Life of Selflessness'. We have gained this Moral Instinct from Nurturing."

Other Confucius Ideas:

- He who will not economize will have to agonize.
- The will to win, the desire to succeed, the urge to reach your full potential...these are the keys that will unlock the door to personal excellence.
- When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the action steps.
- Success depends on previous preparation, and without such preparation there is sure to be failure.
- The superior man is distressed by the limitations of his ability; he is not distressed by the fact that men do not recognize the ability that he has.
- Ability will never catch up with the demand for it

STEP THREE: 'Acting Now to Become the New You'

Say 'No' to Conformity & Mediocrity (because it's Key)– 'Nietzsche' believed in the individual's creative capacity to resist social norms and cultural convention in order to live according to a greater set of virtues.

Text References:

- *List Your Gifts, Abilities and Core Skills*
- *List Your Goals, Needs and Desires*
- *Develop a List of Your Valuable Ideas*
- *The Real Reason for your Being - The 'Ikigai Sweet Spot'*
- *Taking Control and Producing an Action Plan*
- *Believing it's Never too Late*

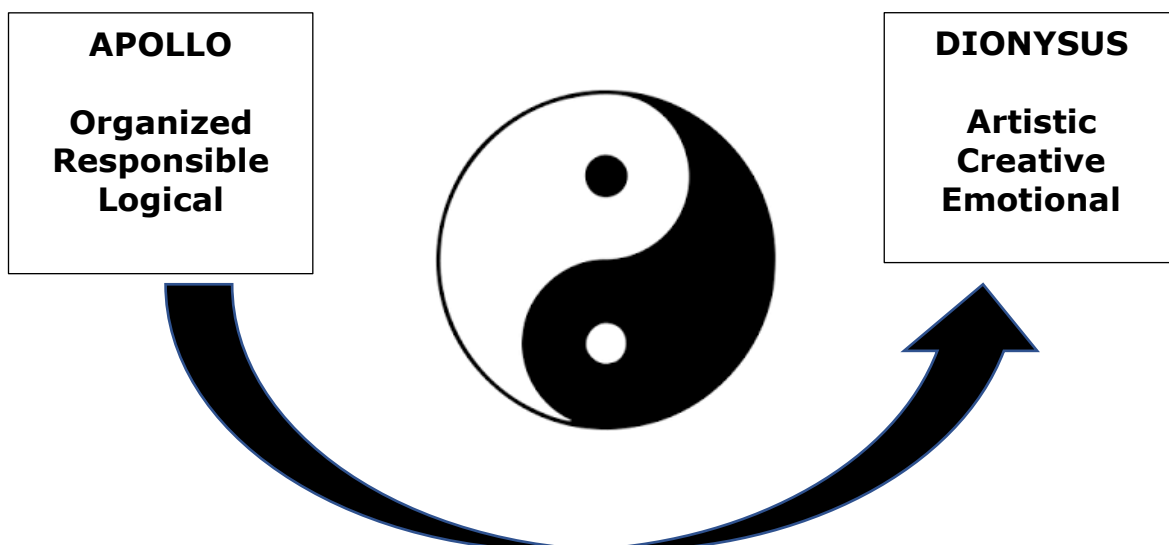
Cf: Anecdotes (Out of Darkness Cometh Light) –'Mediocrity Sucks' and 'Cross- Country Winning''

THE KEY MESSAGE: "A Life of Mediocrity is an Injustice to The Miracle of Our Birth and the 25,000 days on average we consume our time here until death. Time is precious so why wait until retirement to set aside the time to adjust our consciousness and moral compass on-route to real life purpose and fulfilment. All or nothing, Mediocrity Sucks."

Nietzsche Big Idea:

Diagram XXXV – 'The Nietzsche Message'

"TO REALLY SHINE YOU HAVE TO
EMBRACE YOUR INNER CHAOS, EXPLORE IT
& LISTEN TO YOUR FEELINGS & INTUITION"



In Greek mythology, Apollo and Dionysus are both sons of Zeus. Apollo is the god of the sun, of rational thinking and order, and appeals to logic, prudence and purity. Dionysus is the god of wine and dance, of irrationality and chaos, and appeals to emotions and instincts.

Even if it means going against your natural personality traits it is essential to go against norms in the pursuit of your destiny. Conformity leads to mediocrity and failure, lack of contentment and unhappiness. It is a crucial message.

“Happiness is the feeling that power increases — that resistance is being overcome.” — Friedrich Nietzsche

Maintain a Social Conscience (because it's right)– ‘Aristotle’s’

Guiding Principle was that ‘The mutual or common interest of men is what brings them together. The State should always work in the best interest of its citizens.’

“We are what we repeatedly do. Excellence, then, is not an act, but a habit” – Aristotle

Text References:

- *Primary & Secondary Purpose*
- *General Categories & Examples of ‘Purpose for Life’*
- *Before Destiny’s Final Choice*
- *Philosophies for Life & Happiness*

Cf: Anecdotes (Out of Darkness Cometh Light) – ‘Capitalism with Social Conscience’ and ‘Women in Business’

KEY MESSAGE: “In Gandhiji’s words, ‘Corruption and Hypocrisy Ought Not to Be Inevitable Products of Democracy, as they undoubtedly are today.’ In respect to India’s Political system, Columnist Steve Chapman’s words in response were that ‘The bad news is that our democracy does a poor job of giving the people what they want. The good news is that it’s easier to fix a rotten system than a rotten people.’ Stamp out corruption wherever it is found.”

KEY MESSAGE: “Empowerment of Women Is A Necessity for The Very Development of a Society, since it enhances both the quality and the quantity of human resources available for development. Empowerment is

one of the main procedural concerns when addressing human rights and development.”

KEY MESSAGE: “Over time, a move to political and economic systems based on ‘Capitalism with a Social Conscience’ and ‘Direct Democracy’ (with fewer appointed representatives) will benefit society and the individual- adopting artificial intelligence (AI) and algorithm systems to embrace a socially minded and socially assessed form of capitalism, where the goal is making social improvements, ruled by and for the people, rather than focusing on accumulation of capital in the classic capitalist sense. We should all become advocates of ‘Social Capitalism’ in the long term when economies and social circumstances allow.”

Other Aristotle Big Ideas:

- Pleasure in the job puts perfection in the work.
- Dignity does not consist in possessing honours, but in deserving them.
- You will never do anything in this world without courage. It is the greatest quality of the mind next to honour.
- We believe good men more fully and more readily than others.
- The life of money-making is one undertaken under compulsion, and wealth is evidently not the good we are seeking; for it is merely useful and for the sake of something else.

My Summary & Life Blueprint

Becoming your chosen 'Destiny' and finding 'Success and Happiness' in your life should not be mutually exclusive. Use the tools of Analysis in this book to 'Real Destiny'.

In parallel there are also 'Universal Philosophies for Life & Happiness'. Once you've set your destiny's choice you should decide what they are for you. A summary of those most crucial for me (with some repetition) is:

- **Gain Knowledge & Self-Discover**

"The unexamined life is not worth living" – Socrates

The ultimate route to life's True Riches, Success and Happiness is finding 'True Purpose' in your life and doing what's necessary to 'Fulfil your Destiny'. To do this you must launch a mission of self-analysis and self-discovery- and knowledge of the world around us. It is our personality (& more importantly our character) which defines who we are as persons. Apart from our abilities and training and general knowledge, it is what helps us or hinders us in just about everything we do in our work and social relationships or helps us to accomplish the things we aspire to do and become."

