

# *Discover Your Essence* *Workbook*

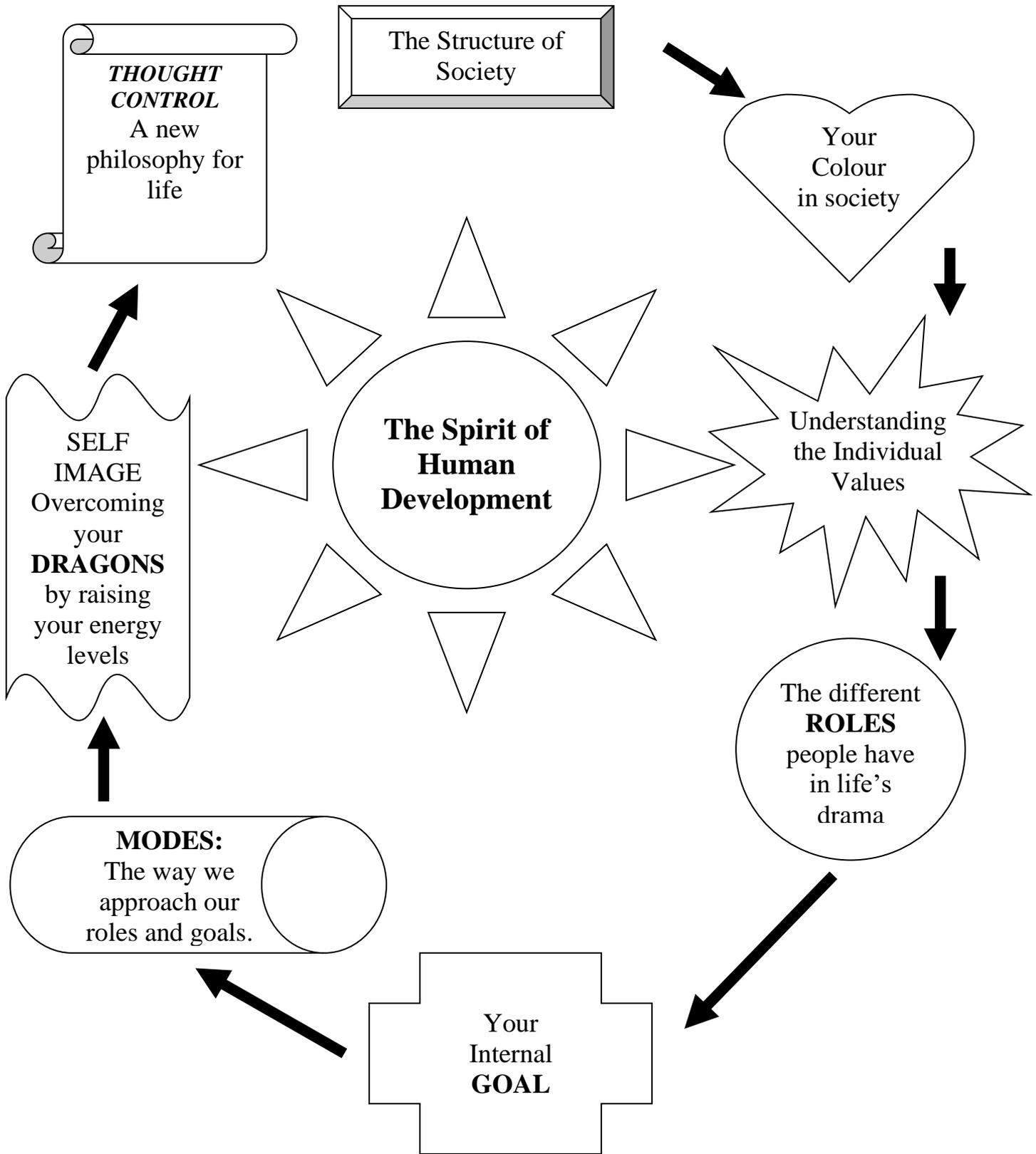
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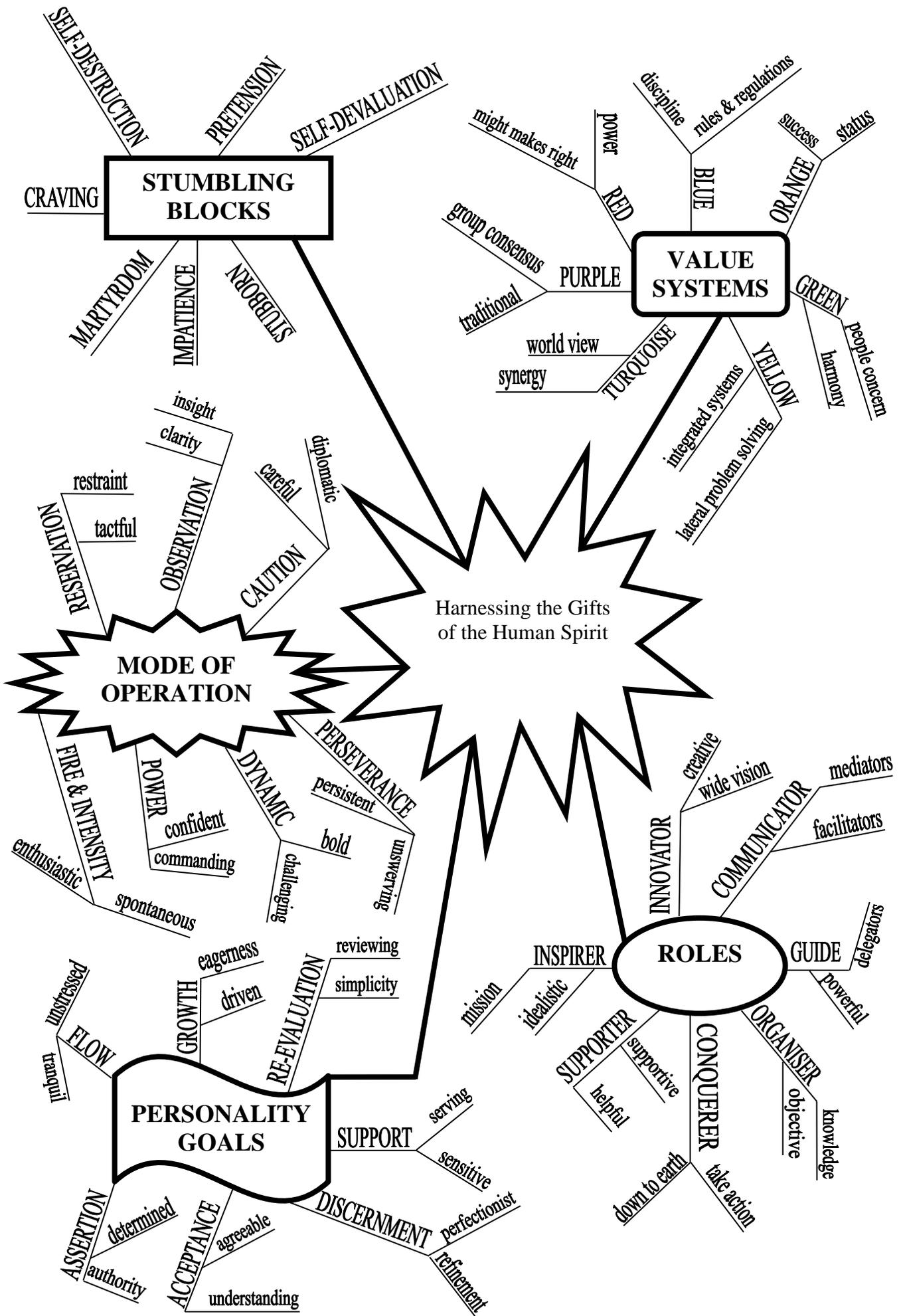
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*“A wonderful realization will be the day you realize that you are UNIQUE in all the world. There is nothing that is an accident. You are a special combination for a purpose – and don't let them tell you otherwise. You are that combination so that you can do what is essential for you to do. Don't ever believe that you have nothing to contribute. The world is an incredible unfilled tapestry, and only you can fulfil that tiny space that is yours. You are the best you. You are the ONLY you. You have something to give. Give it!”*

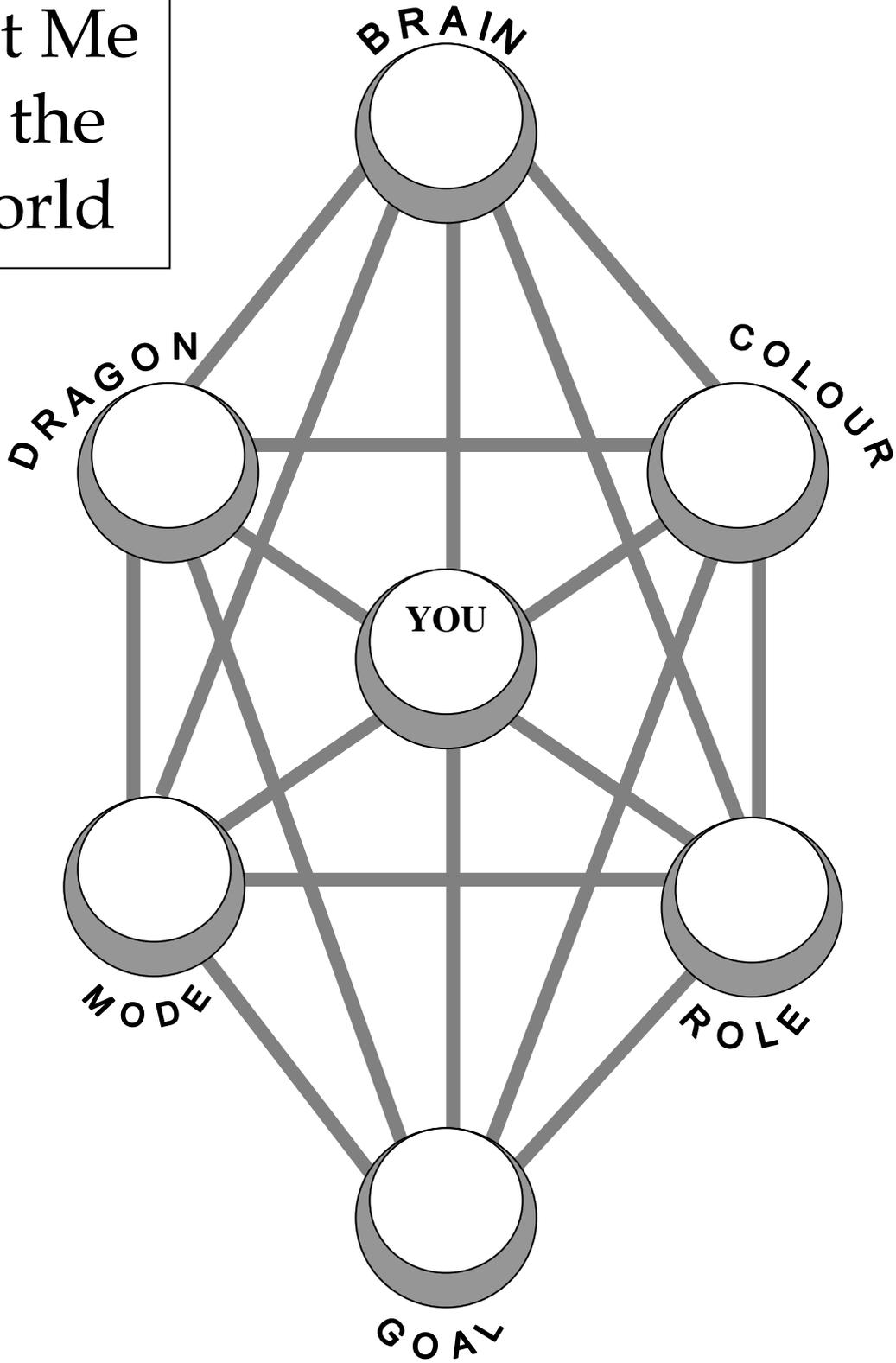
*Leo F Buscaglia*

# Course Outline

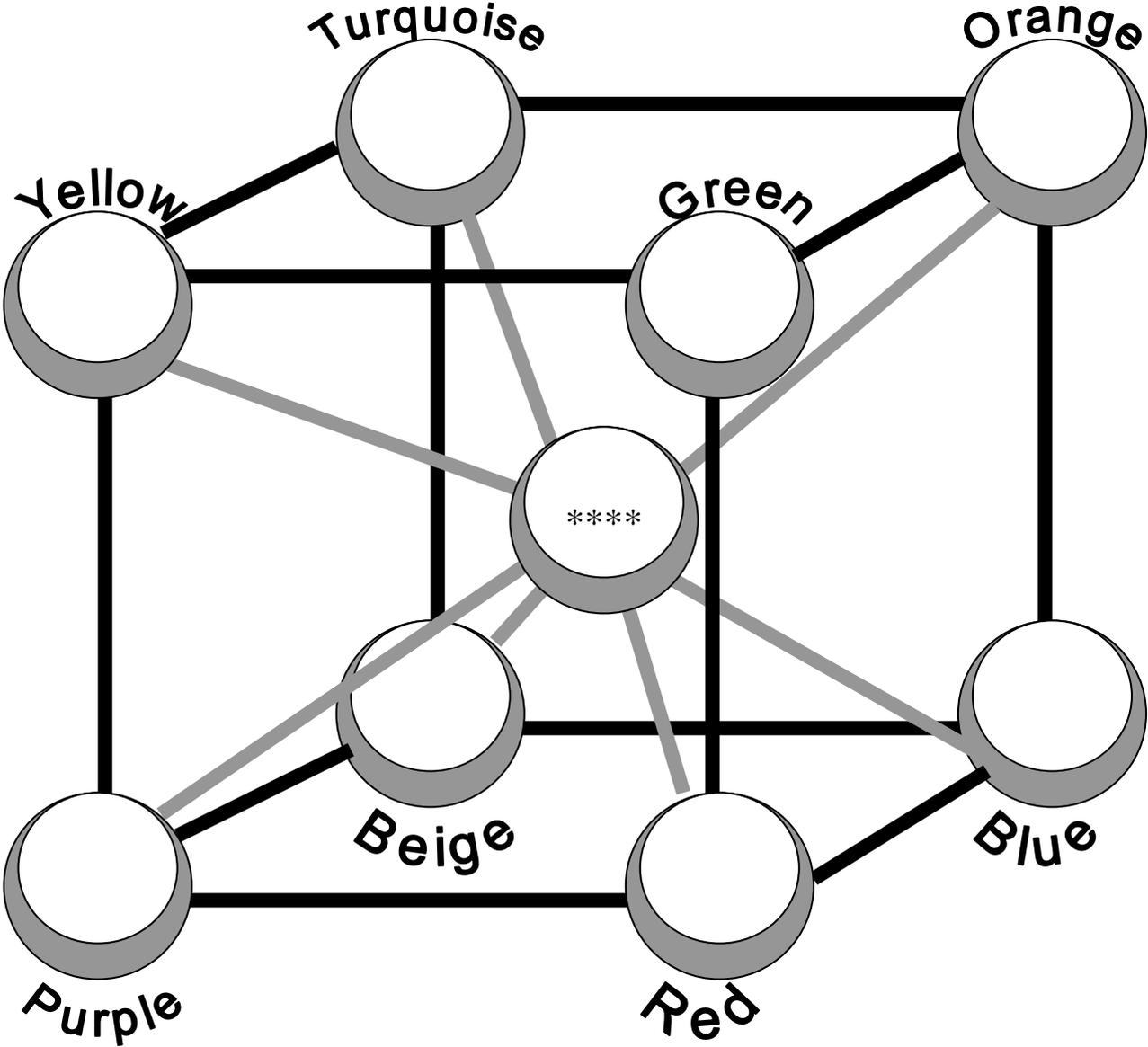




I am the  
Best Me  
In the  
World



# The Lenses of your Worldview



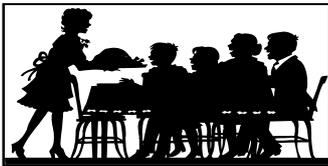
# SUMMARY OF VALUE SYSTEMS

## THE PURPLE INDIVIDUAL “THE TRADITIONALIST”

- Ø Strong group identity
- Ø Ritual and tradition are important
- Ø Respect elders and maintain status quo
- Ø Will fight for beliefs
- Ø Generally seek approval
- Ø Structure and direction needed: guide by clear rules

