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The Road to Your Destiny

# HANDBOOK

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**Greg Malpass**

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*About Us*

*The Full  
Story*


*Personality  
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Analysis*

*Skills,  
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*Destiny  
Choices*

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# **THE ROAD TO YOUR DESTINY**

**GREG MALPASS**

**“By Understanding your Personal ‘DestinyGram’  
Change your Life & Find Life Fulfilment.”**

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**BEGIN**

**YOUR REAL  
DESTINY**

**GREG MALFAM**

*"What I've about myself last days in past life are the things you are here and the things you find out why."*

*"The two most important steps in your life are the step you are here and the step you find out why."*

**From Enneagram to Inner-Calling**

*This is the ultimate life-changing book using the world-renowned Enneagram of Personality and the ancient wisdom of the Enneagram to help you discover your true destiny.*

*You will gain the insight you need to truly understand your own Personality, your thoughts, and your destiny, and based on your own thoughts and experiences, discover that destiny and plan your destiny in life. This book will help you change your life, change the things you're doing, and your personality, too.*

*"These are the greatest things in life. It is not in money, food and other things, but in the things you do, and you will find the things you need to know to become your true destiny."*

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DESTINY**

**GREG MALFAM**

*"What this book and book about about the world and destiny."*

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## About Us

This On-line interactive Website has been developed off the back of three books written by Greg Malpass- '*Out of Darkness Cometh Light*', '*Your Real Destiny*' and '*Destiny of an Author*'. They are a trilogy with the same body 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 find Personal Destiny."

The solution is for the individual to re-assess and re-create him/herself and live-in accordance with this new self to its fullest- passionately, sincerely and authentically, moulded on personal concrete human experience, individual personality, in-born qualities, gifts and abilities and guilts.

The process in its entirety requires embarking on an almost spiritual existential, yet practical journey of self-discovery employing the Website's on-line series of questionnaires and algorithms to deliver a 'New Life Blueprint for finding Personal Purpose, Destiny and Happiness.'

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'*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. The Website [www.destinygram.com](http://www.destinygram.com) is an on-line adaptation of the book's analysis.

'*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'.

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## **The Author**



***Greg Malpass***

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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 2014 he changed career and life direction, moving to Spain and in 2017 took out Spanish Residency. In 2020/21 during the Covid-19 Pandemic 'lockdown' he researched Personality Analysis and Motivational Study developing his own ground-breaking 'Self Analysis Techniques'.

He decided his own destiny was to share his findings and in 2023 he launched his new career as a Writer and Speaker on Personal Development.

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## The Full Story

### The Full Story

The “Destiny-Gram” introduces new ground-breaking Self-Analysis Techniques to help you discover your Real Destiny and make the Right Choices going forward.

The analysis examines your own Personality, your Inner Needs and Desires, and - based on your Skills and Abilities, known or yet to be developed- helps you self-determine your Real Purpose and route to finding Life Fulfilment.

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.

Understanding our Personality Types and Personality Management thereof is crucial to preparing for the next stages in the journey to Self-Discovery. we have elected to use the Enneagram Model of Analysis.

*“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.

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.

## Personality Test

### STAGE I - Identify your Personality Type

Complete the Test & Print the Results:

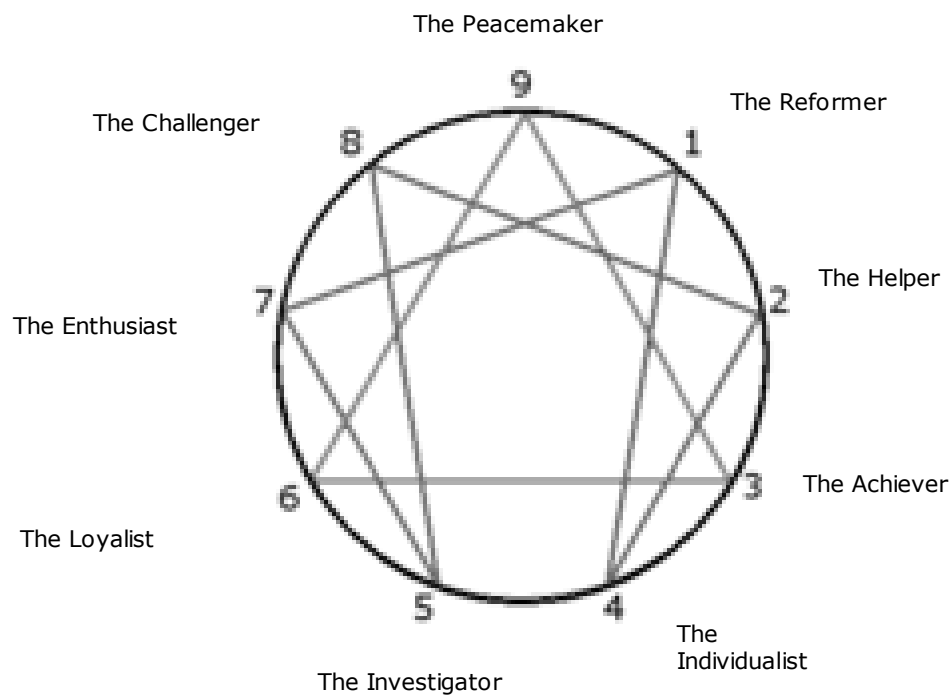
<https://destinygram.com/personalitytest>

(Derived from bespoke questionnaire –  
based on strongly agree/agree/no view/ disagree/strongly disagree  
answers to 180 questions- see separate file for reference)

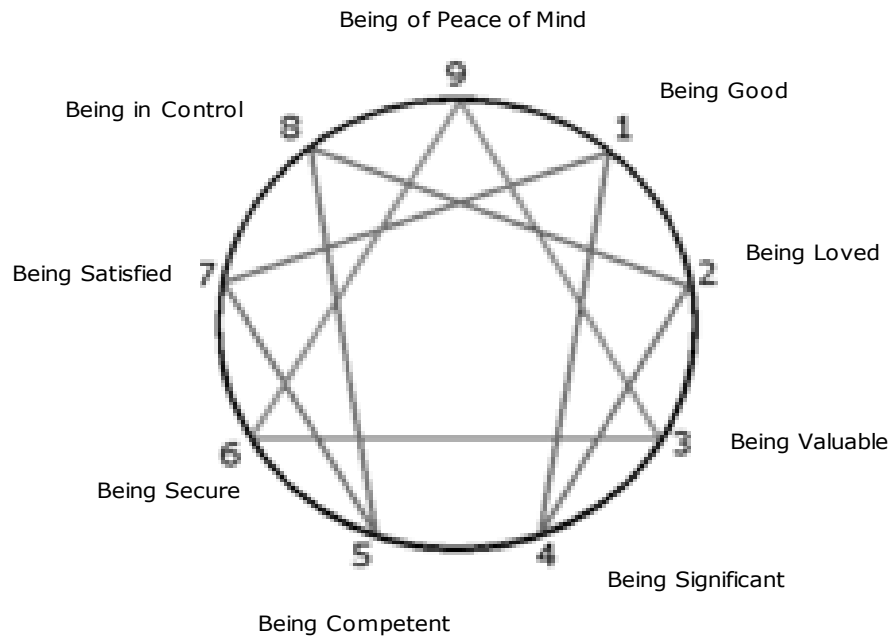
### STAGE II - Understanding Your Personality

#### Key Personality Traits

##### Types



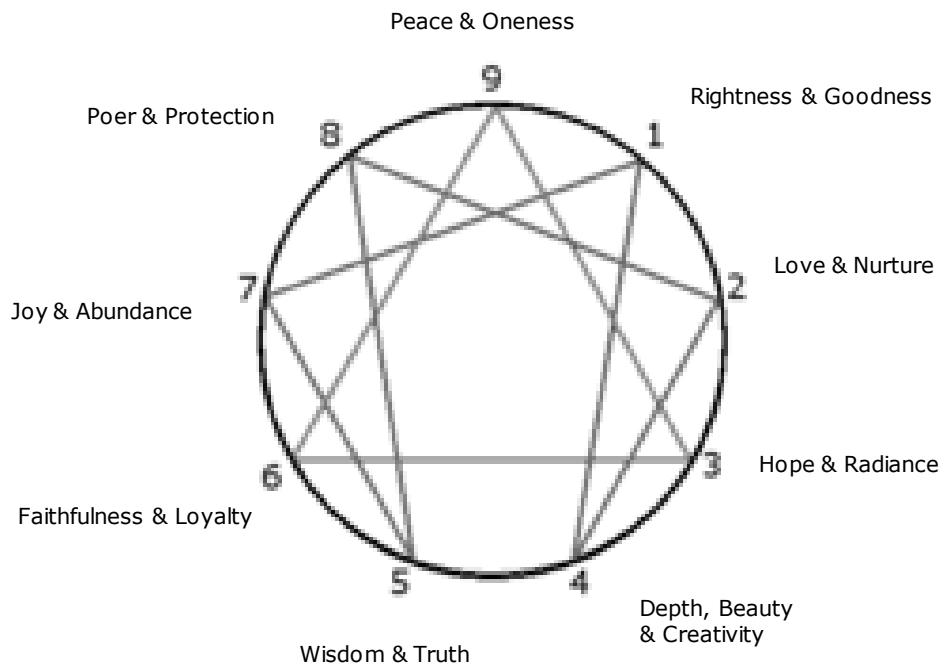
### **Motives**



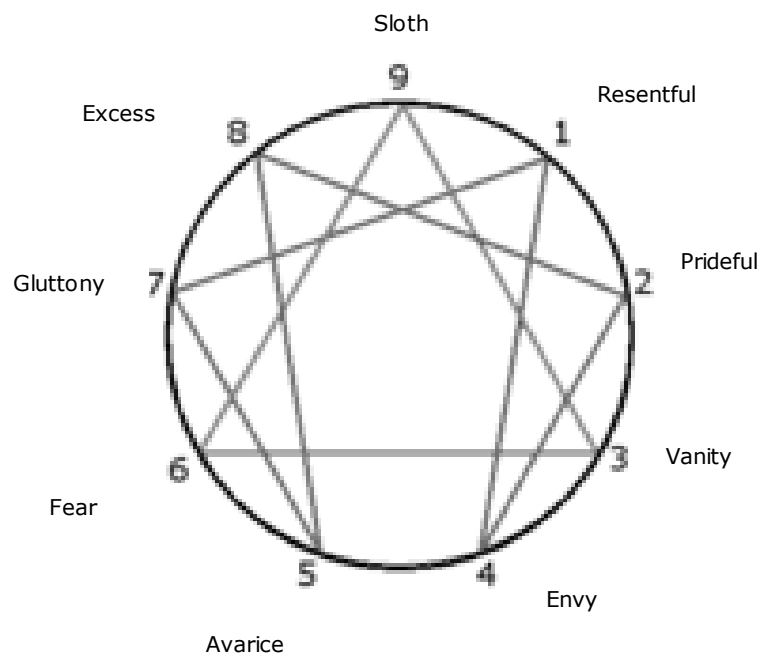
Once you've completed the On-Line Test the Expanded Enneagram Profiles can be reviewed and lead to Personal Growth Recommendations.

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.



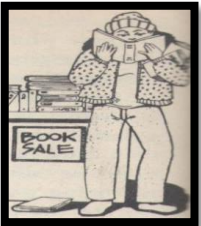
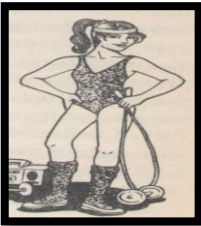

### Virtues



### Vices



Record Your Enneagram Personality Type & Wing



INPUT | OUTPUT

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

OUTPUTS VI & VII

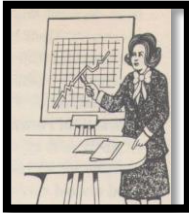





Image Credits: Don Richard Riso- Personality Types

## Summary Characteristics - Enneagram Personality Types

### 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 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

## **List Your own Personal 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. 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 of Self-Discovery to Destiny definition.

Review the 'Healthy, Average and Unhealthy Traits' listed in your Enneagram Test Results, (vices and virtues) 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 use the - "Summary Characteristics of Enneagram Personality Types" given above to help 'flush out' some personal 'Home Truths' about yourself. - 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.

## OUTPUT VIII

## Your Chosen Home Truths

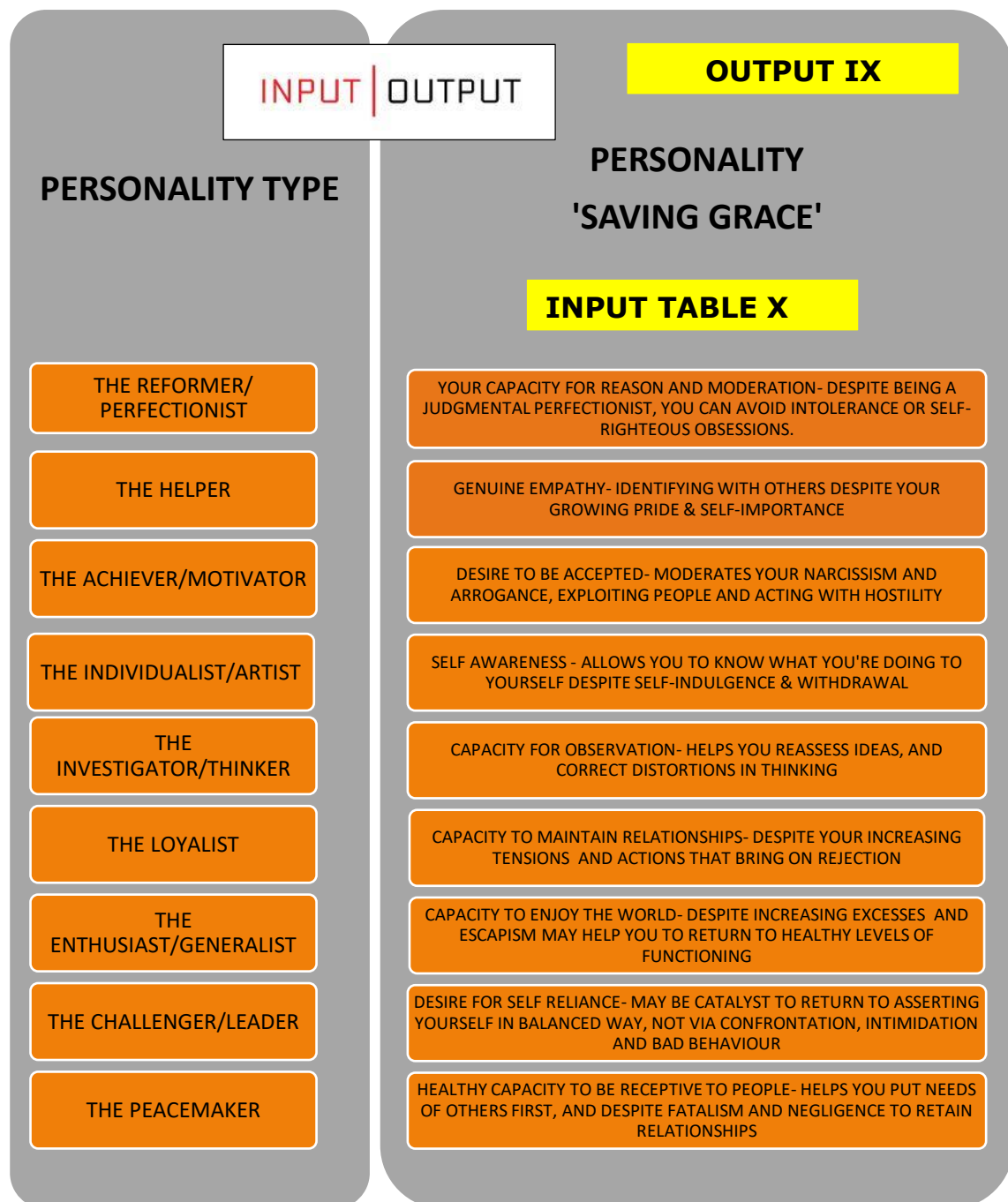
INPUT   OUTPUT	
HOME TRUTHS	BASED ON
	EGO FIXATION
	HOLY IDEA
	BASIC FEAR
	BASIC DESIRE
	TEMPTATION
	VICE/ PASSION
	VIRTUE



## Identify Your Personality Saving Grace

Don't be discouraged by having identified the negative traits of your particular Personality Types. 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. So, whatever the challenges, we all have a 'Saving Grace'. They are tabled here, and quite simply, you identify it from your Personality Type. They are specific to your Personality Type not to you or your own subjective assessment.

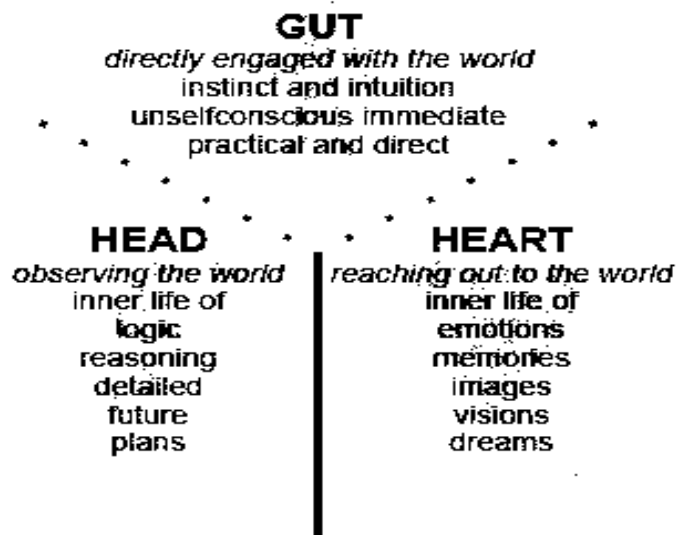
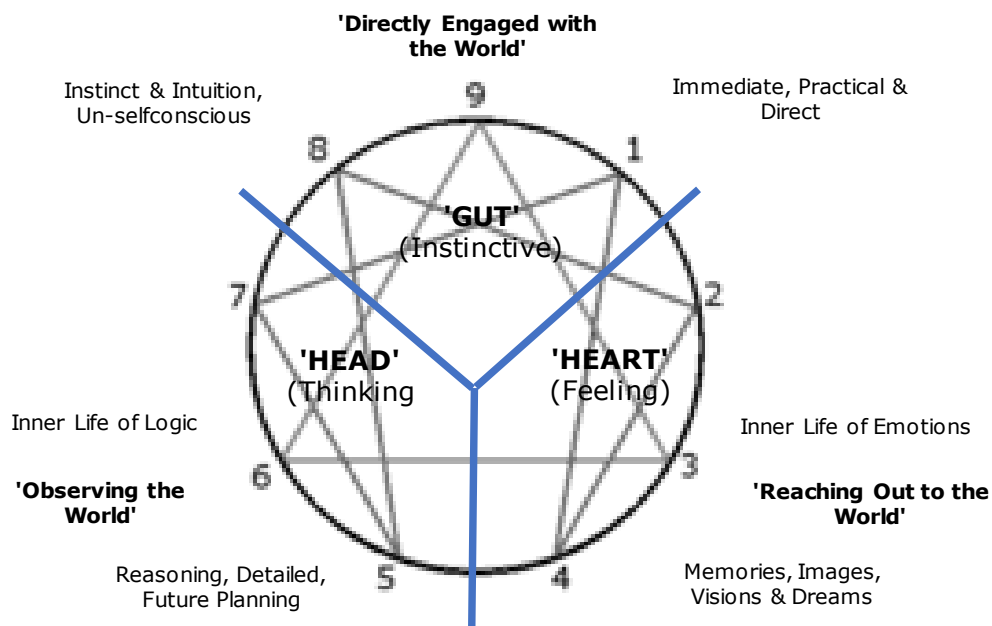
### Saving Grace Summaries



## Understanding Your Destiny Drivers

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. It's important to understand what drives your Personality before you move onto Character assessment, Analysis of your Goals and Desires and your Destiny's choice.

### Personality Destiny Drivers





## Character Analysis

### Defining Your Character and Values Set

<https://destinygram.com/characteranalysis>

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.

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, 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. To Map your Character attributes and shortcomings we start by 'Identifying What's Sacred to You'.

## **STAGE I - Identify What's Sacred to You**

The next step is to Identify 'What's most Sacred to You' personally. We 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 we 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 a terminally ill dependant relative), 'Courage' (maybe to change job or partner), 'Sensuality' (maybe to re-kindle a relationship or start a new one), 'Philanthropy' (maybe a desire to establish a charity or just help others)', etc.

Below are a few examples which may be a guide to help you select your 'Sacred Cows'. The examples are given with examples typical to each Enneagram Personality Type.

## Examples for Sacred Cow Selection

<b>VIRTUAL PERSONAL ANALYSIS</b> <i>(based on how a Personality Type might assess him/herself, generically rather than specifically to individual circumstances)</i>	<b>SACRED COW SELECTION</b>	<b>TYPICAL ENNEAGRAM PERSONALITY TYPE</b>
<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 is 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 &amp; 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 &amp; 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>

## **Your Sacred Cow Selection**

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 the Table over the page 'Sacred Cow List' or name your own. For example, purposes only, four possible selections are highlighted: Faith; Tolerance; Love & Hope. Select and Note your personal Selection.



# 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	Intrepidity	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	Perervance	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	Scomfulness	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	Unhankful	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	Wittiness	Wonder	Worthiness	Warmheartedness	Wickedness	Witchcraft
Work ethic	Youthfulness	Youthism	Zeal	Xenophobia				

Source: 'Out of Darkness Cometh Light'

Note whether your Four Sacred Cows relate to **quality** (a virtue), **desire** (to rid a vice), a **need** or **hope** in your selection. List your 'Needs/Hopes & Quality/Desires' in the selection of your Four Sacred Cows.

## Selected Sacred Cows

The diagram illustrates a three-stage process flow:

- SELECT** (Light Gray Background):
  - SACRED COWS**: Four large orange rounded rectangles.
  - INPUT | OUTPUT**: A white box with a vertical line, where 'INPUT' is in red and 'OUTPUT' is in black.
- LIST** (Dark Gray Background):
  - NEEDS HOPE**: Two lines of text.
  - A vertical stack of 15 orange rounded rectangles.
- OUTPUT III** (Dark Gray Background):
  - QUALITY DESIRE**: Two lines of text.
  - OUTPUT III**: A yellow header box above a vertical stack of 15 orange rounded rectangles.

## **STAGE II - Identify Your Higher Purpose that Defines Your 'True Underlying 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.

### **Examples & Common Misidentifications**

Higher Purposes examples below are categorized or based on the three different intents and effects: 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. We are not purporting that you do so, We are 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.

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.

Consider your Higher Purpose and how it may be linked to your possible ultimate Destiny. Here are a few random examples:



## Examples of Higher 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 mystery of life and help other to	To become an contemporary artist and share cryptic 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 lifestyle magazine	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 documentary 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

Select your Higher Purpose as a 'Desire to Heal; Deliver a Message; or Bring about a Revolution'. It might be useful to consider categories of 'General Purpose for Life' and categories of 'Motivation'

## Select Your Higher Purpose

(Consider the Driving Categorizations of Purpose & Motivation)

### OUTPUT IV

INPUT | OUTPUT

#### HIGHER PURPOSE

- to heal
- to Deliver a Message
- to Bring Revolution

#### GENERAL PURPOSES FOR LIFE

SHARING LOVE

GIVING TO OTHERS

INCREASING IN SPIRIT

SHARING WISDOM

ACCEPTING YOURSELF

ENJOYING THE MYSTERY

BEING YOUR REALITY

FOLLOWING THE SPIRIT

REVELLING IN THE PRESENT

EXPERIENCING JOY

#### GENERAL CATEGORIES OF MOTIVATION

KARMIC RETRIBUTION

KARMIC REWARD

LEARNIG & ACHIEVING

POWER & INFLUENCE

ASPIRATION & DEVOTION

MASTERY

MISSION

### **STAGE III - Prioritize Universal Life Lessons**

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 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.