"The only thing I know is that I know nothing" – Socrates

- **Increase your Level of Spirituality**

"That man is wisest who, like Socrates, realizes that his wisdom is worthless" – Plato

The importance of understanding the concepts of consciousness, reciprocity & inclusiveness is paramount. To deny our Consciousness as humans and consider ourselves the purposeless product of blind chance - driven by instinct like animals- degrades us. We need 'A Real Meaning in Life' and a need for 'Moral Concerns'. Even if you are not Religious you should strive to increase your Level of Spirituality. Focusing on the needs of others and 'Going Beyond the Ego' are crucial steps in achieving this.

"Human behaviour flows from three main sources: desire, emotion and know how." – Plato

- **Follow the 'Golden Rule'**

"What you do not want done to yourself, do not do to others" - Confucius

Successful men and women invariably treat others well, as they would wish to be treated themselves (and you don't have to be religiously minded to heed this Golden Rule). Try to be generous and kind in all that you do. Our conscious mind and intellect allow us to choose a 'Sharing/Gentle/Loving' demeanour and a 'Life of Selflessness.' And notwithstanding the need to toil diligently to provide for one's household, A Man Should Seek to Spend as Much Time with His Family as Possible, considering excessive time spent on the acquisition of wealth or other pursuits at the expense of time spent with the family as a denigration of his duties.

"The superior man understands what is right; the inferior man understands what will sell." - Confucius

- **Say 'No' to Conformity & Mediocrity**

"God is dead! He remains dead! And we have killed him."
- Friedrich Nietzsche

Even if it means going against your natural personality traits it is essential to go against norms in the pursuit of your destiny. Conformity leads to mediocrity and failure, lack of contentment and unhappiness. It is a crucial message. Think outside the box and more importantly act outrageously, if necessary, even if makes you unpopular or lonely while you do so. Your God can guide you but nobody's God should rule them in setting their life destiny, however pious the intent - You rule you (unless you are married 😊)

"Is man merely a mistake of God's? Or God merely a mistake of man's?" - Friedrich Nietzsche

- **Maintain a Social Conscience**

"He who is unable to live in society, or who has no need because he is sufficient for himself, must be either a beast or a god" - Aristotle

Stamp out corruption wherever it is found (because it's toxic) and 'Support Good Ideas and Intent' like the 'Empowerment of Women' in business,

politics and society. In the long term we should all become advocates of forms of politics with a social conscience ('Social Capitalism') – as already practised in some Scandinavian countries coincidentally rated among the 'happiest nations' in the world. It's simply 'Good Karma'. Learn just that and you can change the world.

"Happiness is the meaning and the purpose of life, the whole aim and end of human existence." — Aristotle

Life's Conclusion

Remember it's not about doing what is right or wrong, good or bad, informed or ill-informed – in your life. It's about getting to really know yourself and then going about doing what is right for you – becoming your own chosen destiny.

"The two most important days in your life are the day you are born and the day you find out why."

That is what will make you most happy. And if you find yourself going beyond your personal ego, focusing on and helping others in the process - you will likely find ultimate happiness.

"Happiness is the highest good" – Aristotle

Doing nothing or procrastinating is not an option. To hell with what other people think, criticize you for, or attempt to try and cajole you into. Blind compliance leads to mediocrity. Be outrageous if it serves your purpose.

"There is only one way to avoid criticism: do nothing, say nothing, and be nothing." — Aristotle

"If they spit at you behind your back it means you're ahead of them."
— Confucius

"Successful and Happy People are those who end up doing what they really want to do and are doing it on Purpose, with Purpose, with Maximum Effort and to Maximum Effect."

"The secret of change is to focus all of your energy not on fighting the old, but on building the new." — Socrates

And decide what is your own truth, albeit seeking wise counsel *when sought*.

By way of example- In 2009 the late atheist pundit Christopher Hitchens and actor Stephen Fry squared off against British MP Ann Widdecombe and then Archbishop subsequent Cardinal John Onaiekan of Abuja Nigeria in an *intelligence squared* debate in London over the proposition that "*The catholic church is a force for good in the world*". – On the face of it surely a no-brainer in terms of intent, with over a billion followers, irrespective of an individual's religious beliefs or prejudices against the church.

But the superior argument and 'Intellectual Rigour and Delivery' delivered by Hitchens and Fry won over the real substance of the argument. By consensus Hitchens and Fry mopped the floor with the opposition, citing the Catholic churches known historic abuses.

Both the philosophies of Christianity and Nazism have killed millions out of burning hatred between different creeds of humans and their mis-guided beliefs.

This book has not advocated adherence to any particular religious dogma, or any religious beliefs at all. But it recognises the wisdom of some of the teachings of religious prophets – if not the enactment and misinterpretation by many of their followers/ leaders of their faiths.

What is required is an acceptance of the need for a level of spiritualism. Nobody knows why the universe exists or by whose hand – but as conscious humans we remain inquisitive.

"There are only two ways to live your life. One is as though nothing is a miracle. The other is as though everything is a miracle." — Albert Einstein

"The more you know, the more you know you don't know." — Aristotle

The answer to all the above is education, an open mind and understanding and bringing out the goodness in humanity.

"Educating the mind without educating the heart is no education at all."
— Aristotle

Cf. Anecdotes (Out of Darkness Cometh Light) – 'A Discerning Ant'

So, my closing remarks are simple. Learn to love, have a good heart, and go forth and live your life and your destiny to its fullest (with your chosen partner). Thank you for the respect you have shown in sharing my ideals and ideas, and I sincerely hope they have helped you on your journey.

"Love all, trust a few, do wrong to none." — William Shakespeare

"Wherever you go, go with all your heart." — Confucius

*"Your life cannot be repeated. It is now or never.
Find out who you are, what your heart longs to achieve, and sail
away from safe harbours to become your true Destiny."*

Remember that it's never too late. And finally, there will always be cynics and critics belittling or criticizing. Fuck them!

*"Destiny Is Self-Created,
You Are Creating It Unconsciously.
You Can Also Create It Consciously.
We Should Conduct Our Lives Consciously.
Your Life Is Your Karma." - Sadhguru*

"Nadie sabe cuanto amo a mis hijas"