### STRESS FACTORS

Happenings that we don't understand and omens, lack of structure, fear of making mistakes, and rapid change



## THE RED INDIVIDUAL: “THE LONE LEADER”

- Questions the status quo
- Expressive in sport - or music and the arts
- Tests the worthiness of others
- Seeks attention, and demands respect
- Wants immediate rewards
- Enjoys immediate recognition

### STRESS FACTORS

A challenge or threat to their personal power, restrictions to their personal freedom, shame or loss of face

## THE BLUE INDIVIDUAL: “THE LOYALIST”

- Stable and disciplined with strong work ethic
- Industrious and productive
- Law-abiding with a strong code of conduct
- Truth, honour and justice are important
- Sees no grey areas, only black and white
- Pay and rewards are determined by seniority, loyal service and obedience to authority



### STRESS FACTORS

Vagueness and lack of clarity, those who bypass systems and break the rules, unconventional people, people not knowing their place, even germs

## THE ORANGE INDIVIDUAL: “THE ACHIEVER”



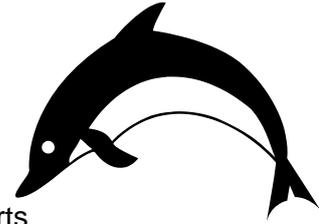
- Π Success, power and wealth of utmost importance
- Π Strongly independent
- Π Status conscious go-getters
- Π Entrepreneurial, ambitious, often no time off on the way up
- Π Very efficient and subscribe to high technology

### STRESS FACTORS

Setbacks and goal blocks, or fear of losing at anything

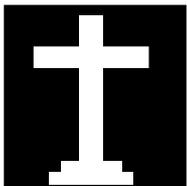
## THE GREEN INDIVIDUAL “THE INVOLVER”

- ✓ Care for the less privileged
- ✓ A fair division of all for all
- ✓ Creative – quick thought and action
- ✓ Strong inner sense of direction, becoming intuitive
- ✓ Turn away from well-paid, high status position and follow their hearts



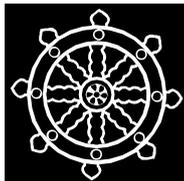
### STRESS FACTORS

Disharmony, or group divisions and splits, pollution or animal and plant extinctions



## THE YELLOW INDIVIDUAL: “THE CHOICE SEEKER”

- ✚ Has big picture views and believe in creativity
- ✚ Lateral problem solving
- ✚ Facilitate access to information
- ✚ Extremely competent in a wide field
- ✚ Individualistic, peaceful and centred
- ✚ Not very interested in politics and materialism



### STRESS FACTORS

Blocks in flow, ineffectiveness and excessive structure

## THE TURQUOISE INDIVIDUAL “THE ECCENTRIC INDIVIDUALIST”

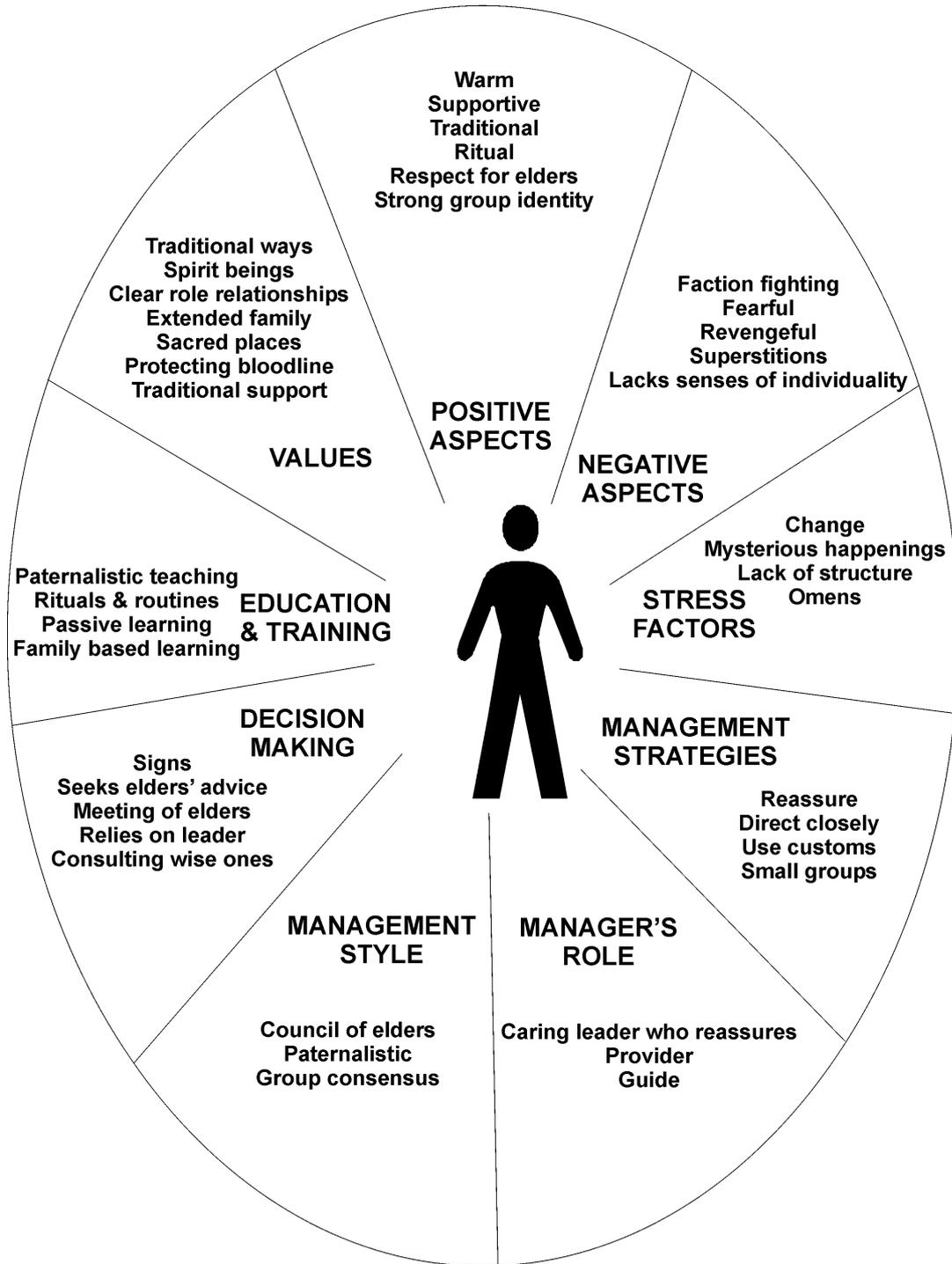
- ✿ Can be abstract and metaphysical
- ✿ Highly individualistic
- ✿ See the macro global picture
- ✿ Feel a deep spirituality that is not necessarily related to religion
- ✿ Shift to other planes of consciousness to be proactive and restore energy
- ✿ Strive towards unconditional love and acceptance of others



### STRESS FACTORS

Lack of personal space, dogmatism and legalism, lack of insight

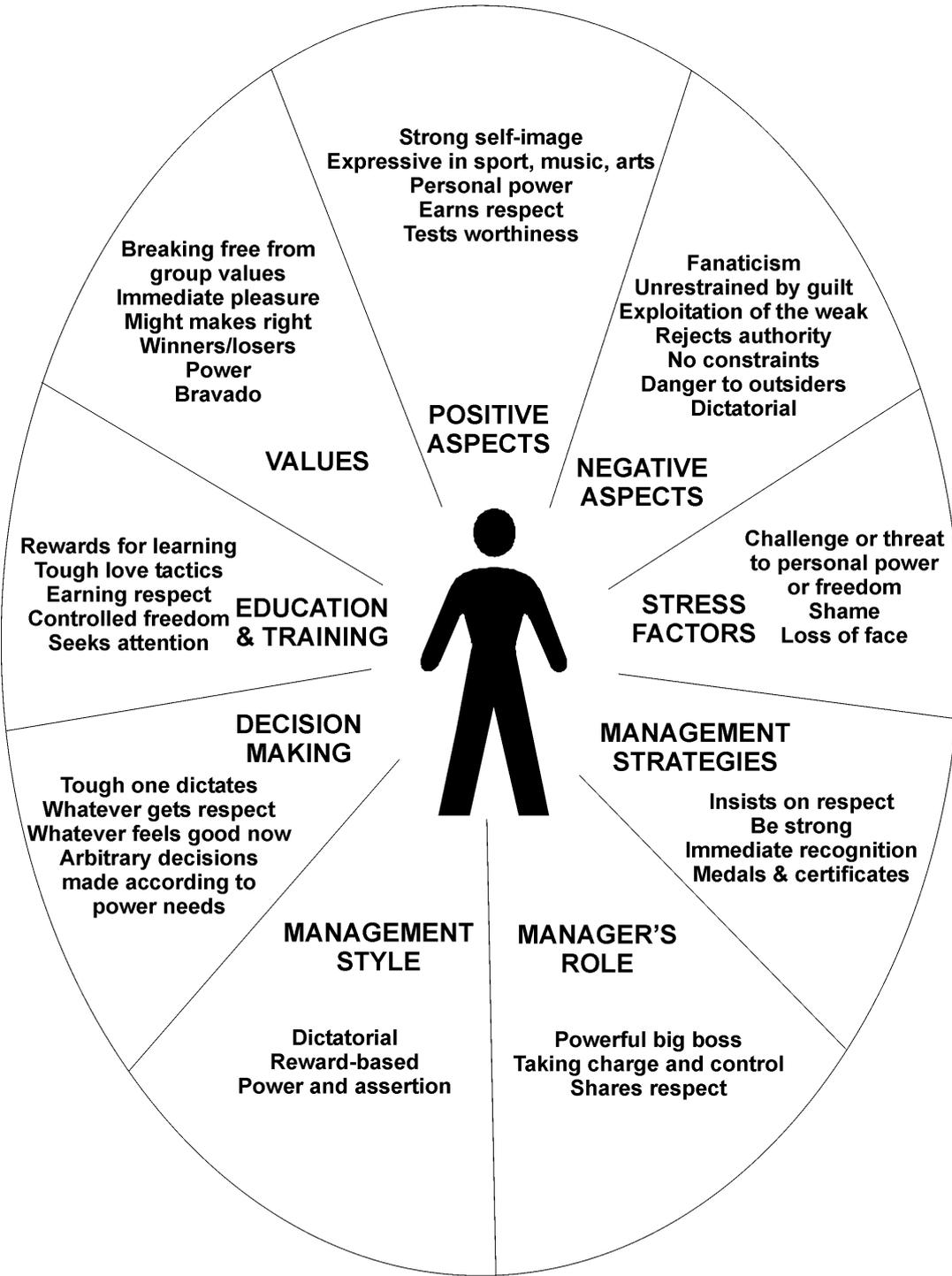
# Understanding and Managing the Purple Individual



## TRADITIONALIST

Based on the work of Dr C. Graves, Dr D. Beck & G. Linscott

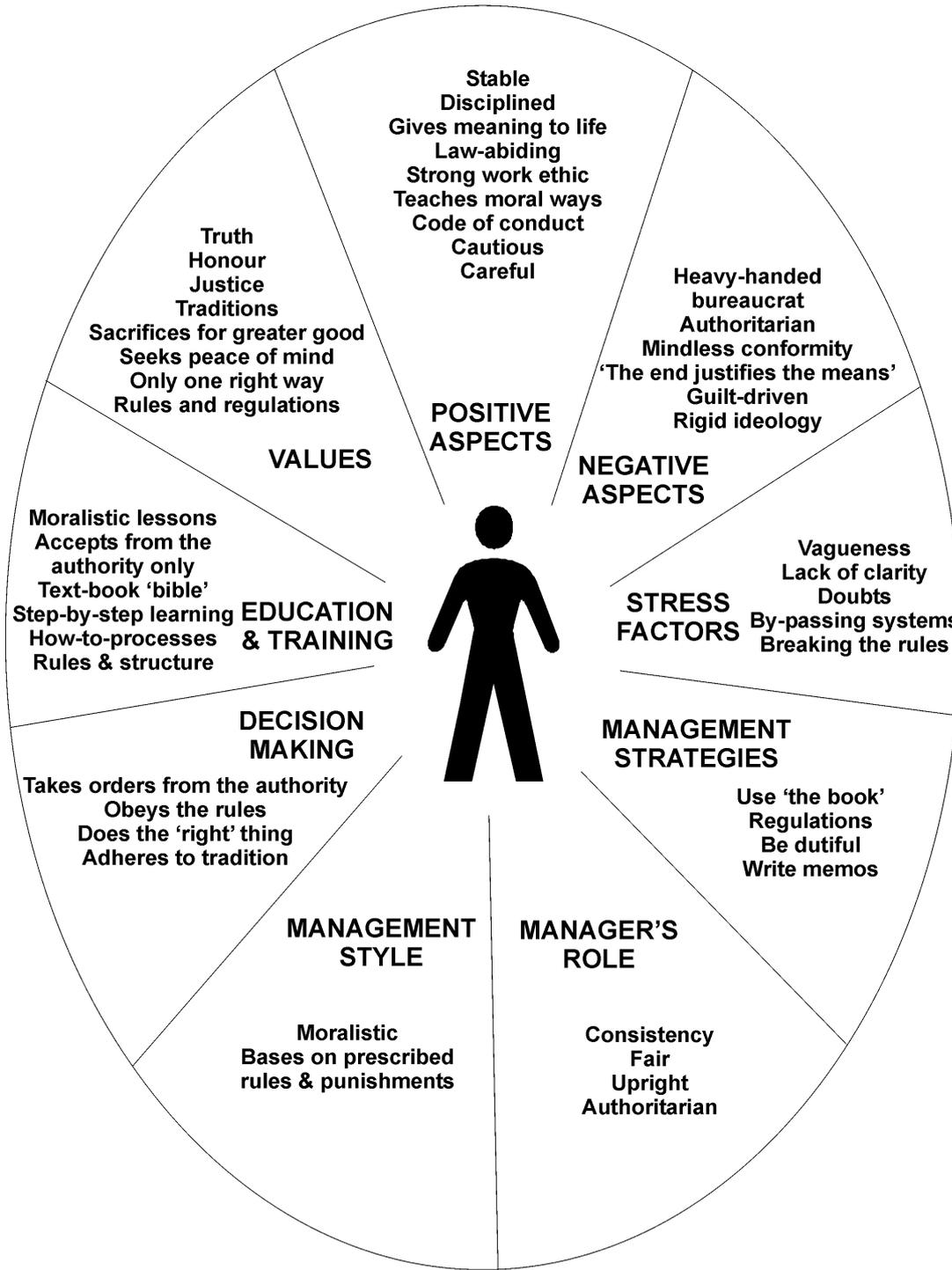
# Understanding and Managing the Red Individual