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 below may appear random, 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. Select the Top Nine Key Life Messages and Mission Statements to which you most relate:

## Key Messages and Mission Statements- In Brief

**INPUT TABLE II**

INPUT   OUTPUT		
	<b>KEY MESSAGES</b> ("We are")	<b>MISSION STATEMENTS</b> ("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 Realization That We Are One Small Part of a Greater Whole. Act accordingly	I Will Become More Self-Aware and Develop Valuable Personal Ideas 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'

## Select 9 Universal Life Lessons & 9 Life Missions

### OUTPUT I

INPUT   OUTPUT	
9 UNIVERSAL 'LIFE LESSONS'	9 UNIVERSAL 'MISSION STATEMENTS'

## **STAGE IV – List & Decide Your own Enneagram Personality Recommendations**

The Enneagram 'Levels of Development' represents 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

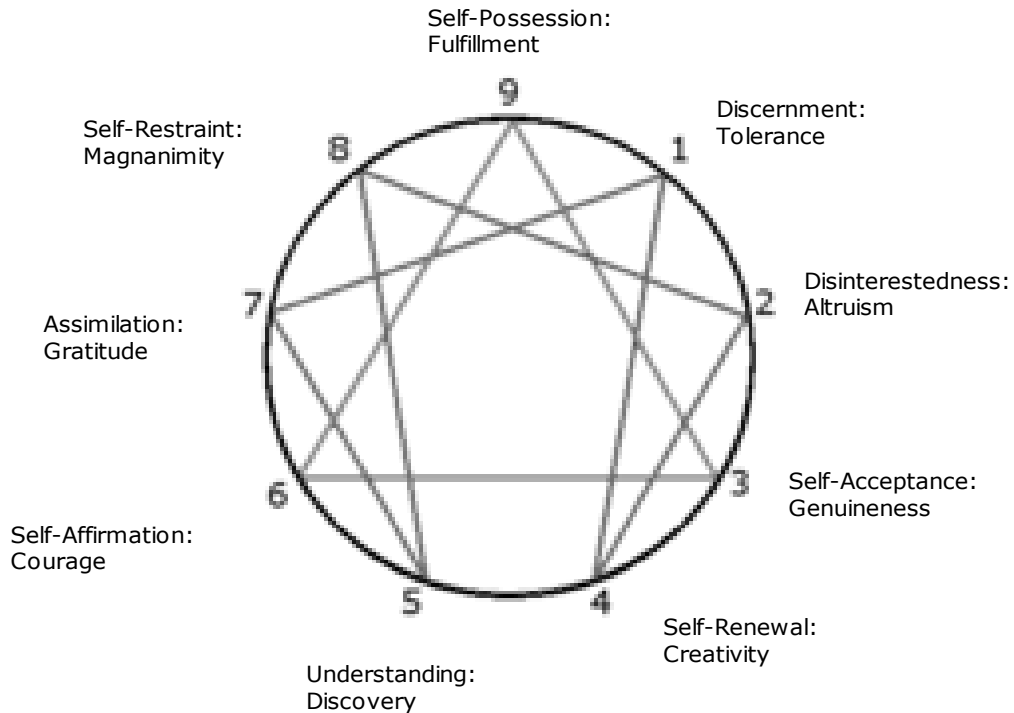
## **Characteristics of the Levels**

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.

# Enneagram Types by Levels of Development

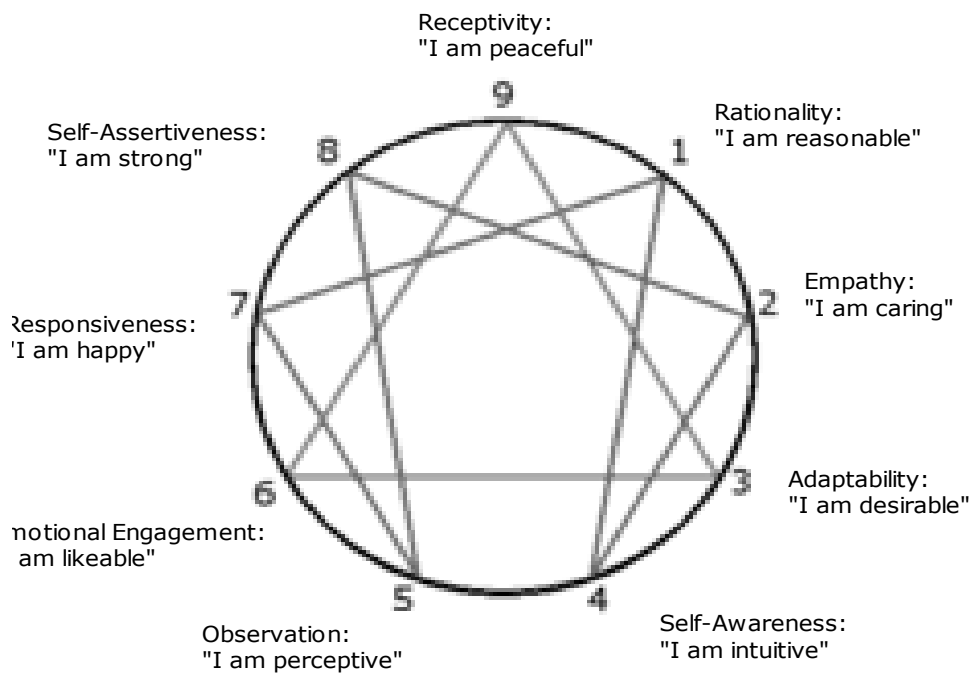
## Level 1 - Characterized by Liberation and Self-Transcendence

### Level 1 Development



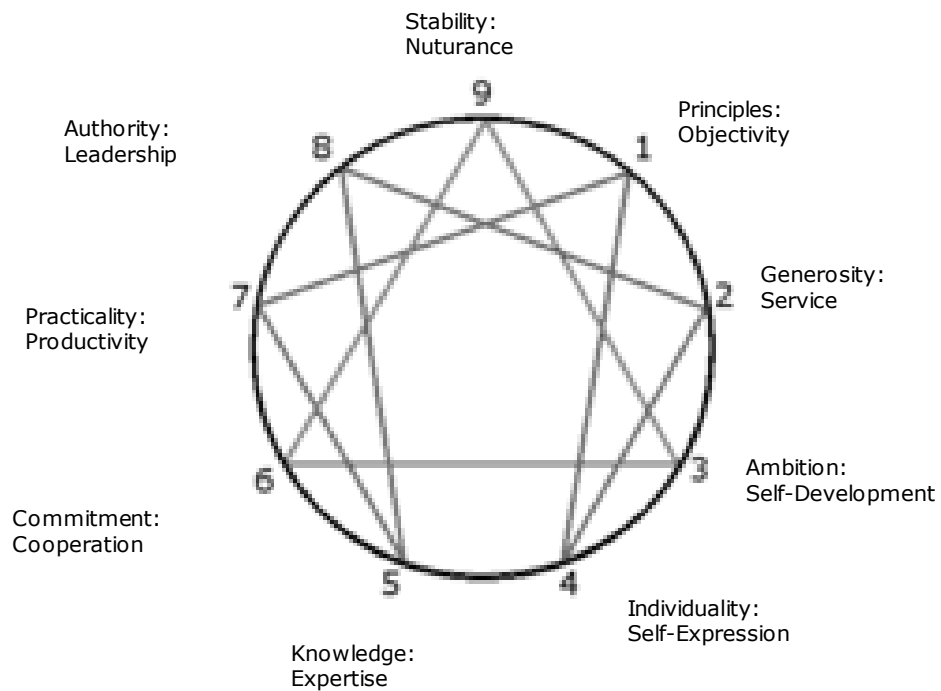
## Level 2 - Characterized by Psychological Capacity and Sense of Self

### Level 2 Development



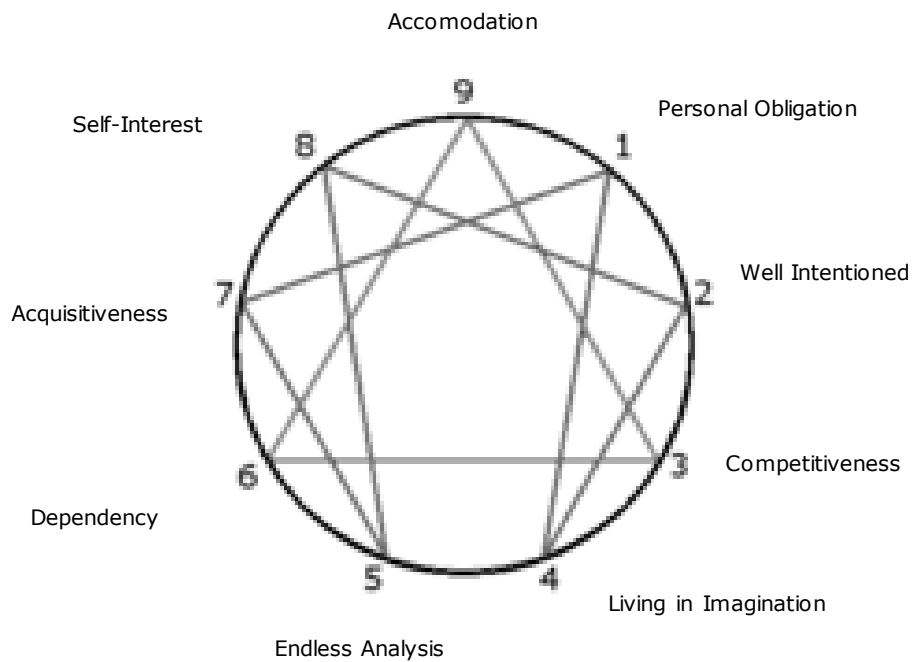
## Level 3 - Characterized by Social Value and Contribution to Others

### Level 3 Development



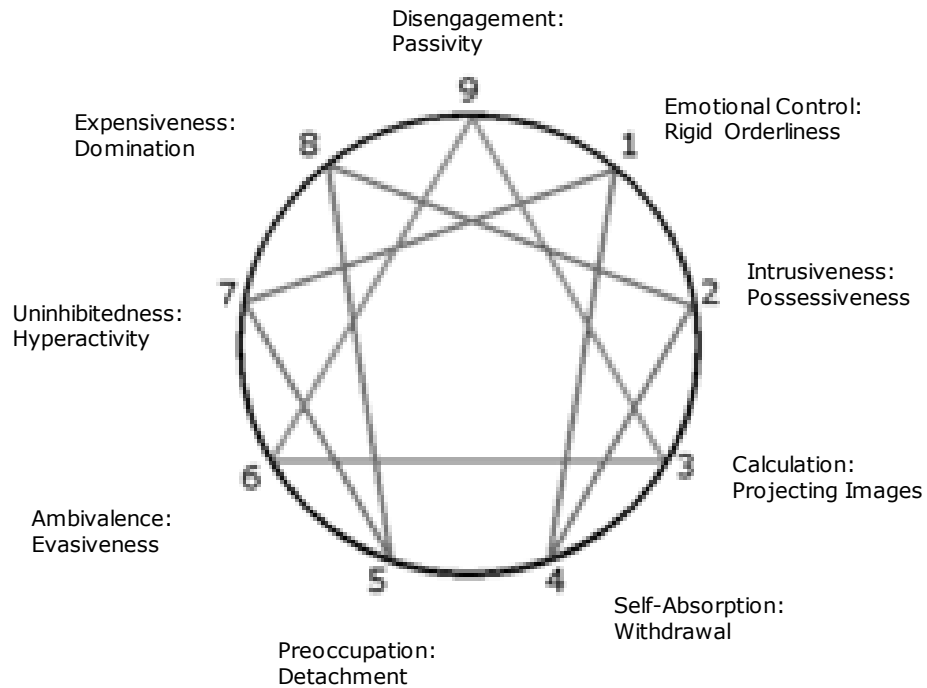
## Level 4 - Characterized by the Begin of Imbalance

### Level 4 Development



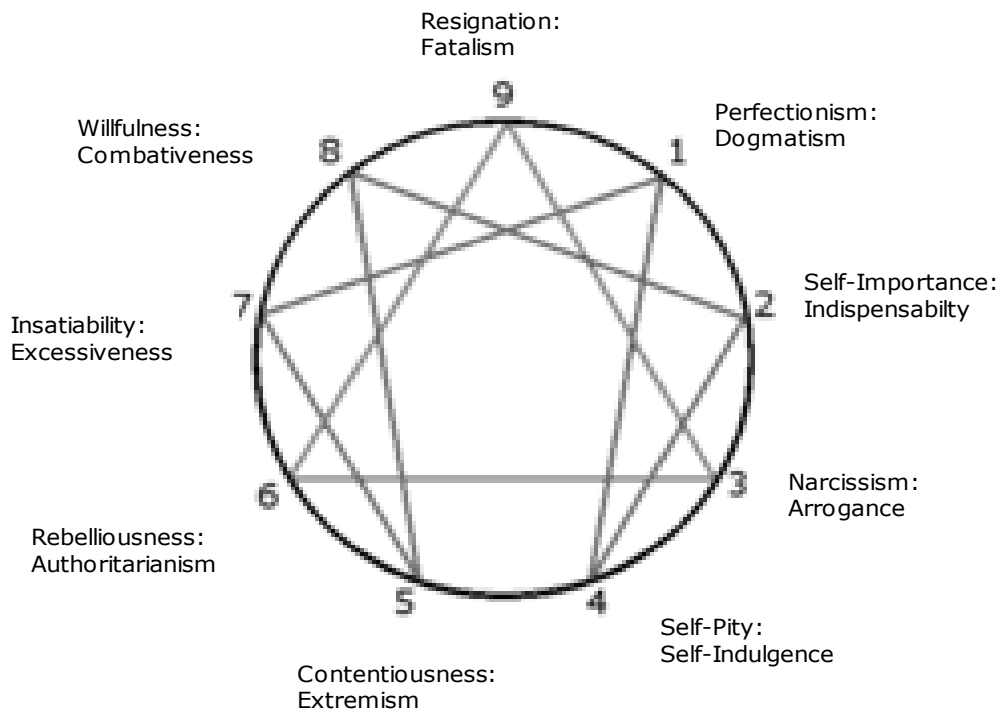
## Level 5 - Characterized by Interpersonal Control

### Level 5 Development



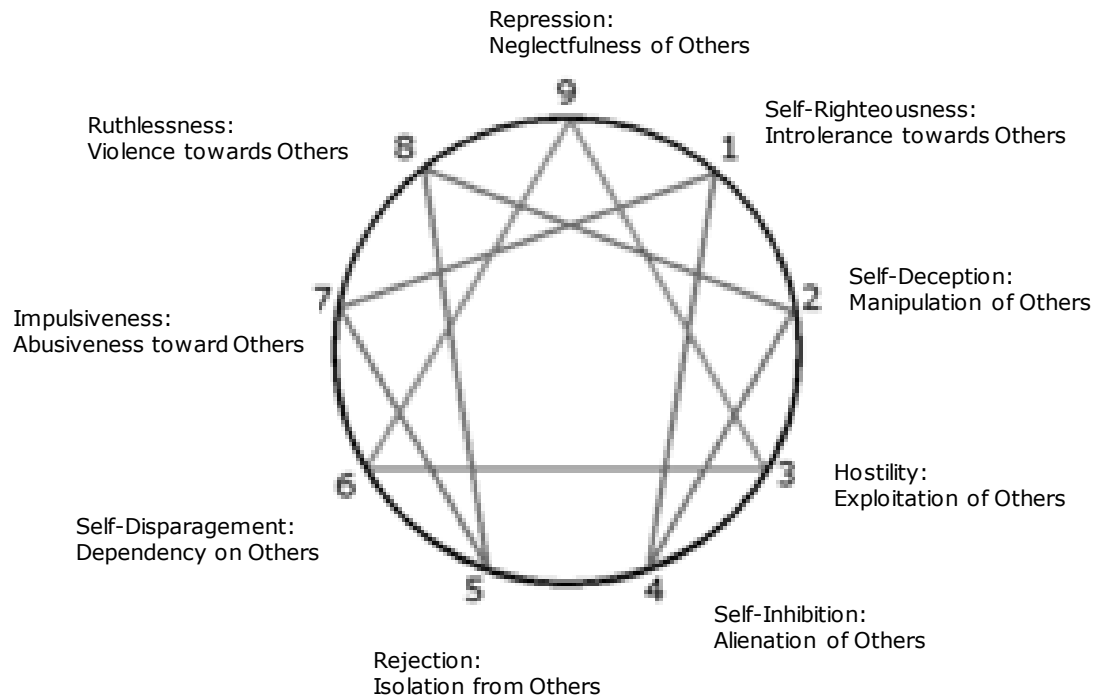
## Level 6 - Characterized by Overcompensation & Offensive Behaviour

### Level 6 Development



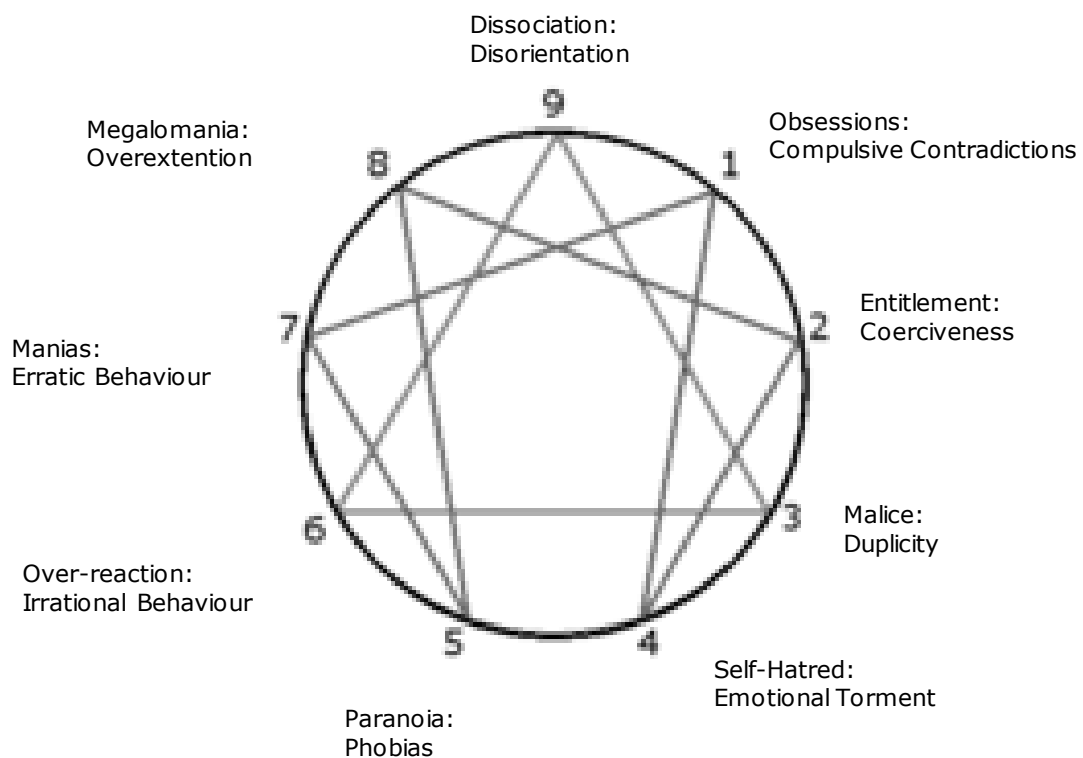
## Level 7 - Characterized by Violation of Self and Others

### Level 7 Development



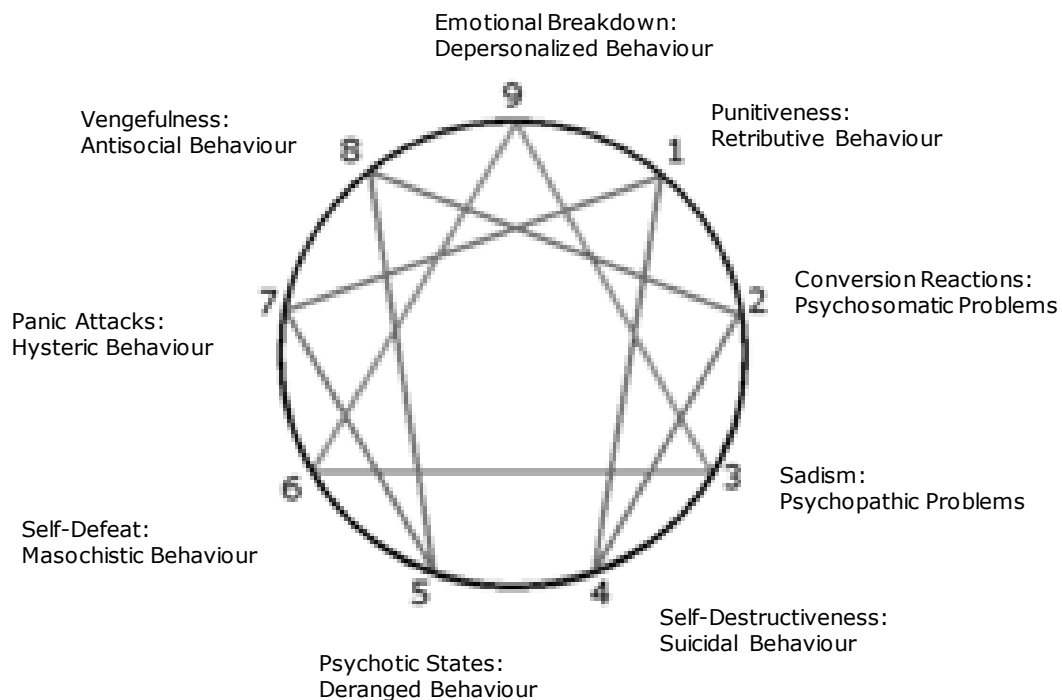
## Level 8 - Characterized by Delusion & Compulsive Thinking & Behaviour

### 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.

### **Summary Characteristics - The Nine Enneagram Levels of Development by Personality Types**

Make note of your own most current prevalent Level of Development:

			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



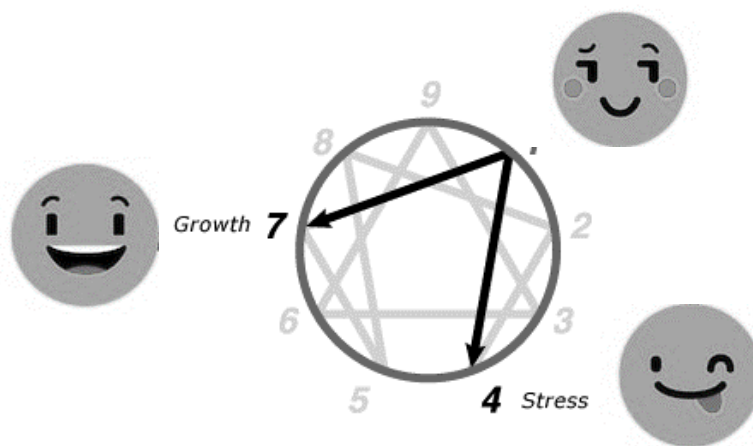
<b>Average</b>			<b>Unhealthy</b>	
<b>Level 5: The Level of Interpersonal Control</b>	<b>Level 6: The Level of Over-compensation &amp; Offensive Behaviour</b>	<b>Level 7: The Level of Violation of Self and Others</b>	<b>Level 8: The Level of Delusion &amp; Obsession and Compulsion</b>	<b>Level 9: The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

## INPUTS TABLE XI (CONT'D)

### Summary Description of Enneagram Types 'Levels of Development & Movement of Continuum'

#### 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.

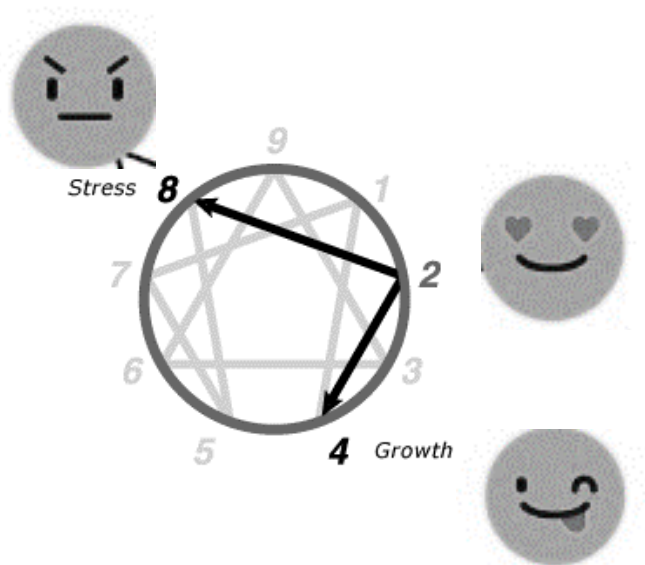
### Movement of Continuum Summary

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.

