

**Characters
Handout**

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Enneagram Overviews

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Characters Enneagram Types

The Challenger

Leads &, intense; desires strength; avoids weakness & vulnerable situations; **Inner**: coercer vs. persuader
Basic Fear: harmed, controlled, violated
Basic Desire: self-protection
Stress: secretive & fearful (neg. Type 5)
Secure: open-hearted & caring (pos. Type 2)

The Peacemaker

Charming & laid back; desires to keep the peace & merge with others; avoids conflict; **Inner**: fantasy vs. reality
Basic Fear: loss, fragmentation, separation
Basic Desire: wholeness, at peace
Stress: fear & worry (neg. Type 6)
Secure: self-developing & active (pos. Type 3)

The Perfectionist

Ethical & dedicated; desires right living; avoids being faulted or blamed; **Inner**: anger vs. serenity
Basic Fear: corruptness, imbalance, being bad
Basic Desire: goodness, integrity, balance
Stress: moody & irrational (neg. Type 4)
Secure: spontaneous & joyful (pos. Type 7)

The Enthusiast

Adventurous & fun; desires happiness & stimulating experiences; avoids pain; **Inner**: extremism vs. moderation
Basic Fear: to be trapped in pain and deprived
Basic Desire: to be satisfied and content
Stress: perfectionist & critical (neg. Type 1)
Secure: focused & loves life (pos. Type 5)

The Helper

Relatable & caring; desires love and being needed; avoids showing personal needs; **Inner**: pride vs. humility
Basic Fear: being unloved
Basic Desire: to feel love
Stress: aggressive & dominating (neg. Type 8)
Secure: self-nurturing & sensitive (pos. Type 4)

The Loyalist

Practical & social; desires reassurance & safety; avoids danger & murky endeavors; **Inner**: fear vs. courage
Basic Fear: no support or guidance
Basic Desire: to be supported and guided
Stress: competitive & arrogant (neg. Type 3)
Secure: relaxed & optimistic (pos. Type 9)

The Achiever

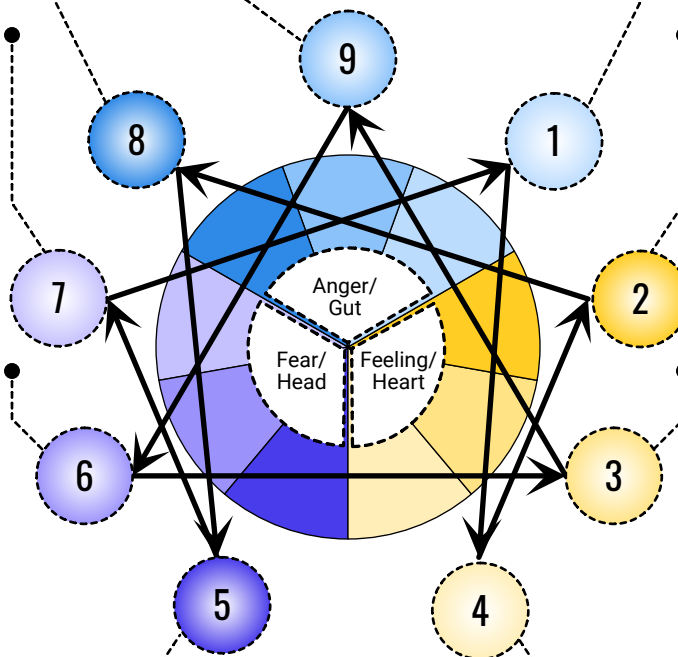
Successful & productive; desires achievement; avoids failure; **Inner**: deceit vs. authenticity
Basic Fear: worthlessness
Basic Desire: to feel valuable
Stress: disengaged & apathetic (neg. Type 9)
Secure: cooperative & committed (pos. Type 6)

The Investigator

Analytical & private; desires knowledge; avoids wasting energy & relying on others; **Inner**: greed vs. generosity
Basic Fear: helpless, incapable, incompetent
Basic Desire: mastery
Stress: hyperactive & scattered (neg. Type 7)
Secure: self-confident & decisive (pos. Type 8)

The Individualist

Creative & sensitive; desires understanding & feelings; avoids being ordinary; **Inner**: trivial vs. significance
Basic Fear: having no identity or significance
Basic Desire: to be a unique person
Stress: over-involved & clinging (neg. Type 2)
Secure: objective & principled (pos. Type 1)