## LONE LEADER

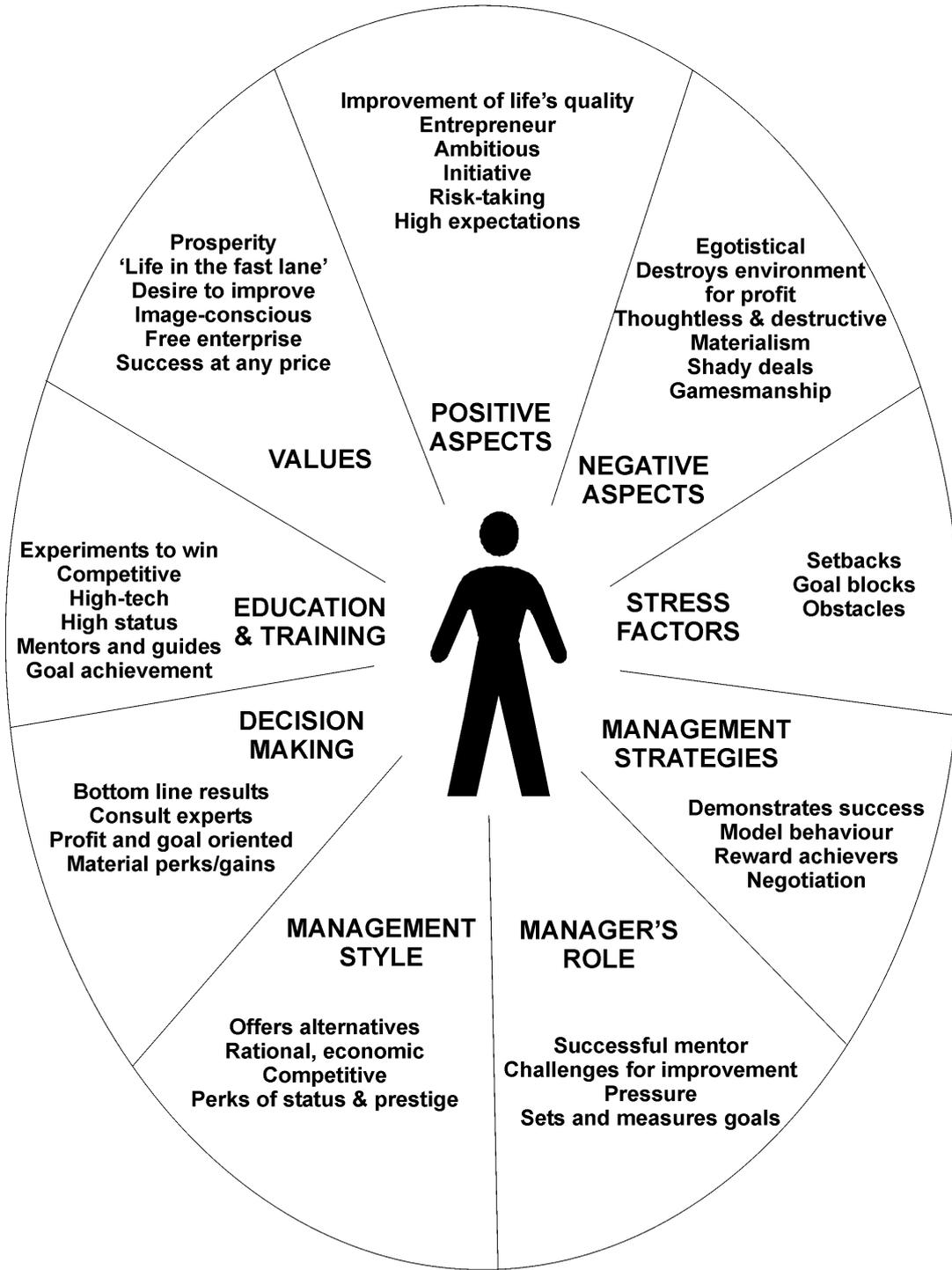
Based on the work of Dr C. Graves, Dr D. Beck & G. Linscott

# Understanding and Managing the Blue Individual



## LOYALIST

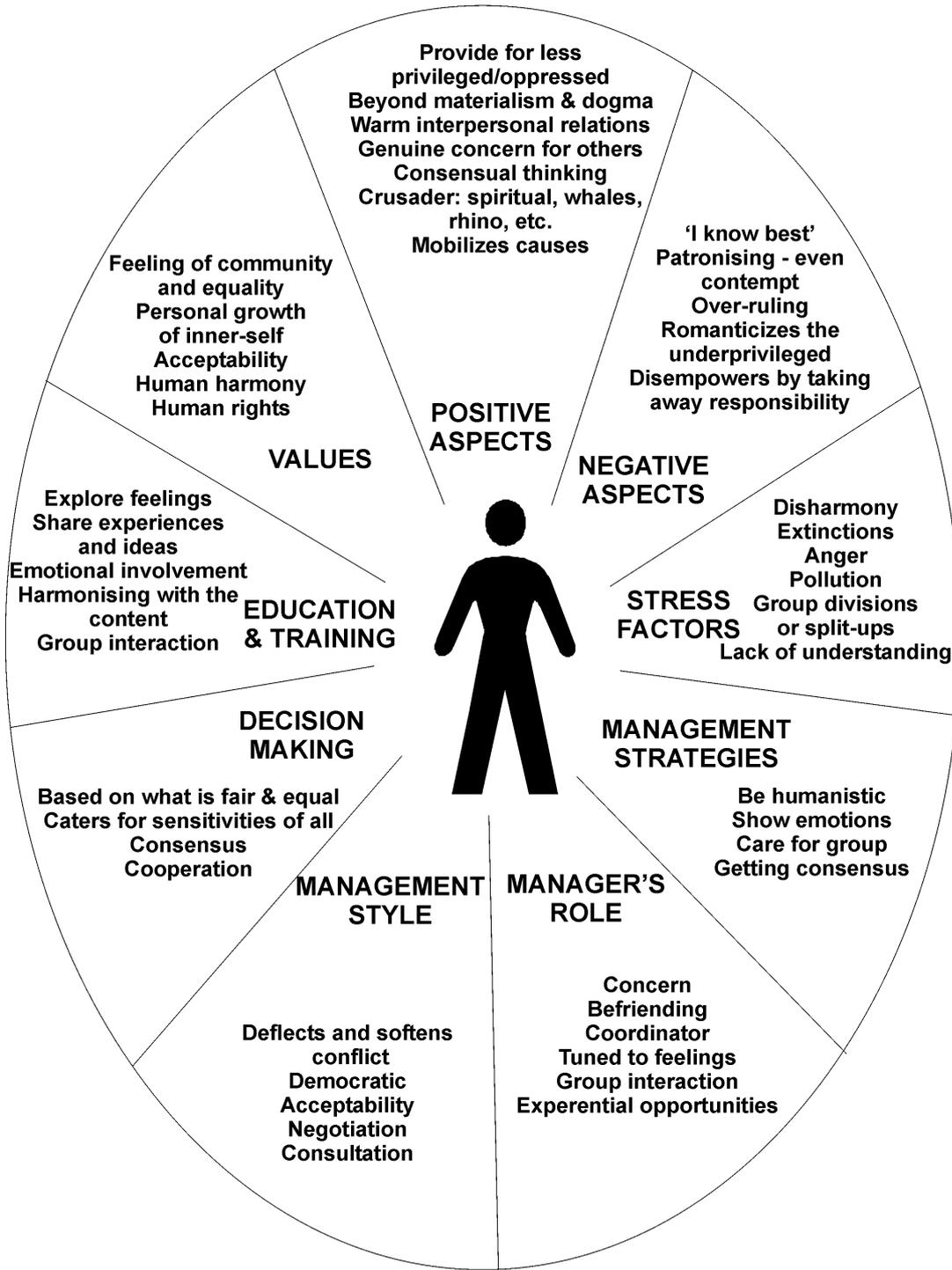
# Understanding and Managing the Orange Individual



## ACHIEVER

Based on the work of Dr C. Graves, Dr D. Beck & G. Linscott

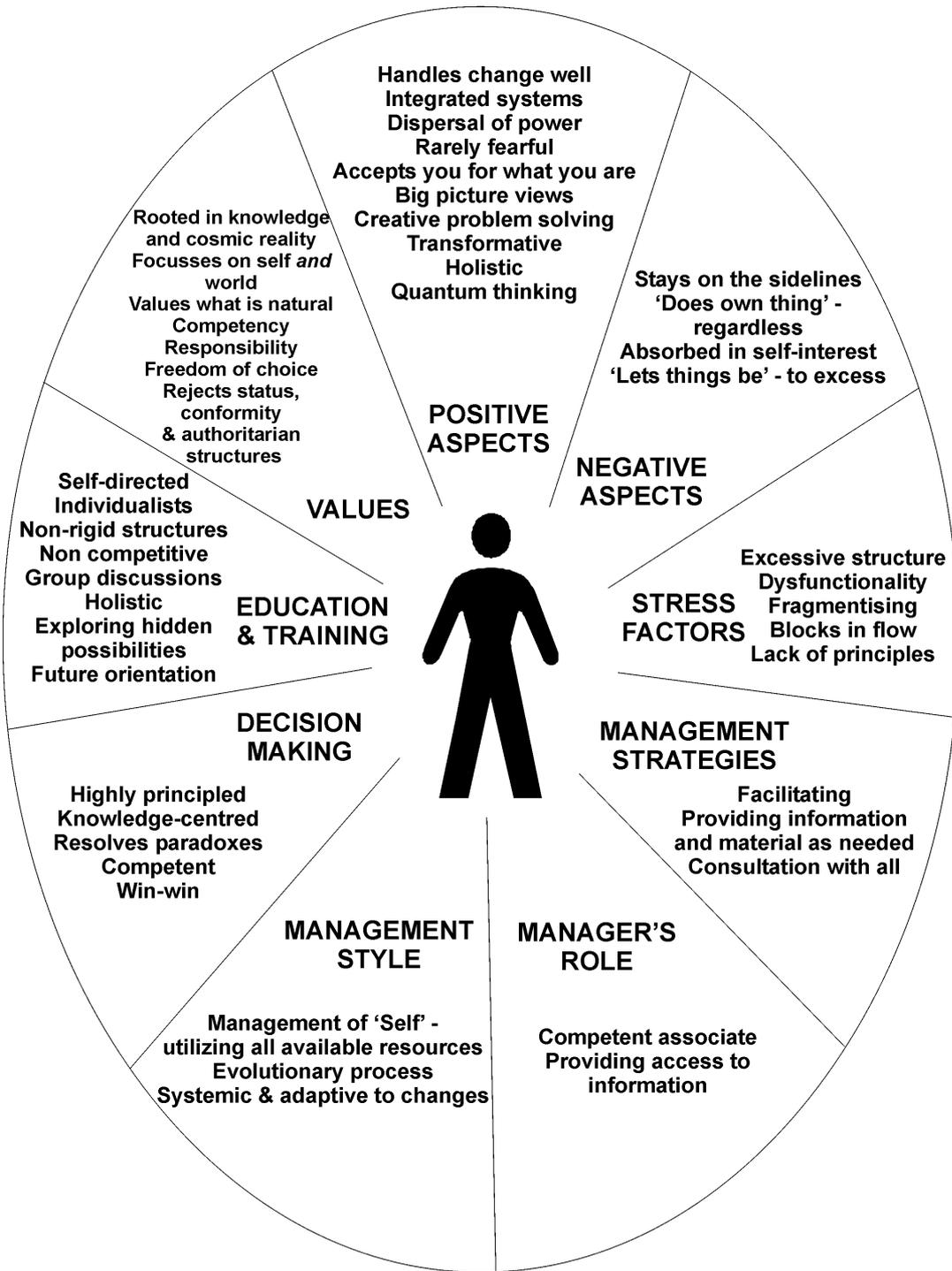
# Understanding and Managing the Green Individual