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## 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.

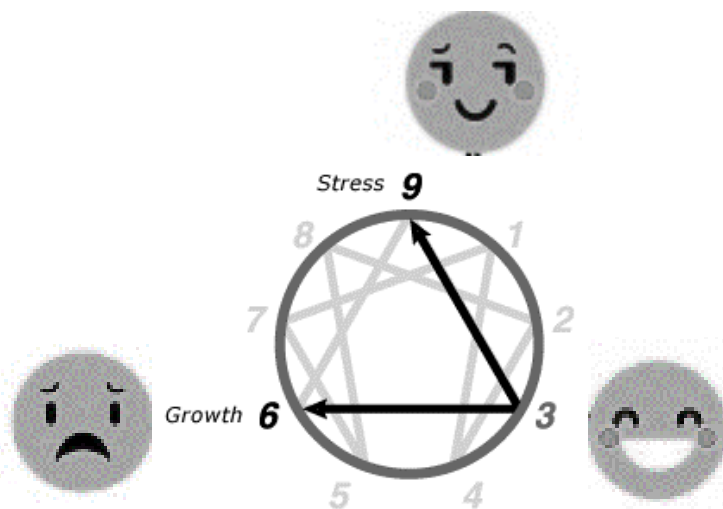
## Movement of Continuum Summary

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).

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### 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.

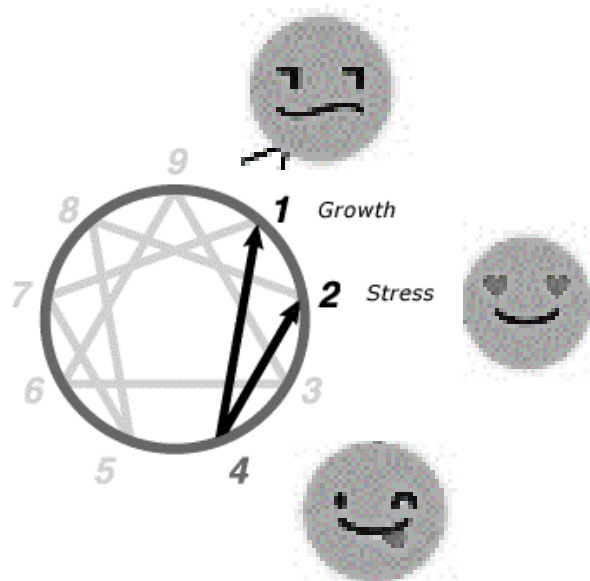
### Movement of Continuum Summary

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.

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## 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.

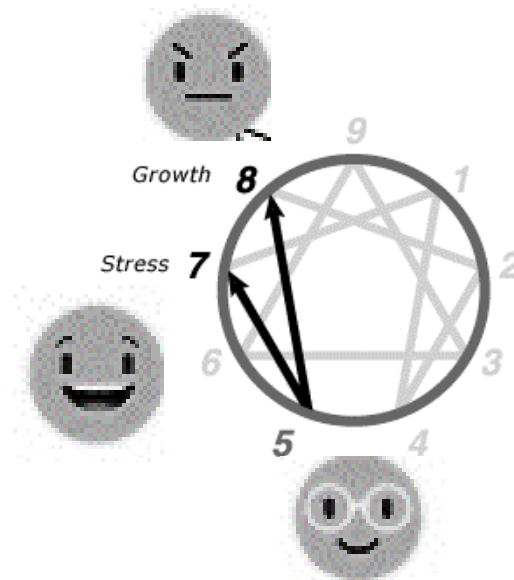
## Movement of Continuum Summary

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.

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## 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.

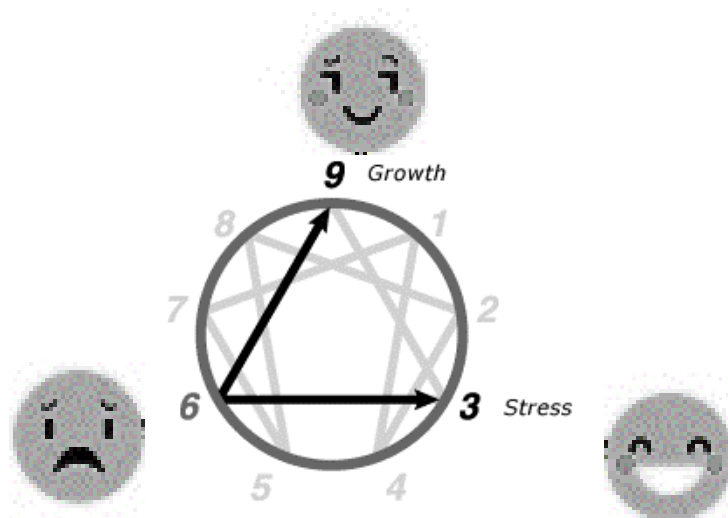
### Movement of Continuum Summary

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.

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## 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.

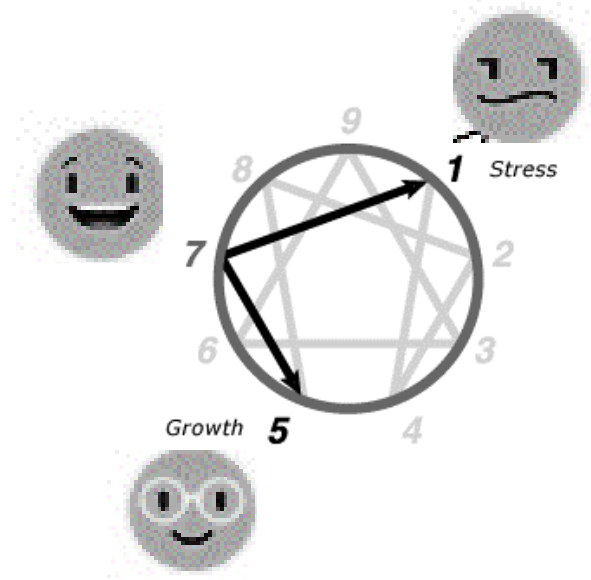
### **Movement of Continuum Summary**

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.

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## 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 is 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

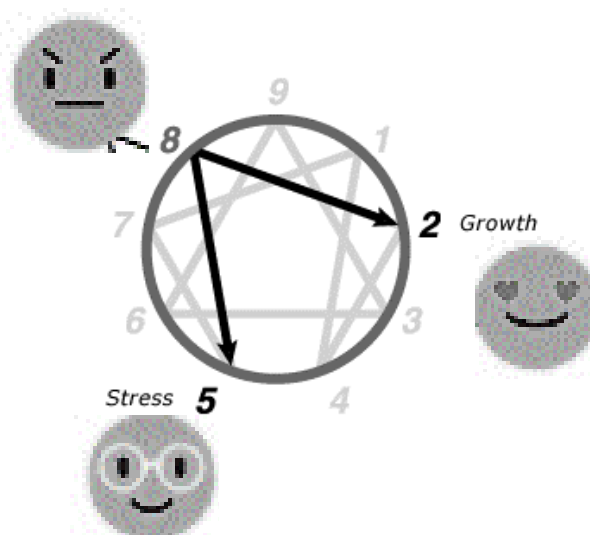
Sevens progressively deteriorate from healthy appreciative gratitude, responsive enthusiasm, and practical productivity to an average acquisitive sensation seeking, hyperactive extroversion, and materialistic excessiveness to an unhealthy impulsive offensiveness, erratic compulsiveness, and finally hysterical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

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## 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.

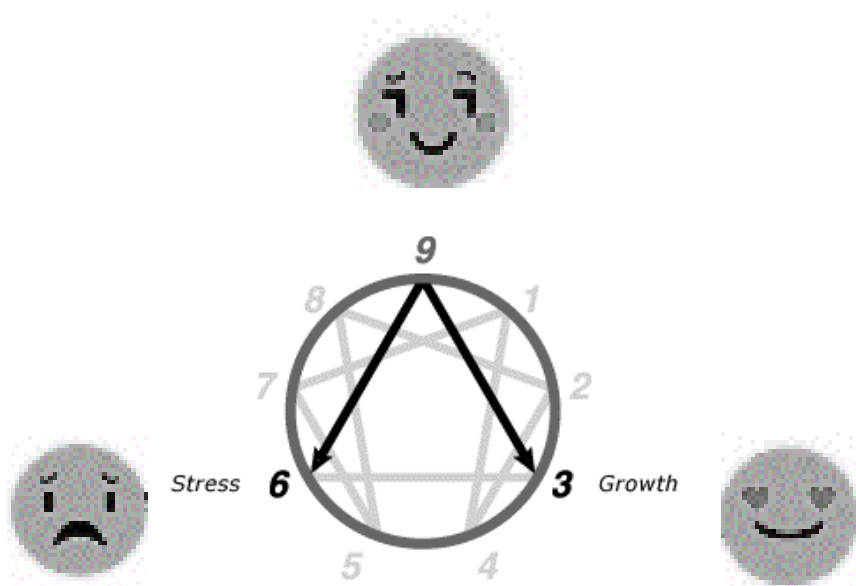
## Movement of Continuum Summary

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.

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## 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.

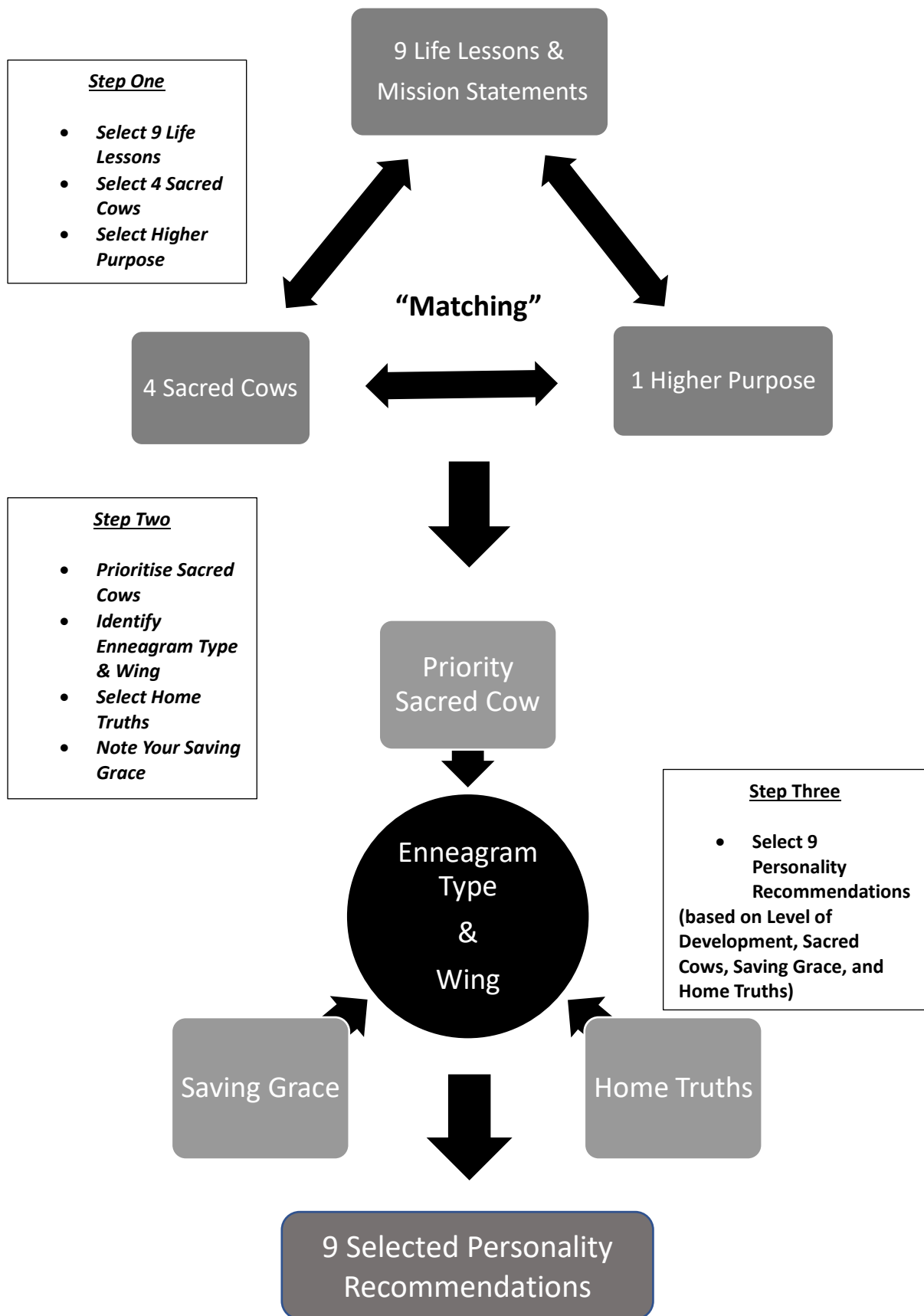
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### **Choice Criteria**

The criteria for choosing the most important 9 Personality Recommendations (from the Enneagram Lists) for yourself will involve assessment of the relevance of:

1. Personal Reflection- Your Personality Type & prevalent Level of Development
2. Matching
  - Your 9 Chosen Life Lessons and 9 Mission Statements
  - Your 4 Chosen Sacred Cows
  - Your Chosen Higher Purpose
3. Focusing
  - Your Priority Sacred Cow
  - Your Personality Saving Grace
  - Your Chosen Home Truths

## Personality Matrix Flow Chart





# Summary of 9 Enneagram Personality Recommendations

INPUT | OUTPUT

## INPUTS TABLE XI (CONT'D)

### TYPE 9 'THE PEACEMAKER'

BE YOURSELF & BE INDEPENDENT

EXERT YOURSELF DONT DAY-DREAM

CONTROL YOUR NEGATIVE EMOTIONS

ACCEPT WHEN YOU CAUSE PROBLEMS

EXERCISE & DEVELOP BODY AWARENESS

REPRESSING YOUR FEELINGS WILL MAKE YOU ILL- SEEK HELP

DO NOT USE TRANQUILIZERS FOR ANXIETY LEARN TO COPE

DONT COME TO END OF LIFE WITHOUT LIVING YOUR CALLING

VENTILATE YOUR FEARS & ANXIETIES WITH YOUR PARTNER & FRIENDS

LISTEN TO PEOPLE CAREFULLY TO APPRECIATE THEIR LOVE

NEED TO FIND UNION WITH YOURSELF BEFORE OTHERS

TAKE RESPONSIBILTY FOR YOURSELF AND PROBLEMS YOU CAUSE

TRY TO BE MOOR RECEPTIVE, OPEN, UNSELF-CONSCIOUS EMOTIOPNALLY STABLE AND SERENE

DONT BE OBSTINATE AND STUBBORN DENYING THAT PROBLEMS AND CONFLICT EXIST

REMAIN A PEACEFUL AND EASY GOING PERSON

DONT BE TOO ACCOMODATING OR CONCILIATORY TO SUBORDINATES

AVOI SLOTH AND LACK OF ENERGY

PATIENCE IS YOUR VIRTUE BUT DONT BE PASSIVE. STAY ENGAGED

FACE REALITIES

### TYPE 1 'THE REFORMER'

LEARN TO RELAX TAKE TIME FOR YOURSELF

TEACH OTHERS BUT DONT EXPECT IMMEDIATE CHANGE

STOP WATCHING EVERYONE ELSE & ACKNOWLEDGE YOUR OWN FAILINGS

GET IN TOUCH WITH YOUR FEELINGS AND UNCONSCIOUS IMPULSES

STOP PLAYING JUDGE & JURY AND LECTURING AND MORALISING

ALLOW PEOPLE TO COME TO DECISIONS ON THEIR OWN

LISTEN TO OTHERS, OFTEN THEY ARE RIGHT

REALISE THAT PERFECTION IS NOT ALWAYS A USEFUL STANDARD

DONT BE OBSESSIVE IN YOUR THOUGHTS AND COMPULSIVE IN YOUR ACTIONS

GIVE YOURSELF THE TRUE SATISFACTION OF BECOMING HUMAN, NOT INHUMANLY PERFECT.

MAINTAIN BALANCED VIEW OF RIGHT & WRONG

AVOID BEING SELF-RIGHTEOUS, INTOLERANT & INFLEXIBLE

DONT BECOME OBSESSED ABOUT WRONG DOINGS OF OTHERS

STRIVE TO BE REASONABLE, AND OBJECTIVE

SEEK GREATER REALISM AND OBJECTIVITY TO BE WISE

USE OBJECTIVITY AND AVOID EXCESSIVE PERSONAL IMPULSES AND DESIRES

DONT FEAR BEING CONDEMNED

TRY NOT TO BE CRUEL AND SHOW MERCY IN CONDEMNING OTHERS

DONT BE AFRAID OF MAKING MISTAKES

### TYPE 2 'THE HELPER'

HELP PEOPLE ONLY WITH THEIR NEEDS

DONT BE GOOD JUST TO ATTRACT PEOPLE

BEWARE OF YOUR ALTERIOR MOTIVES

RESIST CALLING ATTENTION TO YOURSELF

DONT ALWAYS BE DOING FOR PEOPLE

FOCUS ON YOUR FAMILY FIRST

DO CHARITABLE THINGS ANONYMOUSLY

DO NOT BE POSSESSIVE OF YOUR FRIENDS

DONT DO FOR OTHERS TO BOOST YOUR EGO

LOVE OTHERS SELFLESSLY

LEARN TO LISTEN TO OTHERS

RECOGNISE AFFECTION & GOOD WISHES OF OTHERS WITHOUT IT SHOWN

ACKNOWLEDGE OWN REAL FEELINGS & INNER STATES

AVOID BEING COERCIVE & DOMINEERING

DONT BE MANIPULATIVE, SELF-SERVING NOR SELF-DECEPTIVE ABOUT SELFISH BEHAVIOUR

DONT BECOME OVERLY INTIMATE OR INTRUSIVE WITH FRIENDS

STRIVE TO BE EMPATHETIC, COMPASSIONATE & SINCERE

DO NOT ABUSE ALCOHOL

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

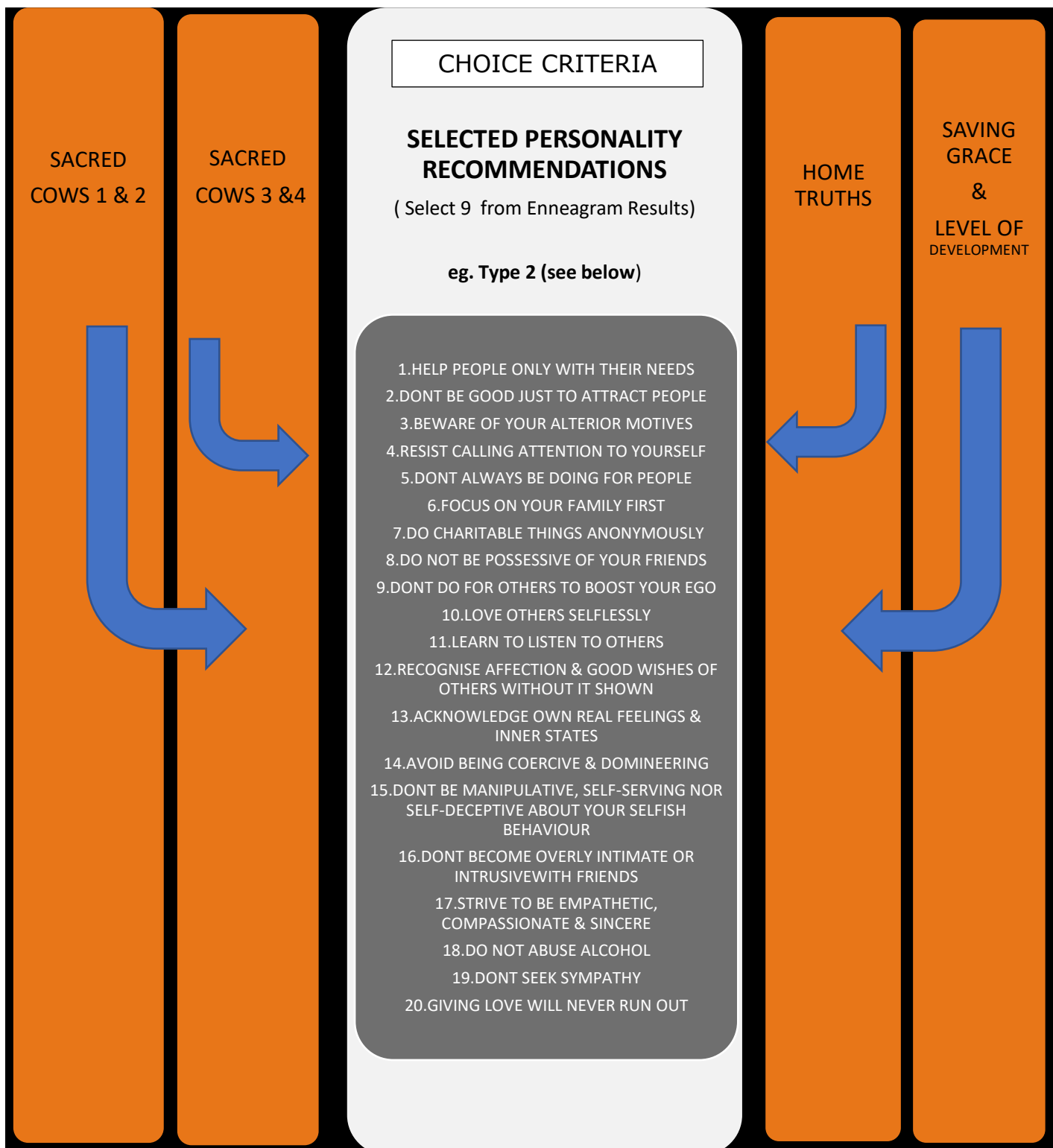
DONT LIVE BY THE SWORD

CONSIDER THE GOOD YOU CAN DO

THINK ABOUT YOUR LEGACY

DONT BE DESTRUCTIVE

PUT YOUR SKILLS TO DO GOOD



## Select Your 9 Priority Personality Recommendations

*(Based on Your Primary – Most prevalent- Levels of Development, Sacred Cow Rankings, Saving Grace & Home Truths)*

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

9 Priority Personality Recommendations

OUTPUT X

INPUT | OUTPUT

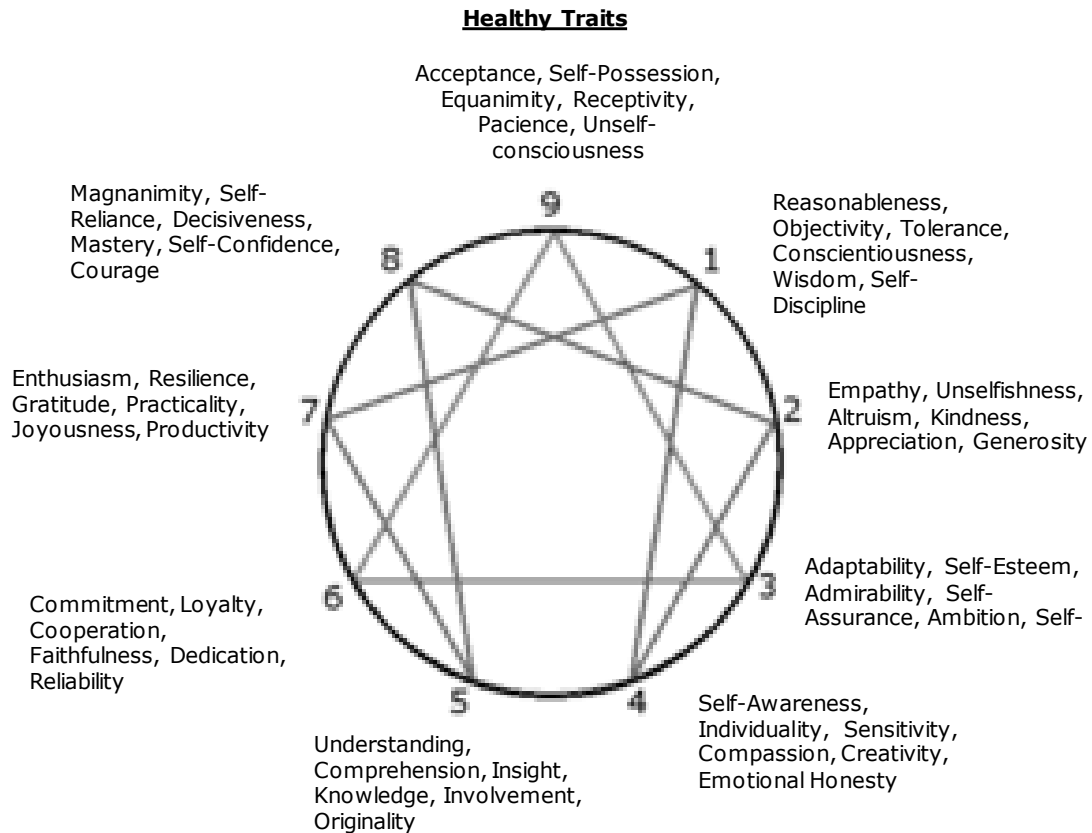
LEVEL OF DEVELOPMENT

PERSONALITY RECOMMENDATION

## STAGE V – Develop Your Personality Dashboard

Character Development is all about emulating your given personality's healthiest traits.