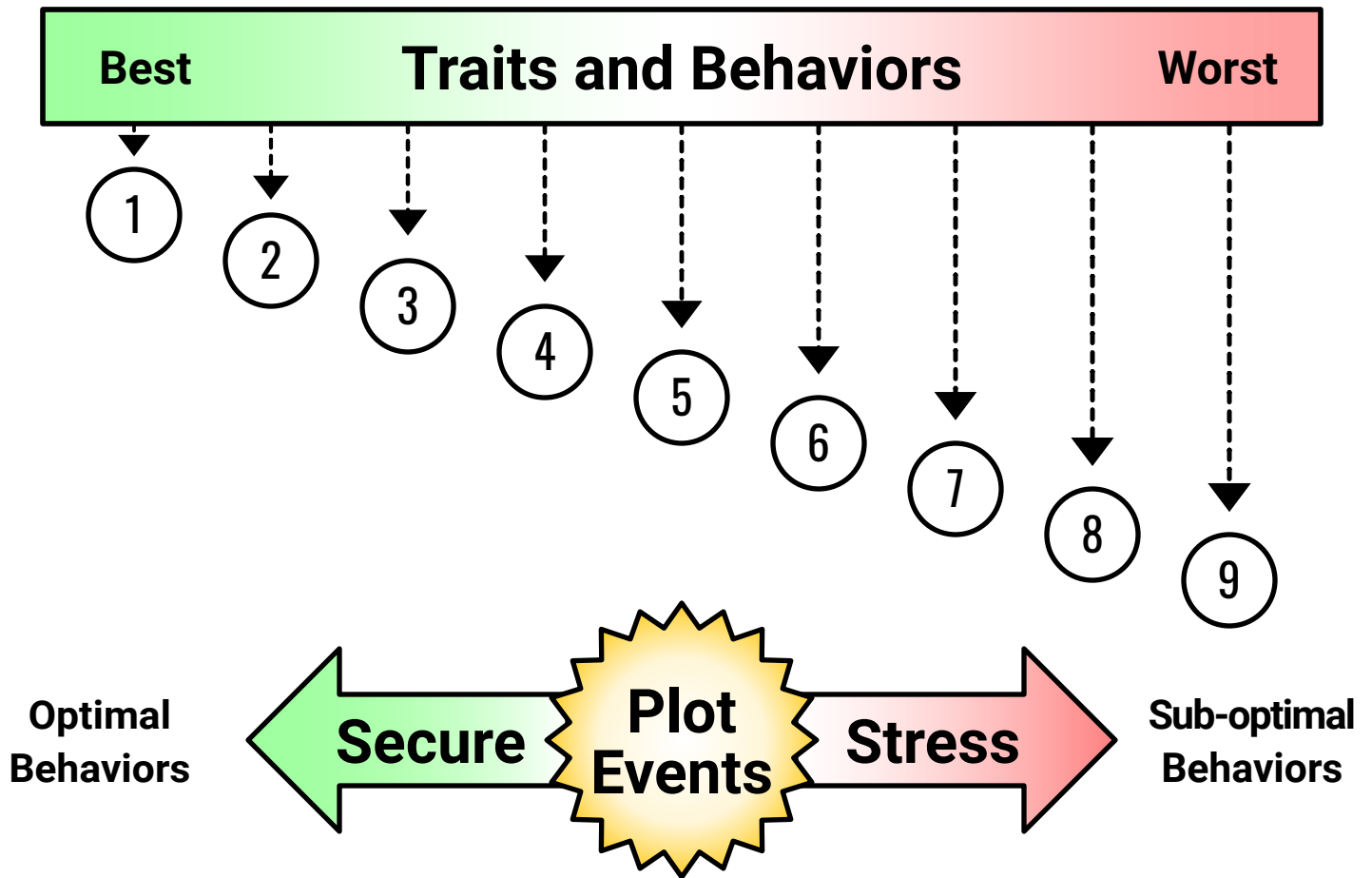


Characters Type Matrix

SUB-OPTIMAL ->									
<- MIDRANGE ->									
<- OPTIMAL									
Type:	1	2	3	4	5	6	7	8	9
8. THE CHALLENGER <i>Externalizes Anger</i> Stress: secretive/fearful Secure: open-hearted/caring	Self-restrained, magnanimous, merciful, forbearing	Self-assertive, self-confident, strong	Decisive, authoritative, commanding	Self-sufficient, enterprising, pragmatic,	Domineering, (environment & others), self-promoting	Combative, intimidating	Defiant, ruthless, dictatorial	Delusional, over-extended	Dangerous, destructive, vengeful, barbaric, murderous
9. THE PEACEMAKER <i>Forgets Anger</i> Stress: anxious/worried Secure: self-developing/active	Indomitable and all-embracing	Deeply receptive, accepting, unconscious	Optimistic, reassuring, supportive	Fear conflicts, self-effacing, and accommodating	Active, but disengaged, unreflective, inattentive	Distant from problems, a people pleaser	Highly repressed, undeveloped, ineffectual	Dissociated, disoriented	Severely disoriented, catatonic
1. THE PERFECTIONIST <i>Internalizes Anger</i> Stress: moody/irrational Secure: spontaneous/joyful	Extraordinarily wise, discerning, realistic, humane	Conscientious, highly moral, intensely aware of right and wrong	Extremely Principled, fair-minded, responsible	Idealistic, striving, dissatisfied with reality	Afraid of mistakes, consistent, orderly, rigid, workaholic	Critical, picky, judgmental, impatient	Dogmatic, self-righteous, Inflexible	Obsessive, contradictory, hypocritical	Condemnatory, punitive, cruel,
2. THE HELPER <i>Feels for Others</i> Stress: aggressive/domineering Secure: self-nurturing/sensitive	Deeply unselfish, humble, altruistic	Empathetic, compassionate, feeling for others	Encouraging, appreciative, nurturing	Well-intentioned, people-pleaser, overly friendly	Overly intimate intrusive, needy, possessive	Increasingly self-important, self-satisfied, overbearing	Self-justifying, manipulative, self-serving	Entitled, coercive, demanding	Resentful, angry, victimized, a burden to others
3. THE ACHIEVER <i>Unaware of Feelings</i> Stress: disengaged/apathetic Secure: cooperative/committed	Self-accepting, inner-directed, authentic	Self-assured, energetic, competent	Ambitious (self-improvement), motivated, effective	Success-oriented, driven, scornful of failure	Image-conscious, pragmatic, efficient, insincere	Self-promoting, narcissistic, arrogant	Fearful of failure and humiliation, jealous of others	Devious, duplicitous, opportunistic, untrustworthy	Vindictive, monomaniacal, relentless, destructive of others
4. THE INDIVIDUALIST <i>Feels for Self</i> Stress: over-involved/clinging Secure: objective/principled	Profoundly creative, inspired, self-renewing, regenerating	Self-aware, introspective, intuitive, sensitive, tactful	Highly personal, individualistic, authentic	Focused on the romantic and artistic aspects of life, individualistic	Fixated on feelings, self-absorbed, introverted, temperamental	Self-indulgent, dreamer, decadent, disdainful	Self-inhibited, self-hatred, alienates self from others	Delusional, tormented by self-contempt, blameful	desperate, hopeless, self-destructive.
5. THE INVESTIGATOR <i>Externalizes Fear</i> Stress: hyperactive/scattered Secure: self-confident/decisive	Visionary, open-minded, pioneer	Perceptive, insightful, alert, curious, engrossed	Masterful, knowledgeable, innovative, independent, whimsical	Conceptual, modeler, builder, resourceful, specialized	Detached, preoccupied, detached, high strung, intense	Antagonistic, extreme, provocative, abrasive, cynical	Reclusive, isolated, eccentric, nihilistic	Threatened by competing ideas, horrified, delirious	Detached from reality, deranged, self-destructive
6. THE LOYALIST <i>Internalizes Fear</i> Stress: competitive/ Secure: relaxed/optimistic	Self-reliant, trusting, cooperative, courageous	Engaging, appealing, endearing, lovable, reliable, affectionate,	Dedicated, builder of communities, responsible, trustworthy	Dutiful, loyal, vigilant, proactive	Ambivalent, defensive, passive-aggressive	Insecure, sarcastic, belligerent, blameful, authoritarian	Panicky, volatile, self-disparaging, unreliable	Paranoid, antagonistic, irrational. violence prone	Hysterical, self-abasing, self-destructive
7. THE ENTHUSIAST <i>Forgets Fear</i> Stress: perfectionist/critical Secure: focused/loves life	Awed by life, joyful, ecstatic, satisfied	Responsive, excitable, cheerful, enthusiastic	Practical, realistic, productive, prolific	Restless, adventurous, worldly wise, somewhat unfocused	Hyperactive, uninhibited, flamboyant, witty	Excessive, unsatisfied, self-centered, materialistic, greedy	Anxious, impulsive, deprived, offensive, abusive	Flighty, impulsive, frustrated, moody, compulsive actions	Exhausted, overwhelmed, paralyzed, panic stricken

Characters Type Levels

Pick a character's starting development level and show changes in "Best" and "Worse" Traits and Behaviors based on the plot events.



Stress can influence a character's *thoughts, choices, speech, and actions*. Use the Development Levels to describe the reactions to problems, conflicts, and obstacles.

Characters Type Identification

Identify Character Type in Table 3 based on paired descriptions from Tables 1 and 2.