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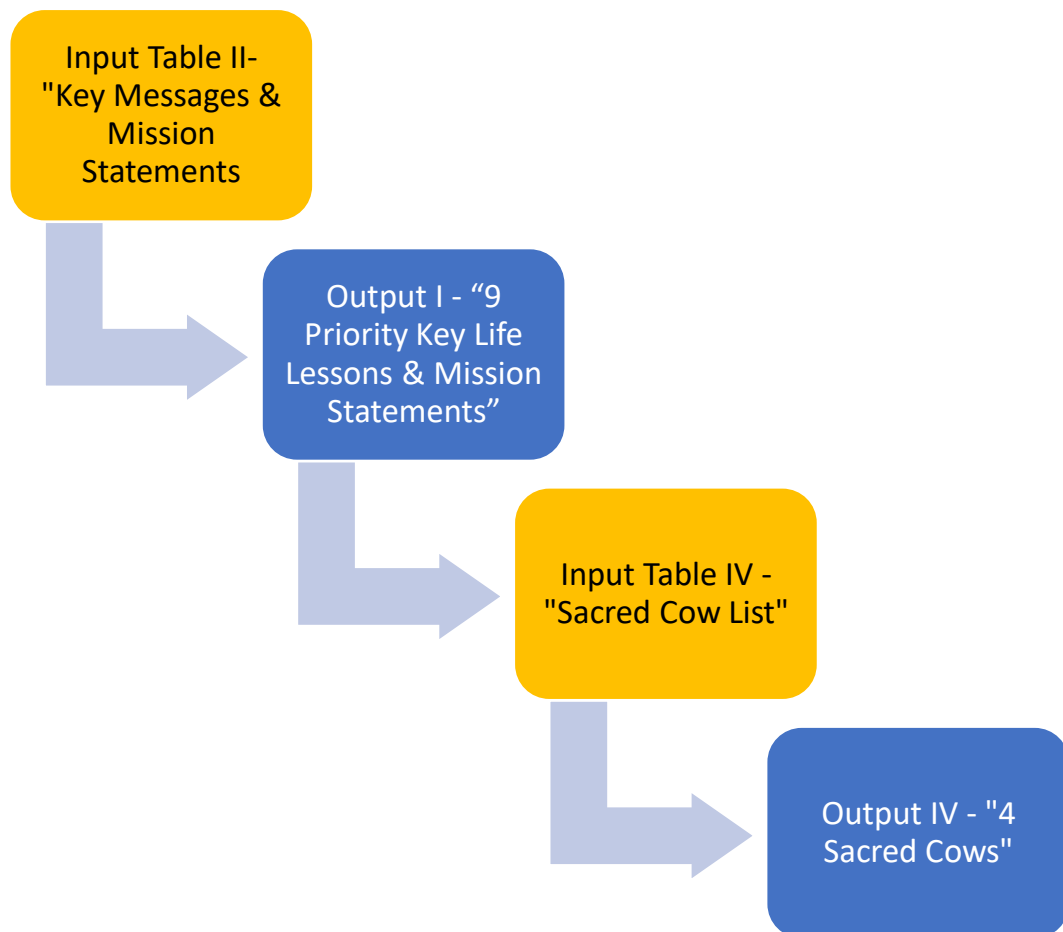
Output XXVI – “ Your Real Destiny”

www.DestinyGram.com

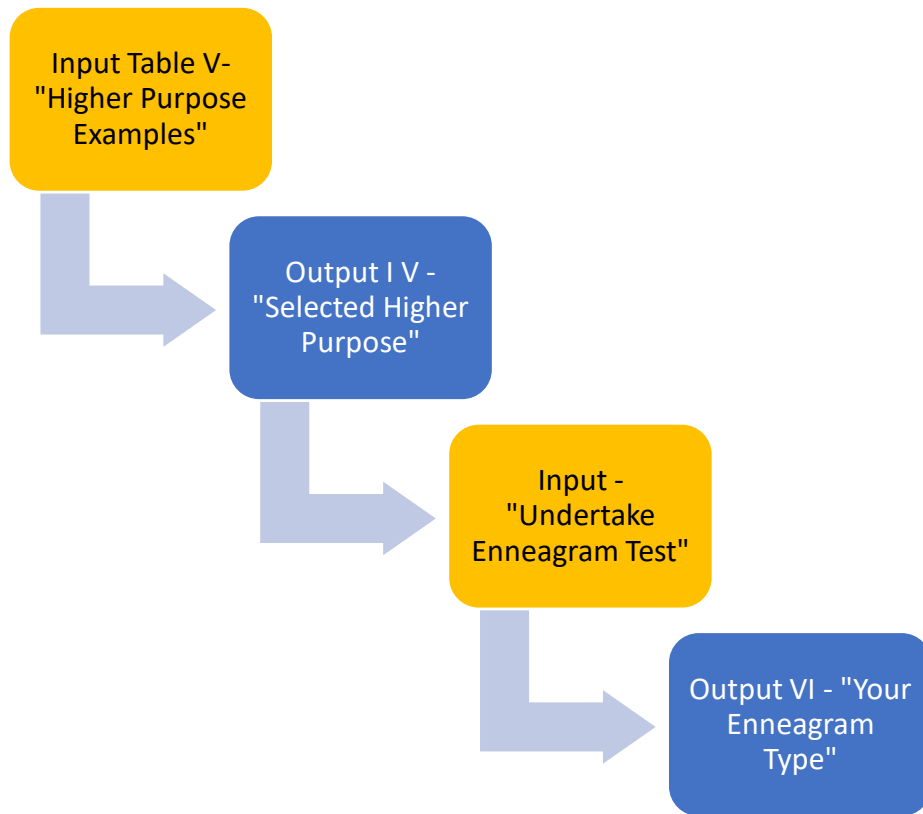
www.DestinyGram.com is the On-Line Version of the Inputs and Outputs which the book "Your Real Destiny" employs to derive the Reader's Destiny. It provides the Reader's own derived "REAL DESTINY" and a "FINAL FEED BACK" on the chosen destiny, utilizing all the Input and Output data, and links to external databases on Personality Career and Relationship preferences, and Algorithms linked to Facebook and LinkedIn Profiles, where provided.

Inputs- Outputs & On-Line Processes (refers to Book References)