## INVOLVER

Based on the work of Dr C. Graves, Dr D. Beck & G. Linscott

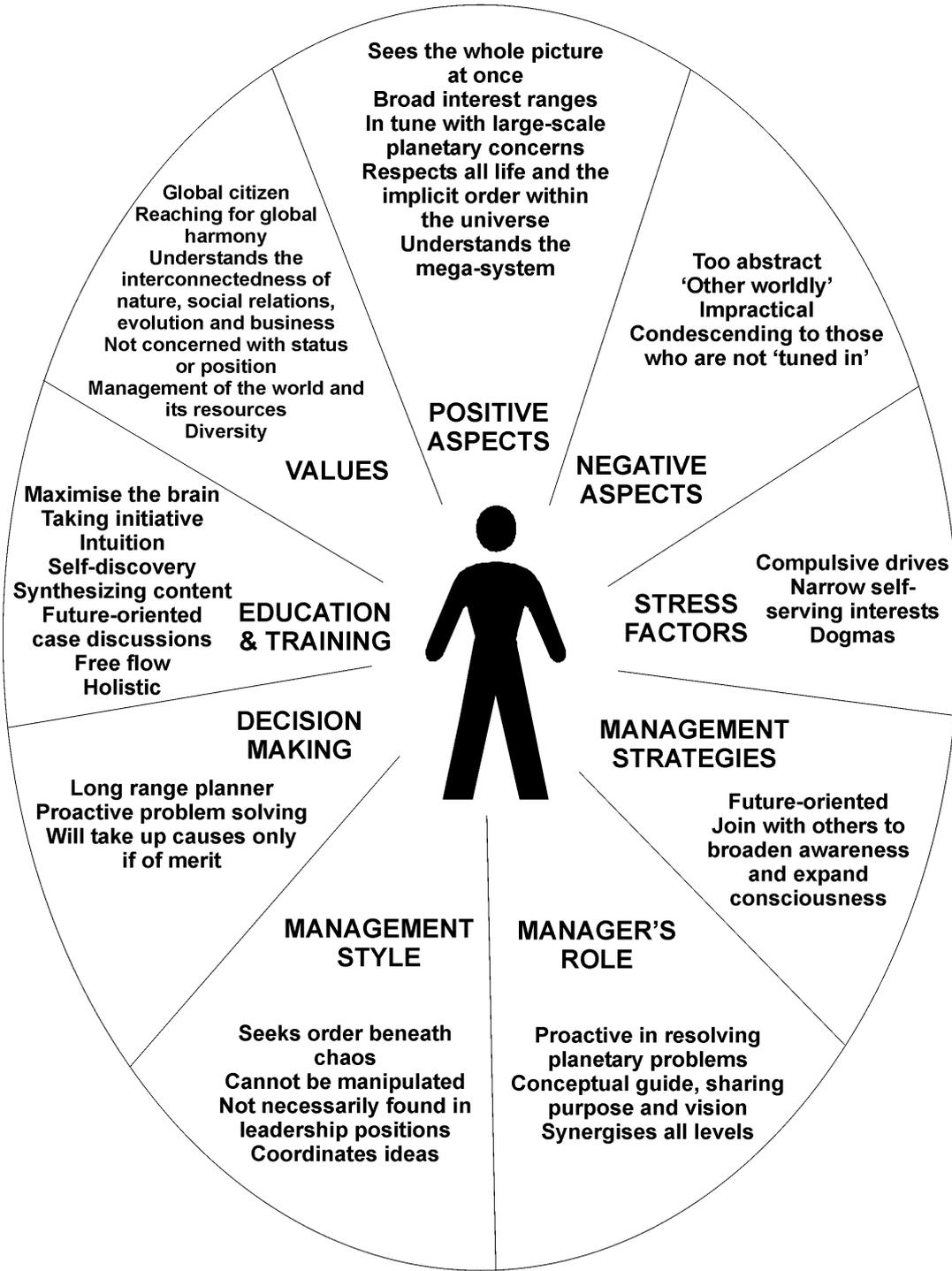
# Understanding and Managing the Yellow Individual



## CHOICE SEEKER

Based on the work of Dr C. Graves, Dr D. Beck & G. Linscott

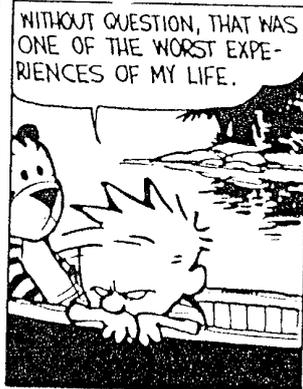
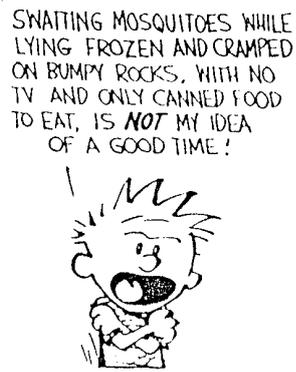
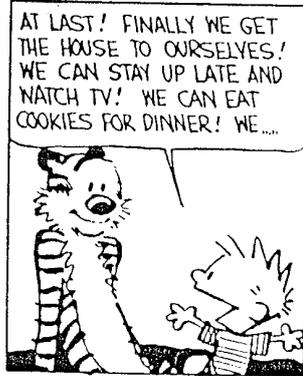
# Understanding and Managing the Turquoise Individual



## GLOBALIST

Based on the work of Dr C. Graves, Dr D. Beck & G. Linscott

# Consider the "Colours" that are illustrated in this cartoon



# SUMMARY OF ROLES



## GUIDE (action)

- Masters every situation or problem, learning quickly, natural leaders
- Charismatic and commanding, ensuring smooth flow
- ☺ Charismatic, commands loyalty and respect
- ☹ Can be tyrannical, perfectionists, arrogant and overbearing

## THE CONQUEROR (action)

- Practical, hard-working and determined
- The steady, organized person who has strong principles
- ☺ Strong on strategy and tactics, rules and regulations
- ☹ Slow to move in new directions



## THE COMMUNICATOR (expression)

- They have broad ideas, good with collecting and sharing information
- Often gifted speakers - and often are the centre of attention
- ☺ Charismatic, make good mediators and facilitators
- ☹ Commanding attention without communicating wisdom

## THE INNOVATOR (expression)

- Creative and imaginative, likes variety and diversity
- Sees ways to improve things - innovative
- ☺ They bring change to our world
- ☹ Unfinished projects, often late



## THE INSPIRER (inspiration)

- Often an inspiration to others in spiritual matters and higher learning
- Not afraid to make changes on an inner, soul level
- ☺ Have a strong sense of mission to improve the world
- ☹ Can be tough to be around

## THE SUPPORTER (inspiration)

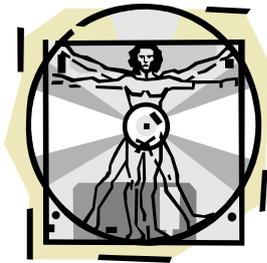


- Pleasant and considerate towards others, puts others' needs before own
- Likes to feel useful and of service and have things to go smoothly
- ☺ Accommodating, supportive and helpful
- ☹ Can create guilt and manipulate others

## ORGANISER (assimilation)

- Objective and fair, taking note of all sides that exist on any issue, gathering and mastering information
- Thorough, working well with details
- ☺ Save potentially useful things, often have extensive collections: books, tools, recipes, CD's, toys, stamps, etc.
- ☹ Sometimes poor communicators





## GUIDE (action)

### GENERAL DESCRIPTION

- Masters every situation or problem, learning quickly
- Has perseverance and commands respect
- They see the whole picture, and their advice is trusted
- Competent, with gentle benevolence
- Charismatic and commanding, ensuring smooth flow
- Are natural leaders are sure of their own worth
- Are self-directed, upright and reputable
- Are usually the final authority the buck stops here
- Have strong vision of what needs to be done and delegate work accordingly
- Their advice is sought and trusted
- Responsible for smooth flow of things



### POSITIVE ASPECTS

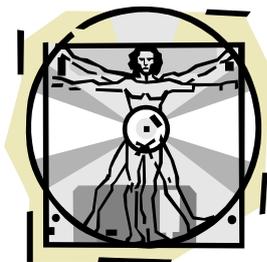
- ☺ Action oriented leaders
- ☺ Commands loyalty and respect
- ☺ Upright, regal bearing
- ☺ Charismatic
- ☺ Delegates well
- ☺ Highly competent
- ☺ Quick learner
- ☺ Self-assured



### NEGATIVE ASPECTS *(only some may apply)*

- ☹ Can be tyrannical
- ☹ Perfectionist
- ☹ Big ego
- ☹ Arrogance
- ☹ "Know-it-all"
- ☹ Overly authoritarian
- ☹ Judgemental
- ☹ Overbearing

## ROLE

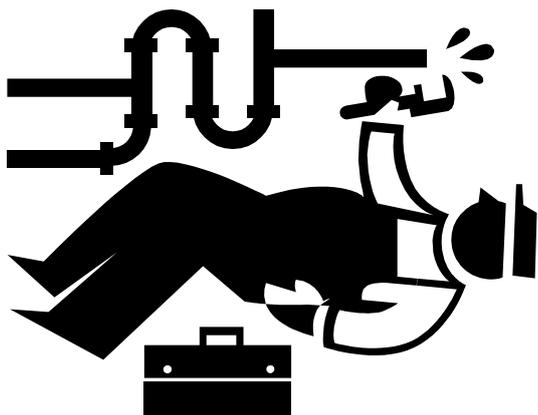


## THE CONQUEROR

(action)

### GENERAL DESCRIPTION

- Practical, hard-working and determined
- The steady, organized person who has strong principles
- Can be unsubtle, and are not always good communicators
- They don't give in easily, would rather stick to their guns
- Rules and regulations are important, feelings not so much
- They like to win their own battles



### POSITIVE ASPECTS

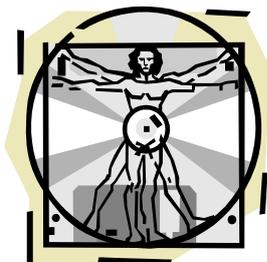
- ☺ Good with their hands
- ☺ Strong on strategy and tactics
- ☺ Focused and goal-oriented
- ☺ Believe strongly in social structure
- ☺ Have a down-to-earth practicality
- ☺ Productive, action oriented
- ☺ Rules and regulations are important
- ☺ Independent
- ☺ Hard workers

### POSSIBLE NEGATIVE ASPECTS *(only some may apply)*

- ☹ Uncompromising at times
- ☹ Poor communicators -- not given to words
- ☹ Blunt and unsubtle
- ☹ Can be violent
- ☹ Others may find them intimidating
- ☹ Slow to move in new directions
- ☹ Vision limited to what needs to be done now
- ☹ Excessive structure
- ☹ Enforces rules



## ROLE



## THE COMMUNICATOR (expression)

### GENERAL DESCRIPTION

- They have broad ideas, are good with collecting and sharing information, written or spoken
- Often gifted speakers - and often are the centre of attention
- They enjoy having the last word
- Dislike being misunderstood
- Optimistic, light-hearted, warm and friendly
- They use all the senses, including intuition
- They can be emotional people
- Fun to be around - and have an effect on large groups



### POSITIVE ASPECTS

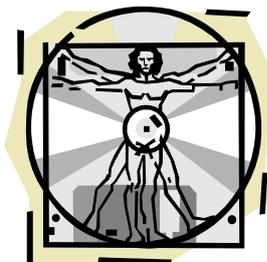
- ☺ Good with expression of ideas, bringing enlightenment
- ☺ Emphasize insight into knowledge - ask "why"
- ☺ Witty and clever in imparting information to groups
- ☺ Great storytellers using drama, optimism and emotion
- ☺ In tune with their feelings
- ☺ Intuitive and sensory oriented
- ☺ Excellent communicators and facilitators
- ☺ Good with cheering people
- ☺ Add spice and fun to sharing of knowledge
- ☺ Laugh frequently
- ☺ Like being involved in networking
- ☺ Mediators
- ☺ Charismatic



### POSSIBLE NEGATIVE ASPECTS *(only some may apply)*

- ☹ Can be long-winded
- ☹ Magnifying and over-telling
- ☹ Can exaggerate and intensify truth
- ☹ Empty chattering
- ☹ Inappropriate humour
- ☹ Commanding attention without communicating wisdom
- ☹ Intruding laugh
- ☹ Fear of not being heard

## ROLE

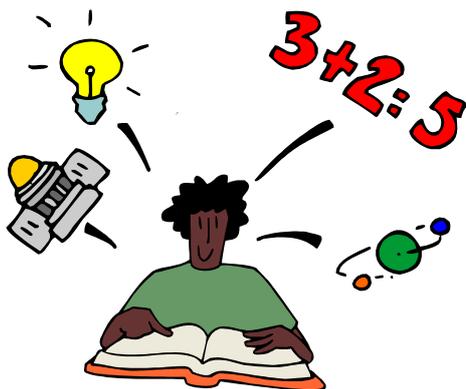


## THE INNOVATOR

*(expression)*

## GENERAL DESCRIPTION

- ❑ A bit of a loner, avoids crowds
- ❑ Creative and imaginative, likes variety and diversity - but might not finish all projects!
- ❑ Sees ways to improve things, or change things round
- ❑ Sometimes forgetful - time flies by; they are often late
- ❑ Lots of ideas but sometimes seem to be in a fantasy world
- ❑ Concerned with philosophy, the nature of the world, inventions, discoveries, or the fine arts



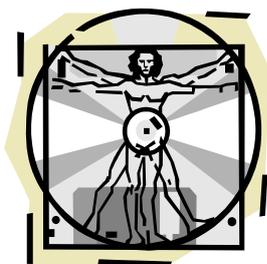
## POSITIVE ASPECTS

- ☺ They bring change to our world
- ☺ Immensely creative and imaginative
- ☺ Spontaneous but with a staunch core
- ☺ Can be very clever
- ☺ See themselves as recreating reality
- ☺ Extraordinary dreams
- ☺ Can do many things at the same time
- ☺ Wide vision
- ☺ Innovative

NEGATIVE ASPECTS *(only some may apply)*

- ☹ Makes rules - and breaks them
- ☹ Chaos-producing
- ☹ Unfinished projects
- ☹ Often late
- ☹ Lost to reality
- ☹ Forgets friends or family exist at times
- ☹ Can look as if "not all there" - far away in thoughts
- ☹ Skew view of reality
- ☹ Self-deceptive
- ☹ Lives in a fantasy world

## ROLE



## THE INSPIRER (*inspiration*)

### GENERAL DESCRIPTION

- An energetic person, often an inspiration to others in spiritual matters and higher learning
- Works well with groups and impacts emotionally on people
- Not afraid to make changes on an inner, soul level
- They can be intense, idealistic, even visionary
- They get their message across in a compassionate way
- Quick thinkers - and quick to take action



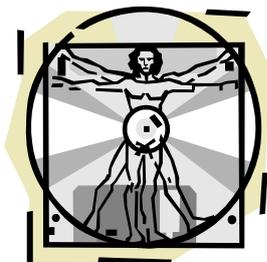
### POSITIVE ASPECTS

- ☺ Rapid thinkers
- ☺ Believe and practise inner quietness using visualization
- ☺ Masters with symbols
- ☺ Are loving and compassionate towards others
- ☺ Believe in the unity of all creation
- ☺ Have a strong sense of mission to improve the world
- ☺ Inspires people to improve their lives
- ☺ Very concerned with higher truths
- ☺ Gets involved helping with other people's problems
- ☺ Can be animated and exuberant