Table 1

- a.** I'm fairly independent and assertive, taking on life directly as it comes. Making things happen is what I set goals for. I don't like to sit idle and instead, strive to accomplish big things with an impact. I don't seek confrontation, but won't shy away from conflict. Mostly, I know what I want and pursue it, working and playing hard.
- b.** I'm mostly quiet and don't mind being by myself. In social settings, I don't seek attention, and seldom assert myself. I'm more of a follower and prefer to contribute than compete. Those who know me say I'm a dreamer, and they're probably right because I get excited imagining life's possibilities. I'm comfortable being still rather than active all the time.
- c.** Being responsible and committed all the time is something I lean towards. I agonize over situations where I'm unable to carry out my commitments and fulfill expectations. I strive to let people know I'm available to help, and will do what I perceive as best for them. That includes making personal sacrifices, even if others don't realize what I've done for them. Because of my sense of responsibility and commitments, I do what needs to be done first before taking time for myself.

Table 2

- i.** My general perspective is positive, believing things will work out and usually for the best. Mostly, I pursue life with enthusiasm, finding various ways to keep busy. I socialize and strive to make others happy, sharing my happiness even when I don't feel great. Because of striving for happiness, I delay dealing with issues, and that sometimes comes back to cause even bigger problems.
- ii.** No doubt about it, I have powerful feelings about things, and those around me know it. I can be guarded, but I'm actually more sensitive than others perceive. I seek to know how others see me and whether they stand with or against me. When things aren't going the way I planned, I want others around me to get riled up, too. I don't like to be told what to do, and I'll decide whether to follow or skirt the rules.
- iii.** I prefer self-control and logic rather than dealing with emotions. I strive for efficiency and perfection, so I prefer to work independently. When tackling problems and conflicts, I avoid letting my emotions influence the situation. People sometimes see me as too detached, but that's not quite accurate because I don't want emotions to steal my focus on what matters most to me. I tend to hide my feelings when someone gets the better of me.

Table 3

Pairing:	Type:	Type Name and General (+ / -) Traits:
a. + i.	7	The Enthusiast: (+) Upbeat, accomplished; (-) impulsive
a. + ii.	8	The Challenger: (+) Self-confident, decisive; (-) domineering
a. + iii.	3	The Achiever: (+) Adaptable, ambitious; (-) image-conscious
b. + i.	9	The Peacemaker: (+) Receptive, reassuring; (-) complacent
b. + ii.	4	The Individualist: (+) Intuitive, aesthetic; (-) self-absorbed
b. + iii.	5	The Investigator: (+) Perceptive, innovative; (-) detached
c. + i.	2	The Helper: (+) Caring, generous; (-) possessive
c. + ii.	6	The Loyalist: (+) Engaging, responsible; (-) defensive
c. + iii.	1	The Perfectionist: (+) Rational, principled; (-) self-controlled



Type 1: The Perfectionist

Synopsis: *Ethical and dedicated*, desires to live right, but avoids being faulted or blamed, and struggles with the inner conflict of *anger vs. serenity*.

Public Personalities: Joan of Arc, George Bernard Shaw, Mahatma Gandhi, William F. Buckley, Sandra Day O'Connor, Nelson Mandela, Hillary Clinton, George Harrison, Martha Stewart, Al Gore.

Film Characters: Gregory Peck in *Moby Dick*, Jessica Tandy in *Driving Miss Daisy*, Kevin Costner in *The Untouchables*, Helen Mirren in *The Queen*, Harrison Ford in *The Mosquito Coast*.

Overview: The Perfectionist has a “sense of mission” that leads to a strong desire to improve the world in various ways, using the individual’s personal influence. The Type 1 strives to overcome adversity — especially moral adversity — so that the human spirit can shine through and make a difference. The Perfectionist strives after higher values, even at the cost of great personal sacrifice. This character wants to be useful in the best sense. On some level of consciousness, the Perfectionist senses a mission to fulfill in life, if only to give the individual’s best try to reduce the disorder the person sees in the environment. Typically, the Perfectionist feels the need to justify actions to self, and often to others, spending a lot of time thinking about the consequences of actions, as well as about how to keep from acting contrary to those convictions.

Positive Traits: Conscientious and ethical, the Perfectionist maintains a strong sense of right and wrong, and this type includes teachers, crusaders, and change advocates who strive to improve.

Negative Traits: The Perfectionist is afraid of making mistakes, tries to maintain high standards, but can slip into being critical and perfectionistic.

At Best: When operating at their best, people perceive the Perfectionist as wise, discerning, realistic, and noble — even morally heroic.

At Worst: When operating at their worst, the Perfectionist becomes condemnatory toward others, punitive and cruel to rid themselves of wrongdoers.

Basic Fear: The Perfectionist fears being corrupt, evil, or defective.

Basic Desire: The Perfectionist wants to be good, to have integrity, and live a balanced life.

Key Motivations: The Perfectionist wants to be right, to strive higher and improve everything, to be consistent with their ideals, to justify themselves, and to be beyond criticism so as not to be condemned by anyone.

Under Stress: When facing stressful situations, the Perfectionist becomes moody and irrational, like the sub-optimal development levels of the Type 4: The Individualist.

Feeling Secure: When feeling secure, the Perfectionist becomes spontaneous and joyful, behaving like the optimal development levels of the Type 7: The Enthusiast.

Addictions: Excessive use of diets, vitamins, and cleansing techniques (fasts, diet pills, enemas). In extreme cases, the person may suffer from eating disorders. The individual may self medicate with alcohol to relieve tension.



Type 1: The Perfectionist

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Extraordinarily wise and discerning. By accepting what is, becomes transcendently realistic, knowing the best action to take in each moment. Others perceive the person as humane, inspiring, and hopeful — one who speaks the truth.
- **Level 2:** Conscientious, with strong personal convictions and an intense sense of right and wrong, often with personal religious and moral values. The person wishes to be rational, reasonable, self-disciplined, mature, and moderate in all things.
- **Level 3:** Extremely principled, seeking to always be fair, objective, and ethical, with truth and justice serving as the person's primary values. The person has a sense of responsibility, personal integrity, and of having a higher purpose — to teach and witness to the truth.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Dissatisfied with reality, the person adopts high-minded idealistic beliefs and behaviors, feeling that it is up to the individual to improve everything while serving as a crusader, an advocate, or a critic. The person follows causes and explains to others how things ought to be.
- **Level 5:** Afraid of making a mistake, the person believes everything must be consistent with personal ideals. The individual is orderly and well-organized, but impersonal, puritanical, emotionally constricted, rigidly keeping their feelings and impulses in check. Often workaholics, people perceive the person as punctual, pedantic, and fastidious.
- **Level 6:** Highly critical both of self and others — picky and judgmental — a perfectionistic. The individual is very opinionated about everything, correcting people and badgering them to do the right thing according to a strict view of the world. People perceive the person as impatient, never satisfied with anything unless it is done their way, and worse, the individual. moralizes and scolds with abrasive and indignantly angry behaviors.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Highly dogmatic, self-righteous, intolerant, and inflexible. The person deals with absolutes, feeling and acting as if they alone know the truth about an individual or a situation. The individual rationalizes severe judgmental actions by believing everyone else is wrong.
- **Level 8:** Obsessive about imperfection and the wrongdoing of others, although they may fall into contradictory actions, hypocritically doing the opposite of what the person preaches.
- **Level 9 (At Worst):** Condemnatory toward others, acting punitive and cruel toward others to rid themselves of wrongdoers. The person may suffer from severe depression, nervous breakdown, and suicide attempts.



