# The Three "Worlds" of our Being

- The "World" of the Head (Brain)
  - Thinking, mental, mind
  - Parent, elder, superego
- The World of the Chest (Heart Brain)
  - Emotional, spiritual, feeling, social
  - Friend, partner, adult, ego
- The World of the Abdomen (Gut Brain)
  - Physical, doing, action
  - Child, id













## **Jewel Characteristics**

- Thoughtful, perceptive, focused personalities
- Decisions based on: thought and analysis
- Visual learners: respond well to reading or visual instruction
- Auditory communicators: use words with precision, but use few gestures or facial expressions
- "I" perspective



#### **Jewel Personalities**

- Do well as leaders, teachers, directors, computer programmers, architects
- Self-controlled, like to maintain control, have a strong need for organization and classification
- Fear criticism
- May have difficulty letting go of the past or changing their minds



# Communicating with a Jewel

- Show them a book, a picture or a demonstration
- Show them love write them a love note or poem, give them a greeting card, anything they can see
- To motivate them tell them what you think, "I think..."
- Positive response: Ah, Uh, Huh







## "Flower" Characteristics

- Flexible, spontaneous, changeable, creative and passionate
- Decisions based on: what feels right or good
- Auditory learners: respond well to verbal direction and encouragement
- Visual communicators: tend to use a lot of hand gestures and facial expressions when talking
- "You" perspective

## **Flower Personalities**

- Do well in jobs that involve creativity and self-expression, such as: inventors, authors, dancers, artists, musicians, singers, actors and actresses
- May be overly dependent on external praise and recognition for self-worth, especially if extroverted
- May feel depressed and empty if unable to be creative
- May have difficulty with follow-through
- Flower personalities do not do well with rigid structures and details



# Communicating with a Flower

- Talk to them, give them something to listen to
- Tell them you love them, give them positive verbal feed back and appreciation
- To motivate them tell them what you feel, "I feel..."
- Positive response: Oh, Wow, Ooh





### "Stream" Characteristics

- Grounded, balanced, stable, physically and intuitively sensitive
- Decisions based on: experience, gut instinct
- Visual/auditory learners: learn from both verbal and visual information
- Communicate through: posture, touch and delicate gestures
- "We" perspective





# **Stream Personalities**

- Physically active
- Good implementers; good at about doing just about anything that requires "getting the job done"
- Very empathetic, good mediators, create a sense of belonging and help people feel like they belong
- May have trouble recognizing their own limits

# Communicating with a Stream

- Do something with them or for them
- Demostrate that you love them by action, touch them (hold hands, give them a massage, cuddle)
- To motivate them speak in terms of belief, "I believe..."
- Positive response: Mmm, Hmm







## "Shaker" Characteristics

- Restless, progressive, dynamic, discontented
- Vacillate in decision making
- Learn by doing (trial and error)
- Visual and auditory communicators
- "They" perspective
- Will have a dominant jewel, flower or stream characteristic

### **Shaker Personalities**

- Driven to achieve
- Do well as inventors, motivators, explorers, leaders of a cause
- Like to be physically active, dislike confinement
- Tend to be independent
- Need to learn balance and take time to rest and get centered



# Communicating with a Shaker

- Use their dominant communication mode to both communicate and express love
- To motivate them, give them challenges or problems to solve, step back and let them figure it out
- Positive response will align with their dominant mode



### Relationships (Opposites Attract)

- Flower-Jewel
  - Flower visual output, jewel visual input
  - Jewel auditory output, flower auditory input
  - Jewels help to stabilize and ground flowers
  - · Flowers inspire and motivate jewels
- Shaker-Stream
  - Shakers auditory/visual output, streams auditory/visual input
  - Streams kinesthetic output, jewels kinesthetic input
  - Streams help to balance and organize shakers
  - Shakers provide excitement and innovation for streams



#### We Don't See the World the Same Way

- Our senses and personality filter information and cause us to see and process life differently
- Understanding this is an important key to resolving our differences
- Listening and being willing to acknowledge another person's perspective is a great starting point