### 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

## Your Personality Type Dilemma & Mission for

















INPUT | OUTPUT









**Improvement**

**INPUT TABLE IX  
(Copy)**

TYPE	NICE YOU	YOUR DILEMMA	UGLY YOU	MISSION
1	 	Be tolerant & reasonable not a self-righteous & perfectionist twit	 	To hell with duty and perfection. Hug a tree and hug someone not as perfect as you are, they will appreciate it
2	 	Be altruistic & generous by all means but stop being manipulative & so self-important	 	Put yourself and your closest loved ones first, stop doing for people just to feel good yourself
3	 	Be more genuine, likeable & cooperative not so up yourself, exploitative & narcissistic	 	Don't be so vain and driven and sensitive, it's not all about you, give hope to others, they will follow you



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	 	<p>Be magnanimous &amp; merciful not a ruthless megalomaniac, it demeans you – you are not invincible</p>	 	<p>Confront your power base. We all know you are strong but are you kind. To lead well you need to love well</p>
9	 	<p>Be receptive &amp; peaceful not defensive and fatalistic</p>	 	<p>Clear the decks. Confront problems, and if you are on a mission – peace and love will prevail</p>

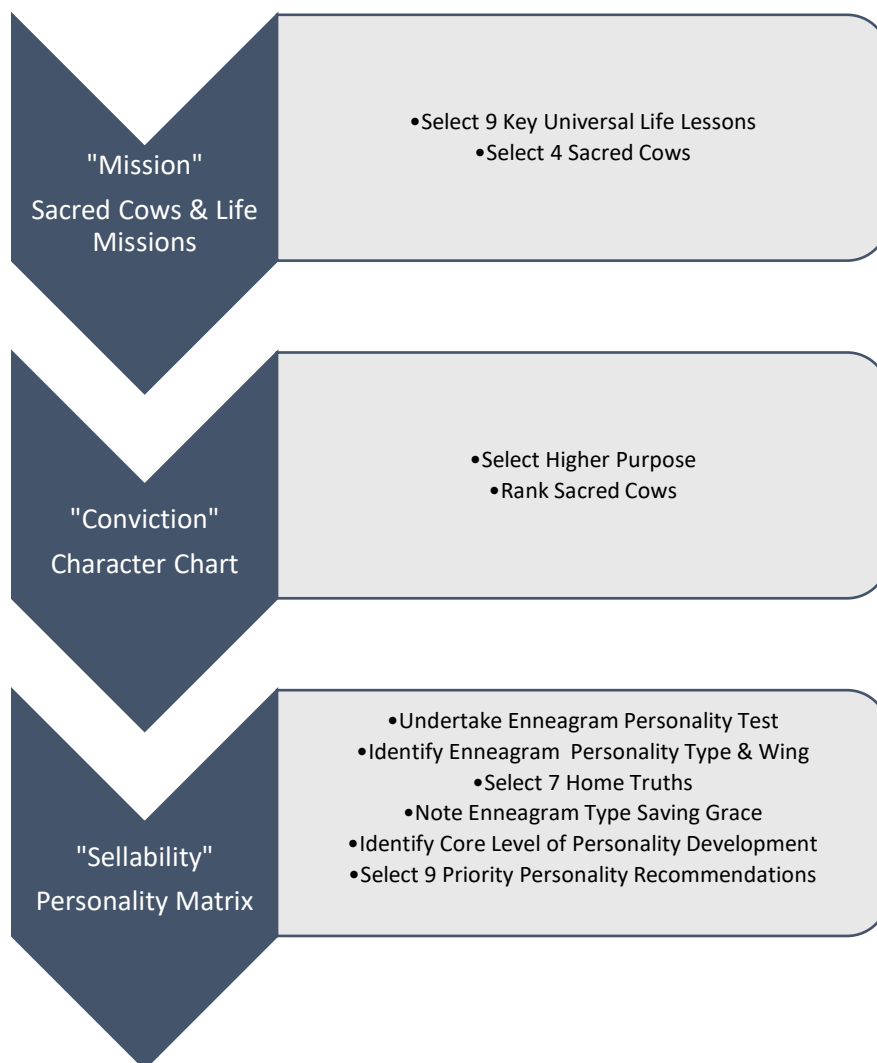
## How to Develop your Personality Dashboard

The exercise involves pulling together your Personality DNA to help in developing 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, and in the context of your (selected) Higher Purpose.

### Review Process so far

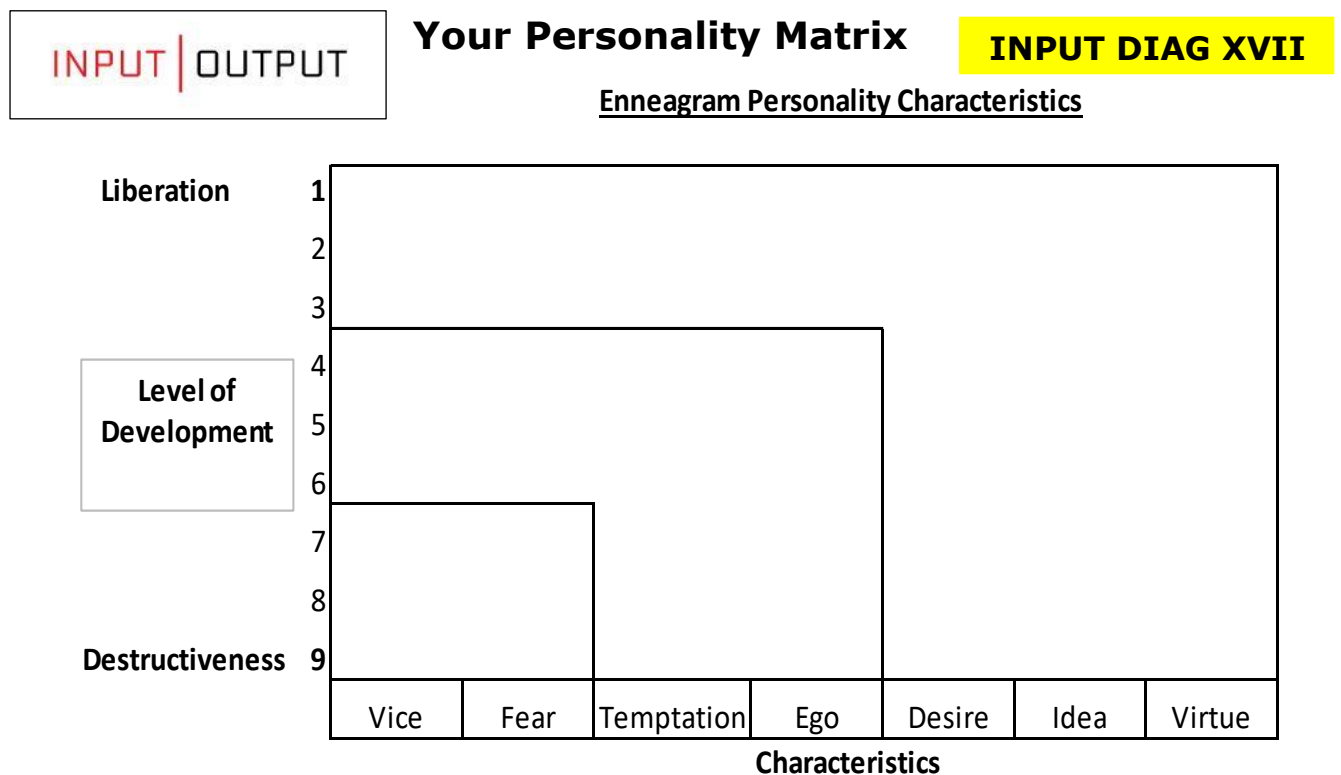


## Comparing Your Level of Development with the typical Characteristics of your Enneagram Personality Type

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

Compare Your Level of Development with the typical Characteristics of your Enneagram Personality Type. 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'.



Attempt to plot

- Your Top 9 Universal Life Lessons/Mission Statement
- Your Top 4 Sacred Cows
- Your Top 7 Home Truths
- Your Top 9 Personality Recommendations

Select Levels 1-4 of Development (Liberation-Psychological Capacity-Social Value-Social Role) and Characteristics Basic Desire- Holy Idea- Virtue (Top Right Quartile).

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.

Given the above analysis and direction for improvement, prioritize and select your core definitive Personality and Character drivers:

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

## Select Your Personality Matrix Focus Criteria

### OUTPUT XIII

#### a) Your Focus Key Life Lessons/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

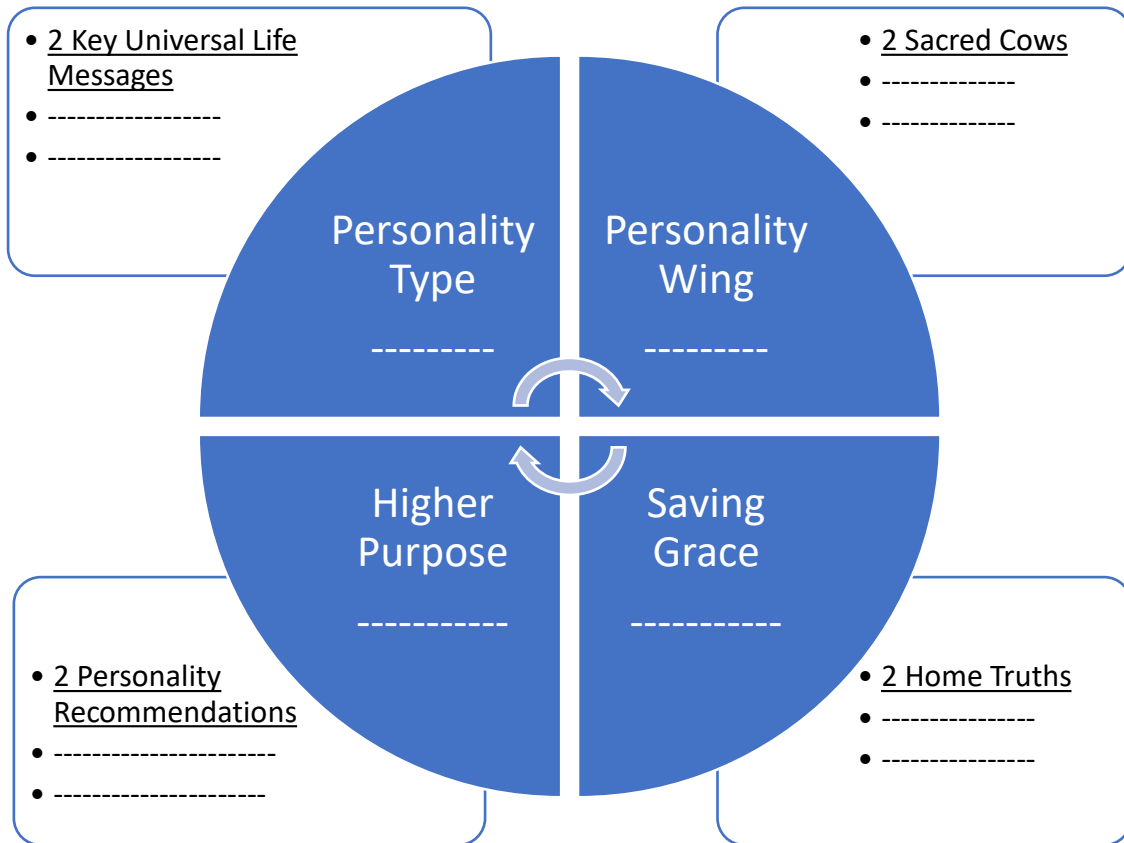
1  
2

## Plot Your Personality Dashboard

**OUTPUT XIII**  
cont'd

INPUT | OUTPUT

**INPUT DIAG XIX**  
(Select 2 of each)



### 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 \_\_\_\_\_





## Skills, Goals & Desires

### **STAGE I -List Your Gifts, Abilities & Skills**

<https://destinygram.com/skillsgoalsanddesires>

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 our 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.

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 (by Enneagram Personality Type) 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. 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/ being a comedian, 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

### Category Lists



#### INPUT TABLE XIV

#### 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).

Refer to references later in this section of the analysis titled 'Career Choices which might suit your Destiny'.

#### Personal Life oriented

Matters of your personal life- love, marriage, sex, parenthood, pass-times, hobbies- are less about gifts, abilities and skills and more about your personal qualities and life choices. But they will feature strongly in your final Destiny Choices.

## 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	Trouble-shooter
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 of Long List of Gifts, Abilities & Skills

Please log – “Your Reality Matrix Criteria Long List of Gifts, Abilities & Skills.”

INPUT | OUTPUT

**OUTPUT XIV**

### a) Your Gifts

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### b) Your Abilities

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### c) Your Skills

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## Prioritization

You have to select now your Prioritized TOP-6 combined Skills Set (Gifts/Abilities/Skills) for onward analysis (Reality Matrix). Selection should be made only after honestly answering the following questions, relating to each Gift, Ability or Skill:

INPUT | OUTPUT

INPUT TABLE XXII

### Ikigai Sweet Spot Prioritization

1. What ability have you been most blessed with?
2. What could you excel at & be in the top percentile in the world doing of?
3. What are you most passionate about doing?
4. What do you consider you were born to do?
5. What do you do that aligns with your life purpose?
6. What are you phenomenal at?
7. What amazes you that you can do without even trying?
8. What are you doing when you hit a groove?
9. What do you do that just flows out of you?
10. What do you do that taps into some innate ability?
11. What activity gives you a surge in energy and ideas?
12. What are you drawn to doing?
13. What would you pay to be able to do?
14. What activity would you do if money was not an issue?
15. 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.

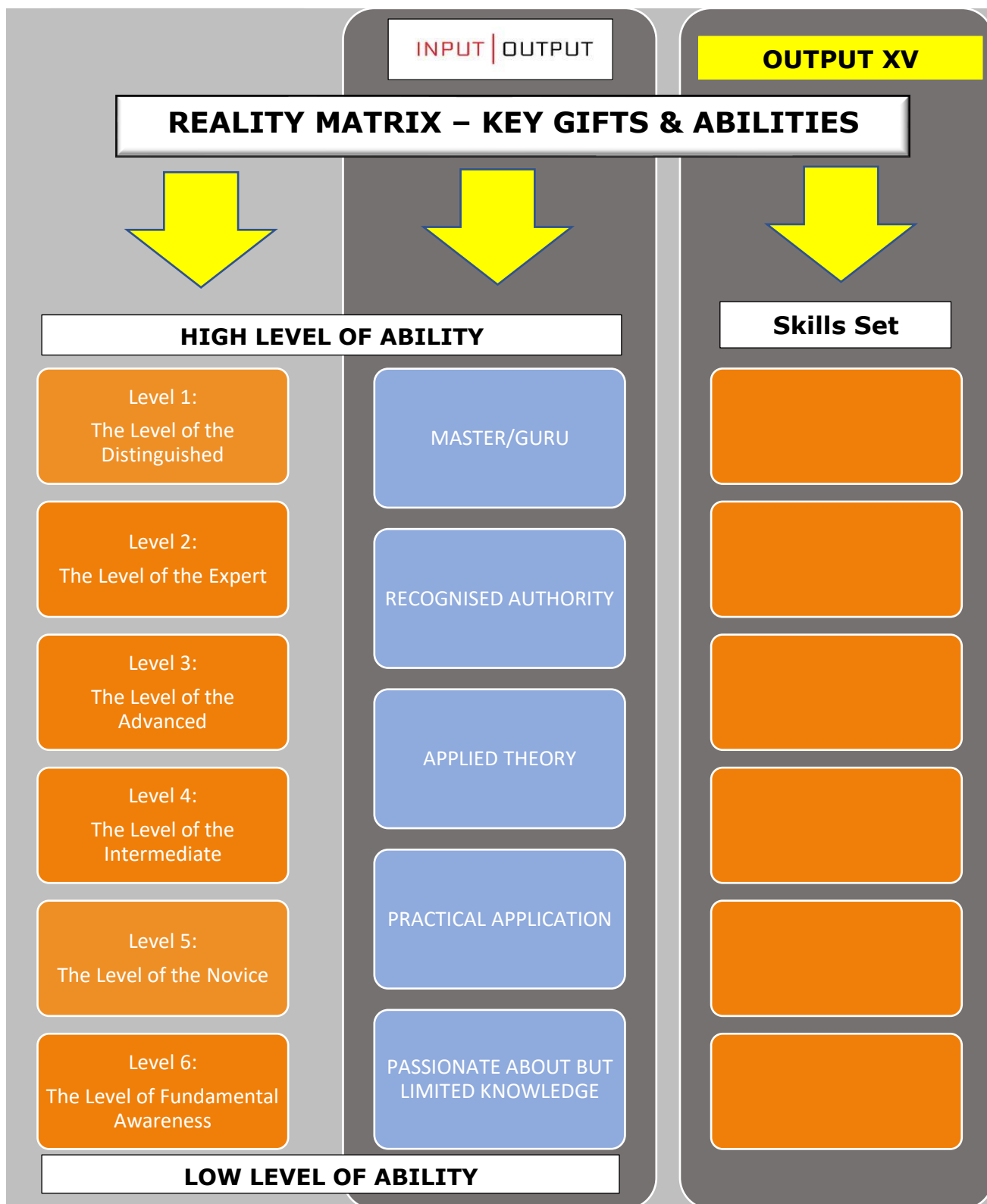
## Your Reality Matrix Criteria Short List – Skills Set (based on your key Gifts & Abilities)

INPUT | OUTPUT

### OUTPUT XV

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		

## Reality Matrix Criteria Short List – 6 Gifts, Abilities, Skills (Based on your key selection– developed or desired)

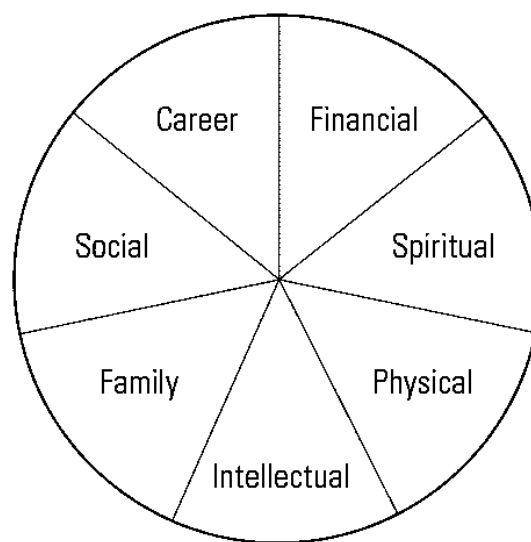


## STAGE II - List Your Needs, Goals & Desires

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.

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'.

## 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

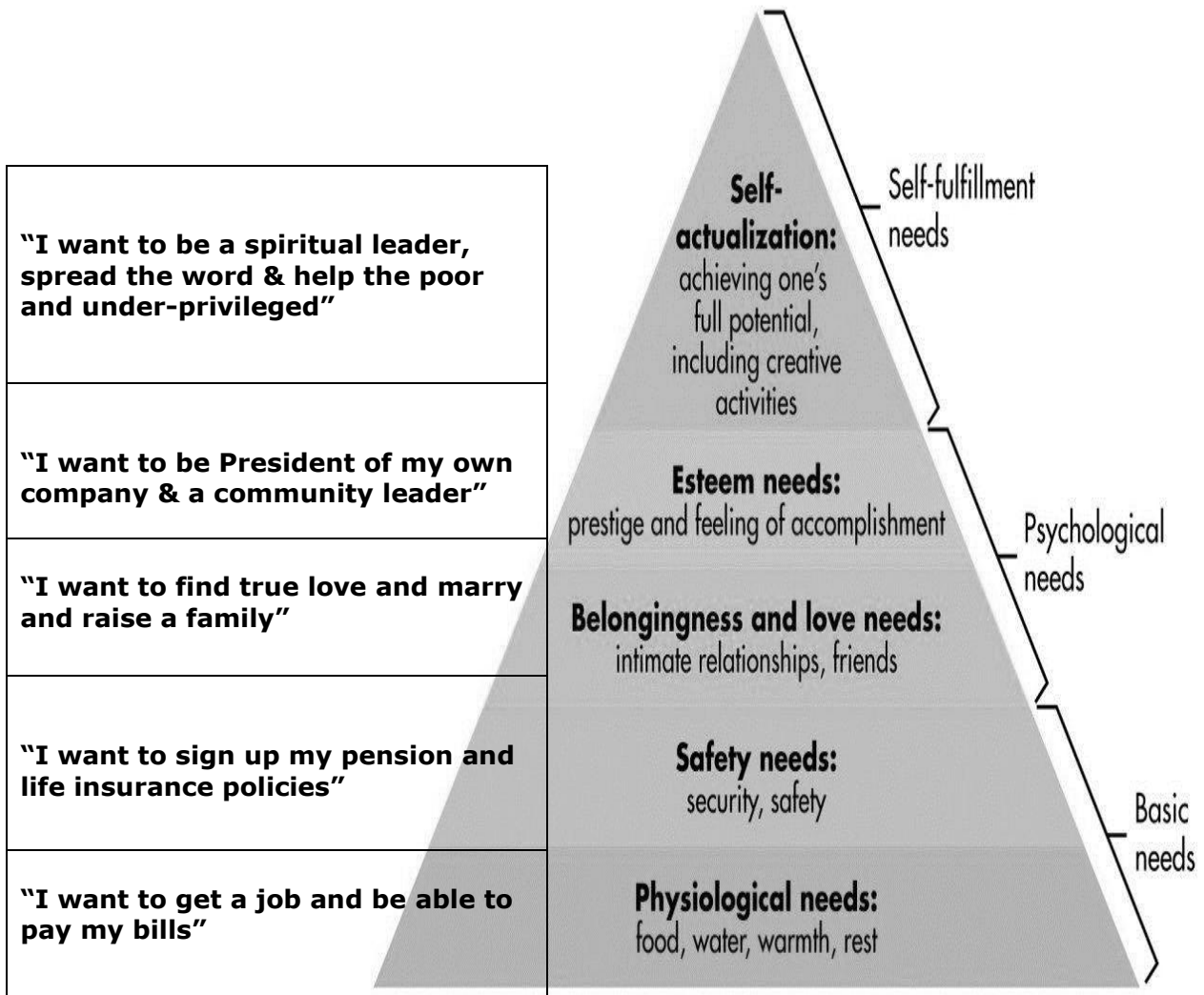
Inherently, life goals need to be meaningful to the individual, and meaning is subjective to the individual. Kasser and Ryan (2001) categorized two types of life goals relating to well-being in different ways:

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.

## Maslow hierarchy of Needs



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.

## 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, 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 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"> <li>• Acceptance, the need for approval</li> <li>• Curiosity, the need to learn</li> <li>• Eating, the need for food</li> <li>• Family, the need to raise children</li> <li>• Honour, the need to be loyal to the tradition values of one's clan/ethnic group</li> </ul> | <ul style="list-style-type: none"> <li>• Physical activity, the need for exercise</li> <li>• Power, the need for influence of will</li> <li>• Romance, the need for sex</li> <li>• Saving, the need to collect</li> <li>• Social contact, the need for friends (peer relationships)</li> <li>• Status, the need for social standing/importance</li> <li>• Safety, the need to be safe</li> <li>• Vengeance, the need to strike back/to win</li> </ul> |
|---|---|

- Idealism, the need for social justice
- 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.

With the advent of Credit in modern society, to fuel economic growth, we have however 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.