Type 2: The Helper

Synopsis: *Relatable* and *caring*, desires love and being needed, but avoids showing personal needs, and struggles with the inner conflict of *pride* vs. *humility*.

Public Personalities: Mary Magdalene, Mother Teresa, Archbishop Desmond Tutu, Florence Nightingale, Leo Buscaglia, Princess Diana, Eleanor Roosevelt, Lewis Carroll.

Film Characters: Anne Baxter in *All About Eve*, Tom Courtney in *The Dresser*, Glenn Close in *Fatal Attraction*, Nathan Lane in *The Birdcage*, Kathy Bates in *Misery*.

Overview: The Helper is genuinely helpful to other people, or, if at a sub-optimal development level, strives to portray self as helpful. Feels life is the richest, most meaningful by being generous and going out of the way for others.

The love and concern felt and the genuine good done provides the Helper with a sense of worthiness. The Helper is most interested in the worthwhile things in life — love, closeness, sharing, family, and friendship.

When healthy and in balance, the Helper is genuinely helpful, generous, and considerate. Draws people together and brightens their lives with appreciation and attention. Helps others to see positive qualities in themselves that they had not previously recognized.

Positive Traits: Sincere, and warm-hearted, the Helper is friendly, generous, and self-sacrificing, well-meaning and driven to be close to others.

Negative Traits: The Helper can be sentimental, flattering, people-pleasing, doing things for others in order to be needed, possessive, and suffers from unacknowledged needs.

At Best: When operating at their best, people perceive the Helper as unselfish, altruistic, and having unconditional love for others.

At Worst: When operating at their worst, the Helper can excuse and rationalize behaviors, and because the person was abused and victimized by others, they are bitter, resentful, and angry.

Basic Fear: The Helper fears being unwanted and unworthy of being loved.

Basic Desire: The Helper wants to feel loved.

Key Motivations: The Helper wants to be loved, to express feelings for others, to be needed and appreciated, to get others to respond, and to vindicate claims about self.

Under Stress: When facing stressful situations, the Helper becomes aggressive and dominating, like the sub-optimal development levels of the Type 8: The Challenger.

Feeling Secure: When feeling secure, the Helper becomes more self-nurturing and emotionally aware, like the optimal development levels of the Type 4. The Individualist.

Addictions: Abusing food and over-the-counter medications. Binge eating, especially on sweets and carbohydrates. Love-starved overeating can result in extreme cases of bulimia. The person imagines and even exhibits ill health to garner sympathy.



Type 2: The Helper

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Deeply unselfish, humble, and altruistic: giving unconditional love to self and others. Feels it is a privilege to help others.
- **Level 2:** Empathetic, compassionate, feeling for others. Caring and concerned about their needs. Seen by others as thoughtful, warm-hearted, forgiving and sincere.
- **Level 3:** Encouraging, appreciative, and nurturing. Able to see the good in others. Service is important, but takes care of self, too. Seen by others as nurturing, generous, and giving — a truly loving person.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Focused on being closer to others, so the person starts "people pleasing," becomes overly friendly, emotionally demonstrative, and full of good intentions about everything. Gives seductive attention by approval, strokes" and flattery. People sense love is this individual's supreme value because the person talks about it constantly.
- **Level 5:** Overly intimate and intrusive. The individual needs to be needed, so they hover, manipulate, and control in the name of love. Wanting others to depend on them, the person gives, but expects a return, and sends double messages. The individual envelopes and becomes the possessive, codependent, and self-sacrificial person who cannot do enough for others, wearing themselves out for everyone and creating needs for themselves to fulfill.
- **Level 6:** Increasingly self-important and self-satisfied. Feels indispensable, overrating efforts on behalf of others. Suffering a form of hypochondria, the person becomes somewhat of a martyr for others. People perceive the individual as overbearing, patronizing, and presumptuous.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Manipulative and self-serving. Instills guilt by telling others how much they owe them and makes them suffer. The person abuses food and medication to "stuff feelings" and draws the sympathy of others. The individual undermines people, making belittling and disparaging remarks. The person becomes extremely self-deceptive about motives, remaining unaware of how aggressive and selfish the individual's behavior has become.
- **Level 8:** Domineering and coercive. The person feels entitled to get anything they want from others, including the repayment of old debts, money, and sexual favors.
- **Level 9 (At Worst):** Able to excuse and rationalize whatever the person might do. The person feels abused and victimized by others and is bitter, resentful, and angry. Some of the individual's aggressions result in chronic health problems, vindicating the person's feelings by falling apart and burdening others.



Type 3: The Achiever

Synopsis: *Successful and productive, desires achievement, but avoids failure, and struggles with the inner conflict of deceit vs. authenticity.*

Public Personalities: Bill Clinton, Barbara Streisand, O. J. Simpson, Jane Pauley, Tony Robbins, Taylor Swift, Mitt Romney, Tom Cruise, Elvis Presley, John Travolta, Shania Twain, Kathie Lee Gifford.

Film Characters: Sharon Stone in *Basic Instinct*, Nicole Kidman in *To Die For*, Tom Cruise in *A Few Good Men*, Christian Bale in *American Psycho*, Charlie Sheen in *Wall Street*.

Overview: The Achiever can do significant things in the world, and is admired by people because of graciousness and personal accomplishments.

The person knows how good it feels to develop self and contribute personal abilities to the world. The individual enjoys motivating others to greater personal achievements. Usually well regarded and popular, the Achiever embodies the best in a culture, and mirrors the hopes and dreams of others.

The Achiever believes in self and in developing talents and capacities, serving as a role model because of socially valued qualities. Knows that it's worth the effort it takes to become the best, and that success inspires others to invest in their own self-development.

Positive Traits: Self-assured, attractive, and charming, the ambitious Achiever is also competent, energetic, diplomatic, and poised.

Negative Traits: The Achiever can be status-conscious, driven for advancement, overly concerned with self-image and reputation, workaholism, and extremely competitive.

At Best: The Achiever is self-accepting, authentic, and actually everything they seem to be, serving as a role model who inspires others.

At Worst: The Achiever becomes vindictive, attempting to ruin others' happiness, acting relentless and obsessive about destroying reminders of personal shortcomings and failures.

Basic Fear: The Achiever fears being worthless.

Basic Desire: The Achiever wants to feel valuable and worthwhile.

Key Motivations: The Achiever wants to be affirmed, to distinguish self from others, to have attention, to be admired, and to impress others.

Under Stress: When stressed, the Achiever becomes disengaged and apathetic, like the sub-optimal development levels of the Type 9: The Peacemaker.

Feeling Secure: When feeling secure, the Achiever becomes more cooperative and committed to others, behaving like the optimal development levels of the Type 6: The Loyalist.

Addictions: Over-stresses the body for recognition, works out to exhaustion, and undertakes starvation diets. Suffers from workaholism. May use excessive caffeine, stimulants, amphetamines, cocaine, steroids, or undergo excessive cosmetic surgery.



