



Heart Center

Type 2: The Giver or Helper: Attention naturally goes to others' needs and desires and the feelings and emotions of others. **Core motivation:** to be or feel needed or indispensable. **Avoidance:** disappointing others, feeling rejected or unappreciated, depending on others. **Essential nature:** kindness, altruism, empathy, appreciation, generosity.

Type 3: The Performer or Achiever: Attention easily goes to tasks and things to accomplish. **Core motivation:** to be successful and to be the best. **Avoidance:** failure, losing face, distractions including emotions that impede obtaining your goal. **Essential nature:** self-assurance, graciousness, personable, effortless functioning, radiance

Type 4: The Romantic or Individualist: Attention naturally goes to what is missing or lacking, searching for an ideal love or perfect circumstance. **Core motivation:** to seek meaning and deep connection. **Avoidance:** being rejected, not heard, or feeling insignificant or that you don't measure up. **Essential nature:** sensitivity, creativity, compassion, individuality

Mental Center

Type 5: The Observer or Analyst: Attention naturally goes to analyzing and detaching (from emotions) to observe; to intrusions or demands (to be avoided). **Core motivation:** to know...become self-sufficient.

Avoidance: strong feelings, intrusive or demanding people or circumstances, feeling inadequate or empty.

Essential nature: insight, thoughtfulness, focus, originality, clarity

Type 6: The Loyalist or Doubter: Attention naturally goes to inconsistencies, hidden meanings, potential dangers or what could go wrong...and how to deal with them. **Core motivation:** to seek or be certain; relief of anxiety. **Avoidance:** being helpless or not in control, succumbing to danger, alienating people who you depend on.

Essential nature: dedication, commitment, cooperation, perseverance, guidance

Type 7: The Epicure, Glutton, Enthusiast: Attention naturally goes to anticipating options, pleasurable activities, interesting ideas or experiences. **Core motivation:** to keep life up, pleasurable, positive possibilities;

Avoidance: pain, negativity, frustrations, constraints, limitations, boredom. **Essential nature:** enthusiasm, curiosity, gratitude, resilience, spontaneity, positivity, joy, freedom, openness

"Gut" or Body Center

Type 8: The Protector or Challenger: Attention naturally goes to justice and injustices and to what needs assertive behavior right now. **Core motivation:** power and control. **Avoidance:** being weak, vulnerable, uncertain, or dependent. **Essential nature:** courage, decisiveness, magnanimous, strength, immediacy

Type 9: The Mediator or Peacemaker: Attention naturally goes to others' agendas, requests, and demands for your attention or time. **Core motivation:** comfort and belonging. **Avoidance:** conflict or confrontation, feeling uncomfortable, being overwhelmed by competing demands on your attention. **Essential nature:** acceptance, oneness, peace, unity, receptivity, being, groundedness

Type 1: The Perfectionist or Reformer: Attention naturally goes to right and wrong, especially whatever is wrong that should be corrected. **Core motivation:** to be good, responsible, or conscientious; to gain worthiness.

Avoidance: making mistakes, being aggressive, losing self control, violating social norms.

Essential nature: integrity, self-discipline, impeccability, right action, discernment