### NEGATIVE ASPECTS (*only some may apply*)

- ☹ Can be overly zealous
- ☹ Can poke and badger
- ☹ Occasionally fanatics
- ☹ Not checking information for accuracy
- ☹ Can be tough to be around
- ☹ Can pressurize people
- ☹ Can lack self-motivation when negative
- ☹ They may occasionally be impractical or impulsive

## ROLE



### THE SUPPORTER *(inspiration)*



#### GENERAL DESCRIPTION – ACCOMMODATOR

- Pleasant and considerate towards others
- Likes things to go smoothly
- Supportive - likes to help others
- Likes to feel useful and of service
- Often supports “causes”, but tends to prefer to work behind the scenes
- Puts others’ needs before own
- Stability is very important
- Creates happy, cosy environments at work and home
- Nurturing, and enjoys a happy domestic life
- Will go out of their way for others
- Works well on a one to one basis, or under a leader

#### POSITIVE ASPECTS

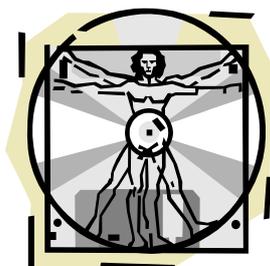
- ☺ Accommodating
- ☺ Self-sacrificing
- ☺ Have a natural warmth
- ☺ Supportive and helpful
- ☺ Family oriented
- ☺ Show love by doing things for others



#### NEGATIVE ASPECTS *(only some may apply)*

- ☹ Can be poor communicators
- ☹ Reluctant to ask questions
- ☹ Can create guilt and manipulate others
- ☹ Sometimes not self-starters
- ☹ Overly supportive - smothering
- ☹ Closed family groups

## ROLE



### ORGANISER (assimilation)

#### GENERAL DESCRIPTION

- Objective and fair, taking note of all sides that exist on any issue, gathering and mastering information
- Curious to know how it all works
- Thorough, working well with details
- Can be fairly quiet, or reserved, and not given to wild emotions
- Self-controlled
- Their opinions are valued, solid and well founded
- They may have unusual, fascinating hobbies and interests outside work

#### POSITIVE ASPECTS

- ☺ Excellent vocabulary - words are in the right places
- ☺ They take note of all that happens
- ☺ Gathers and assimilates knowledge
- ☺ Natural curiosity
- ☺ Very thorough and detail oriented
- ☺ Neutral and objective impartiality
- ☺ Thoughtful and quiet
- ☺ Save potentially useful things
- ☺ Often have extensive collections: books, tools, recipes, CD's, toys, stamps, etc.
- ☺ Take risks to gain new knowledge
- ☺ See all sides objectively
- ☺ Like playing word games - puns and mind twisters



#### NEGATIVE ASPECTS *(only some may apply)*

- ☹ Poor communicators
- ☹ When long-winded, bores everybody
- ☹ Overly theoretical
- ☹ Emotionally not expressive
- ☹ Painfully thorough
- ☹ Typical nerd
- ☹ Remote and uninvolved

# GOALS

Your goal is your primary motivator in life – that which you strive to achieve on an hour by hour, day by day basis. It is the theme of your life, a structure, and a focus around which your main lessons revolve. You may often find yourself in situations that force you to strive for the positive pole of your goal.

Your goal occasionally slides with the other one on the same axis. It can be compared to a coin where one side may be “heads” and the other “tails”. You will find them both on your page. Examine both of them carefully in order to understand the patterns that have occurred in your life. When in need of balance the sliding goals on your axis can be used. Being in the negative of your goal will steer your life out of balance. However, acting out of the positives of the balancer then restores balance.

## YOUR GOAL AND YOUR HEALTH

Resistance to your life goal is your greatest source of disease. Not only do you then resist your goals, but you often feel frustrated because you have not yet learned how to reach them successfully.

One excellent way to understand imbalance and the healing process is to study the positive and negative aspects of your goal. These will show you instantly the actions, reactions and attitudes that lead to disease or healing. Just because you have a particular goal does not mean that you do it well or act in the positive pole. You are still in the process of learning how to do this.

Since your goal is what motivates you in life, it is what drives you to seek out specific experiences. The outcomes of these experiences either frustrate you or signal success. When you handle situations from your negative pole, you will experience frustration and become unbalanced. The result is usually illness. On the other hand, when you operate out of your positive pole, you not only heal yourself, but also everyone around you. Make use of the power that lies in the related energy centres to provide you with guidance. The positives of your goal lie within your own system. Tap it.

# GOAL

## DISCERNMENT

*(expression)*

### GENERAL DESCRIPTION

- The ability to discriminate between good and bad
- To be able to judge between right and wrong
- To distinguish clearly, using all the senses, and thereby gaining understanding and insight
- To be able to eliminate the unwanted

### POSITIVE POLE

- ☺ Look for the perfect
- ☺ High standards
- ☺ Refinement
- ☺ Only the best will do
- ☺ Consider all options
- ☺ Sort life out

### NEGATIVE POLE

- ☹ Overly critical
- ☹ Never satisfied
- ☹ Prejudiced
- ☹ Self-critical
- ☹ Aloof
- ☹ Snobbish

## HEALTH

This has to do with finding the highest information and guidance and involves the 6<sup>th</sup> energy centre. All the senses will be involved in making wise judgements. Unwise use of discernment may produce headaches and disease of the five senses.

When we are looking for high standards and perfection in everything and every person around us, we run the risk of rejection, especially if we are overly critical, prejudiced, etc. When you spend most of your time being self-critical and judgmental, emotional imbalance is created. It may result in intense emotional disturbance and illness. Staying in the positive means that you acquire a sense of sophistication where you are selective with what you want and have pleasure in it. When you are discerning, you feel good and express good judgement. Your emotional imbalance or healing thereof will go through the 5<sup>th</sup> energy centre in the throat area. Illnesses could concern the glands, mouth, throat, neck and addictions (substances, foods, etc.) Use your 6<sup>th</sup> energy centre (head) to seek only the truth. Right understanding and wisdom can be found here.

# GOAL



## ACCEPTANCE

*(expression)*

### GENERAL DESCRIPTION

- To accept life and its problems as it comes
- The ability to accept people for who and what they are
- Wants to be accepted by other people
- They are usually in good spirits and approachable
- Often have a rejection issue which means that they will do much to appear acceptable to their peers and superiors
- The ultimate of this goal is to love others with great acceptance and the unconditional love of God

### POSITIVE POLE

- ☺ Warm and understanding
- ☺ Self-accepting
- ☺ Friendly
- ☺ Agreeable
- ☺ Humanitarian
- ☺ Accepting of others
- ☺ Reaching out

### NEGATIVE POLE

- ☹ Fear of rejection
- ☹ Overly nice
- ☹ Unnatural - pretending
- ☹ Insincere flattery — avoiding truth
- ☹ Unsteered life
- ☹ Self-criticism
- ☹ Judgemental
- ☹ Critical

## HEALTH

The negative pole is ingratiating – doing or saying anything to be liked, as a result of the fear of non-acceptance. Your self-esteem is affected through the 3<sup>rd</sup> energy centres. Disease of the pancreas, liver, and colon could result. Even becoming ill is thus a vehicle for sympathy and attention - the negative again! When you are out of affinity with yourself, or in non-acceptance, you fear that others will not accept you either. This creates emotional stress which turns into physical problems. It can manifest as heart disease, asthma, respiratory disease, even breast cancer. The emotional reaction is depression or anxiety. This works from the 4<sup>th</sup> energy centre in the heart area.

Always look to see whether you are accepting yourself before making an effort to accept others. Agape or unconditional acceptance of self and others is the necessary healing. Work to restore the code of honour with yourself and your own integrity.

# GOAL



## GROWTH

*(inspiration)*

### GENERAL DESCRIPTION

- People with this goal lead extremely busy lives
- There are lots of new experiences
- They experience many obstacles and have big and small challenges all the times
- They often feel driven to try and learn something new
- They can appear to be constantly searching for something else
- They can be an inspiration to others and might feel the need to be of service

### POSITIVE POLE

- ☺ Eagerness
- ☺ Activity
- ☺ Clarity
- ☺ Self-growth
- ☺ Satisfaction
- ☺ Open to learning

### NEGATIVE POLE

- ☹ Confusion
- ☹ Absentmindedness
- ☹ Callous
- ☹ Unbelievable obstacles
- ☹ Self-oriented
- ☹ Driven

## HEALTH

Most of the negative aspects occur when you exert too much effort and you cannot tolerate any more growth. You overwhelm your capacity to understand and process your experience and you feel overloaded and growth or evolution comes to a halt. The result is headaches and physical illness. The body is run down – literally! The five senses could also be affected and confusion results in anxiety.

Healing results when you are able to integrate growth at a natural pace and you experience breakthroughs and ah-ha\*s rather than confusion. Your body is then more relaxed and able to handle the natural tension in the growth curve. You remain healthy because you are no longer driving yourself beyond your limits. Evolution/growth is inspiring. Do you feel inspired? Your 6<sup>th</sup> energy centre (forehead) relates to wisdom and having right intentions towards yourself. You receive guidance from here. Your 6<sup>th</sup> energy centre is related to your well-being as well as the 2<sup>nd</sup> centre which has to do with creating all the things in your life. It is your vitality centre. Misuse would result in dis-ease in the forms of reproductive imbalances, endometriosis, impotence, infertility, prostate cancer, ovarian, bowels and lower back problems.

# GOAL

## RE-EVALUATION

*(inspiration)*

### GENERAL DESCRIPTION

- This is a goal of re-examination of self and life's issues
- There is a need to seek deeper levels and patterns to existence
- It can appear uncomfortable with limited life scope (when there are physical disabilities)
- Often chooses a simple lifestyle that will enable them to spend time in evaluation of all major issues
- Often go back to basics and do not need status
- This can help them to shed all unnecessary cultural conditioning

### POSITIVE POLE

- ☺ Simplicity
- ☺ Reviewing all matters
- ☺ Contemplating
- ☺ Consolidating
- ☺ Unassuming

### NEGATIVE POLE

- ☹ Stuck
- ☹ Bewildered
- ☹ Withdrawn
- ☹ Greatly internal
- ☹ "Not here"

## HEALTH

Being in the negative pole results in energetic imbalances that affects the 1<sup>st</sup> and 7<sup>th</sup> energy centres at the top and base of the spine. Dis-ease from the 1<sup>st</sup> energy centre could be all survival illnesses, epidemics, flu, disorders in the hips, legs, feet. The 7<sup>th</sup> energy centre concerns your evaluation of matters from the past. You have to let go of dead issues and live in the moment from which you will receive inspiration. It also affects the 5<sup>th</sup> centre from where correct judgement is made. Expressing yourself in kind terms with wisdom. Misuse would result in illnesses in the throat area, mouth, neck and glands.

Withdrawal takes place when you make life so complicated and strained that you cannot face anyone anymore and you retreat into hibernation. Over-analyzing self and others will leave you bewildered and apathy and listlessness can set in undermining the meaning and value of life. Return to simplicity in living. Concentrate on what is at hand and do that well. When you find yourself smiling on an inner lever or outer, then you are on the path of inspiration and healing.

# GOAL

## ASSERTION

(action)

### GENERAL DESCRIPTION

- With this goal, people would like to be in commanding positions
- Leadership is the goal
- They like to occupy prominent positions. Authority and power is important
- Most difficult situations can be handled
- They love to be in control and often get what they want

### POSITIVE POLE

- ☺ Energetic
- ☺ Determined
- ☺ Capable leaders
- ☺ Rise to the top
- ☺ Respected
- ☺ Win-Win
- ☺ In Charge

### NEGATIVE POLE

- ☹ Dictatorial
- ☹ Demanding
- ☹ Overbearing
- ☹ Insensitive
- ☹ Controlling
- ☹ Winner-takes-all
- ☹ Dominate

## HEALTH

Dictatorship is the attempt to control others and eliminate their freedom of choice and thereby you create an energetic imbalance in yourself. You lose the ability to perceive things clearly and the sensitivity and affinity towards others. When you act dictator toward others, you automatically and unconsciously push yourself around as well. You try to control and force yourself to be or act in a certain way. This affects your energies from the 3<sup>rd</sup> energy centre. This centre is concerned with your self-esteem, the honour code within which you live and your integrity. Illness affecting the pancreas, liver, or colon could result. It also affects the insight needed from the 6<sup>th</sup> energy centre (forehead) and the affinity from the 4<sup>th</sup> energy centre (heart area). This centre concerns compassion, harmony and love. Unconditional love (agape) with no private agendas will empower real leaders.

The healing is leadership – the act of serving others through assertiveness and responsible guidance. This tempers the power by allowing loving energy to flow and allows insight and wisdom into the issues at hand. This then makes you a powerful leader, one who not only leads with a desire for all to win but one who also loves the self. A successful leader is one who can truly heal others energetically. Find a way to win that includes what the other person wants as well. When you lead well, others will automatically follow.

# GOAL



## SUPPORT

*(action)*

### GENERAL DESCRIPTION

- Having a life goal of support means that sensitivity to other people's needs would be called for
- Helpful, yielding, supportive behaviour would be their hallmark
- They strive for devotion and through helping others they achieve this
- Can often be dedicated to ideologies in connection with religion, the environment, politics, peace, or minority rights

### POSITIVE POLE

- ☺ Serving
- ☺ Dutiful
- ☺ Devotion
- ☺ Selfless
- ☺ Obedience
- ☺ Sensitive

### NEGATIVE POLE

- ☹ Compliance
- ☹ Subservient
- ☹ Unquestioning
- ☹ Martyr
- ☹ Enslaved
- ☹ Victimized
- ☹ Feel unworthy

## HEALTH

Being subservient and unquestioning is a passive act of allowing another to control you. You are cutting off your own power and self-esteem as well as your ability to communicate your feelings of being exploited. To allow others to take advantage of you is to give up your space. You are allowing yourself to be open to rape in a metaphorical sense. Because your boundaries are transgressed (concerning the 2<sup>nd</sup> energy centre) your reproductive and creative energies are affected. This could result in endometriosis, tumours in genitals, impotence, infertility, prostate, ovaries, bowels and lower back problems.

Harness your power of devotion to your mate, family, job, etc. This can be very healing not only for you but also for those around you. Learn to do things that bring out the devoted quality in you. A devoted person actively promotes another person, a belief, or a cause simply because they love doing it.