Type 3: The Achiever

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Self-accepting, inner-directed, and authentic. Others see the person as modest and charitable, self-deprecatory humor and a fullness of heart — a person who is gentle and kind.
- **Level 2:** Self-assured, energetic, and competent with high self-esteem. The person believes in self and own value. Seen by others as adaptable, desirable, charming, and gracious.
- **Level 3:** Ambitious for self-improvement. Strives to be the best they can be. The person strives to become outstanding, a human ideal, embodying widely admired cultural qualities. People perceive the individual as highly effective, motivating others to be like them in some positive way.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Highly concerned with personal performance, doing job well, and constantly driving self to achieve goals as if self-worth depends on it. Terrified of failure, the person compares self with others in search of status and success. The individual becomes focused on career. Seen by others as a social climber, invested in exclusivity and being the best.
- **Level 5:** Image-conscious, and highly concerned with how the person is perceived by others. The individual adjusts to satisfy the expectations of others, doing whatever is necessary to be successful. Pragmatic and efficient, but also premeditated, the person loses touch with own feelings beneath a smooth facade. People notice the individual's problems with intimacy, credibility, and insincerity.
- **Level 6:** Focused on impressing others with their superiority, constantly self-promoting and sounding better than reality. The person comes off as narcissistic, with grandiose, inflated notions about self and own talents. Exhibitionistic and seductive, as if saying, "Look at me!" The person exhibits arrogance and contempt as a defense against feeling jealous of others' successes.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Fearful of failure and humiliation. The person can be exploitative and opportunistic, coveting the success of others, and is willing to do whatever it takes to preserve the illusion of superiority.
- **Level 8:** Devious and deceptive, so that mistakes and wrongdoings will not be exposed. Seen by others as untrustworthy, the falsely jealous individual betrays maliciously or sabotages people to triumph over them.
- **Level 9 (At Worst):** Vindictive. Tries to ruin others' happiness, and is relentless and obsessive about destroying whatever reminds them of their own shortcomings and failures.



Type 4: The Individualist

Synopsis: *Creative and sensitive, desires understanding and to experience feelings, but avoids being ordinary, and struggles with the inner conflict of trivial vs. significance.*

Public Personalities: Maria Callas, Martha Graham, Rudolf Nureyev, Joni Mitchell, Tennessee Williams, Vincent van Gogh, Amy Winehouse.

Film Characters: James Dean in *East of Eden*, Nicolas Cage in *Moonstruck*, F. Murray Abraham in *Amadeus*, Meryl Streep in *Out of Africa*, Kate Winslet in *Heavenly Creatures*.

Overview: The Individualist maintains identity by seeing self as fundamentally different from others.

This character feels unlike other human beings, and consequently, no one can understand or love adequately. The Individualist sees self as uniquely talented, possessing special, one-of-a-kind gifts, but also as being uniquely disadvantaged or flawed.

This person can be acutely aware of and focused on personal differences and deficiencies, owning all feelings, and capable of looking at motives, contradictions, and emotional conflicts without denying or whitewashing. The Individualist sees no need to like or rationalize this state of being, nor hide it from self or others.

Positive Traits: The Individualist is self-aware, sensitive, reserved, emotionally honest, creative, and personal.

Negative Traits: Moody, self-conscious, the Individualist can withhold self from others, feels vulnerable, defective, and disdainful of and exempt from life's norms.

At Best: The Individualist is inspired, highly creative, able to renew self, and transform self based on life experiences.

At Worst: The Individualist despairs, feels hopeless, can become self-destructive, possibly abuses alcohol or drugs to escape, and may succumb to an emotional breakdown.

Basic Fear: The Individualist fears having no identity or personal significance.

Basic Desire: The Individualist desires to find self and significance – to create an identity.

Key Motivations: The Individualist wants to express self and individuality, to create and surround self with beauty, to maintain certain moods and feelings, to withdraw to protect their self-image, and to take care of emotional needs.

Under Stress: When feeling stressed, the Individualist becomes over-involved and possessive, like the sub-optimal development levels of the Type 2: The Helper.

Feeling Secure: When feeling secure, the Individualist becomes more objective and principled, behaving like the optimal development levels of the Type 1: The Perfectionist.

Addictions: Rich foods, sweets, and alcohol to alter mood so the individual feels like socializing for emotional consolation. May cut back on physical activity, and suffer from bulimia or depression, or use tobacco, prescription drugs, or heroin to counter social anxiety. Possibly undergo cosmetic surgery to erase rejected features.



Type 4: The Individualist

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Profoundly creative, inspired, self-renewing, and regenerating. Expresses the personal and the universal possibilities (e.g., in a work of art). Transforms experiences into something valuable. Others see the person as self-creative.
- **Level 2:** Self-aware, introspective, and on the search for self. The person is aware of feelings and inner impulses. Other see the individual as sensitive, intuitive to self and others – a gentle, tactful, and compassionate person.
- **Level 3:** Highly personal, individualistic, and authentic. The person is self-revealing, emotionally honest, and humane. The individual's ironic view of self and life can be serious and funny, showing a combination of emotional vulnerability and strength.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Focused on an artistic, romantic orientation to life. Strives to create a beautiful aesthetic environment to cultivate and prolong personal feelings. The person heightens reality through fantasy, passionate feelings, and the imagination.
- **Level 5:** Fixated on staying in touch with feelings. The person internalizes everything, taking each thing personally, but becomes self-absorbed and introverted, moody and hypersensitive, shy and self-conscious, unable to be spontaneous or to get outside of self. Stays withdrawn to protect self-image and sort out feelings.
- **Level 6:** Convinced they are different from others, and feeling exempt from living as everyone else does. The person becomes a melancholy dreamer, disdainful, decadent, and sensual, and lives in a fantasy world. The individual succumbs to self-pity, and the person's envy of others leads to self-indulgence, becoming increasingly impractical, unproductive, and timid.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Self-inhibiting and angry at self because of failed dreams. The person is depressed and alienated from self and others, blocked and emotionally paralyzed. The person feels ashamed, fatigued, and unable to function.
- **Level 8:** Tormented by delusional self-contempt. The person feels self-reproach, self-hatred, and morbid thoughts and everything becomes a source of torment. The person blames others and drives away anyone who tries to help.
- **Level 9 (At Worst):** The person feels hopeless and becomes self-destructive, possibly abusing alcohol or drugs to escape. In extreme cases, the individual can suffer an emotional breakdown.



Type 5: The Investigator

Synopsis: *Analytical* and *private*, desires knowledge, but avoids wasting energy and relying on others, and struggles with the inner conflict of *greed* vs. *generosity*.

Public Personalities: Charles Darwin, Emily Dickinson, Georgia O'Keeffe, Bobby Fischer, Stanley Kubrick, Stephen Hawking, Bill Gates.

Film Characters: Peter O'Toole in *Goodbye, Mr. Chips*, Ally Sheedy in *The Breakfast Club*, *Lies*, and *Videotape*, Juliette Binoche in *Blue*, Jesse Eisenberg in *The Social Network*.