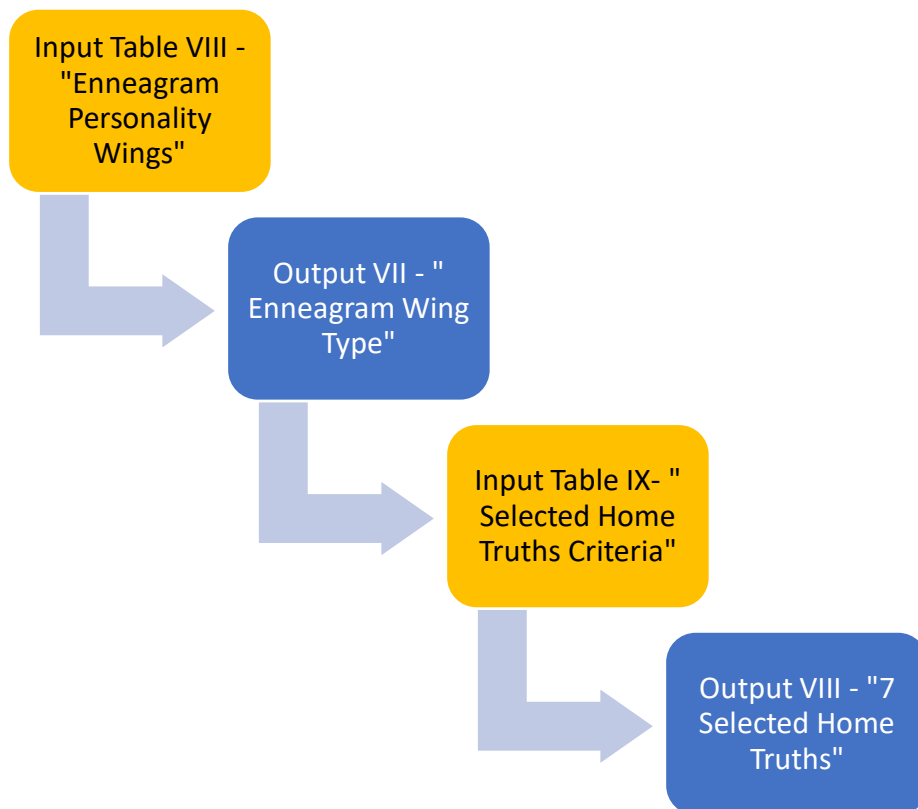
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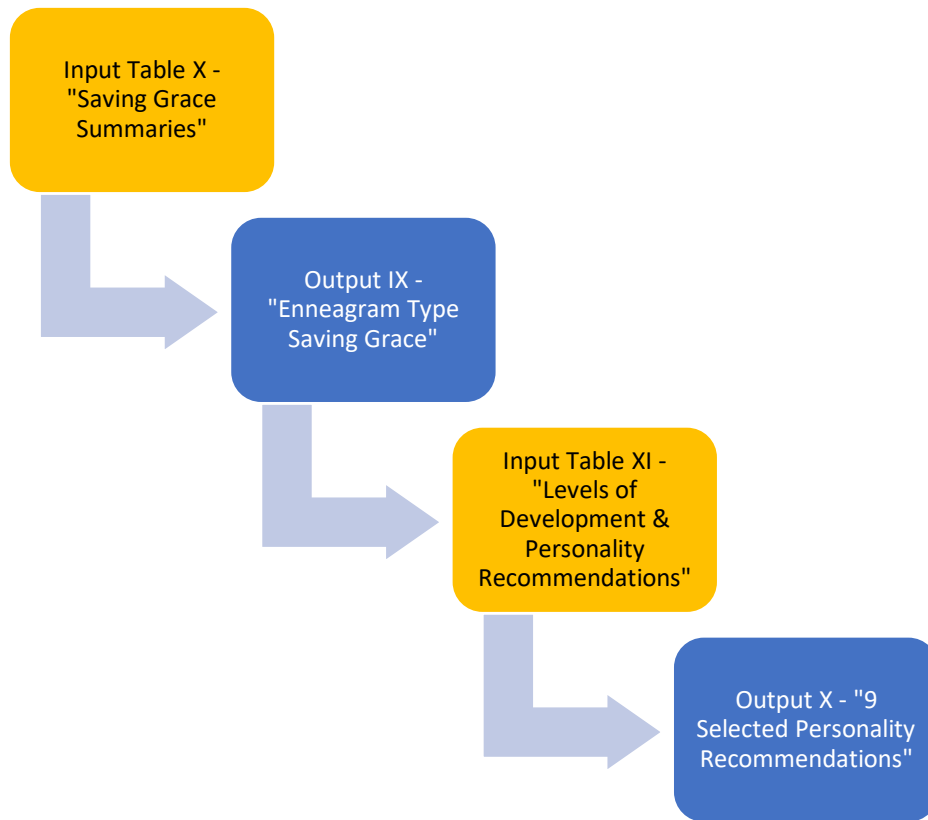
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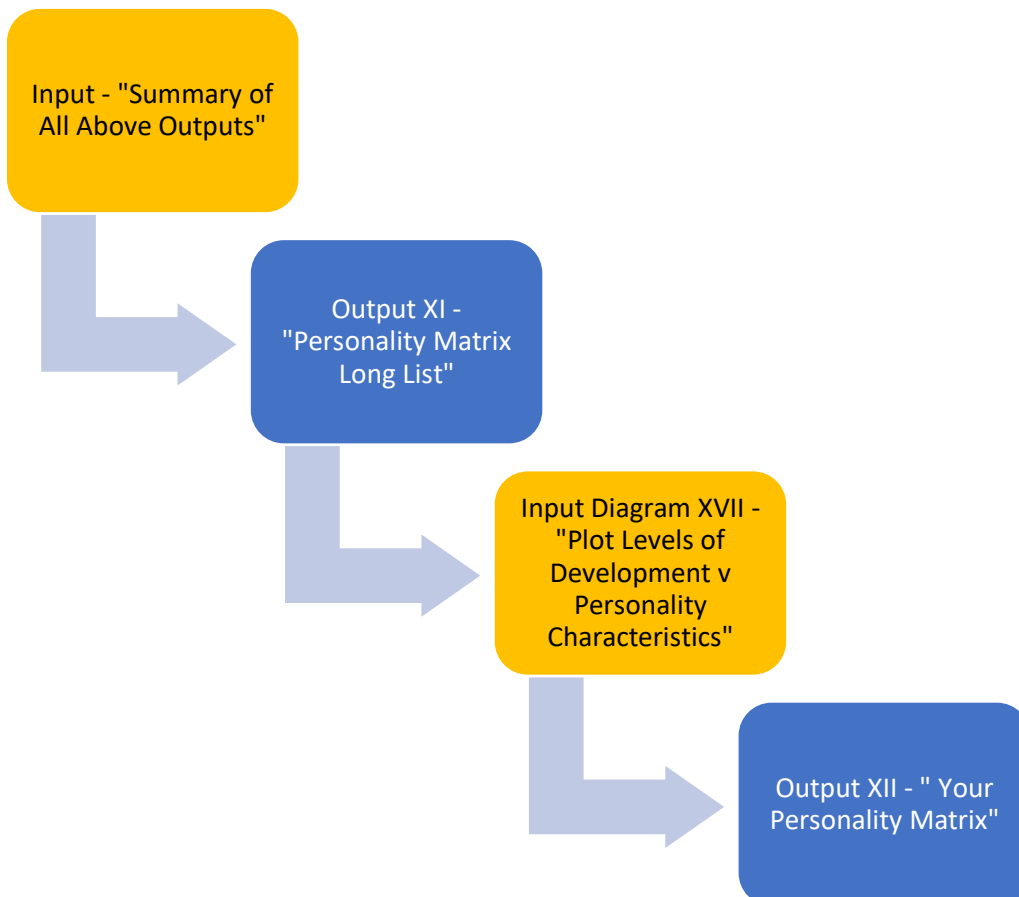
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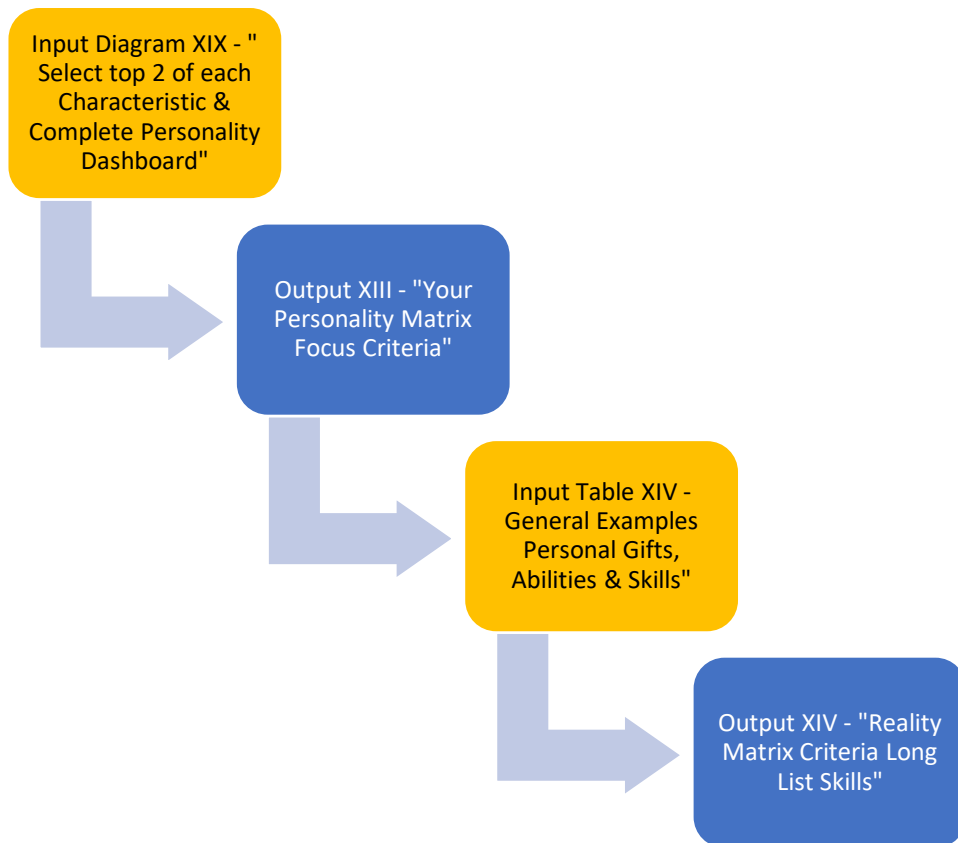