# GOAL

## FLOW

(assimilation)

### GENERAL DESCRIPTION

- This goal leads people to “go with the flow”
- They practise the path of least resistance
- There is not much “frantic” activity in their lives
- It seems to be an easy life with few challenges
- They flow into experiences and handle them with ease
- Smooth sailing — when faced with problems, they “sail through”
- They understand how to “let go and let God”

### POSITIVE POLE

- ☺ Free-flowing
- ☺ Unstressed
- ☺ Content and tranquil
- ☺ Pleased with self and life

### NEGATIVE POLE

- ☹ Drifting aimlessly
- ☹ Lazy
- ☹ Uncommitted
- ☹ On the sideline

## HEALTH

Inertia is the ultimate of the negative pole. This is a stuck, deadened place, where the enjoyment of living is on hold. Energetic, emotional and physical imbalance is created which is related to the 6<sup>th</sup> energy centre. This centre provides you with wisdom and understanding. It deals with your intention towards issues. If abused, the result can be depression followed by physical illness. The brain and all its abilities together with the 5 senses could be affected. Inertia also tends to affect others around you, by dulling their senses and cutting off the energetic flow and balance. The result is that you feel and generate apathy.

You need to restore flow, the effortless enjoyment of the natural process and course of life. The 4<sup>th</sup> energy centre will assist you in this. It helps you to see the beauty in life and deal with issues with compassion and harmony. When you operate out of your positive pole you are a healing power energetically, emotionally and physically for yourself and others. You are able to see exactly what needs to be done from a state of effortlessness. In fact you function much more from a being aware state than a doing state. Find the effortlessness in your tasks and in your daily affairs. If something is not working out, do not force it. It is probably not right for you right now. Your life can be easy if you let it.

## **MODES**

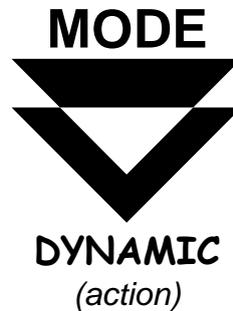
Your mode is your primary method of operating in this world. It is how people experience you. People will have noticed this about you. It is the method through which you will reach your goal and you carry out all your activities from this angle. Your early parental and societal conditioning may determine aspects of your mode, but will not alter the mode itself.

Your mode also slides with another one on the same axis. It is similar to a coin where one side may be “heads” and the other “tails”. It is quite possible that you are not using your mode to its fullest advantage yet. You may be spending lots of time in the negative pole, thereby negating self and goal. The mode on your axis may be utilized to regain balance. You will probably find yourself acting from there at times anyway. Learn to access it consciously.

## **YOUR MODE AND YOUR HEALTH**

Modes can produce great bodily imbalance if expressed negatively. Since they are the method through which you run your life and pursue your goals, they have a substantial effect on you when you act from the negative pole. Since modes are very visible, it is easy to see how you can get into trouble when you express them negatively. In fact, it now seems clear that being in the negative pole, violates your energies and will manifest in your biological system as illnesses specifically relating to certain energy centres in the body.

Study your positive and negative poles deeply and integrate the sliding axis to improve your health on all energetic levels.



### GENERAL DESCRIPTION

- Being dynamic gives you vibrant energy to take action
- It is enterprising and risk taking
- Can be vigorous and forceful in order to do what is necessary
- Being in this mode allows you to take initiative
- It allows you to do many things at the same time

### POSITIVE POLE

- ☺ Bold
- ☺ Adventurous
- ☺ Bouncy
- ☺ Leadership
- ☺ Challenges
- ☺ Full of life
- ☺ Potent
- ☺ No withdrawal

### NEGATIVE POLE

- ☹ Obnoxious
- ☹ Obstructive
- ☹ Verbal abuse
- ☹ Belligerence
- ☹ Aggressive
- ☹ Destructive
- ☹ Combative
- ☹ Struggle

## HEALTH

The 2<sup>nd</sup> energy centre is where your drive is. All projects and systems to be created come from here. It is your vitality centre. Abuse of this leads to disease in the reproductive area. The negative pole of aggression and belligerence creates imbalance in the 2<sup>nd</sup> energy centre by exaggerating powerful aggressive energy and shutting off balancing sensitivity. It can produce illness in the reproductive systems. Disorders like endometriosis, infertility, tumours in the genital area, problems with the lower back, ovaries, prostate and bowels can result.

Dynamism is the healing factor here. Through dynamic action productiveness is pursued and evolution results. The dynamic energy of the 2<sup>nd</sup> energy centre, tempered by the 4<sup>th</sup> centre love and affinity, literally is responsible for the creation of the family. It concerns love, harmony, compassion and loving unconditionally without private agendas. (This centre is also responsible for all your creativity moves.)

# MODE



## PERSEVERANCE

*(action)*

### GENERAL DESCRIPTION

- The mode of Perseverance helps you to tackle long-term tasks with determination
- It assists you in a step-by-step way
- It allows you to continue steadfastly especially in the face of discouragement
- It provides endurance in times of hardship
- Concentrates on one thing at a time and stays with it until completed

### POSITIVE POLE

- ☺ Persistent
- ☺ Disciplined
- ☺ Solid
- ☺ Hang-in-there
- ☺ Steady
- ☺ Unswerving

### NEGATIVE POLE

- ☹ Can't let go
- ☹ Dull
- ☹ Blind to the big picture
- ☹ Fixed
- ☹ Narrow focus
- ☹ Unwilling to change

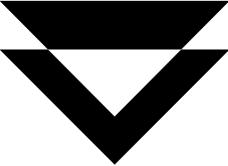
## HEALTH

The negative pole is unchanging, a stuck pattern of unproductive repetition. Here you fall into a method of doing that limits your options and sustains negative emotional intensity for long periods of time - like persisting in a rotten marriage or being stuck in a drinking habit or not resigning from a job you can't stand - it still means your emotional life gets caught in a chronic state of imbalance. This unbalances your 3<sup>rd</sup> energy centre (gut area). This centre provides you with endurance, commitment and integrity. This is an emotional centre where your honour code with yourself lies. This produces irritation, annoyance or hopeless feelings. It can affect the liver, pancreas or colon. Together with that your 5<sup>th</sup> energy centre (throat area), which helps to discern the right moves and use wise judgment will be affected. The surrender of your will to Divine will is settled here. Abuse of this could result in disease of the throat, mouth, neck and glands and the 6<sup>th</sup> energy centre (forehead) where you would gain insight and wisdom from, shuts down.

Discipline or persistence is the healing positive pole of this mode. When you are able to stick to appropriate lines of action, you dissolve the obstacles in your path through repeated attempts. You feel balanced and proud of your efforts when you achieve success. The 3<sup>rd</sup> energy centre provides you with discriminatory powers and insight and then you will automatically know when you have run into a blind alley and need to change course. You will know when to step up your efforts and when to take a break for needed rest and relaxation.

If your efforts are not producing the results you want, you are probably on the wrong track. Ask your intuition to tell you whether to proceed or not.

**MODE**



**FIRE/INTENSITY**  
*(inspiration)*

**GENERAL DESCRIPTION**

- In this Intense Mode you would be emotional and excitable
- You would have fresh and sparkly energy
- Enjoyment of the moment is important to you
- Can be high spirited and lively

**POSITIVE POLE**

- ☺ Passion
- ☺ Open and animated
- ☺ Involved
- ☺ Spontaneous
- ☺ Enthusiastic
- ☺ Intensely alive
- ☺ Fun
- ☺ Exciting

**NEGATIVE POLE**

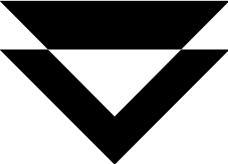
- ☹ Overwrought
- ☹ Hot-headed
- ☹ Emotional upheavals
- ☹ Irritable
- ☹ Suffering
- ☹ Ruffled
- ☹ Exasperation
- ☹ Leap-before-looking (Where angels fear to tread)

## HEALTH

Through the negative pole you become identified with what you are watching or listening to. You feel the same emotions as those you are exposed to. You over-identify, which results in loss of space or boundary between you and something else. You are not using discernment and become overwhelmed with emotion. This unbalances the 5<sup>th</sup> energy centre. This is the centre of expressing self with good judgements. Our ability to discern the highest truth and the surrender of self will to Divine will is found here. Abuse leads to dis-ease in the areas of the throat, neck, glands and mouth. You become attached to whomever or whatever is the object of your passion. You expend your physical and emotional energy unproductively and sometimes only add to the existing problems. This unbalances the 4<sup>th</sup> energy centre (heart area) as well. This centre is where love, harmony and compassion with self and others live. The ability to love unconditionally without private agendas (agape).

The healing point is where involvement allows you to become one with something without losing self-actualising: the ability to throw yourself fully into something, so completely, that you become one with it in a positive way. Ask yourself what you are attached to - it usually produces suffering if you are attached to a person or a thing from the negative pole. If you are simply involved because you want the experience, from an agape point of view you are heading for healing.

# MODE



## RESERVATION

*(inspiration)*

### GENERAL DESCRIPTION

- A mode of Reservation allows you to withhold emotion until it is safe to express
- You would be rather introverted, not given to expose who you are
- Your opinions would be expressed in a very refined and polite manner
- Most people would only perceive the mask you choose to wear - very little of the person deep inside

### POSITIVE POLE

- ☺ Restraint
- ☺ Tactful
- ☺ Civilized
- ☺ Very polished
- ☺ Contained emotions
- ☺ Courteous
- ☺ Disciplined

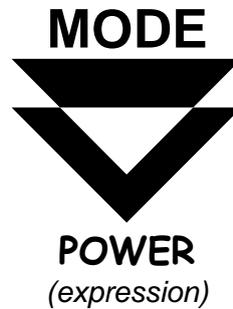
### NEGATIVE POLE

- ☹ Withholding
- ☹ Listless
- ☹ Blocked
- ☹ Unresponsive
- ☹ Cold and aloof
- ☹ Inhibited
- ☹ Poor communication

## HEALTH

Withholding or inhibition is the unbalancing force from the 5<sup>th</sup> energy centre (throat area). This concerns the judgements that you make and the right use of your will. You shut down the expressiveness of who you are and this blocks your energy flow. You are not able to express your own truth and what you believe is right. The 3<sup>rd</sup> energy centre comes in here in terms of self-esteem and integrity – the honour code with self. This prevents you from acting altogether. You then feel very negative about yourself and become more inhibited and thus you are involved in a vicious cycle. This disturbs your whole energy pattern resulting in diseases in the throat area, mouth, neck and glands. You could also experience disease in the areas of the pancreas, liver or colon.

Your healing lies in restraint in order to achieve polished efficiency. This tendency to refine your speech, your movements produces efficiency and beauty of expression. This has an healing effect on others. Think of the restraint of the ballet dancer resulting in precision of movement. Check to see if you are feeling inspired. Inhibition does not feel inspired. Restraint is what creates the inspiration for you.



### GENERAL DESCRIPTION

- The Power mode gives you an air of confidence
- You go about your tasks with authority
- People in this mode often look powerful whether they are male or female

### POSITIVE POLE

- ☺ Influential
- ☺ Confident
- ☺ Energetic
- ☺ Come on strong
- ☺ Commanding
- ☺ Authoritative
- ☺ Powerhouse

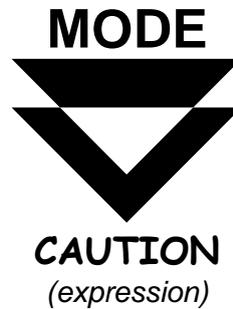
### NEGATIVE POLE

- ☹ Insensitive
- ☹ Bullying
- ☹ High-handed
- ☹ Pushy
- ☹ Scares people
- ☹ Oppressive
- ☹ Dogmatic

## HEALTH

The negative pole is an effort to control self or others by squashing the perceived opposition. You make use of negative emotions towards others. The 2<sup>nd</sup> energy centre holds much of your personal power. It is where you drive from. Abuse of this energy leads to disease in all reproductive systems – endometriosis, prostate and ovarian cancers, bowels and lower back problems. This makes you and them feel uncomfortable and produces intensely negative slates from the 3<sup>rd</sup> energy centre (gut area). This is your emotional area where self-esteem lies, your personal honour code and the integrity with which you handle power. Everybody then experiences distress on an emotional and eventually on a physical level in the form of liver, pancreas, colon, digestive problems or high blood pressure.

The positive pole, on the other hand, helps you to handle situations appropriately. All the aspects there allow you to take charge and move quickly. Your calm presence of power presents a picture of balance and lets others know that the situation is handled. They can then relax their fears and concentrate on the task at hand. Authority is thus expressed. When you express your power to honour yourself and others, even without words, you will find yourself moving toward healing. When you do not express your power you oppress yourself.



### GENERAL DESCRIPTION

- Caution is the look-before-you-leap mode
- You would be careful, considering all options before you commit to action
- This is a mode of deliberation, of holding back while all options are being considered

### POSITIVE POLE

- ☺ Safe
- ☺ Tactful
- ☺ Diplomatic
- ☺ Careful
- ☺ Calm
- ☺ Controls expression

### NEGATIVE POLE

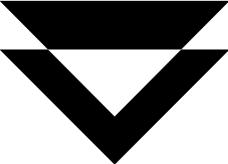
- ☹ Fearful
- ☹ Superstitious
- ☹ Neurotic
- ☹ Stuck
- ☹ Suspicious
- ☹ Uninvolved

## HEALTH

The negative pole is based on great fear and the desire to avoid the imagined danger. You are in a heightened state of survival consciousness from the 1<sup>st</sup> energy centre at the base of the spine. This state of affairs is intensely emotional and may make you act irrationally. This is accompanied by states of extreme anxiety and anger when you are faced with your worst fears. You are in a fight-or-flight mode. Over a long period of time this affects your immune system and wears you down physically, resulting in illness. It may manifest as colds, ulcers, otitis, flu, epidemics, or disorders in hips, legs and lower back.

Deliberation is your healing mode. With careful forethought, you proceed at a slow but comfortable pace that allows you to be relaxed and feel safe. Use the 6<sup>th</sup> energy centre for this. It provides you with divine guidance and wisdom. It will help you to have positive intentions and understanding. You feel energetically balanced as well as emotionally secure. You then have a healing effect on others, because you have shown them how to avoid the dangers and achieve success by careful planning. Being deliberate is an expression of mastery over fear. You need to move through your fear and find that you have survived.