Overview: The Investigator wants to find out why things are the way they are, to understand how the external world works – or the inner world of imagination.

Always searching, asking questions, and delving deeply into things. Rejects current opinions and doctrines, feeling a strong need to test the truth of most assumptions.

Behind the relentless pursuit of knowledge are deep insecurities, doubting the ability to function successfully in the world. Feels unable to do things as well as others, but instead of engaging with activities that might foster confidence, retreats to the safety of his or her thought world, hoping to figure out things – and one day rejoin the world.

Positive Traits: Insightful, curious, the Investigator is able to concentrate and focus on developing complex ideas and skills, independent, innovative, inventive.

Negative Traits: Preoccupied with thoughts, imaginary constructs, the Investigator becomes detached, yet high-strung, intense, eccentric, negative, and isolated.

At Best: A visionary, often ahead of his or her time, and able to see the world in an entirely new way.

At Worst: Deranged, explosively self-destructive, with schizophrenic overtones, and may seek oblivion through suicide or a psychotic break.

Basic Fear: The Investigator fears being useless, helpless, or incapable.

Basic Desire: The Investigator wants to be capable and competent.

Key Motivations: The Investigator wants to possess knowledge, to understand the environment, to have everything figured out as a way of defending the self from threats from the environment.

Under Stress: When feeling stressed, the Investigator becomes hyperactive and scattered, like the sub-optimal development levels of the Type 7: The Enthusiast.

Feeling Secure: When feeling secure, the Investigator becomes more self-confident and decisive, behaving like the optimal development levels of the Type 8: The Challenger.

Addictions: The person may suffer poor eating and sleeping habits due to minimizing needs, neglecting hygiene, nutrition, and physical activity. The individual may use psychotropic drugs for mental stimulation and escape, or narcotics for anxiety.



Type 5: The Investigator

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** A visionary, broadly comprehending the world while delving into it profoundly. Open-minded, the person takes things in whole, in their true context. The individual makes pioneering discoveries, finds new ways of doing and perceiving things.
- **Level 2:** Observes everything with extraordinary perceptiveness and insight. The person is mentally alert, curious, and with a keen searching intelligence, nothing escapes the individual's notice. With excellent foresight and prediction, the person is able to concentrate, becoming engrossed in what has caught the individual's attention.
- **Level 3:** A master of whatever interests the person. Excited by knowledge, the individual becomes an expert in some field. Innovative and inventive, the person produces extremely valuable, original works. The individual is highly independent, idiosyncratic, and whimsical.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** A conceptualizer. The person fine tunes things before acting, working things out in their minds by modeling, building, preparing, practicing, and gathering more resources. Studious, and acquiring techniques, the person becomes specialized, and often intellectual, challenging accepted ways of doing things.
- **Level 5:** Increasingly detached as the person becomes involved with complicated ideas or imaginary worlds — the individual's preoccupation with a vision and interpretation rather than dealing with reality. The individual is fascinated by off-beat, esoteric subjects, even those involving dark and disturbing elements. Detached from the practical world, people perceive the person as high-strung and intense.
- **Level 6:** Antagonistic toward anything which would interfere with the person's inner world and personal vision. The individual becomes provocative and abrasive, with intentionally extreme and radical views. People see the person as cynical, argumentative.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Reclusive and isolated from reality, eccentric and nihilistic. Highly unstable and fearful of aggressions, the person rejects and repulses others and all social attachments.
- **Level 8:** Obsessed with the individual's imaginary world. Frightened by threatening, competing, and disruptive ideas (real or imaginary), the person becomes horrified, delirious, and prey to gross distortions and phobias.
- **Level 9 (At Worst):** Detached from reality, and may seek oblivion through suicide or a psychotic break. People perceive the individual as deranged, explosively self-destructive, with mental illness overtones.



Type 6: The Loyalist

Synopsis: *Practical and social*, desires reassurance and safety, but avoids danger and murky endeavors, and struggles with the inner conflict of *fear vs. courage*.

Public Personalities: Robert F. Kennedy, Princess Diana, Johnny Carson, J. Edgar Hoover, Oliver North, Ellen DeGeneres, Jon Stewart.

Film Characters: Jack Lemmon in *The Apartment*, Woody Allen in *Hannah and Her Sisters*, Diane Keaton in *Annie Hall*, Ellen Barkin in *The Big Easy*, Bill Murray in *What About Bob?*

Overview: The Loyalist is true to friends and beliefs, hangs on to relationships of all kinds (e.g., ideas, systems, and beliefs) longer than most, even to the belief that all ideas or authorities should be questioned or defied.

May act rebellious and anti-authoritarian, even revolutionary. Typically, fights for beliefs more fiercely than fighting for self, defending community or family more tenaciously than self.

This loyalty stems from the Basic Fear of abandonment and being left without support – a lack of self-confidence, a sense of not possessing the internal resources to handle life's challenges and vagaries alone. The Loyalist relies on structures, allies, beliefs, and support for guidance on how to survive.

Positive Traits: Reliable, hard-working, responsible, trustworthy problem-solver who foresees problems and fosters cooperation.

Negative Traits: The Loyalist can be defensive, evasive, anxious, stressed while complaining, cautious, indecisive, reactive, defiant, rebellious, full of self-doubt, and suspicious.

At Best: The Loyalist is internally stable and self-reliant, and courageously champions themselves and others.

At Worst: The Loyalist can be hysterical, and when seeking to escape punishment, they can become self-destructive and suicidal.

Basic Fear: The Loyalist fears being without support and guidance.

Basic Desire: The Loyalist wants security and support.

Key Motivations: The Loyalist wants to have security, to feel supported by others, to have certitude and reassurance, to test the attitudes of others toward them, but must fight against anxiety and insecurity.

Under Stress: When the Loyalist feels stressed, becomes competitive and arrogant, like the sub-optimal development levels of the Type 3: The Achiever.

Feeling Secure: When the Loyalist feels secure, becomes more relaxed and optimistic, behaving like the optimal development levels of the Type 9: The Peacemaker.

Addictions: May show signs of rigidity in diet, causing nutritional imbalances. Working excessively, may consume excessive caffeine and amphetamines for stamina, but also overuse alcohol and depressants to deaden anxiety. The Loyalist has a higher susceptibility to alcoholism than many types.