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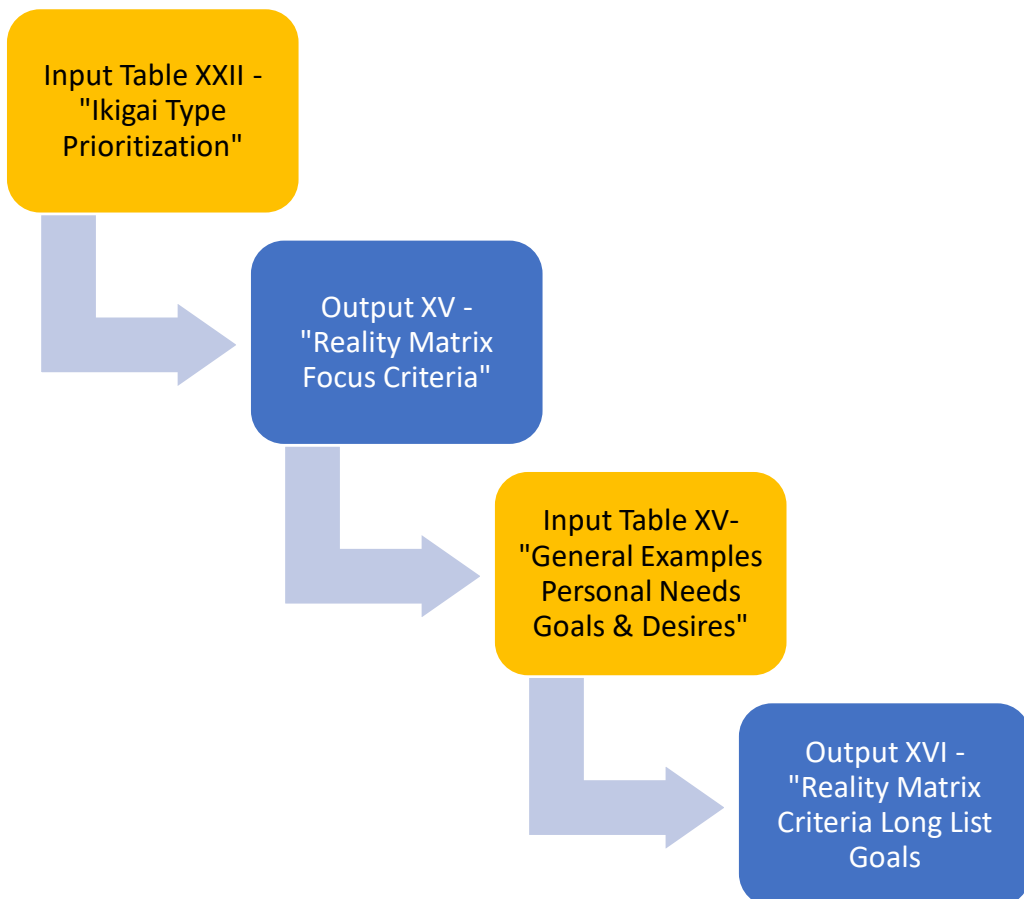
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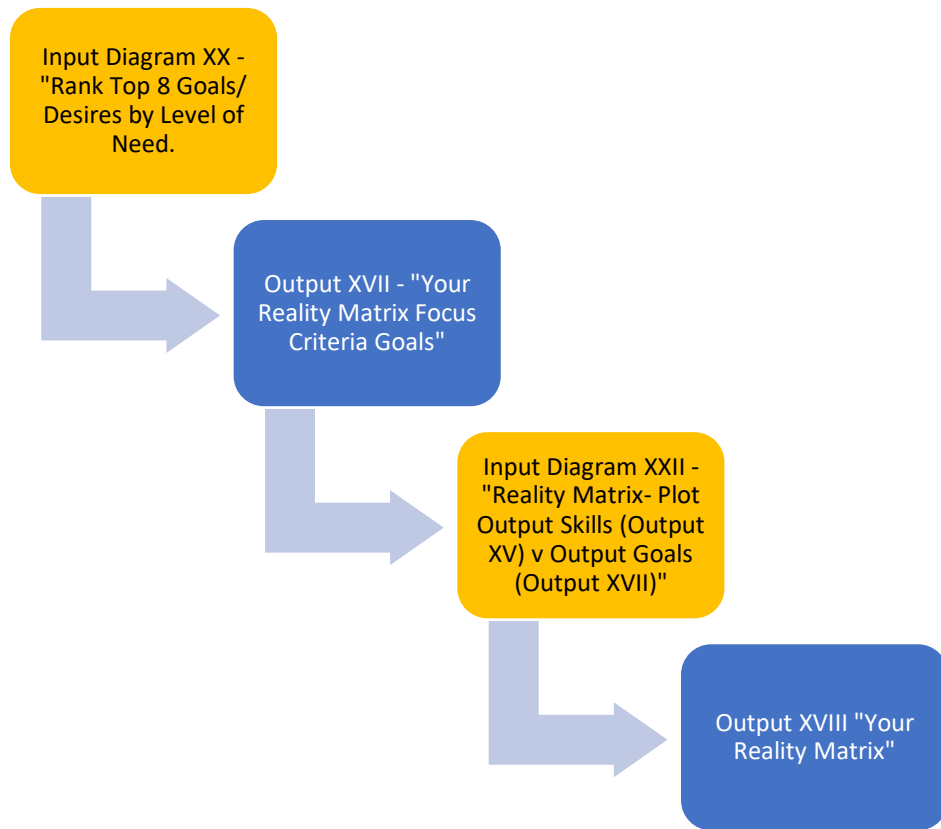
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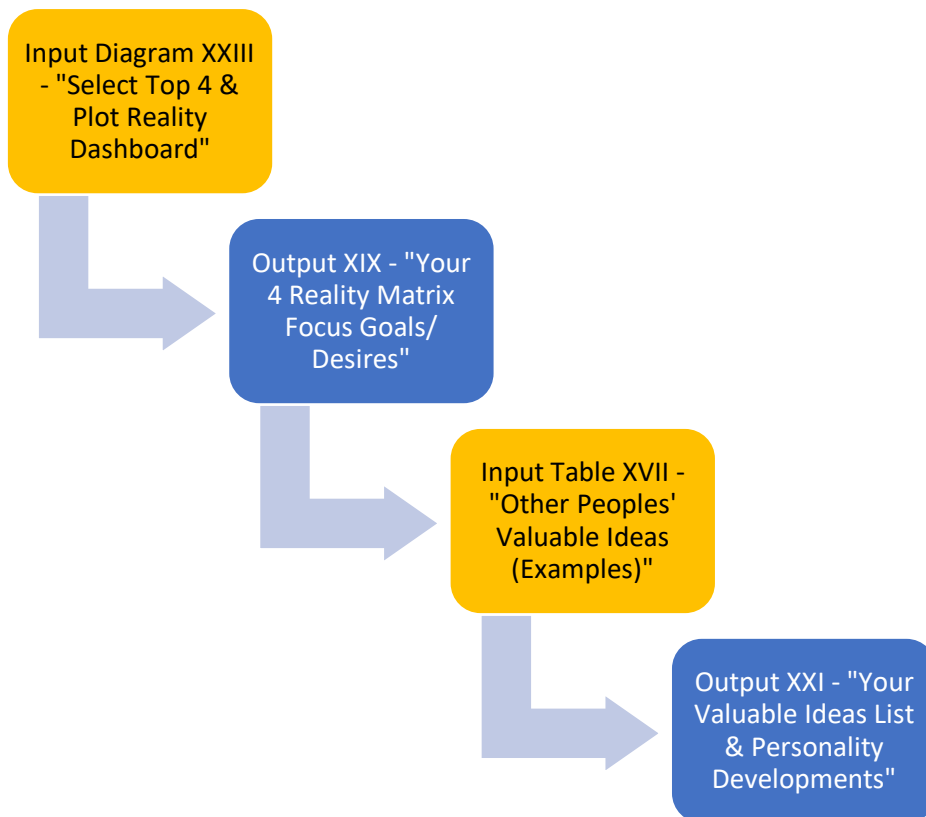
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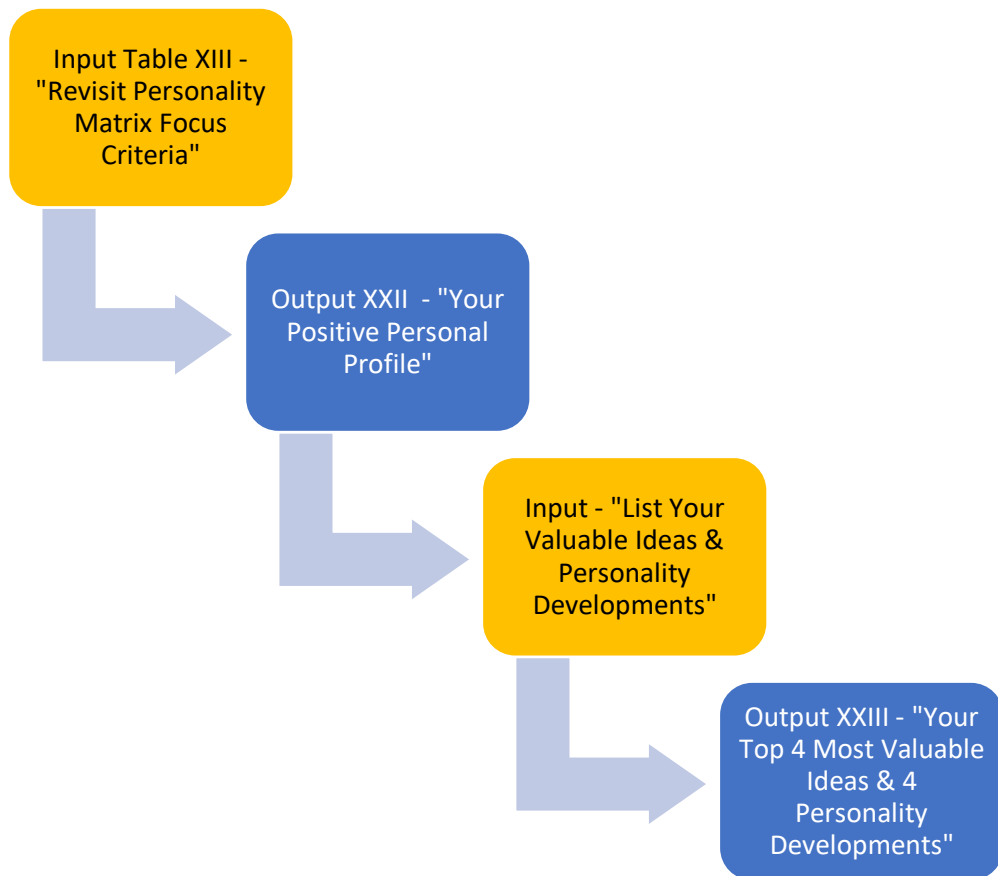