## Your Reality Matrix Criteria Long List of Needs, Goals & Desires

INPUT | OUTPUT

**OUTPUT XVI**

### a) Your Needs

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### b) Your Goals

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### c) Your Desires

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## **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.

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. A list of Famous and Celebrity Characters listed under each, highlighting as a *caricature* might include - 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.

For the purpose of generalisation, listed below are 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 is 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.

## **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.

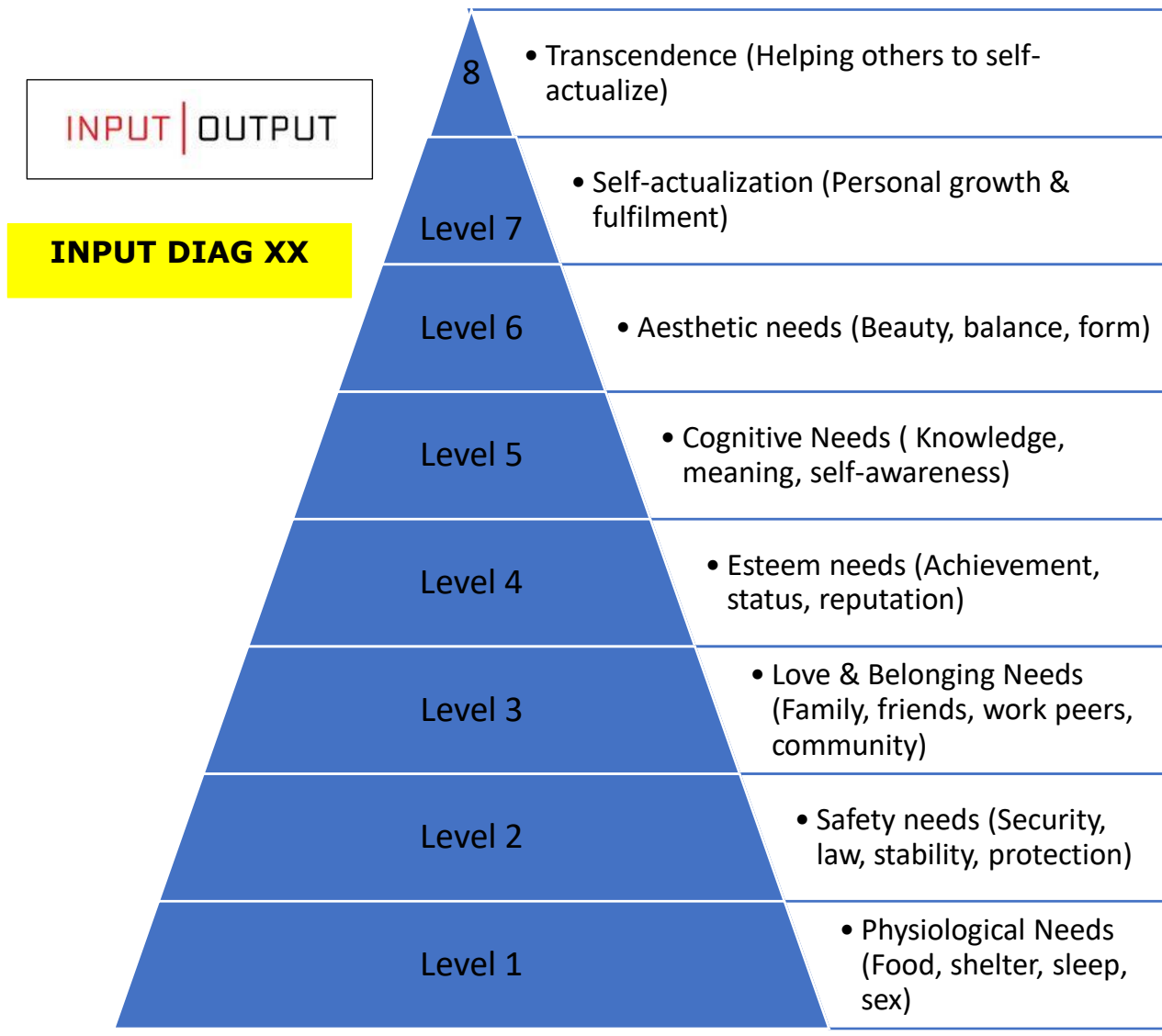
## By Enneagram Types

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 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.

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.

We have 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. Goal setting and Levels of Development don't need to be affected by Habitual Desires.

Make your selections wisely, whatever the underlying Habitual Desires your Personality Type may naturally exhibits.

Where Personality traits are of relevance probably relate most to Type 3 (Love and Belonging – Partner & Family Relations) and Type 4 (Esteem-Status, Role & Reputation). These are two core normal areas of Goals and Desires (A Happy Relationship and a Good Job in society).

In this regard it is worth checking whether your partner's Personality Traits meet your desires, and that your Job Role is well suited to your Personality Type.

The following matrices can be helpful but are not fool proof in identifying whether your Partner is right for you, or your current Job Role is right for you.

Personality Type	Traits	Key Word Selection Strongly +/ or -
one	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Ethical, dedicated, reliable, strives to help themselves and others be the best they can be</li> <li>• <b>Faults:</b> Very critical, especially to themselves; tends to see things in black and white</li> <li>• <b>Basic fear:</b> To be bad or corrupt</li> <li>• <b>Basic desire:</b> To be good or have integrity</li> </ul>	
two	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Caring, interpersonal, warm, giving, values relationships and service</li> <li>• <b>Faults:</b> Focuses so much on what others need that they don't acknowledge their own needs; sometimes thinks they know best about the needs of others</li> <li>• <b>Basic fear:</b> Being unworthy of being loved; being unwanted</li> <li>• <b>Basic desire:</b> To be loved</li> </ul>	
three	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Adaptable and able to succeed in almost any situation; productive and image-conscious</li> <li>• <b>Faults:</b> Feels their worth lies in what they can do and accomplish rather than who they are</li> <li>• <b>Basic fear:</b> To be worthless or insignificant; to disappoint others</li> <li>• <b>Basic desire:</b> To be valuable and accepted</li> </ul>	

four	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Creative, sensitive, introspective, unique, understanding, empathetic</li> <li>• <b>Faults:</b> Desires to be seen and understood at all times; tends to be jealous and moody</li> <li>• <b>Basic fear:</b> To have no identity or personal significance</li> <li>• <b>Basic desire:</b> To be meaningful based on their inner experience</li> </ul>	
five	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Knowledgeable, curious, insightful, analytical</li> <li>• <b>Faults:</b> Struggles to connect with their emotions; very detached and tends to be a loner</li> <li>• <b>Basic fear:</b> To be useless, helpless or incapable</li> <li>• <b>Basic desire:</b> To be capable and competent</li> </ul>	
six	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Committed, practical, witty, great in a crisis, always prepared</li> <li>• <b>Faults:</b> Can be anxious and sometimes struggles with self-doubt</li> <li>• <b>Basic fear:</b> To be without security and support</li> <li>• <b>Basic desire:</b> To have security/ support</li> </ul>	



seven	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Adventurous, always planning something fun, loves having new experiences</li> <li>• <b>Faults:</b> Struggles with recognizing limits and tends to overexert themselves; can struggle with doing fun things in order to avoid internal pain</li> <li>• <b>Basic fear:</b> To be confined or in pain</li> <li>• <b>Basic desire:</b> To be happy and satisfied</li> </ul>	
eight	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Commanding, direct, protective, very take-charge</li> <li>• <b>Faults:</b> Confrontational, always needs to be in control, always needs to get what they want</li> <li>• <b>Basic fear:</b> To be harmed or controlled by others</li> <li>• <b>Basic desire:</b> To be in control and protect self and others</li> </ul>	
nine	<ul style="list-style-type: none"> <li>• <b>Strengths:</b> Pleasant, laid back, accommodating</li> <li>• <b>Faults:</b> Can explode with anger when keeping things in for too long; can be too complacent</li> <li>• <b>Basic fear:</b> To be disconnected, separate and/or lost</li> <li>• <b>Basic desire:</b> To have peace and stability in their internal and external world</li> </ul>	

Personality Type	Job Role	Match
one	<ul style="list-style-type: none"> <li>•Accountant</li> <li>•Auditor</li> <li>•Editor</li> <li>•Interior designer</li> <li>•Architect</li> <li>•Real estate agent</li> <li>•Surgeon</li> <li>•Event planner</li> <li>•Law Enforcement</li> <li>•Private Investigation</li> </ul>	
two	<ul style="list-style-type: none"> <li>•Professor</li> <li>•Doctor</li> <li>•Nurse</li> <li>•Working for or starting a non-profit</li> <li>•Engagement &amp; wedding photographer</li> <li>•Writer/Philosopher</li> <li>•Chaplain</li> <li>•Hospice Care</li> <li>•Management Consultant/Adviser</li> <li>•Therapist/Life Coach</li> </ul>	
three	<ul style="list-style-type: none"> <li>•CEO of a new company</li> <li>•Entrepreneur</li> <li>•Speaker</li> <li>•Podcast host</li> <li>•Stylist</li> <li>•Marketing director</li> <li>•Performer</li> <li>•Athletic Competition</li> <li>•Entertainment Agent</li> </ul>	
four	<ul style="list-style-type: none"> <li>•Artist</li> <li>•Social media manager</li> <li>•Advertising (for a trusted brand)</li> <li>•Writer/ Poet</li> <li>•Counsellor</li> <li>•Designer</li> <li>•Culinary Arts</li> <li>•Forestry</li> </ul>	

five	<ul style="list-style-type: none"> <li>• Analyst</li> <li>• Journalist</li> <li>• Engineer</li> <li>• Researcher</li> <li>• Scientist</li> <li>• Web developer</li> <li>• Specialist (in any field)</li> <li>• Banker</li> <li>• Paralegal</li> <li>• Lawyer</li> <li>• Dentist</li> <li>• Business manager at established company</li> <li>• Cyber Security</li> <li>• Engineering &amp; Construction</li> <li>• Quality Assurance</li> <li>• Mathematician</li> </ul>	
six	<ul style="list-style-type: none"> <li>• Paralegal</li> <li>• Critic</li> <li>• Banker</li> <li>• Trainer / Linguist</li> <li>• Civil Servant</li> <li>• Hospitality</li> <li>• Nannies</li> <li>• Vets</li> <li>• Dentist</li> <li>• Environmentalist</li> <li>• Dentist</li> <li>• Business Manager in stable company</li> </ul>	
seven	<ul style="list-style-type: none"> <li>• TV Personality/ Actor/ Performer</li> <li>• Content Creator</li> <li>• Agent</li> <li>• Director of sales</li> <li>• Publicist</li> <li>• Travel Agent</li> <li>• Hair Stylist</li> <li>• Interior Design</li> <li>• Photographer/ Fashion</li> <li>• Entrepreneur</li> <li>• Chef</li> </ul>	

eight	<ul style="list-style-type: none"> <li>•CEO</li> <li>•Executive assistant (before they take over the empire, obviously)</li> <li>•Real Estate Agent</li> <li>•Event Planner</li> <li>•Director Sales</li> <li>•Military Officer</li> <li>•Ship Captain</li> <li>•Politician</li> <li>•Financial Advisor</li> </ul>	
nine	<ul style="list-style-type: none"> <li>•Teacher</li> <li>•Artist</li> <li>•Yoga instructor</li> <li>•Retreat leader</li> <li>•Travel agent</li> <li>•Student counsellor</li> <li>•Psychologist</li> <li>•Therapist</li> <li>•Editor</li> <li>•Arbitrator</li> <li>•Spiritual Guru</li> <li>•Lawyer</li> </ul>	

## Your Reality Matrix Criteria Short List – Goals & Desires” (based on your Levels of Needs)

### OUTPUT XVII

INPUT | OUTPUT

*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*

## **STAGE III - Forming your Reality Dashboard**

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.

You have selected a Long List of perceived 'Gifts, Abilities and Skills'; and then 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.

You also selected a Long List of perceived 'Needs, Goals and Desires'; and then 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 as 'Higher or Primary Purpose in Life'.

### **Your Reality Dashboard**

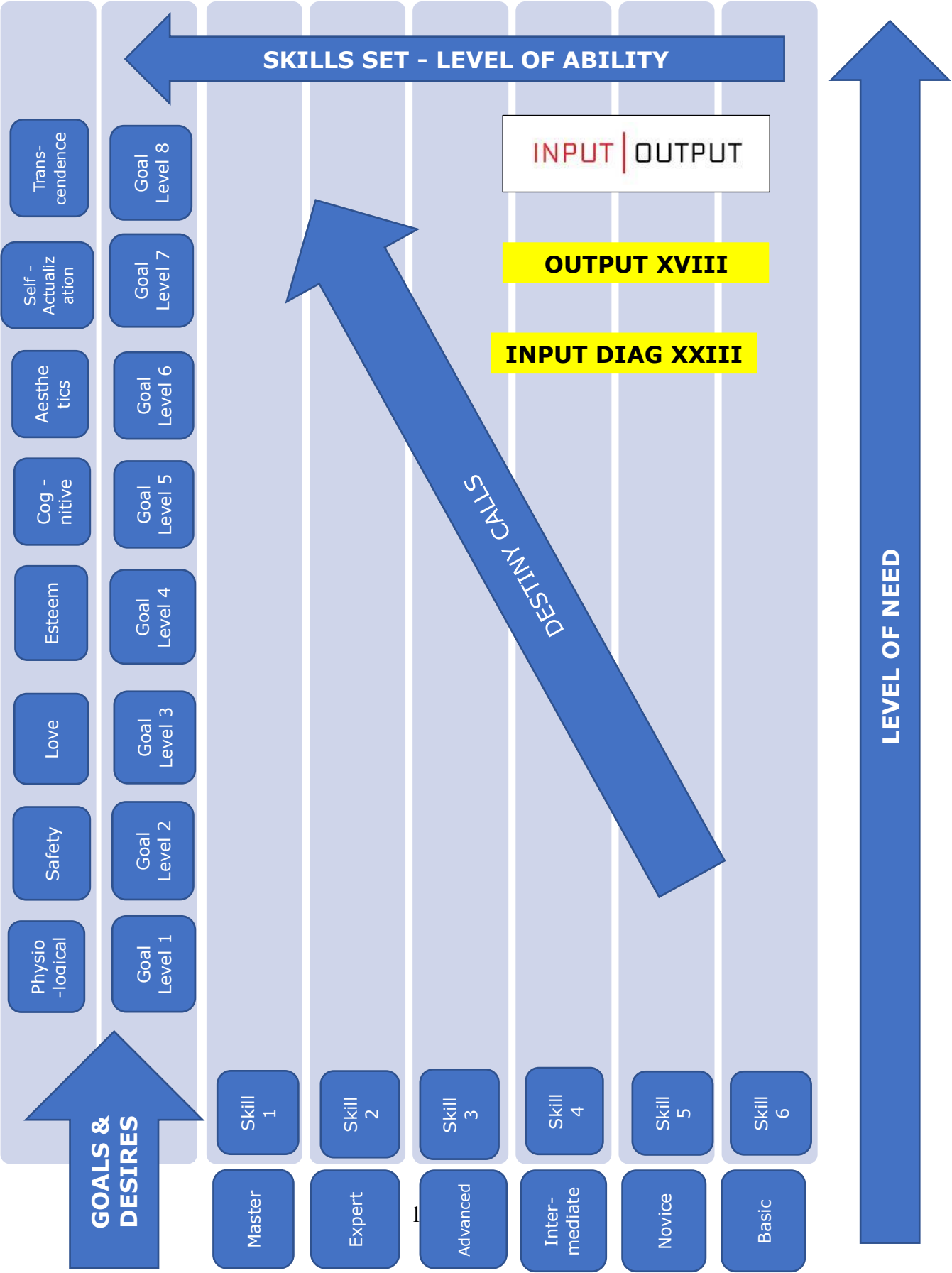
You should now Plot each of your 8 chosen Goals and Desires ranked (honestly) by their Level of Need against your Skills Set appropriate to each Goal and Desire – on "Your Reality Dashboard". Finally, you will shortlist your Top 4 Goals and Desires, ranked accordingly to your current level of Ability.

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).

You should then 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.

000000000000000000000000

Reality Matrix/Dashboard







**Reality Matrix Focus Criteria –  
4 Goals/Desires  
6 Skills / Abilities**

**OUTPUT XIX**

INPUT | OUTPUT

Focus Goals & Desires		Ranked Skills Set
1		
2		
3		
4		

## **STAGE IV - Developing 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. You are now homed in on just four 'Goals and Desires', an achievement of Focus in itself. 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.

Your 'Valuable Ideas' are your 'Intellectual Property' and they must be authentic and personal.

If your Valuable Idea(s) are to become your future 'Vocation and Source of Income' as well as your 'Reason for Being' – then they will need to satisfy four components. This describes the 'Ikigai and the Four P's' - '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, 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.

**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 Igikai 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; and 4) Your Personality Development- Ideas to Improve Yourself focusing on the 2 Key Areas for your Personality Improvement

## OUTPUT XIII cont’d

### 1) Your Input (Focus)

INPUT | OUTPUT

#### 4 Selected Goals & Desires

1

2

3

4

#### 6 Core Skills/Abilities

1

2

3

4

5

6

INPUT | OUTPUT

## OUTPUT XIII cont'd



## Personality Type Characteristics

- 1. Virtue \_\_\_\_\_
- 2. Holy Idea \_\_\_\_\_
- 3. Basic Desire \_\_\_\_\_



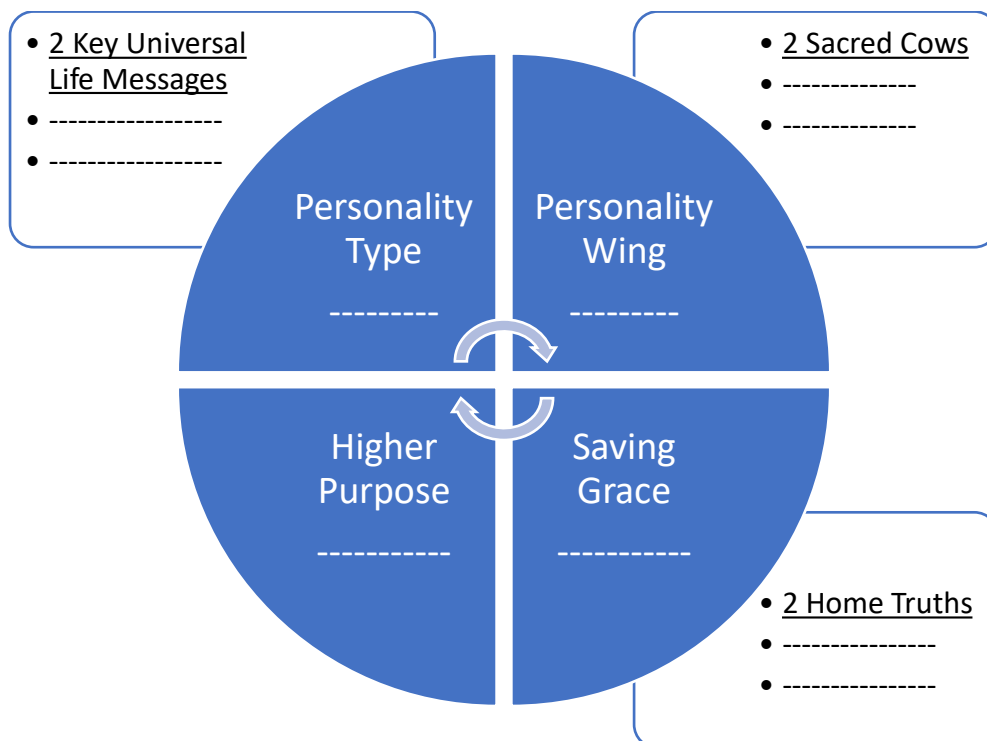
## Personality Traits (Healthy Levels Of Development)

- 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**

INPUT | OUTPUT

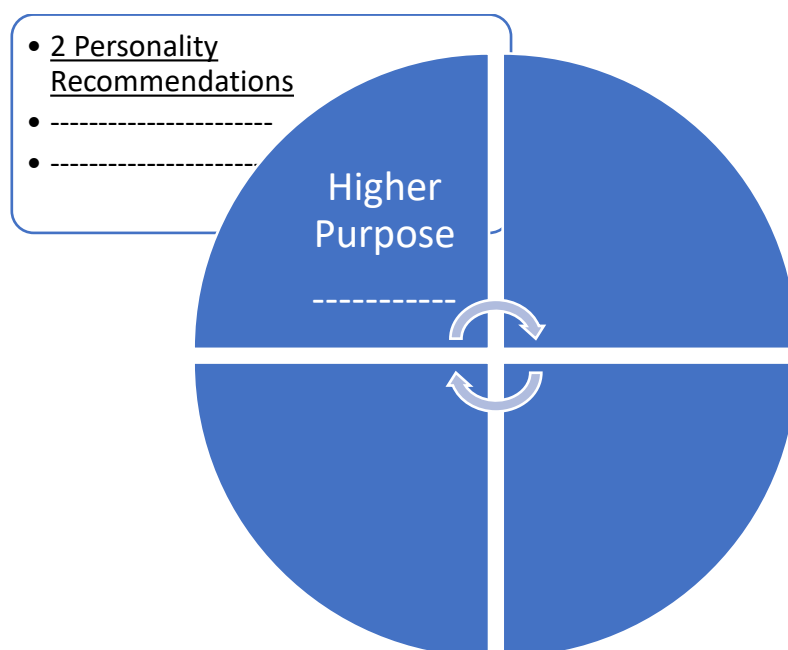


#### 4) Your Personality Development (Personal Betterment)

#### OUTPUT XIII cont'd

### 2 Personality Recommendations

INPUT | OUTPUT



### Focus on the defining '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, and it is instructive to reflect one more time on the Healthy Traits to your Enneagram Personality Type. 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, going 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.

## **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**

Based on the above, please now complete- **"Your Valuable Ideas List & Personality Criteria"**.

The Long List should include at least 20 Valuable Ideas. We will next 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.

The Table below - "Other Peoples' Valuable Ideas"- is included purely to as an idea of the range of ideas others might be pursuing.



## 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 <sup>rd</sup> 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

<b>Form a Leer Jet Timeshare</b>	<b>Buy a Tesla Electric Car</b>	<b>Develop my own YouTube Video</b>	<b>Lead a Workers Union</b>
<b>Whistle Blow on something serious</b>	<b>Get into Religion</b>	<b>Become a Single Dad</b>	<b>Design Apps for Kids</b>
<b>Give more to Charity</b>	<b>Work Double Shifts for a Year</b>	<b>Set up a Student Exchange Idea</b>	<b>Set up an Auto Repair Franchise</b>
<b>Sell my Business &amp; Disappear</b>	<b>Write Music &amp; Songs</b>	<b>Set up an Atheist Cult</b>	<b>Become a UN Ambassador</b>
<b>Travel a year in a Campervan</b>	<b>Lead a Revolution in my Country</b>	<b>Work in a Hospice</b>	<b>Fight Corruption Worldwide</b>
<b>Down-Size in Life</b>	<b>Offer Post Natal Services</b>	<b>Become a Political Activist</b>	<b>Go back to College</b>
<b>Expose a Paedophile</b>	<b>Donate to Cancer Research</b>	<b>Set up Home Improvements Firm</b>	<b>Design &amp; Sell Clothes On-Line</b>
<b>Create On-Line Lectures</b>	<b>Dedicate my Life to my Kids</b>	<b>Go On Holiday 3 times a year</b>	<b>Become a Jehovah Witness</b>
<b>Swap Jobs with my Husband</b>	<b>Get into the Swingers Scene</b>	<b>Market Companies</b>	<b>Become an Investment Angel</b>
<b>Become an Actor</b>	<b>Learn to Meditate</b>	<b>Change my Sex</b>	<b>Take better Care of Myself</b>
<b>Save the Planet</b>	<b>Make lots of Money</b>	<b>Put myself First</b>	<b>Put my Wife First</b>
<b>Merge my Company</b>	<b>Join the Army</b>	<b>Change Careers</b>	<b>Lose Weight &amp; Find a Wife</b>
<b>Run for President</b>	<b>Take up Yoga</b>	<b>Re-habilitate Prostitutes</b>	<b>Move into the Countryside</b>
<b>Develop YouTube Videos for Others</b>	<b>Set up a Charity</b>	<b>Retire Early</b>	<b>Hit Someone where it hurts</b>
<b>Be Good</b>	<b>Be Kind</b>	<b>Be Silly</b>	<b>Be Serious</b>
<b>Be Creative</b>	<b>Be Tolerant</b>	<b>Be Thoughtful</b>	<b>Be Outrageous</b>
<b>Just Do It</b>	<b>Swallow my Pride</b>	<b>Be Brave</b>	<b>Go Sober</b>
<b>Go Beyond my Ego</b>	<b>Have Faith in Myself</b>	<b>Ignore what people Say</b>	<b>Be my Own Woman</b>
<b>Never Give Up</b>	<b>Study Philosophy</b>	<b>Be Spiritual</b>	<b>Harm No one</b>
<b>Trust More</b>	<b>Love Everyone</b>	<b>Give more</b>	<b>Judge Less</b>
<b>Take up Golf</b>	<b>Become a Public Speaker</b>	<b>Give my Money Away</b>	<b>Save and Invest More</b>

**Your Valuable Ideas Long List**  
**including Personality Development ideas**

INPUT | OUTPUT

OUTPUT XXI

	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					



## Destiny Choices

### **STAGE I - Building your 'Destiny Pyramid'**

<https://destinygram.com/destinychoices>

You have a List of 20 Valuable Ideas which represent everything you dream for – or at least one of them 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.