# MODE



## OBSERVATION

*(assimilation)*

### GENERAL DESCRIPTION

- Being in Observation mode allows you to watch and absorb as things happen around you
- You tend to analyze situations and material because of your hunger for information
- You usually remain unruffled in agitating circumstances
- You are able to retain a neutral position between two difficult poles
- Your inquiring mind allows you to assimilate data without missing any detail
- As observation requires action in order to reach your personality goal, in order to take action you will be able to move to another mode like Power, Perseverance, Dynamic or Fire/Intensity. Refer to the relevant descriptions in the manual to learn more about your positive and negative poles of behaviour.

### POSITIVE POLE

- ☺ Clarity
- ☺ Alert
- ☺ Insight
- ☺ Neutral
- ☺ Perspective
- ☺ Sees it all
- ☺ Peaceful
- ☺ Cool and calm
- ☺ Very observant

### NEGATIVE POLE

- ☹ Scrutinizing
- ☹ Withholds emotion
- ☹ Remote
- ☹ Spying
- ☹ Surveillance
- ☹ No participation
- ☹ No action
- ☹ Meddling

## HEALTH

The unbalancing negative pole of observation is surveillance, a focused down use of the 7<sup>th</sup> energy centre (forehead) for very limited purposes. When you go into surveillance you are scrutinising the environment for anything that might pose as an imagined danger. This can produce fear and destabilise the 1<sup>st</sup> energy centre (base of spine). When you constantly survey your friends for possible criticism or for signs of vulnerability, you are heading for emotional imbalance. This can bring in illnesses of the five senses, the brain or attitudinal imbalance.

The healing quality of observation is clarity. Clarity and wisdom is the result of using the 7<sup>th</sup> energy centre (forehead) appropriately for purposes of understanding. If you let it run to the 1<sup>st</sup> energy centre where fear is based, you open yourself up to epidemics, flu, or disorders of the legs, hips or feet. Through clarity and insight most problems are dissolved and balance is restored to your emotional life. You need to make use of the energy from the 5<sup>th</sup> energy centre to move you into a movement mode. The 5<sup>th</sup> energy centre holds your power of judgement – the ability to discern wisely and express your will. It is also concerned with placing personal will into Divine will.

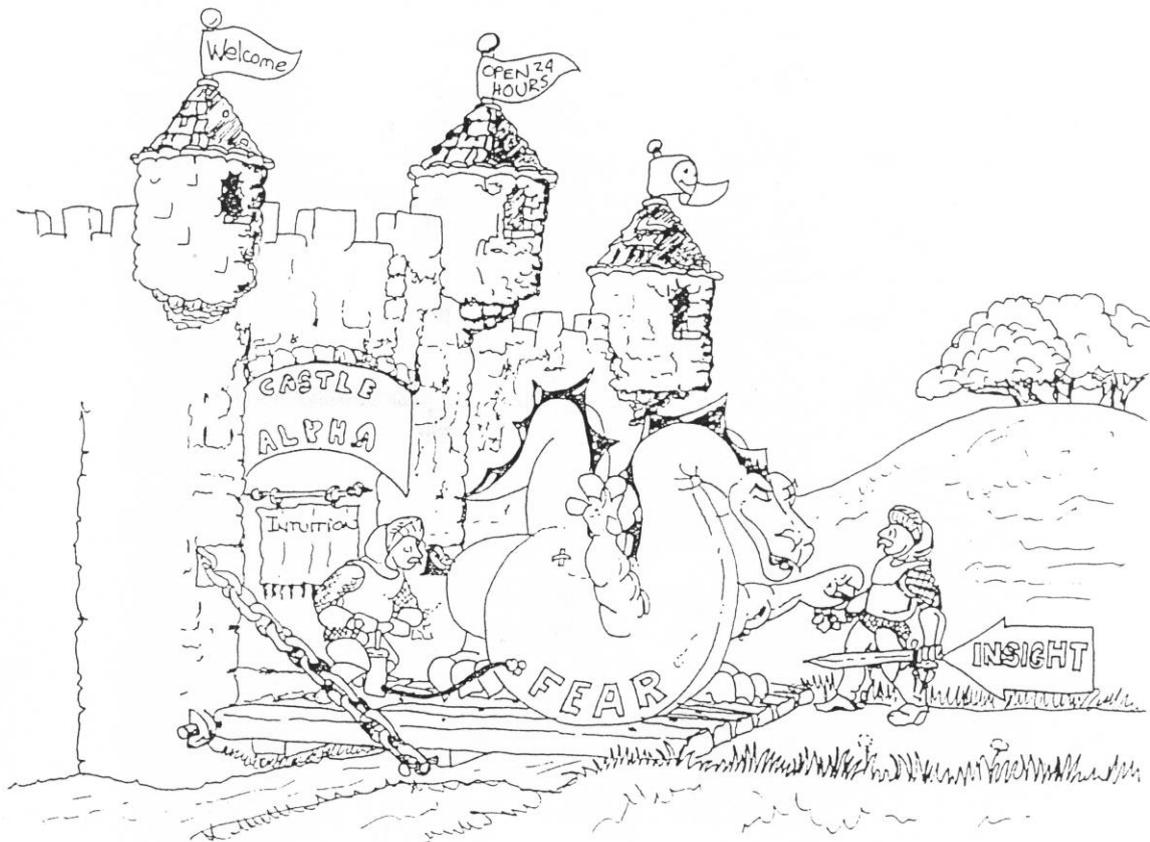
## STUMBLING BLOCKS

“Dragons” do not define who you are. Rather, it is a road map of who you are NOT. It is how you block who you really are from being expressed. It describes the way you distort who you are. It has a pattern of defence because it is fear related. Each “Dragon” has its own basic issue related to a specific fear. With our defensive actions we then create a way of living, which create and draw to us life experiences that **verify that the fear is right** in the first place.

Overcoming our stumbling blocks or taming the dragon would mean facing our fear and begin to live from the essence of who you are. It is giving more value to the positive aspects of yourself and making decisions from your strengths.

Practically you could learn to say positive things to yourself instead of criticizing. Use affirmations to change the inner, destructive self-talk. Choose a few weapons from the list given and begin to practice them.

**TAKE ACTION! BE THE YOU  
YOU WERE DESIGNED TO BE!**



# DEFEATING YOUR DRAGONS

## The Martyrdom Dragon



### IDENTIFICATION

Complaining, resentful, guilt-inducing, “woe is me” attitude, blaming, sighing, felt taken advantage of, long suffering, sacrificing, self-righteous

**OR**

Agonized, anguished, trapped, persecuted, victimized.

**BELIEF:** I am not okay. I am trapped. I must make others feel bad for causing my pain. I can win by suffering.

**THE BIG LIE:** “Someone else is always at fault, to blame for what happens to me.”

The truth is that no one can be blamed. Deep, deep down the martyr feels victimized because he or she feels truly undeserving and worthless. “I do not deserve anything but a rotten life.” There is great fear that if you tell the truth about your own wants and wishes, nobody would want you. Demanding other people’s sympathy keeps you a victim. Your spiritual life might also enforce this dragon by finding glory in suffering and your self-made hell on earth.

### AFFIRMATIONS TO BEAT THE MARTYRDOM DRAGON

- I create my own reality.
- I am discovering more happiness every day.
- There is a way through every problem.
- I am able to have my needs fulfilled.
- I am a valuable and worthwhile human being no matter what I do.
- Life is getting better every day.



### WEAPONS TO TRANSFORM YOUR DRAGON

- ❖ **Tell the truth** – stop using the strategy of manipulation; face your terror of feeling valueless. Tackle the inner rage that goes with fear.
- ❖ **Draw boundaries** – say no! Stop saying yes to things you don’t like. Stop being “nice” and “agreeable”.
- ❖ **Stop complaining** – give up the pleasure of sympathy from others. Sympathy is a poor substitute for life.
- ❖ **Take responsibility** – choose; see and accept alternatives - you are not “trapped” except by your beliefs.
- ❖ **Be willing to have fun** – let others see and enjoy your pleasure - stop feeling you’ll be punished for it!
- ❖ **Admit your needs** – ask for help; become a team player - admit that you need the love of others.
- ❖ **Give up blaming and always being right** – it reinforces your dragon to make others look bad and yourself look good and perfect. You don’t have to earn love by being perfect.

# DEFEATING YOUR DRAGONS

## The Craving Dragon



### IDENTIFICATION

Selfish, grasping, possessive, voracious, tight-fisted, covetous, materialistic, stingy, anorexic or bulimic, hoarding, promiscuous,

OR

Deprived, hungry, unsatisfied, craving, empty, insatiable, denying, envious, craving, and desirous.

**BELIEF:** I'll take what I can get in place of the real thing and pretend I like it. Acquiring is a relief. Whatever I have is not what I want. Other people have what I want. I'll have to take it.

**THE BIG LIE:** "Just one more will bring me that feeling of satisfaction!"

One more drink, one more takeover, one more lover, one more cookie, one more of anything will fill the hole and bring satisfaction. In the end they destroy all that you had, driving others away: In your spiritual life it means collecting guru's, hunger for forbidden things - sex, material things. Craving people do not enjoy life because they are too worried about losing things, too focused on getting more of them. They live lonely lives. They are often unloved, unhappy and unfulfilled.

### AFFIRMATIONS TO BEAT THE CRAVING DRAGON

- The more I give, the more I get.
- I thoroughly enjoy everything I have.
- I am confident enough to face my sadness.
- I love to share what I have with others.
- I have everything I need or want in order to be happy.
- I am completely satisfied with what I have.



### WEAPONS TO TRANSFORM YOUR DRAGON

- ❖ **Acknowledge that greed is a problem** - note the lack of satisfaction when you get what you craved.
- ❖ **Recognize your fixation** - Which craving keeps you tortured - food, power, sex, and possessions?
- ❖ **End the search** - Surrender, face your feelings of despair - deep down you know that what you crave will not satisfy you.
- ❖ **Recognize your true source of satisfaction** - by denying your cravings you will identify what lies behind them - the real source of "hunger" is for love and acceptance, to know your meaning and purpose in this world.
- ❖ **Give to Others** - stop blaming others, what you give is what you get; learn to give love, time, compliments, and bonuses.
- ❖ **Be kind and generous with yourself**- accept and nurture yourself – there is no substitute.
- ❖ **Enjoy what you already have** - stop neglecting what you already have. Give up the search for something better.
- ❖ **Make a list of what you have** - give thanks for talents, relationships, abilities, and material things.
- ❖ **Give something nice to yourself that you always wanted** - Every time you use it, feel glad you bought it.

# DEFEATING YOUR DRAGONS

## The Self-Devaluation Dragon



### IDENTIFICATION

Drooping shoulders, meek, servile, lonely, resigned, disgraced, despised, intimidated, apologetic, bad posture, eyes downcast, chew lips/fingernails, pick skin, pull hair.

**OR**

Self-accusatory, self-condemning, self-reproaching, self-conscious, undeserving, disheartened.

**BELIEF:** I can't do it, I will only be loved if I achieve. I am inadequate.

**THE BIG LIE:** The more I admit to inadequacy, the better off I'll be.

The truth is that you are not winning by perpetuating an apologetic self; instead expectations of inadequacy are reinforced by experience of hopelessness and depression, feelings of defeat. Low self-esteem is the cause of more illness than any other source. Lack of confidence is devastating on relationships. Half-hearted actions, fear of making decisions will reinforce failure. The dragon destroys your spiritual life as well, since you are totally unworthy of saving – “an inadequate sinner” who will fail in spiritual quests.

### AFFIRMATIONS TO BEAT THE SELF-DEVALUATION DRAGON

- I am adequate to meet any experience in life.
- I am a lovable person, and I know I make an important contribution to the world.
- I am amazed at the success I experience in everything I do.
- I know that people like me and want to spend time with me.
- I experience confidence in my ability to handle all the challenges that come my way.
- I find it easy to accept compliments and praise.



### WEAPONS TO DESTROY YOUR DRAGON

- ❖ **Recognize that you are not the dragon** - it eats your energy, you are really in charge
- ❖ **Acknowledge that you are afraid of being inadequate** — this has caused you to under perform and avoid situations in which you should excel: your inner child learnt to apologize constantly – Liberate that child.
- ❖ **Be willing to be successful** - this requires taking risk - so take little risks at first, don't start with big ones.
- ❖ **Ruthlessly eliminate apologies** - constant apologising is a habit. Become conscious of the habit, but be patient with yourself it will not be easy to modify your behaviour; keep at it.
- ❖ **Expand yourself at every opportunity** - breathe more deeply, stretch your body and your mind - and face the fears that this brings; bring some pride in yourself into your life. Do things that will bring recognition.
- ❖ **Validate Yourself at all times** — stop putting yourself down; switch off that inner critical voice; accept your value and your worth. Take action and make decisions.
- ❖ **Give up the reward of being right about being a failure** - allow yourself to succeed, to feel adequate, feel that you are equal to others.

# DEFEATING YOUR DRAGONS

## The Pretension Dragon



### IDENTIFICATION

Vanity, witty, conceited, judgemental, sarcastic, smug, boastful, egotistical, perfectionism, supercilious, self-righteous, criticizing, self-important, bigheaded, proud, cynical, inflated

OR

Self-conscious, shy, embarrassed, uncomfortable, distant, hard-to-reach, aloof, cool, suspicious, unavailable

**BELIEF:** I must criticize others before they criticize me. I have a right because I know how to do things better. If they find fault with me I become aloof

**THE BIG LIE:** You want to believe it, to impress others, but deep down you are not sure. You worry that someone will see through you and find you have no value; they will ignore you, or worse - they may humiliate you. So you keep up the act - and become lonely. You want them to draw you out (shy mode)

### AFFIRMATIONS TO BEAT THE PRETENSION DRAGON

- I am equal to, not better or worse than, other people.
- Others experience me as warm and open.
- I accept myself and other people.
- I am proud of my accomplishments and do not need to advertise them; they are seen by others naturally.
- I have become tolerant of criticism and learn from it.

### WEAPONS TO DESTROY YOUR DRAGON



- ❖ **Realize that you are not the dragon** - the true you is the person who is free of judgement.
- ❖ **Admit that you feel isolated** - you do need others but the name-dropping, bragging and fancy clothes didn't win friends - see the loneliness of your inner child and reclaim the real you.
- ❖ **Show vulnerability** - be refreshingly imperfect - at your own pace, and with those you trust.
- ❖ **Pay attention to others** - instead of assuming they are judging you, accept they are more concerned with their own affairs, not yours - start noticing interesting things about people you meet, give them a word of support, of recognition, start serving others.
- ❖ **Let yourself be** - the inner child has withdrawn, seeking shelter, believing it is unlovable and the world a frightening cruel place - nurture your inner child, accept and love yourself, you need kindness and compassion.
- ❖ **Release judgment of yourself and others** - stop judging others; don't criticize yourself
- ❖ **Be equal to others** - respect is earned when it is also given; everyone is special in his or her own way, let go of wanting to be better than others.
- ❖ **Come out of hiding** - let go of withdrawal, aloofness, and distance.