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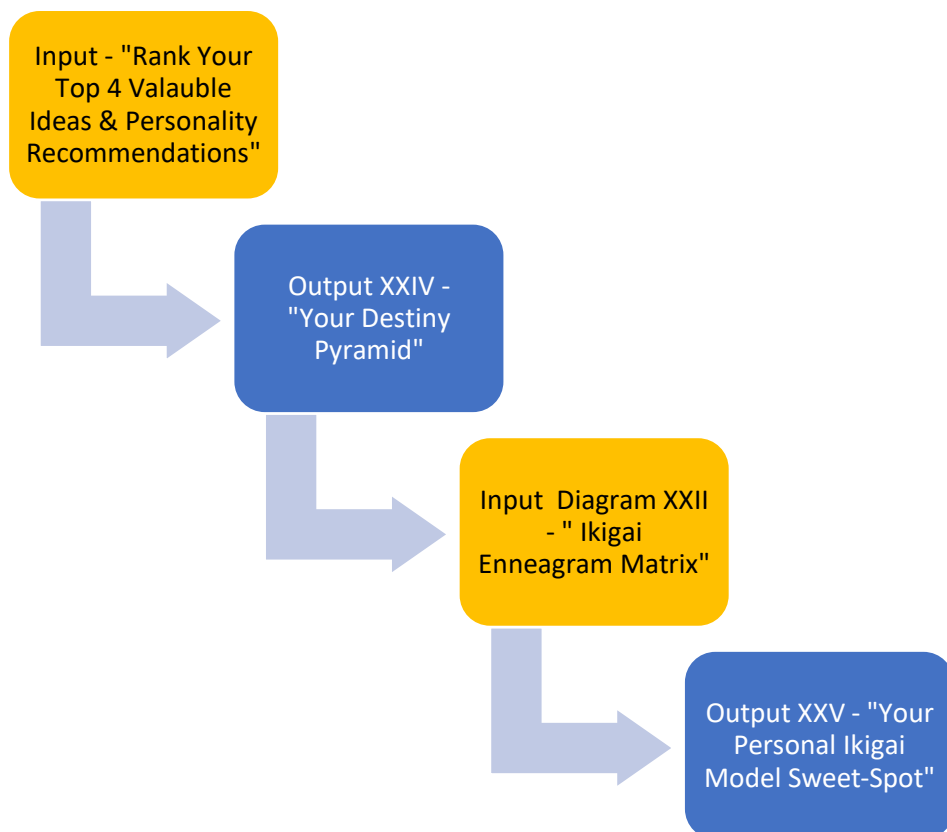
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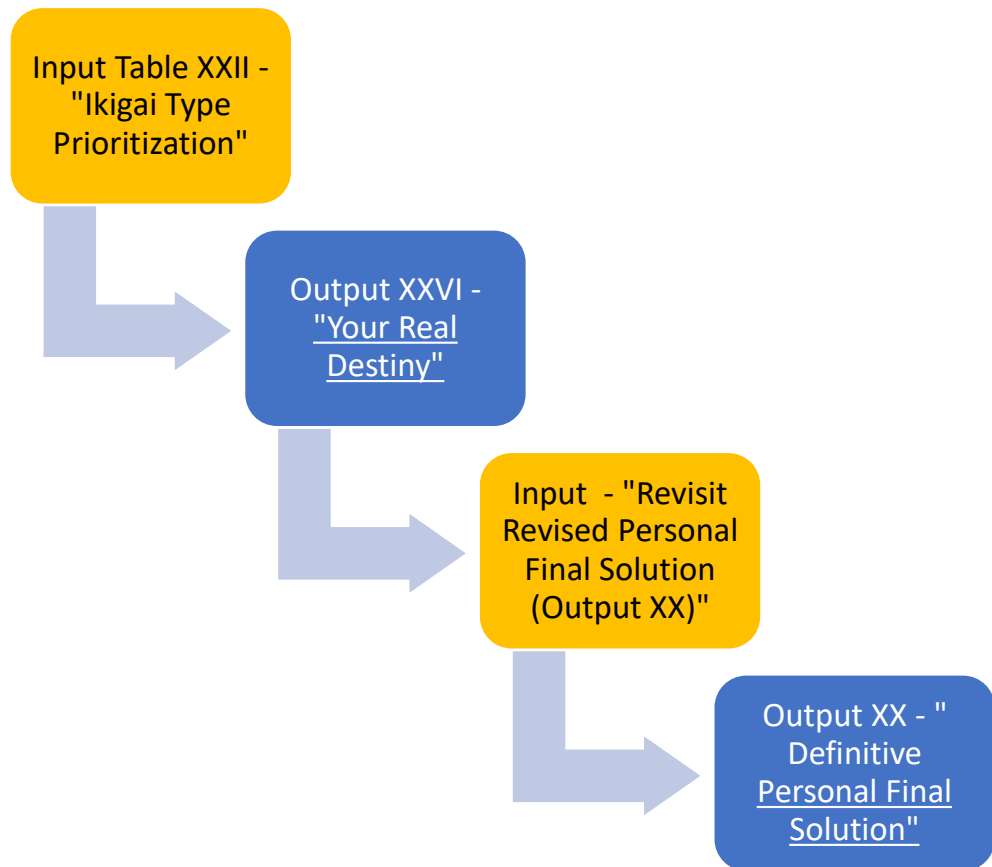
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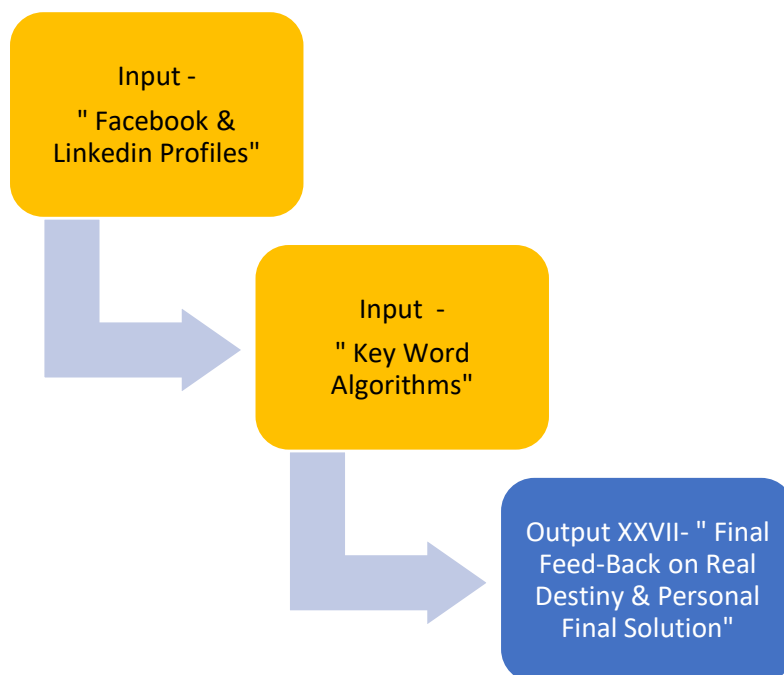
Destiny Matrix- Personal Ikigai Model