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.

#### 4 Valuable Ideas ranked by Goals/Desires/Skills and 4 Valuable Ideas ranked by suitability for your Personality Traits/Value Base & Focus for Personality Development (Initial Selection)

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	

INPUT | OUTPUT

Goals/Desires/Skills

OUTPUT XXIII

1				
2				
3				
4				

#### Personality Traits/Value Base/Areas for Personal Development

5				
6				
7				
8				

## 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 online analysis per se. This selection lies within yourself- ie. it is purely based on your own input henceforth, your values and desires, and where informative, linked to your social networking Facebook, Instagram, LinkedIn history, if provided in the online analysis.

We will utilize what is 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.

**OUTPUT XXII**

**Your Profile  
Review**

INPUT | OUTPUT

**Your 'Primary Purpose' (or 'Higher Purpose') is- .....**

### Who Are You?

- **Your Enneagram Personality Type Results-** Type ..... which is categorized as a..... The Type's Personality Characteristics are: Your Virtue is .....; Your Holy Idea- ..... and Your Basic Desire- To ..... Your Type's Personality Traits at the Highest Levels of Development are: .....; ..... and .....
- **Universal Key Life Messages-** You selected the two which resonated most with you: T '.....' ; and '.....'
- **Sacred Cows-** Your self-derived 'Sacred Cows' were:  
  
".....and.....". Your Priority Ranking was .....; and your final 2 selected Sacred Cows were: .....
- **Your Personality Recommendations-** From your Enneagram Test Results, Your Type ..... 'Personality Recommendations' were:

" .....  
 .....  
 .....  
 .....  
 ....."

Your selected 9 Personality Recommendations were those underlined above and your 2 final selected Personality Recommendations were: ..... and .....

- **Your Saving Grace-** The Enneagram Type ..... 'Saving Grace' is:

" .....  
 ..... "

- **Your Home Truths-** Based on the above, your Self-Confessed 'Home Truths' were chosen as;

" .....  
 .....  
 .....  
 .....  
 .....  
 .....  
 ....."

In Headline terms the 7 Above Home Truths were chosen as underlined above. These were condensed to 2 Home Truths: ".....and.....".

- 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.



**Your Positive Personal Profile-** was then summarized as follows:

.....  
.....  
.....  
.....

### **What You Want**

**Your 6 Core Skills Set Comprised:**

.....;.....;.....;.....;.....  
.....;.....

**Your 4 selected Goals and Desires were:**

.....;.....;.....;...  
.....

**Your 4 Personality Development Goals were:**

.....;.....;.....;.....

**Your 4 selected Destiny based 'Valuable Ideas' were:**

.....;.....;.....  
;.....

**Your 4 selected Personality Development 'Valuable Ideas were:**

.....;.....;.....;.....

### **Your Positive Personal Profile**

(State what you want to achieve in life)

---

- I

- I

- I

- I

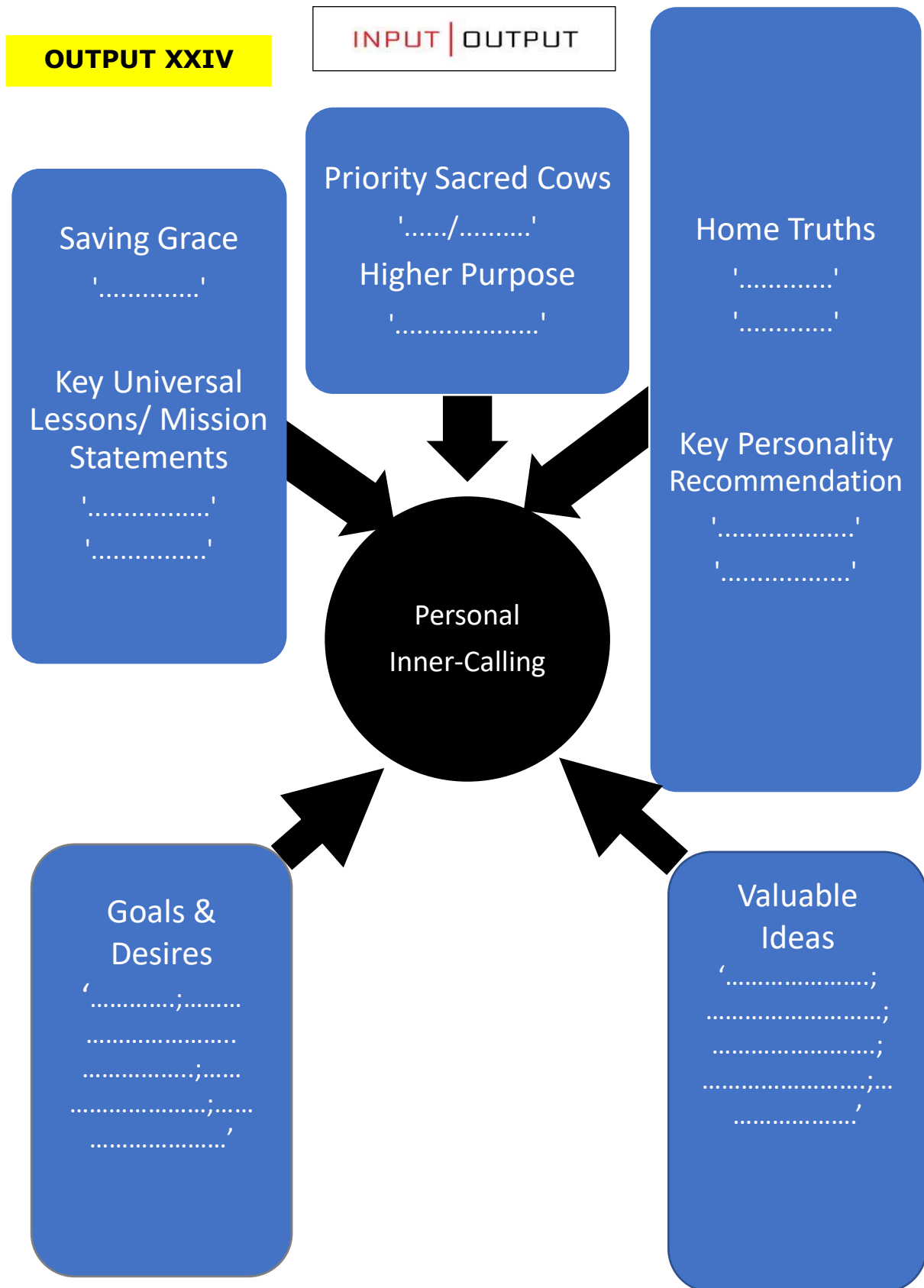
- I

- I

- I

---

## Selection Criteria - Profile Your Own Inner Calling Criteria



## STAGE II – Choosing Your Destiny

### True Destiny Derivation

### OUTPUT XXIV Cont'd

The next and Final Step is the Final Ranking. So, from your selected 'Valuable Ideas' your Priority Analysis (see Destiny Pyramid below) becomes the manifestation of your 'Inner-Calling/ True Destiny'.

You had already defined your Primary / Higher Purpose as '.....'. Based on all the Analysis above, you can summarize your strengths and motivations:

"  
.....  
....."  
.....

Your Primary/Higher Purpose is ..... While this relates to your highest ideals it is unlikely to be your life destiny. In terms of your life Destiny and a Vocation, this relates to your '**Secondary Purpose**' which will be defined by prioritizing your most Valuable Ideas (below):

To 'Becoming Your Destiny' you will likely chose to pursue a new Direction and/or Vocation, that you consider represents what 'You would Love, are Good At, there is a Need For, and You can get Paid For (if that's what you seek)'. And pursue it with Passion and Conviction.

That 'true **Destiny**' is to become (use the pyramid to define it):

'.....'

# Your Destiny Pyramid – Selection Criteria

OUTPUT XXIV  
Cont'd

INPUT | OUTPUT

## **BASED ON:**

### **PRIMARY & SECONDARY PURPOSES IN LIFE:**

.....  
.....

## **RANK:**

### **DESTINY PYRAMID PRIORITIES / IDEAS:**

.....  
.....  
.....

## Range of Destiny Choices

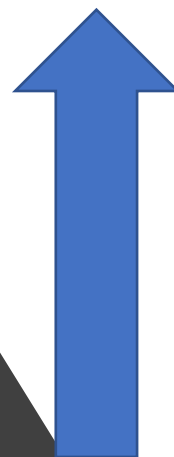
## **INCLUDE:**

### **PERSONALITY DEVELOPMENT IDEAS:**

.....  
.....  
.....  
.....  
.....



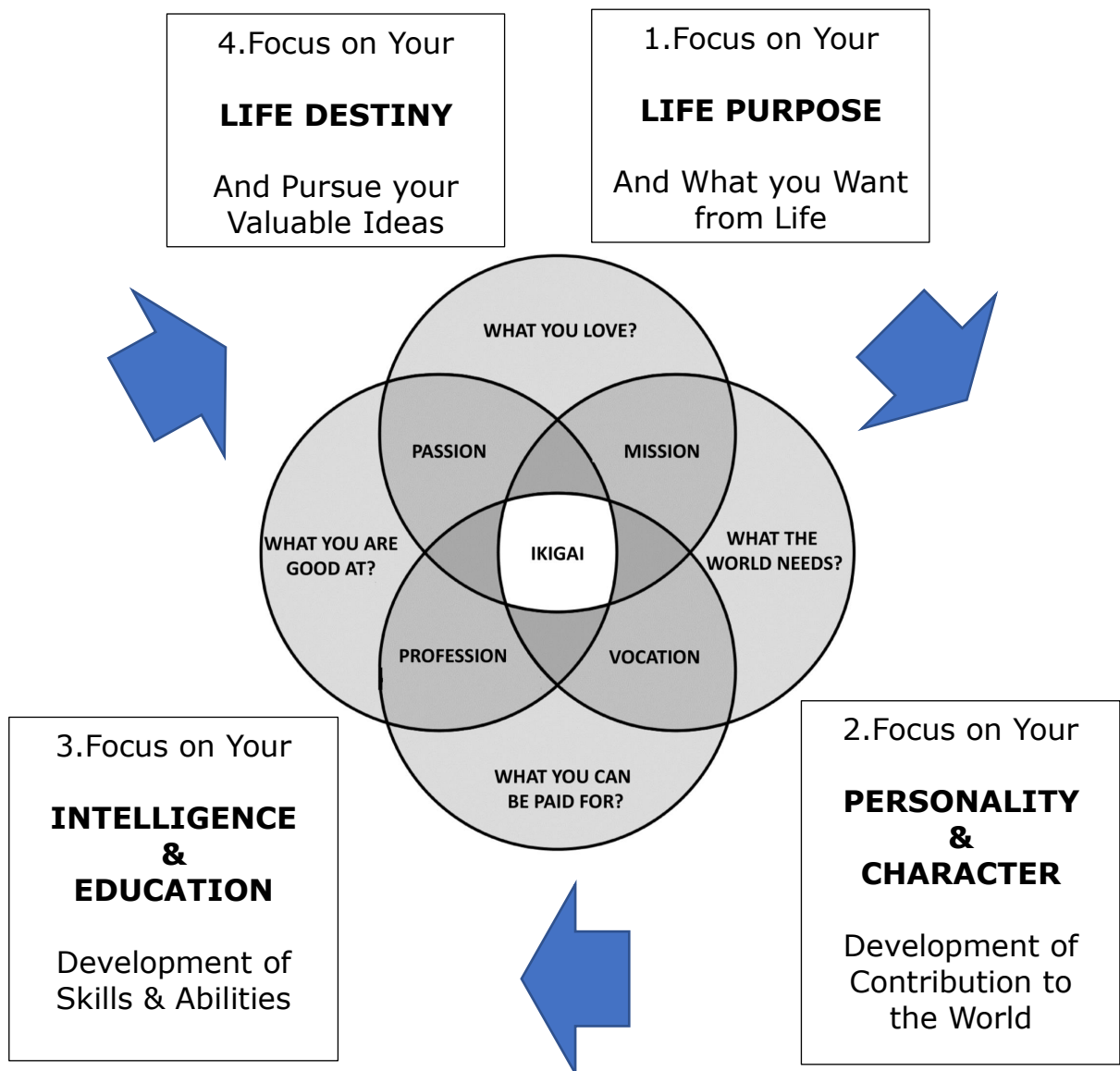
ACTION REQ'D



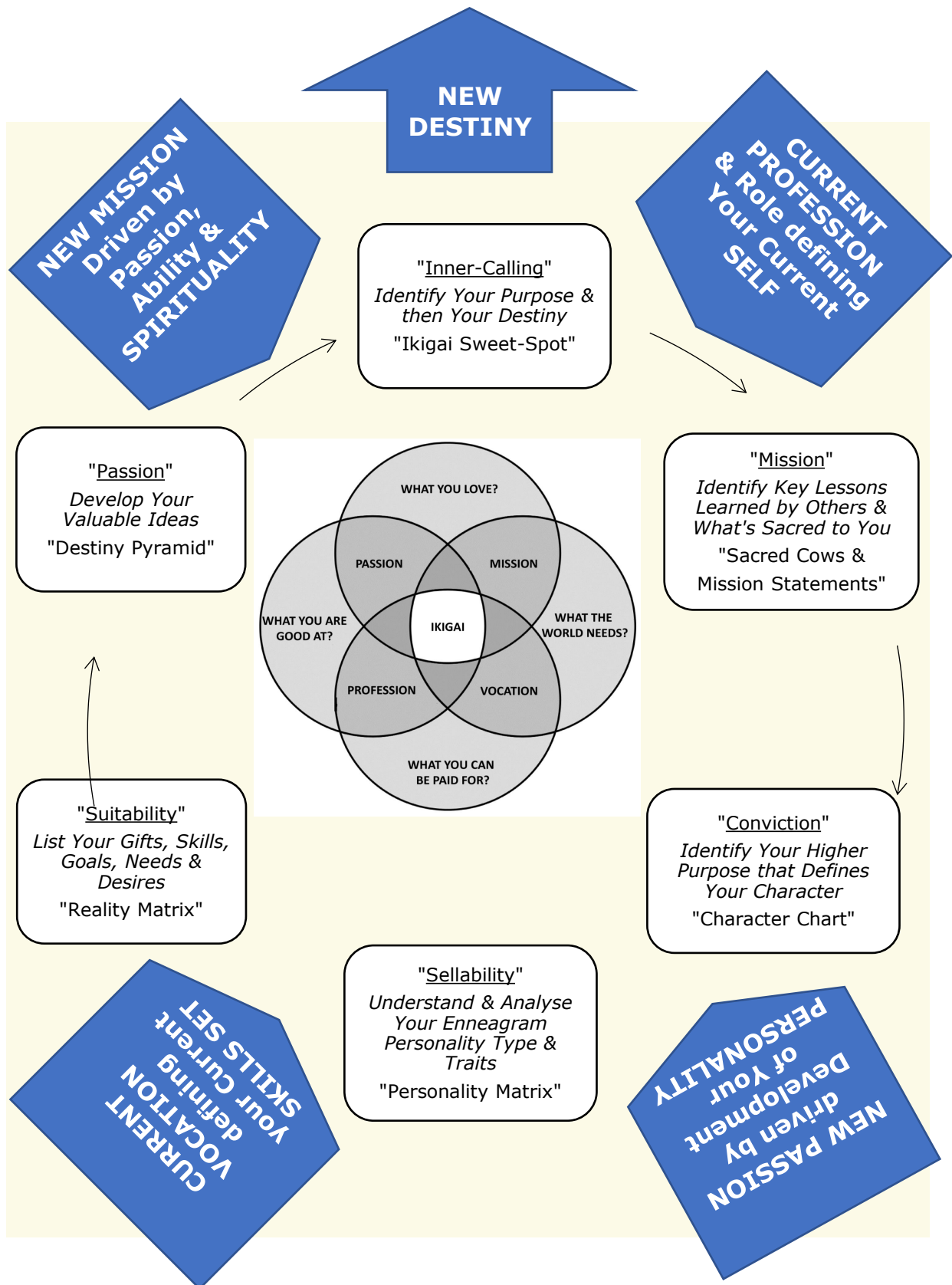
## Using the Ikigai Analysis in Destiny Choice

The Ikigai Model serves to help in 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. "The Corrective Ikigai Model" below highlights the Corrective Measures around the Ikigai to align your Destiny with Purpose Personality and Ability.

### Steps



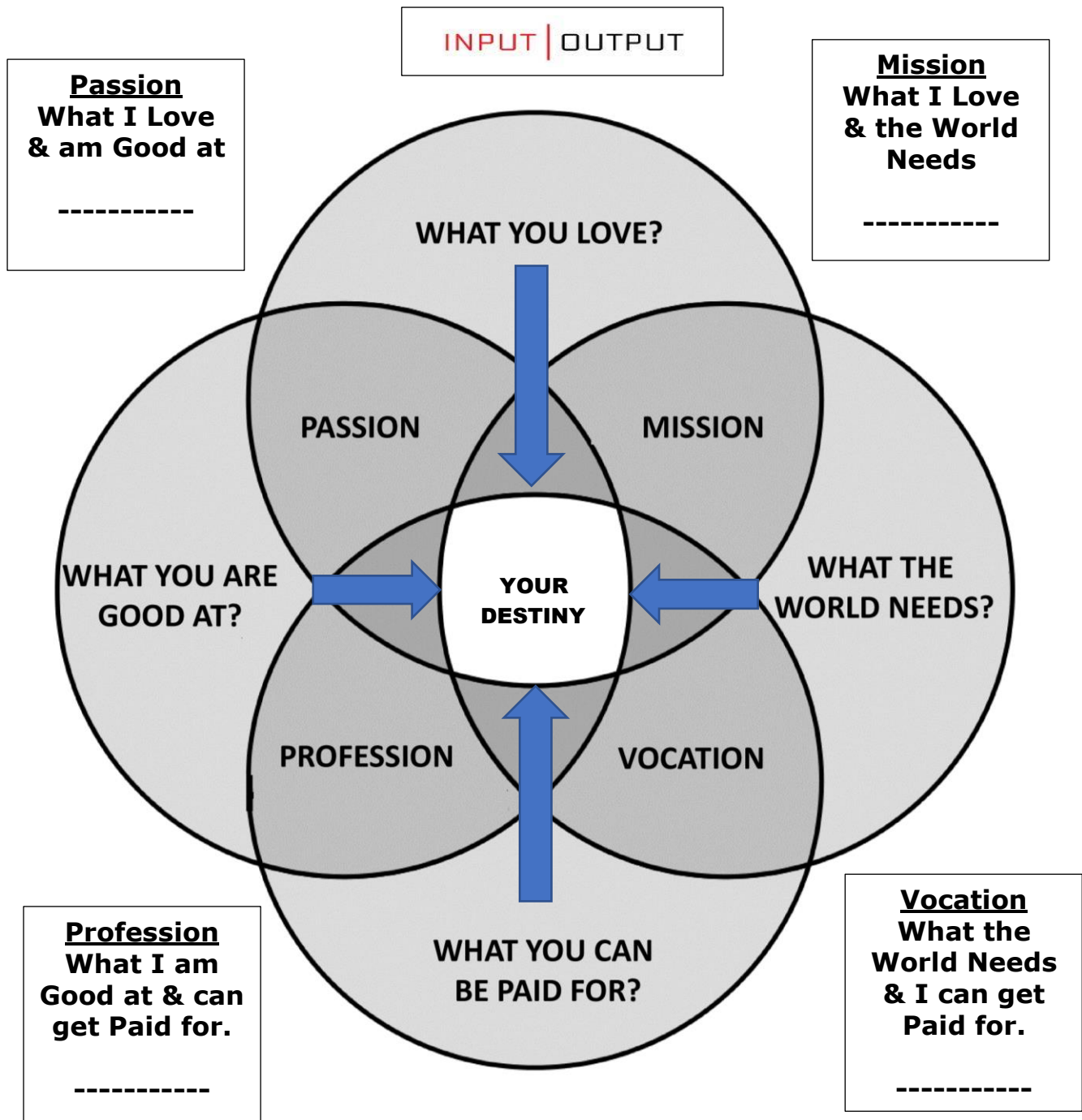
# The Corrective Ikigai Model



## OUTPUT XXV

## Destiny Ikigai Analysis

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



## Your 4 Top Ranked Most Valuable Ideas & Related Personality Developments

**OUTPUT XXIII**

**(Final Selection)**

Primary

Secondary

INPUT | OUTPUT

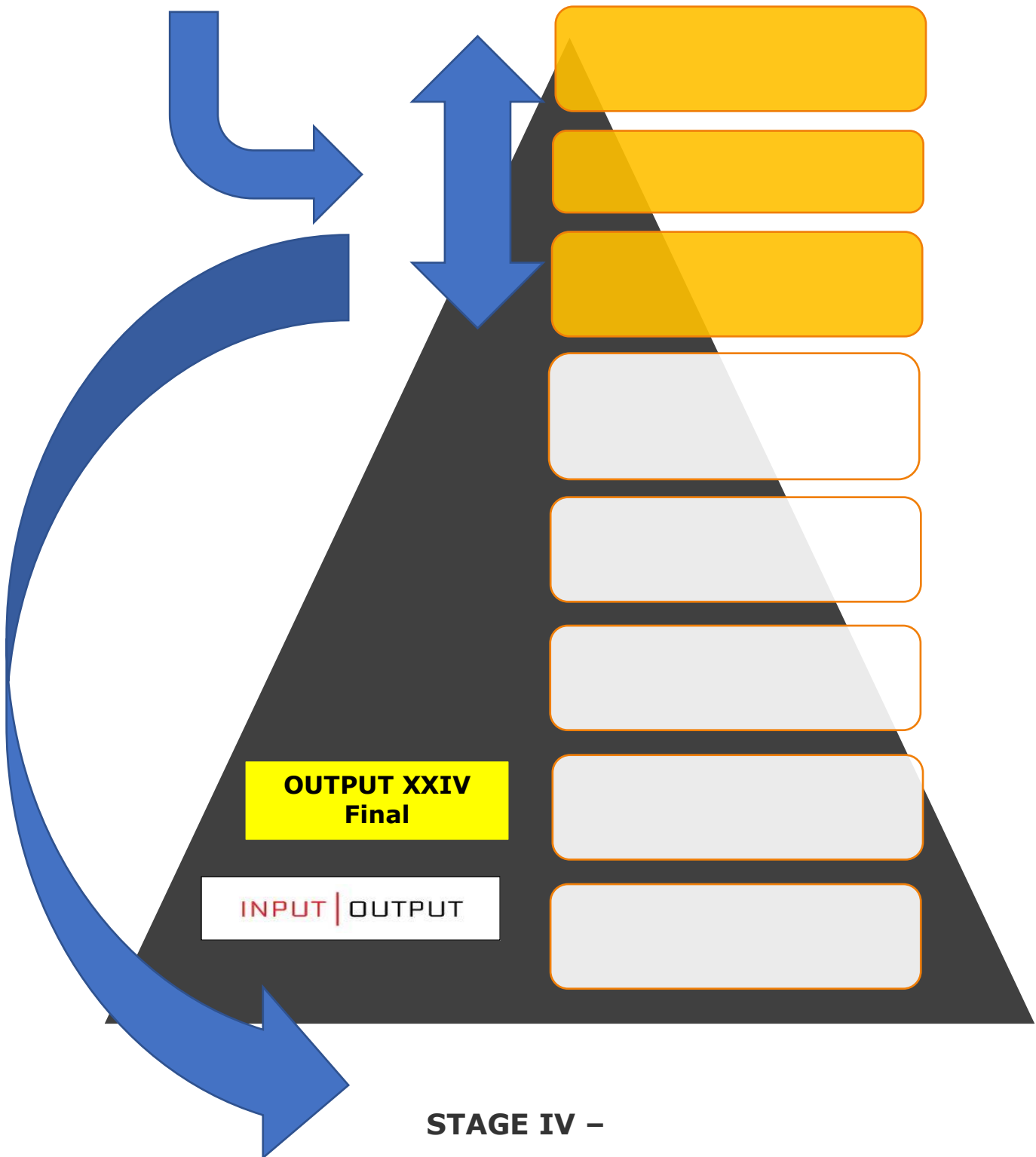
4 Ranked  
'Most Valuable Ideas'

4 Most Important related  
'Personality Developments'



### STAGE III - Your Destiny Chosen

You Choose Where Your Heart really lies



### STAGE IV –

**Your personal Chosen Destiny is your personal Most Valuable Idea, derived from all the self-analysis.... Now Act Upon It**

## Your Personal 'Final Solution'

**OUTPUT XX**  
**Final**

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

' \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_ ':

**OUTPUT XXVI****Final Feed-Back****Confirmation of Your Chosen Life Destiny****INPUT | OUTPUT**

The Final Feed-Back gives related comment on your Selected Real Destiny and Personal Final Solution- relevant to all Inputs/Outputs, External Databases, and Algorithmic correlations with your Social Network Profiles.