# DEFEATING YOUR DRAGONS

## The Stubbornness Dragon



### IDENTIFICATION

Headstrong, uncooperative, unbending, set in one's ways, unpersuadable, immovable, contrary  
OR

Inflexible, tenacious, relentless, wilful, fixed, stuck, perverse, obstinate, determined.

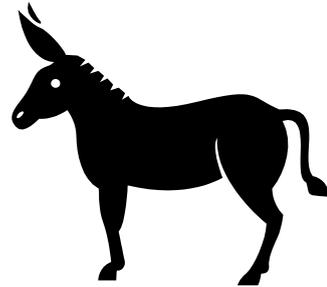
**BELIEF:** Change is frightening. People in authority rob me of power. They want to control me. Resist authority to preserve integrity. I can't back down, right or wrong. Resisting the rules makes me win. My personal freedom and independence is threatened.

**THE BIG LIE:** "If I refuse to change, I am more powerful."

It is a hollow victory; by refusing to budge, you alienate your friends and colleagues, stubborn people end up victorious but alone. Others do not want to deal with such a difficult, inflexible person - this is the blueprint for loneliness and despair. It affects your health - your hearing, your back. This dragon leads to all others - arrogance, craving, and impatience. This dragon can easily seem to be merely determined. Battles are often fought internally by engaging in internal dialogues.

### AFFIRMATIONS TO BEAT THE STUBBORNNESS DRAGON

- I have the courage to admit when I am wrong.
- I am learning the art of compromise.
- I am an excellent listener.
- I like to do new and interesting things.
- I enjoy implementing the suggestions and advice of others.
- I learn a lot from my failures.



### WEAPONS TO DESTROY YOUR DRAGON

- ❖ **Leant to be flexible** - "Minds are like parachutes - they only work when they're open" - consider all the options.
- ❖ **Leant to say YES** – try new things, go to new places, listen to suggestions for change.
- ❖ **Express yourself openly** - don't put things off- rather say you don't want to and discuss it.
- ❖ **Listen with an open mind** — silent opposition is a real 'stubborn' response — listen, and talk.
- ❖ **Come to terms with authority** - stubbornness comes from lack of inner confidence - but you become what you resist - What happens when you become the 'authority'? Are you oppressive too?
- ❖ **Embrace change** – accept that change is inevitable — we cannot stop it; use the opportunities that change brings.
- ❖ **Admit your mistakes and accept failure** — don't try and prove you are right when you are not; if you have made a bad decision, accept it - you won't lose face. Stubbornness is based on fear; learn to let go.

# DEFEATING YOUR DRAGONS

## The Self-Destruction Dragon



### IDENTIFICATION

Reckless, daredevil, dangerous, delinquent, imprudent, suicide, wild, foolhardy, excessive, addicted, frantic, self-mutilating, anorexic, bulimic

OR

Out-of-control, hopeless, despairing, devastated, inconsolable, feeling futile, defeated.

**BELIEF:** I am alone and the world is scary and hostile. I am abandoned. I am bad and should be punished. I must be in control at all times. Death is better than life.



**THE BIG LIE:** “More external control is the answer to the problem.”

The truth is that over-control results in bigger problems (obsessive-compulsive behaviour). External control is no substitute for a deep sense of meaning, self-guidance and confidence. This dragon arises out of feelings of abandonment, emotional or physical abuse and unreasonable punishment as a child, a lack of self-worth, panic, despair, it seriously impacts on health, creativity and relationships.

### AFFIRMATIONS TO BEAT THE SELF-DESTRUCTION DRAGON

- I am able to find value and meaning in my life.
- I have learned to respect others and myself.
- The pain I have experienced helps me to help others.
- I am strong enough to let go of the need for control.
- I have wonderful people who care about me.
- I am able to be a friend to myself.

### WEAPONS TO TRANSFORM YOUR DRAGON

- ❖ **Realize that life is Sacred** — and has ultimate meaning; this needs courage
- ❖ **Admit you are out of control** - don't be afraid to give up pretending you have control; ask for help
- ❖ **Admit that being in control is the real issue** — gain control over your own reactions, the rest follows
- ❖ **Set your sights on realistic goals** — don't aim unrealistically high; set small achievable goals
- ❖ **Clean up the messes in your life** — from romances to friendships to business-related associations - pay off your debts to others, and communicate, even if it means facing discomfort and upset.
- ❖ **Face your abuse of yourself and others** - respect and take care of your body; abuse is an outrage.
- ❖ **Face the issue of abandonment** — it is extraordinarily painful, it is devastating to face it - but it is essential to accept that we are each of us alone - and yet, never alone - recognize your relationship to others and the importance of that contact. You are here for a purpose, decide to live life.

# DEFEATING YOUR DRAGONS

## The Impatience Dragon



### IDENTIFICATION

Excitable, brusque, cursory, snappish, short-tempered, short-fused, intolerant, abrupt, looking at watch often, rash, hasty, reckless, and rude

OR

Nervous, anxious, jittery, agitated, impulsive, fretful, eager, impetuous, heedless, rushed.

**BELIEF:** Time is something that there is too little or too much of.

**THE BIG LIE:** “If I go faster, I can get to my goal quicker, and seen to accomplish more - it’s better to hurry. Time is limited and it’s going to run out on you.

The truth is that moving more slowly is more efficient and therefore more productive. Time cannot run out. Impatience contributes significantly to increased stress, especially the digestive and vascular systems, it accelerates the aging process, it hampers healing, and it restricts creativity. Time is relative, stretchable, and condensable. Time is a tool to be used. Be the master of time, not its slave. Stay in the present moment.

### AFFIRMATIONS TO BEAT THE IMPATIENCE DRAGON

- I have all the time I need to accomplish everything I want to in life.
- Silence is beneficial for me.
- Being mindful leads to fulfilling relationships for me.
- I enjoy just being, without having to do anything.
- The more relaxed my pace, the more I seem to accomplish.
- Time is always on my side.



### WEAPONS TO TRANSFORM YOUR DRAGON



- ❖ **Experience unstructured time** — learn to be in the moment. Enjoy spending time unplanned and spontaneously.
- ❖ **Learn Silence** - cut out the endless mental dialogue. Stop being afraid of missing something and thus having the radio or TV on while doing other things.
- ❖ **Cut out intrusions of TV, Radio** — develop intimacy with friends, your children by doing one thing at a time; seek peaceful environments.
- ❖ **Be graceful** - move slowly, don’t rush, become aware of each muscle and movement.
- ❖ **Develop rhythm** — life is rhythmic and when disrupted all goes wrong; when ill, allow time to heal; learn to relax. Communication is a rhythm of listening and speaking.
- ❖ **Be mindful** - become aware of what you are doing while you’re doing it; notice what is happening in your mind, your body. Stay in the present moment.
- ❖ **Lean the true nature of Time** – it is all relative; the faster you go the slower you go. Mould time to suit you.
- ❖ **Play with time** - spend the day without your watch - start on weekends.

## Children Learn What they Live

- If a child lives with criticism,  
he learns to condemn
- If a child lives with hostility,  
He learns to fight
- If a child lives with ridicule,  
He learns to be shy
- If a child lives with shame,  
He learns to feel guilty
- If a child lives with intolerance,  
He learns to be impatient
- If a child lives with discouragement,  
He learns lack of confidence
- If a child lives with unfairness,  
He learns injustice
- If a child lives with insecurity,  
He learns to have faithlessness
- If a child lives with disapproval,  
He learns to dislike himself
- If a child lives with praise,  
He learns to appreciate
- If a child lives with **acceptance** and **friendship**,  
**He learns to find love in the world.**

## A PHILOSOPHY FOR LIFE

Keep your **thoughts**  
Positive.....  
Because your thoughts  
Become your **words**

Keep your **words**  
Positive.....  
Because your words  
Become your **actions**

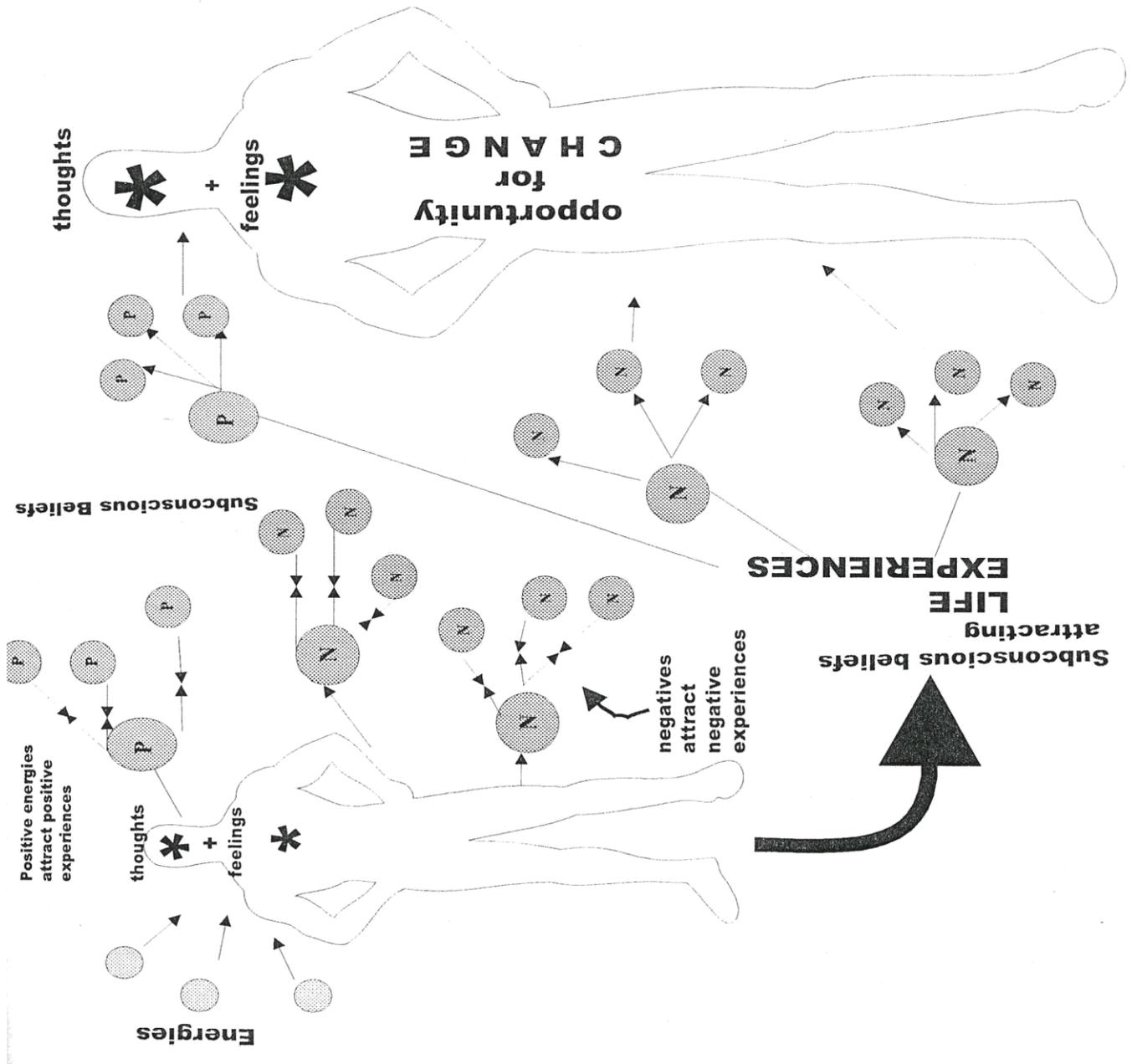
Keep your **actions**  
Positive.....  
Because your actions  
Become your **habits**

Keep your **habits**  
Positive.....  
Because your habits  
Become your **values**

Keep your **values**  
Positive.....  
Because your values  
Become your **destiny**

# STEPS FOR CHANGE

1. Accept Responsibility
2. Become aware and observe energies reacting.
3. Catch your thoughts and feelings and transmute them into positivity through visualization.



## **NEGATIVE THOUGHTS ARE :**

*Thoughts of failure ,*

**of disappointment**

*or trouble,*

any thought of criticism,

**Thoughts of spite**

**or jealousy,**

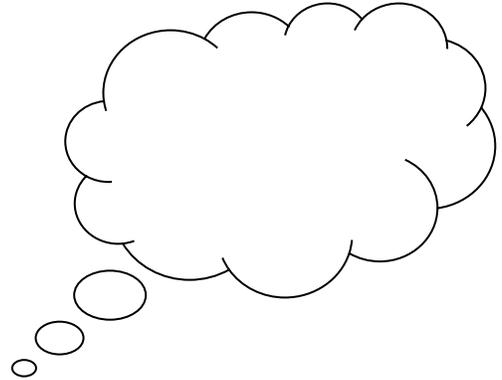
**Self-condemnation,**

**condemnation of others,**

any thought of sickness,

**or accident**

*or self-doubt.*



**IT TAKES TWICE AS MUCH  
ENERGY  
TO THINK  
A THOUGHT  
OF IMPERFECTION  
OR FAILURE**

**THAN IT DOES TO THINK  
ONE OF JOY,  
HEALTH, PROSPERITY  
AND  
HAPPINESS**

**He who laughs, lasts !!!!!**



## LEFT BRAIN

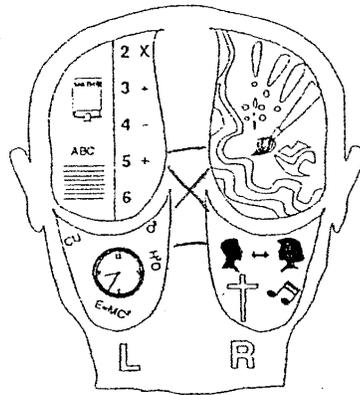
## RIGHT BRAIN

### ANALYST

- Rational
- Analytical
- Symbols, eg. Letters
- Verbal
- Logical
- Numerical
- Control
- Auditory
- Objective
- Principles

### VISIONARY

- Artistic
- Innovative - Lateral Thinking
- Holistic
- Visualising
- Experience
- Colours and Shapes
- Intuition
- Diversity
- Imagination
- Subjective



### IMPLEMENTOR

- Impersonal
- Practical
- Linear
- Procedures
- Time Sense
- Planning
- Detail
- Orderly
- Organisation
- Concrete

### CO-OPERATOR

- Flexible
- Spiritual
- Body
- Language
- Risktaking
- Emotional
- Interpersonal
- Metaphoric
- Speech
- Musical
- Humane