Destiny Prioritization- Personal Final Solution



Final Solution- Final Feed-Back



The Final Feed-Back gives related comment on your Selected Real Destiny and Personal Final Solution- relevant to all Inputs/Outputs and Algorithmic correlations with your Social Network Profiles.

Q & A with the Author

A Q & A session between the author Greg Malpass and the Editor and co-author Rustler Whittington, prior to publishing the book in 2021:

Q. What inspired you to write this book?

A. Books can provide valuable information, guidance and in-sight; they can encourage and inspire, or simply entertain - and there is a book in most of us. If a book achieves any of the above, it's valuable to someone other than the writer.

Q. Your book is about inspiring quantum change in people. What do you say to those who feel uninspired after reading it?

A. It's not for everyone, and it's not enough to just write a book to provoke and inspire quantum change in peoples' lives. That is why in the 'Foreword' to the book you warned that certain potential readers may not benefit, particularly if they don't embrace the need for quantum change in their lives, nor do so with an open mind about the means. It's not just about need or recognition of need either; people must also be motivated to want to change otherwise their true subconscious motivations won't come out in the self-analysis.

Q. So how can the masses be motivated to change their lives if your book's messages, and others like it, don't reach the masses?

A. Even if they reach the masses, they won't all be motivated by them, a minority will. The majority of people really don't want to change the status quo in their lives - and most tell themselves they don't need to - until they absolutely have to, or it is forced upon them by life circumstances such as divorce, bankruptcy, critical illness, addiction or even a pandemic or other force majeure.

Most of us have found a tolerant balance in life. We may consider ourselves successful but are neither ecstatic nor depressive, peaceful nor anxious, content nor frustrated, neither happy nor unhappy. Frankly, we drift into what I believe is the worst of all human conditions - *mediocrity*. And there are many unfulfilled millionaires and celebrities among us not happy with

their lot. We don't regret our lives or actions, or lack of action, until it's too late. Rather like telling a chronic smoker or drinker to give up before it's too late.

When the desire to change triumphs over the willingness to stay the same we find new positive psychic inertia that leads to the enlightenment necessary to discover new purpose and follow the destiny to which we aspire for ourselves in life.