Type 6: The Loyalist

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Self-affirming, trusting of self and others, independent yet symbiotically interdependent and cooperative as an equal. The person's self-belief leads to true courage, positive thinking, leadership, rich self-expression.
- **Level 2:** Able to elicit strong emotional responses from others. People perceive the individual as very appealing, endearing, lovable, affectionate. Trust is important to the person, and when found, permanently bonds with others.
- **Level 3:** Dedicated to individuals and movements in which they deeply believe. The person is perceived as a community builder and is seen as responsible, reliable, trustworthy. The individual is hard-working and persevering, sacrificing for others in an effort to create stability and security in their world, fostering a cooperative spirit.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Focused on investing time and energy into whatever the person believes will be safe and stable. The individual organizes and structures, seeking alliances and authorities for security and continuity. The person is constantly vigilant in an effort to anticipate problems.
- **Level 5:** Resistant to having more demands and reacts against others passive-aggressively. The person can become evasive, indecisive, cautious, procrastinating, and ambivalent. They can become highly reactive, anxious, and negative, and even give contradictory (i.e., mixed) signals. The person's internal confusion makes them react unpredictably.
- **Level 6:** Insecure, sarcastic, and belligerent, blaming others for their problems. The person takes a tough stance toward outsiders, reacting defensively, dividing people into friends and enemies, while still vigilant for any threats to their own security. The individual becomes an authoritarian while fearful of authority, highly suspicious yet conspiratorial, and must silence own fears while instilling fears in others.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Panicky, volatile, and self-disparaging. Fears loss of security. Has acute inferiority feelings. The individual feels defenseless and seeks out a stronger authority or belief to resolve all problems. The person becomes highly divisive, disparaging, and berating.
- **Level 8:** Paranoid. The person feels others are out to get them, so the individual lashes out and acts irrationally, bringing about what they fear. The person can become a fanatic and prone to violence.
- **Level 9 (At Worst):** Hysterical. The person seeks to escape punishment, becomes self-destructive and even suicidal. The individual can suffer alcoholism, drug overdoses, and self-abasing behavior.



Type 7: The Enthusiast

Synopsis: *Adventurous and fun*, desires happiness and stimulating experiences, but avoids pain, and struggles with the inner conflict of *extremism vs. moderation*.

Public Personalities: Epicurus, Mozart, John F. Kennedy, Elizabeth Taylor, John Belushi, Robin Williams, Stephen Colbert.

Film Characters: Audrey Hepburn in *Breakfast at Tiffany's*, Michael Caine in *Alfie*, Ruth Gordon in *Harold & Maude*, Jeff Bridges in *Tucker: The Man and His Dream*, Sean Connery in *The Man Who Would Be King*.

Overview: The Enthusiast is passionate about almost everything that seems worthy of attention, approaching life with curiosity, optimism, and a sense of adventure, looking at the world in wide-eyed, rapt anticipation of all the good things to experience – bold and vivacious, pursuing wants in life with a cheerful determination and a kind of brash nerviness.

Tends toward extreme practicality and engaged in many projects; anticipatory thinking, foreseeing events and generating ideas on the fly, favoring mind-stimulating activities, which generate more things to do and think about.

Positive Traits: The Enthusiast is extroverted, optimistic, versatile, spontaneous, playful, high-spirited, and practical.

Negative Traits: The Enthusiast can become over-extended, scattered, undisciplined, distracted, worn out by staying on the go, impatient and impulsive.

At Best: Focuses talents on worthwhile goals, becoming appreciative, joyous, and satisfied.

At Worst: Depletes energy and health, becomes claustrophobic, feels panic stricken, gives up on self and life, and suffers depression, despair, and self-destructive tendencies.

Basic Fear: The Enthusiast fears being deprived and in pain.

Basic Desire: The Enthusiast wants to be satisfied and content – to have needs fulfilled.

Key Motivations: The Enthusiast wants to maintain freedom and happiness, to avoid missing out on worthwhile experiences, to keep self excited and occupied, to avoid and get rid of pain.

Under Stress: When the Enthusiast feels stressed, becomes perfectionistic and critical, like the sub-optimal development levels of the Type 1: The Perfectionist.

Feeling Secure: When the Enthusiast feels secure, becomes more focused and fascinated by life, behaving like the optimal development levels of the Type 5: The Investigator.

Addictions: The Enthusiast is the most prone to addictions, such as stimulants (caffeine, cocaine, and amphetamines), Ecstasy, psychotropics, narcotics, pain killers, and alcohol, but tends to avoid other depressants. The body wears out with the continuous effort to stay up. The Enthusiast also may undergo excessive cosmetic surgery.



Type 7: The Enthusiast

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Awed by the simple wonders of life, joyous and ecstatic, enjoying life's boundless goodness. Assimilated deeply in experiences, feeling deeply grateful and appreciative.
- **Level 2:** Highly responsive, excitable, enthusiastic about sensation and experience. Most respond immediately and find everything invigorating. People perceive this person as lively, vivacious, eager, spontaneous, resilient, and cheerful.
- **Level 3:** An accomplished achiever. The person is seen as a generalist who can do many things well with an array of talents. The person is practical, productive, usually prolific, cross-fertilizing areas of interest.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Restless, and wants to have more options and choices available to them. The person can become adventurous and worldly wise, but less focused. The individual constantly seeks new things and experiences. People perceive the person as a sophisticate, connoisseur, and consumer. The individual believes money, variety, keeping up with the latest trends are important.
- **Level 5:** Unable to discriminate what they really need. The person becomes hyperactive, unable to say no, and seeks constant activity. To others, the person appears uninhibited, doing and saying whatever comes to mind, such as storytelling, flamboyant exaggerations, witty wise-cracking, and performing. The person fears being bored, so stays in perpetual motion, but ends up doing too many things. People sense the individual has many ideas but does not follow through.
- **Level 6:** Focused on conspicuous consumption and all forms of excess. The person is seen as self-centered, materialistic, and greedy, never feeling they have enough. The individual demands and pushes, yet remains unsatisfied and jaded, becoming addicted, hardened, and insensitive.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Desperate to quell their anxieties. The person can be impulsive and infantile, not knowing when to stop. Addictions and excess take their toll as the individual becomes a more debauched, depraved, dissipated escapist, offensive, and abusive person.
- **Level 8:** Flighty, acting out impulses rather than dealing with anxiety or frustrations. The person seems out of control with erratic mood swings, compulsive actions.
- **Level 9 (At Worst):** Exhausted. The person's health is completely spent, and the individual becomes claustrophobic and panic-stricken. The person often gives up on self and life, sinking into deep depression, despair, self-destructive behaviors (e.g., overdoses, impulsive suicide).



Type 8: The Challenger

Synopsis: *Leads and intense*, desires strength, but avoids weakness and vulnerable situations, and struggles with the inner conflict of *coercer vs. persuader*.

Public Personalities: Niccolò Machiavelli, Richard Wagner, Indira Gandhi, Martin Luther King, Jr., Barbara Walters, Muhammad Ali, Angela Merkel.

Film Characters: George C. Scott in *Patton*, Linda Fiorentino in *The Last Seduction*, Julia Stiles in *10 Things I Hate About You*, Ellen Page in *Hard Candy*, Denzel Washington in *Malcolm X*.

Overview: The Challenger enjoys taking on problems to solve as well as giving others opportunities that challenge them to exceed in some way. Charismatic with physical and psychological capacities to persuade others to follow them in endeavors of all kinds.

Enormous willpower and vitality, feeling most alive exercising these capacities and using this abundant energy to effect changes in the environment — to leave a legacy — but also to keep the environment, and especially other people, from hurting self and loved ones.

The Challenger understands these efforts require strength, will, persistence, and endurance — qualities developed in self and looked for in others.