**INPUT CHECK  
RELATIONSHIP****INPUT CHECK  
CAREER****INPUT CHECK  
SOCIAL NETWORKS****INPUT CHECK EXTERNAL  
DATABASES PERSONAL  
LIFESTYLE****INPUT CHECK EXTERNAL  
DATABASES CAREER  
LIFESTYLE**

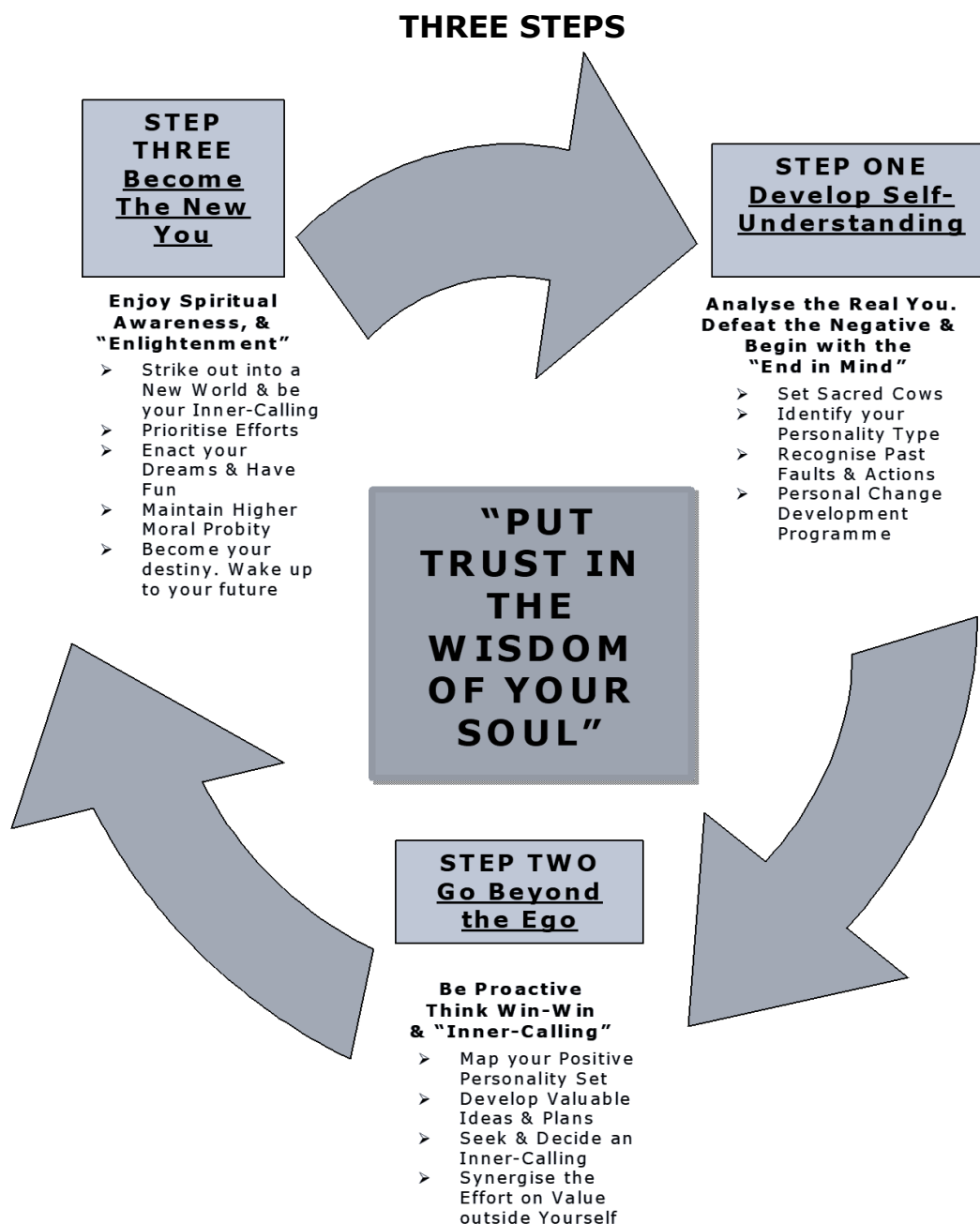
*My Definitive Chosen Life Destiny is ..*

## On-Line Process Chart Review

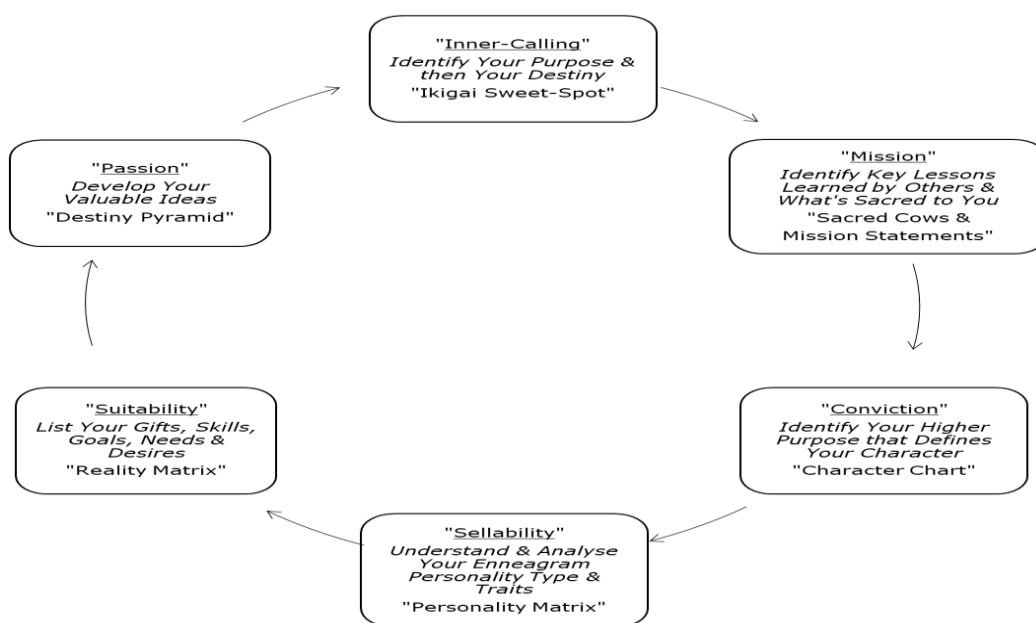
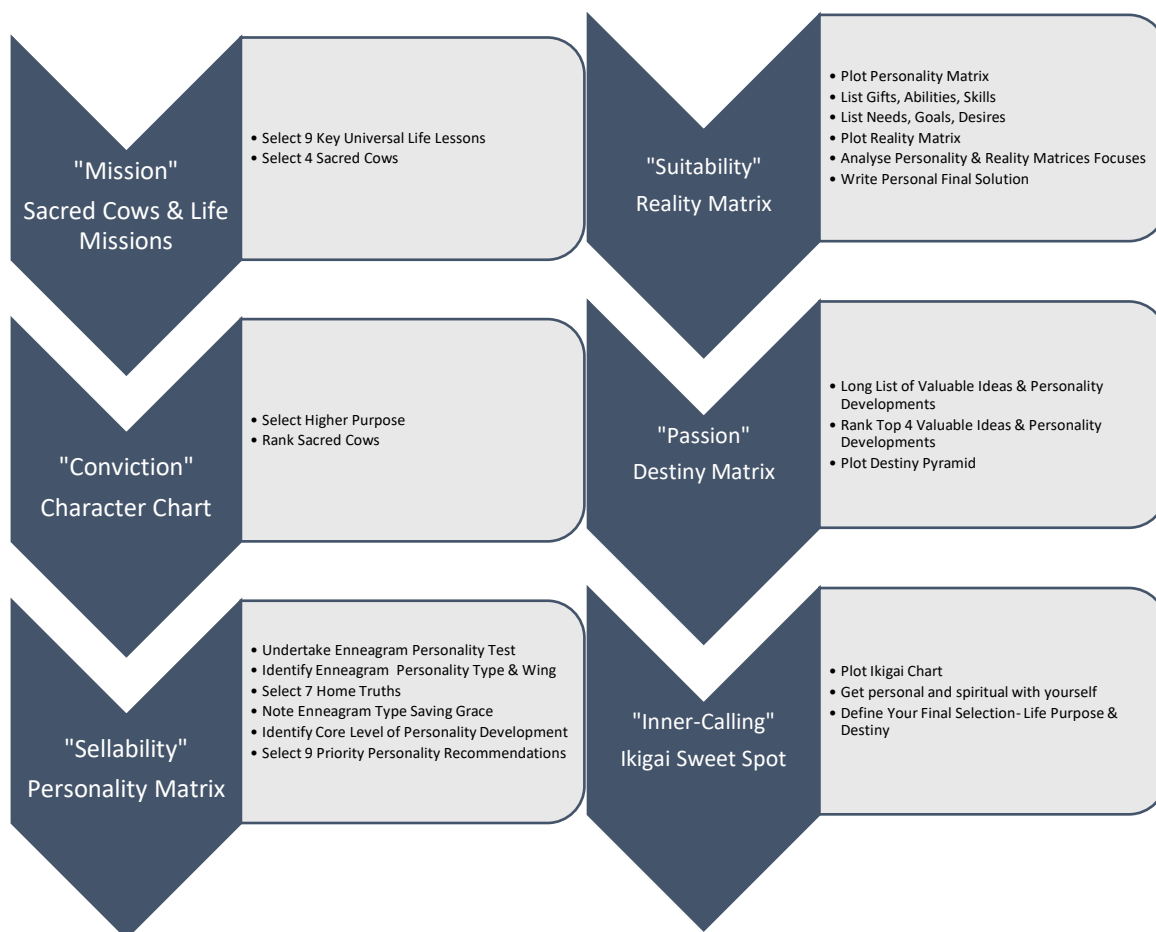
[www.DestinyGram.com](http://www.DestinyGram.com) is the On-Line Version of the Inputs and Outputs which the book "Your Real Destiny" employs to derive the Reader's Destiny. It utilizes all the Input and Output data, and links to external databases on Personality Career and Relationship preferences, and Algorithms linked to Facebook and LinkedIn Profiles, where provided.

### Identification Process (Review)

Below is a review of the 'Process Flow'- that maps the key exercises/processes in the analysis.



## 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 II	The Final Solution
Output III	4 Selected Sacred Cows

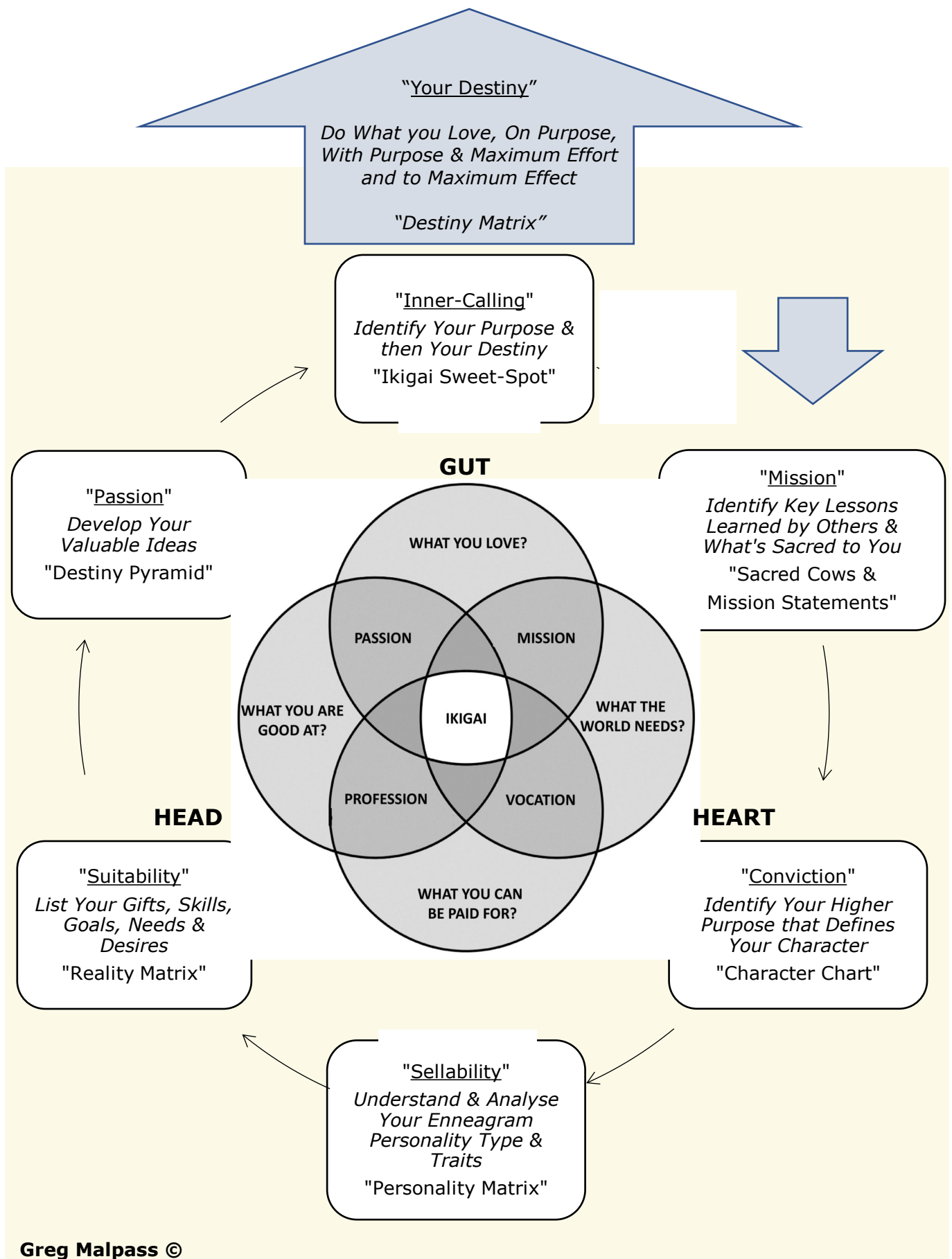
Output IV	Selected Higher Purpose
Output V	Character Chart

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

# BECOMING YOUR DESTINY

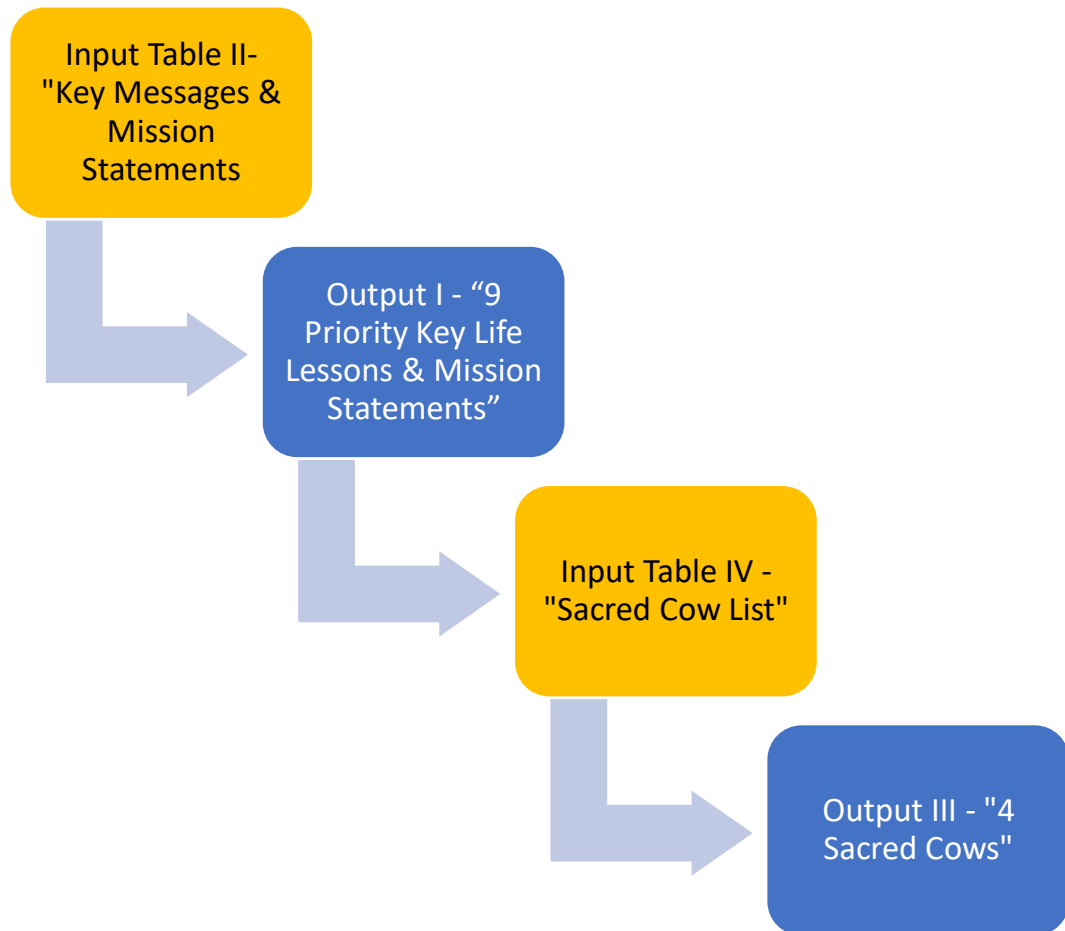




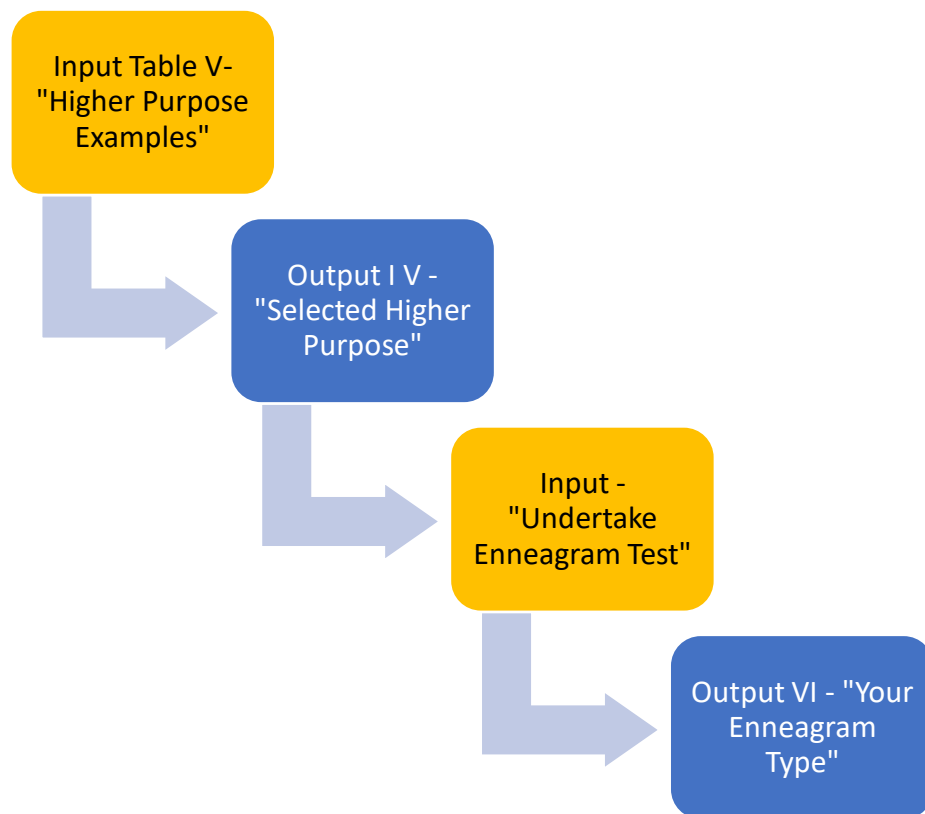
## Individual Inputs- Outputs & On-Line Processes

(Questionnaires based on Integrated Data Tables)