Q. What is the key message you learned from your study of the Enneagram and other models for personal development?

A. The study of the Enneagram and each personality type's 'Levels of Development' demonstrates, above all, how inflating the ego moves the individual away from the direction of growth. The inescapable consequence of inflating the ego is that we lose what we secretly desire the most while bringing out the worst in ourselves and degenerating into levels of disintegration, whichever our Enneagram personality type. At worst we move from being individuals of worth with social value outside ourselves to unhealthy ego-bolstering levels of violation, delusion and compulsive behaviour. History is full of famous leaders whose neurotic state led to pathological levels of destructiveness and left legacies of destruction and devastation, not human growth.

Q. What do you say to critics who presume your work is nothing new but just a regurgitated mix of the theories and quotes of more qualified writers' work?

A. I don't write for the critics, and I could get upset or distracted if I gave them credence, I am a typical Enneagram Type Two personality, and I write to help others. You learn in life from others and much of my book relies on the works and ideas of more learned writers, some almost forgotten in a new world obsessed with social media and AI. I don't apologise for that, I embrace it as a kind of 'Renaissance Man' using their knowledge and wisdom to further my own message of individual 'Destiny with Spirit'. I acknowledge particularly the Enneagram Institute and the books of the late Don Richard Riso, and many others referenced or quoted in my book. It's not plagiarism to my mind it's development of ideas of others using my own unique analysis and input for my own means of helping others find a route to their own destiny. Yuval Harari's books on history and the future of Homo Sapiens inspired me also, but my take on the human mind must never ignore the miracle of life and our existence itself. So, I go about writing my

own *story* about the importance of the mind, personality, ability, character, moral decisions, and spirituality that mould the purpose of an individual's life, and his or her destiny choices, rather than personality analysis for its own sake, or speculation about the effects of a future world of 'hacked humans' in general run by AI and Algorithms.

Q. And what is the one key message you would like everyone to take from reading your book?

A. Norman Cousins said: "Death is the destiny of us all, but our greatest loss can be what dies inside us while we still live." Destiny is not a matter of chance it is a matter of choice. It is not a thing to blindly wait for and be considered the divine outcome of life, but rather a thing to be achieved. And if by self-analysis you find real purpose and that for which your heart really longs, the ownership and motivation it creates will more likely help you achieve your greatest dreams.

When you seek new purpose and destiny in life, its personal to you – not something to be prescribed via psychoanalysis by others, however useful as a tool. I am a self-confessed layman in psychology and philosophy, but it is my conviction that the primary thing to do in the self-analysis is to conquer the personal ego and go beyond it. I don't label it spiritualism or transcendence, without cynicism, I simply consider it the route to new pastures which you design ultimately for yourself, for the good of yourself, your loved ones, and no doubt us all in eventuality. I certainly don't suggest that people should all become spiritual or unite around some religious beliefs, only that they emulate some of the finest qualities of those who are and do. And ultimately so many people find destiny and happiness helping and focusing on others in what they do.

Q. And how has such philosophy and analysis changed your own life?

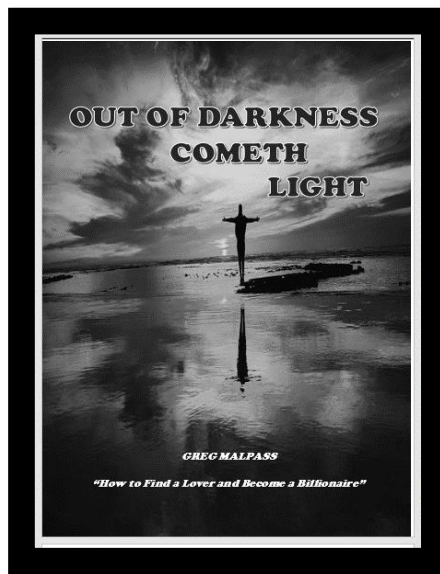
A. Profoundly, by bringing the best out in myself and my personality and channelling a new direction of my own choosing - helping me focus on becoming my own destiny - doing what I love and probably always wanted to do, to the very best of my ability, helping myself and others in the process.

Q. Can you offer us any more insight into yourself and your own motivations as an author?

A. Read my first book 'Out of Darkness Cometh Light', conceived during the Covid-19 pandemic and the protracted lockdown which, kept me out of the bars and, inspired so many of us to re-evaluate our lives, and write all about it in my case. And that's an unadulterated marketing plug for book number one, for those who do wish more insight into my own motivations for myself and the world.

Recommended Reading

OUT OF DARKNESS COMETH LIGHT



“Seven Steps to Life’s True Riches, Success & Happiness”

Not to reach one’s full potential is a life crime against oneself, one’s loved ones and potentially wider society. Maybe the Author found his Inner-Calling in the writing of this Book and the sharing of some of its life messages. Without pious calls for Social Justice, Fair Trade, Religious Tolerance and Inclusiveness; the Author writes about ‘Corruption and Sex and Addictions’ and ‘Wayward Lifestyles’ to make the reading more relevant to the individual not just the State. Maybe unwittingly he focuses on the Positive, our Children, our natural commitment to them, and our quest for Personal Destiny. The declared mission is to help the reader find Destiny.

The Author bares his soul, writing in anecdotes, drawing on his personal experience of global business, political and business corruption, personal dysfunction, promiscuous sex, addictions and the personal ego.

But his stories of both the positive and negative traits of human nature and behaviour seem to help answer so many of life’s Big Questions about our world, our origins, who we’ve become, and where we should be going as individuals and a global society.

Book Reviews

Greg Malpass' three Books- 'Out of Darkness Cometh Light', 'Your Real Destiny' and 'Destiny of an Author' are a trilogy of the same theme: "How to help the individual take his or her life's reality and, through a process of self-discovery, explore new meaning, purpose and value to human existence and find Personal Destiny."

'Out of Darkness Cometh Light' maps the 'Route to Self-Awareness' by analysing the 'Global Problem of Power, Politics and Addictions'; and applying the concepts and analysis to help the reader in 'Self-Discovery of Personality, Values and Destiny'. The conclusion provides a 'New Life Blueprint for finding Personal Purpose, Destiny and Happiness'; as well as promoting societal changes in the world.

'Your Real Destiny' is a unique and bespoke 'Self-Discovery Manual' for the individual providing a stage-by-stage program of analytical tools to assess Personality Traits, Character based Values, Skills Set/Needs and Desires, and culminates with a Personal Blueprint for 'Identification of New Purpose and a Personal Destiny/ Inner-Calling.

'Destiny of an Author' is an autobiographical account of the Author's 'Personal and Professional Life Journey' and reality. It also provides a 'Real Life Case Study' of the Application of the sister books' philosophies and processes in the generation of a 'New Life Blueprint'.

The Author



Greg Malpass

Greg has a BSc in Civil Engineering from the City University London and studied for an MBA at London Business School and New York University. His career spans over 40 years as an International Businessman working with Multi-National Groups in Infrastructure Sectors and in Trade Promotion with the UK Government's Department for International Trade.

In 2017 he changed his career and life direction, taking out Spanish Residency after leaving his job and separation from his wife in the UK. He went on to research a programme of personality analysis and motivational study developing Ground-Breaking Self Analysis Techniques to help anybody search for and discover his or her Real Destiny.

He decided his own destiny was to share his findings and in 2021 he launched his new career as a Writer and Speaker on Personal Development.