Positive Traits: Self-confident, strong, assertive, protective, resourceful, straight-talking, and decisive.

Negative Traits: Ego-centric, domineering, controlling (environment and especially people), confrontational, and intimidating.

At Best: The Challenger masters self and processes, using strengths to improve others' lives, becoming heroic, magnanimous, and inspiring.

At Worst: The Challenger can become vengeful, barbaric, murderous, and even show sociopathic tendencies.

Basic Fear: The Challenger fears being harmed or controlled by others.

Basic Desire: The Challenger wants to protect self and to be in control of life and destiny.

Key Motivations: The Challenger wants to be self-reliant, to prove own strength, resist weakness, to be important in the world, to dominate the environment, and to stay in control of situations.

Under Stress: When the Challenger feels stressed, becomes secretive and fearful, like the sub-optimal development levels of the Type 5: The Investigator.

Feeling Secure: When the Challenger feels secure, becomes open-hearted and caring, behaving like the optimal development levels of the Type 2: The Helper.

Addictions: May ignore physical needs and problems, avoiding medical visits and check-ups. Indulging in rich foods, alcohol, tobacco while pushing self too hard leads to high stress, strokes, and heart conditions. Control issues are the central problem, but alcoholism and narcotic addictions are possible.



Type 8: The Challenger

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Self-restrained and magnanimous, merciful, and forbearing. The person masters 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. The individual may achieve true heroism and historical greatness.
- **Level 2:** Self-assertive, self-confident, and strong. The person learned to stand up for what they need and want. The individual is perceived as resourceful, with a can do attitude and passionate inner drive.
- **Level 3:** Decisive, authoritative, and commanding. The person is seen as the natural leader others look up to. The individual takes initiative and makes things happen, championing people. People perceive the person as a provider and protector, one who is honorable and willing to use personal strengths to carry others.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Self-sufficient and pragmatic. For this person, achieving financial independence and having enough resources are important concerns, so the person becomes enterprising and pragmatic. As a rugged individualist who wheels and deals, the person takes risks and works hard, denying own emotional needs.
- **Level 5:** Domineering, including the environment and others. The person wants to feel that others are supportive. The individual can become swaggering, boastful, forceful, and expansive. People perceive this person as the boss whose word is law. The individual can become proud and egocentric, imposing own will and vision on everything, even discounting others as equals and not seeing them as worthy of respect.
- **Level 6:** Combative and intimidating to get their way. The person's confrontational and belligerent behavior creates adversarial relationships. To this individual, everything becomes a test of wills. The person uses threats and reprisals to get obedience from others, keeping them off balance and insecure. However, unjust treatment makes others fear and resent this person, and that can cause them to band together against the individual.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Defiant of any attempt to control. The person can become completely ruthless and dictatorial, using might to make right. People can perceive this individual as a criminal, an outlaw, a renegade, or a con-artist. Others see the person as hard-hearted, immoral, and potentially violent.
- **Level 8:** Delusional. The person focus on ideas about their power, invincibility, and ability to prevail. The person feels omnipotent and invulnerable, but is prone to over-extending self.
- **Level 9 (At Worst):** Dangerous. The person may brutally destroy everything that has not conformed to their will rather than surrender to anyone else. The individual can become vengeful, barbaric, and murderous with. Sociopathic tendencies.



Type 9: The Peacemaker

Synopsis: *Charming and laid back*, desires to keep the peace, merge with others, but avoids conflict, and struggles with the inner conflict of *fantasy vs. reality*.

Public Personalities: Abraham Lincoln, Joseph Campbell, Princess Grace of Monaco, Queen Elizabeth II, Gerald Ford, Barack Obama, Bill Murray.

Film Characters: Shirley MacLaine in *The Apartment*, Kevin Costner in *Dances With Wolves*, Morgan Freeman in *Driving Miss Daisy*, Ed Norton in *Fight Club*, Jeff Bridges in *The Big Lebowski*.

Overview: The Peacemaker is devoted to the quest for internal and external peace for self and others.

This character type is typically a spiritual seeker who has a great yearning for connection with the cosmos, as well as with other people. The individual works to maintain peace of mind and to establish peace and harmony, but encounters fundamental issues. Struggles with being aware of personal needs, living in the present, openness, stress, and finding peace.

If out of touch with inner strengths, may retreat into mind and play out emotional fantasies.

Positive Traits: Accepting, trusting, stable, creative, optimistic, and supportive, wanting everything to go smoothly and without conflict.

Negative Traits: Too willing to go along with others to keep the peace, and when complacent, over simplifies problems and minimizes anything upsetting.

At Best: Indomitable and all-embracing, they can bring people together and heal conflicts.

At Worst: Becomes severely disoriented and catatonic, abandoning themselves, turning into shattered shells.

Basic Fear: The Peacemaker fears loss and separation.

Basic Desire: The Peacemaker wants inner stability, peace of mind.

Key Motivations: The Peacemaker wants to create harmony, to avoid conflicts and tension, to preserve things as they are, to resist whatever would upset or create disturbances.

Under Stress: When feeling stressed, the Peacemaker becomes anxious and worried, like the sub-optimal development levels of the Type 6: The Loyalist.

Feeling Secure: When feeling secure, the Peacemaker becomes more self-developing and energetic, behaving like the optimal development levels of the Type 3: The Achiever.

Addictions: Over-eating or under-eating due to lack of self-awareness and repressed anger. Lack of physical activity. May use depressants and psychotropics, alcohol, marijuana, narcotics to deaden loneliness and anxiety.



Type 9: The Peacemaker

At **optimal development levels**, this character becomes:

- **Level 1 (At Best):** Autonomous and fulfilled, filled with 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: healing and calming influence—harmonizing and bringing people together: mediator, synthesizer, communicator.

At **mid-optimal development levels**, this character becomes:

- **Level 4:** Self-effacing and accommodating, idealizing others and "going along" with their wishes, saying "yes" to things they do not really want to do. Falls into conventional roles and expectations. Uses philosophies and stock sayings to deflect others.
- **Level 5:** Active, but disengaged, unreflective, and inattentive. Does not want to be influenced by others, so becomes unresponsive and complacent, walking away from the problems, and ignoring the issues. Thinking becomes hazy and ruminative, mostly comforting fantasies, tuning out reality, becoming oblivious. Emotionally indolent, unwilling to exert self or to focus on problems.
- **Level 6:** A people pleaser by ignoring problems and willing to have peace at any price. Stubborn, fatalistic, and resigned, as if nothing could be done to change anything. Daydreams, coming up with unworkable solutions to real problems. Frustrates and angers others by procrastinating and not responding.

At **sub-optimal development levels**, this character becomes:

- **Level 7:** Highly repressed, undeveloped, and ineffectual. Feels incapable of facing problems, becoming obstinate and dissociating from all conflicts. Neglectful and dangerous to others.
- **Level 8:** Oblivious of anything that could affect them, dissociating so much that they eventually cannot function because they're: numb and depersonalized.
- **Level 9 (At Worst):** Severely disoriented and catatonic, abandoning self, turning into a shattered shell. May develop multiple personalities.