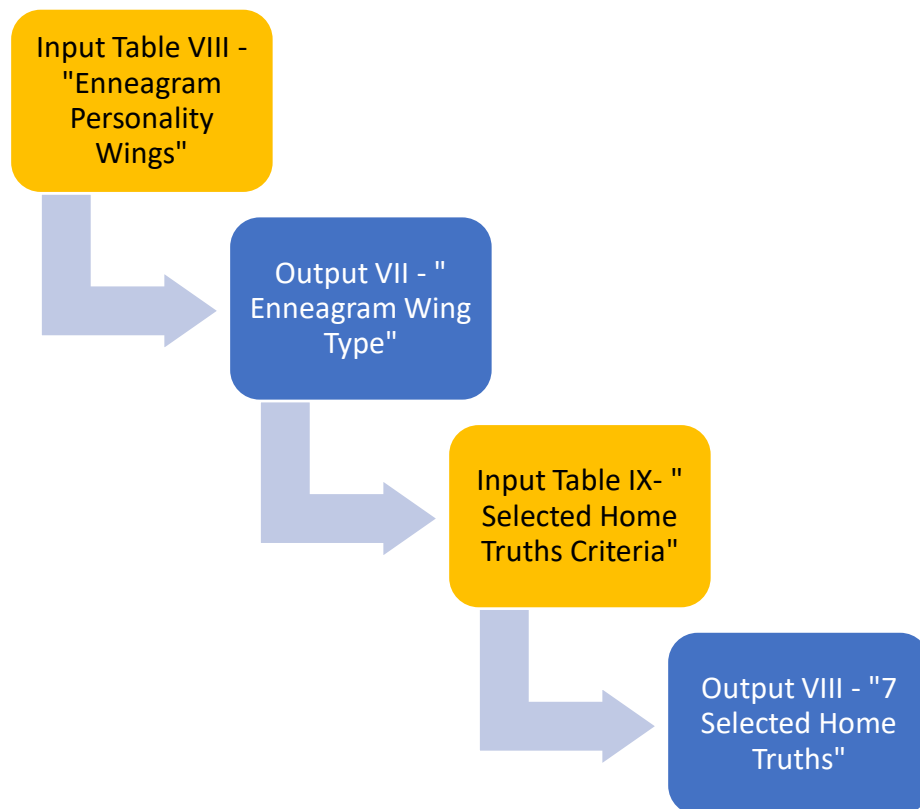
### Key Life Lessons- Sacred Cows



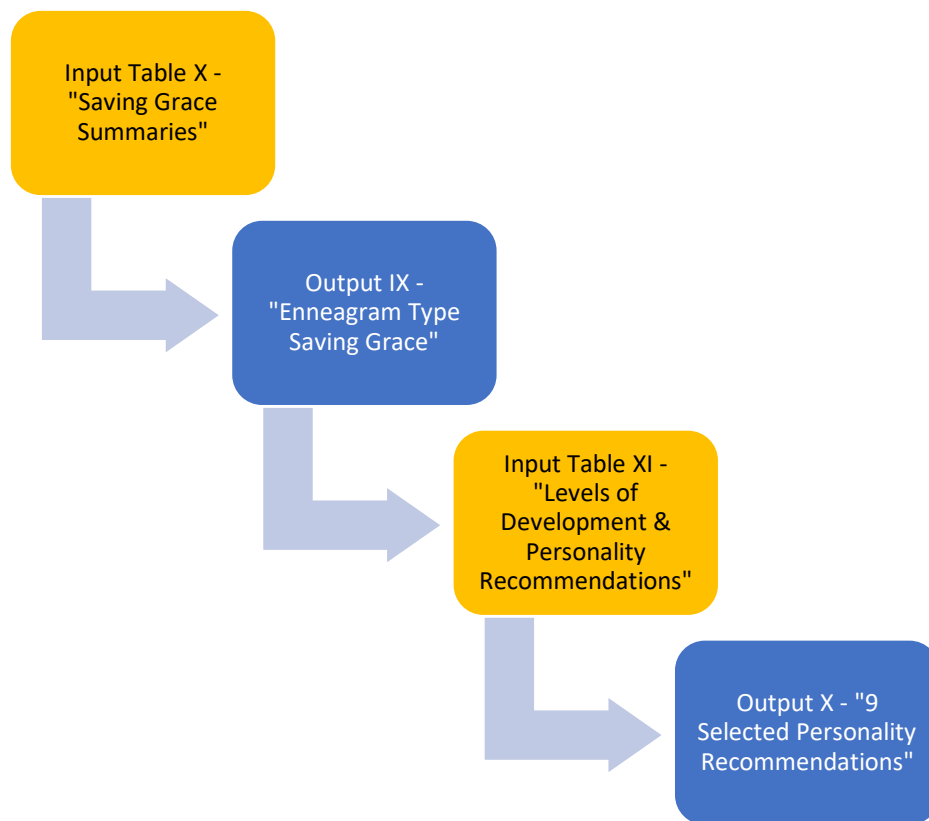
## Higher Purpose- Enneagram Type



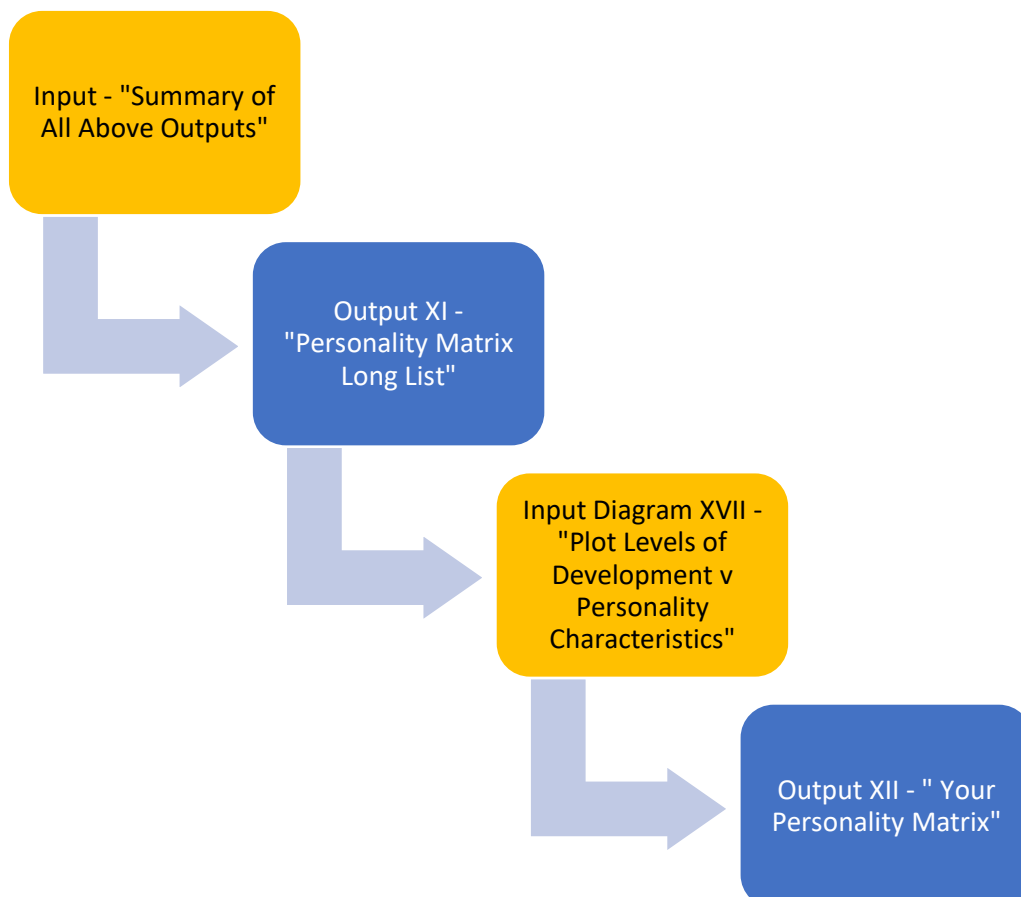
## Personality Wing – Home Truths



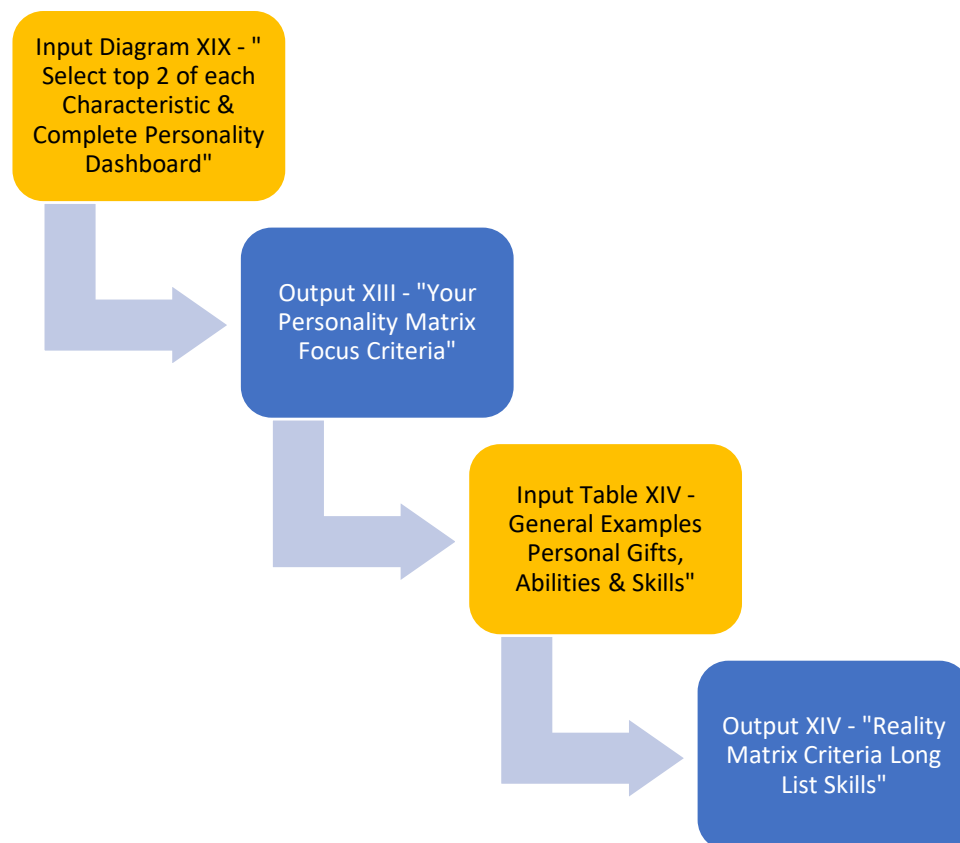
## Saving Grace- Personality Recommendations



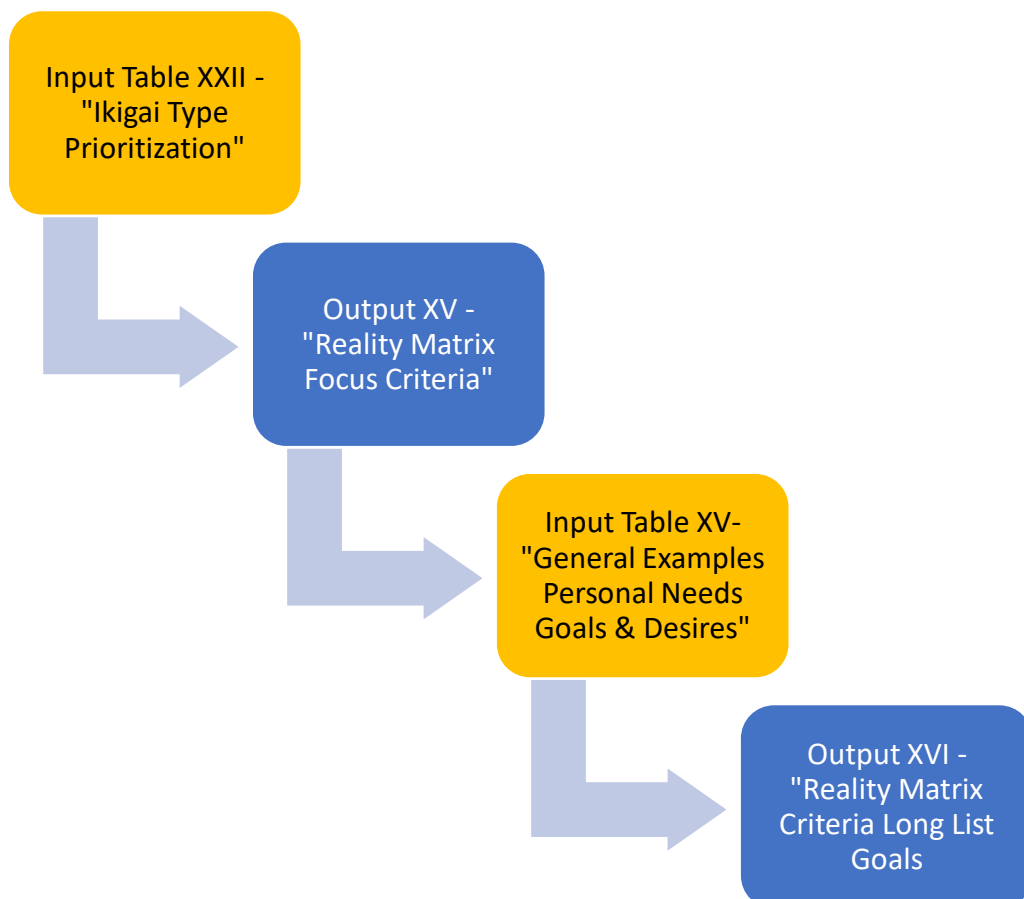
## Matrix Criteria Long List- Personality Matrix



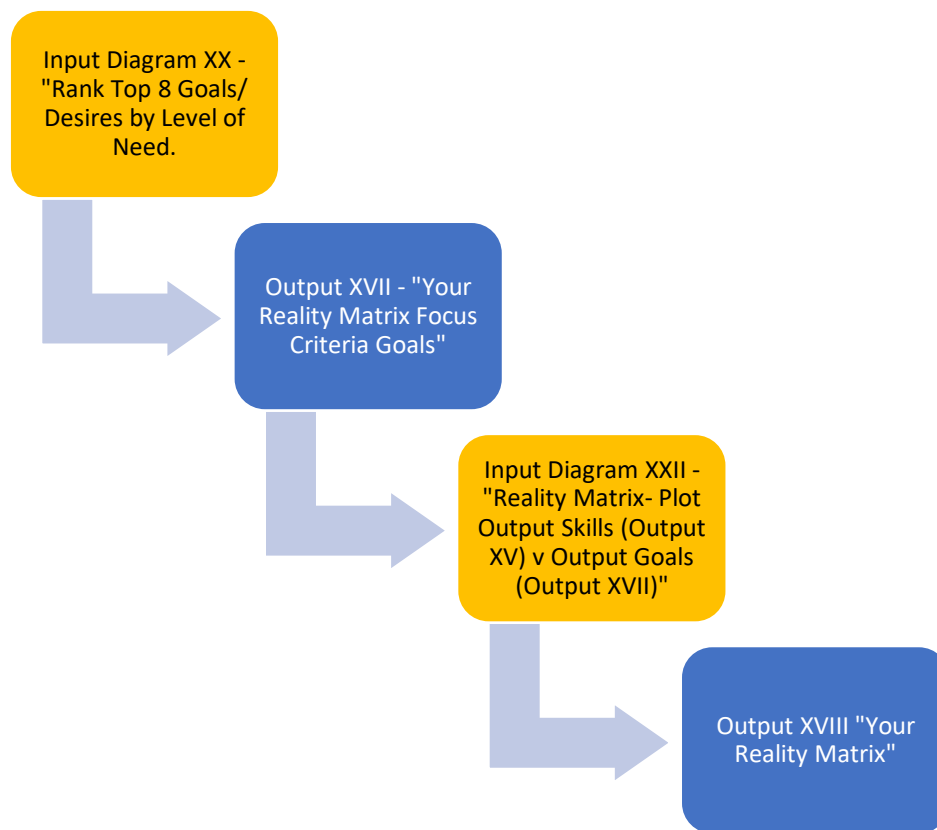
## Personality Dashboard- Reality Matrix Skills Long List



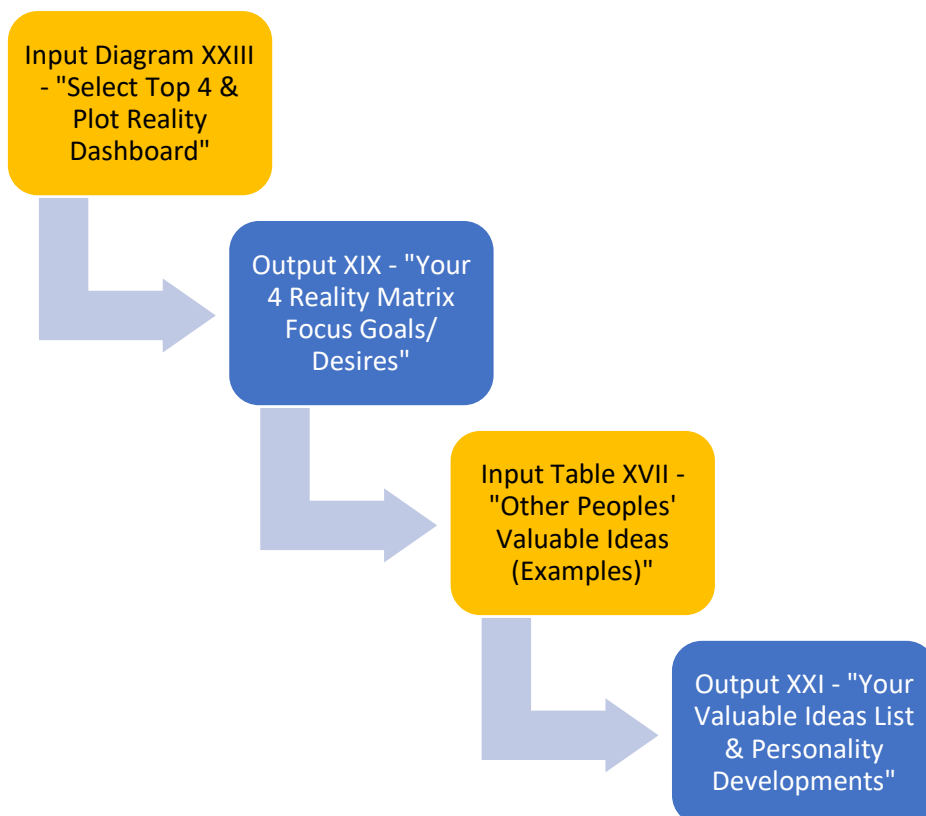
## Skills Set Prioritization- Reality Matrix Criteria Long List



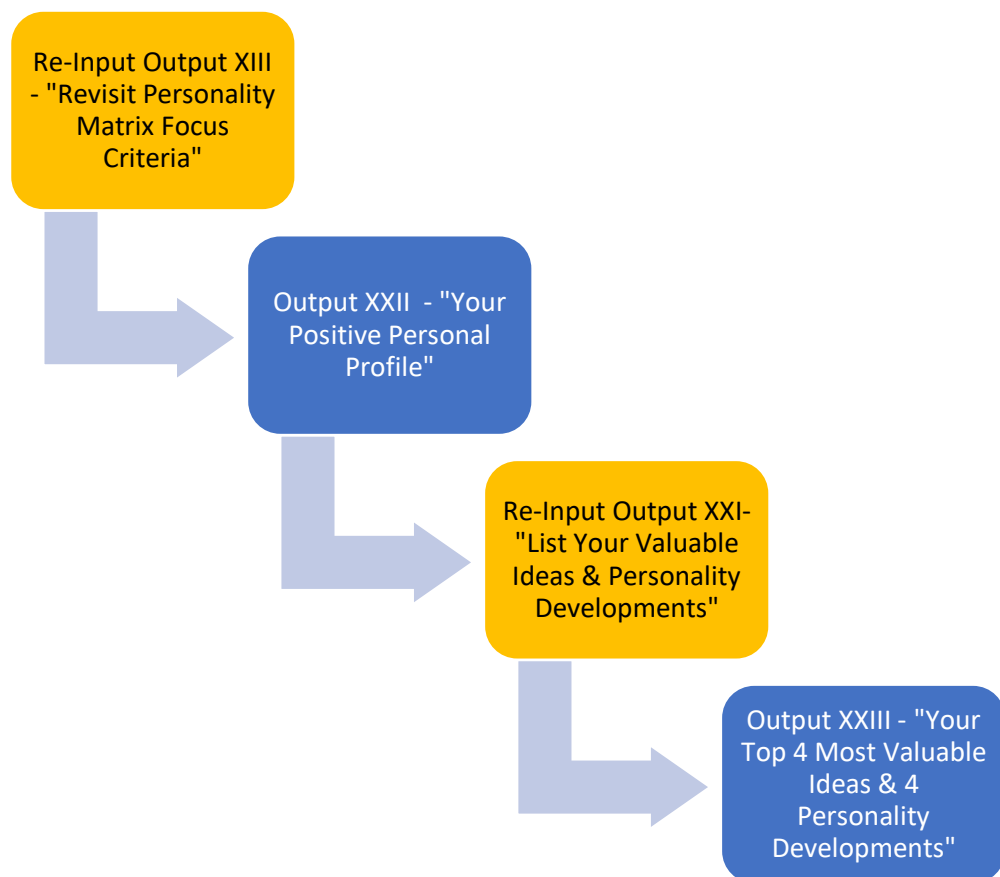
## Reality Matrix Criteria- Reality Matrix



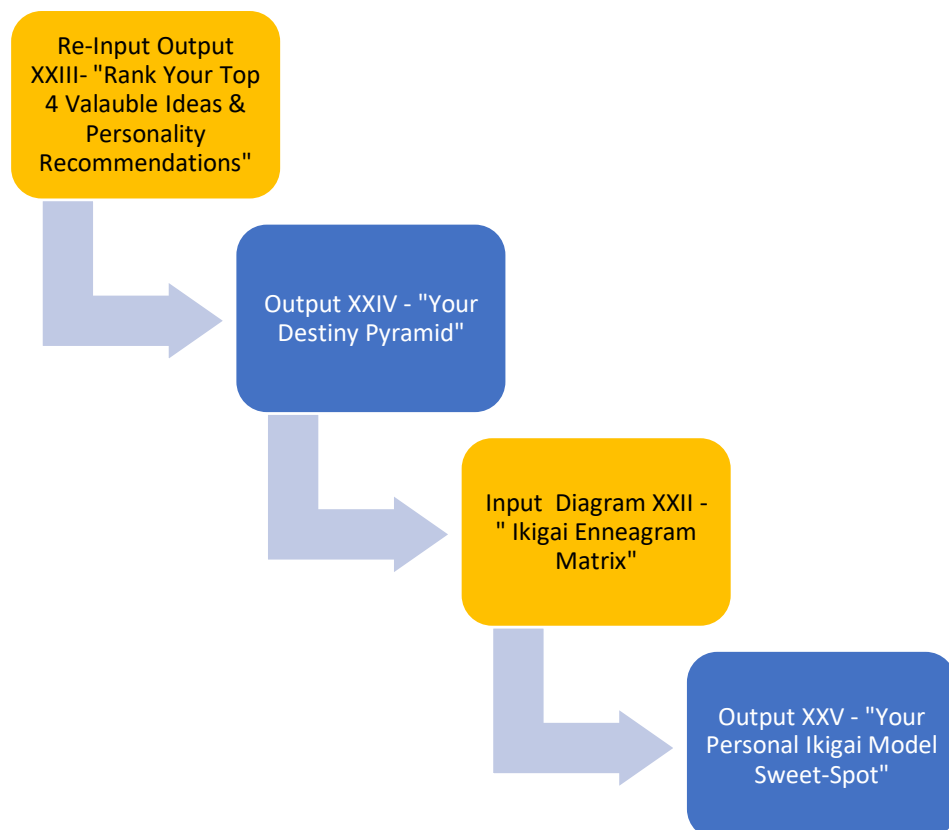
## Reality Dashboard- Valuable Ideas



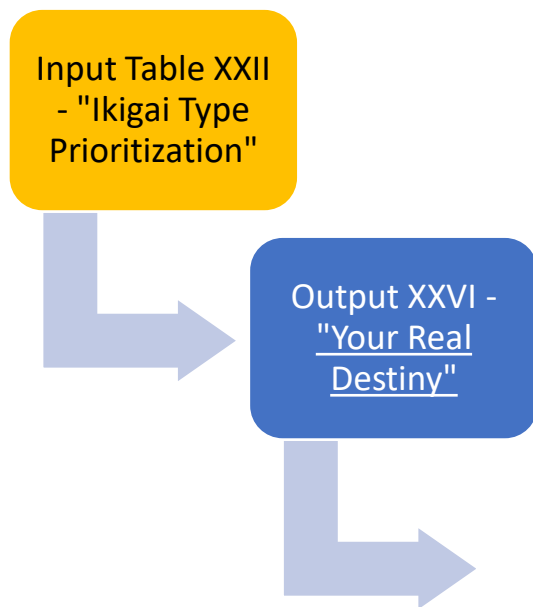
## Personal Profile- Top 4 Valuable Ideas



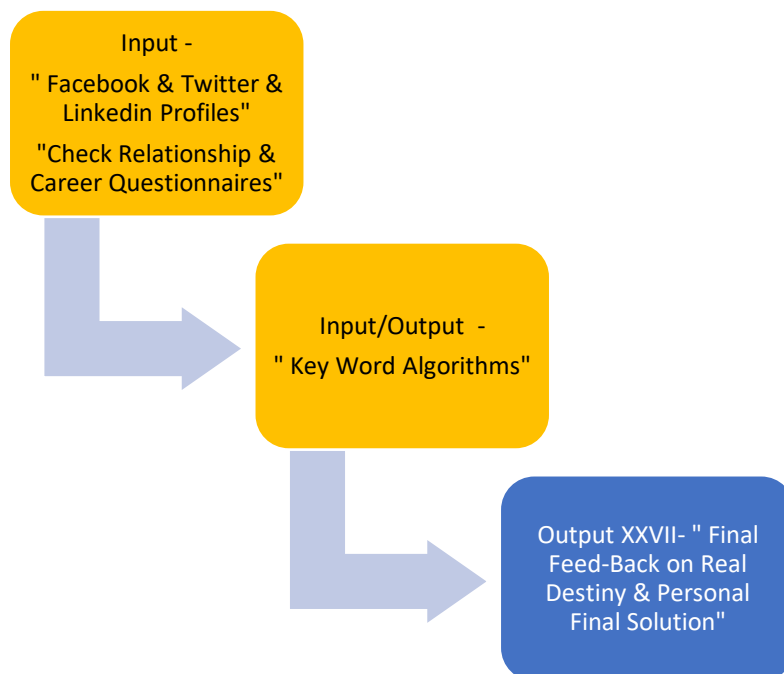
## Destiny Matrix- Personal Ikigai Model



### 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, external Databases, and Algorithmic correlations with your Social Network Profiles.