



**the
Entrepreneur's
Guide
to
Enlightenment™**

TypeEs Living an Enlightened Life!

Alexander M. Giorgio & Heidi Nobantu Saul

Introduction & Invitation

Greetings and Welcome to our adventure!

For many of us our daily activity manages to inhibit, rather than enhance experiencing the intimate grandeur of living an enlightened life. Try as we might, we can be swept away during the day with continually referencing the clock and calendar for the choices we make and the emotions we feel.

Embracing an enlightened life isn't so much a learning process, as it is a remembering process. While it can be as simple as shifting from a state of "doing" to a state of "being," the more entrenched we are in our routines and roles, the more challenging it can become to let go and remember our true nature – a state of enlightenment.

Fortunately for most highly creative and passionate individuals the veil between our reason and the wild abandon of living an enlightened life is quite thin. It's much easier for us as entrepreneurs, innovators, entertainers, artists, scientists, visionaries, and others with a TypeE personality, to recognize and enter the gap that leads to the state of being where enlightenment resides than it is for most other people.

Enlightenment

Enlightenment, as defined in Wikipedia, is "the full comprehension of a situation." It goes on to say that in spiritual terms it's a, "...spiritual revelation or deep insight into the meaning and purpose of all things, communication with or understanding of the Mind of God, profound spiritual understanding or a fundamentally changed consciousness whereby everything is perceived as a unity."

I love this definition. It suggests that enlightenment is either a state of full comprehension or an understanding of the mind of God, which I would think is fairly incomprehensible. So which is it? Well, let's just say that for now, it's both, which is why the definition of enlightenment perfectly portrays those individuals with a TypeE personality.

Ultimately enlightenment can be thought of as a foundational state. When your mind is quiet and your heart is at peace, enlightenment is the state that surrounds you, nurtures you and strengthens you. From this place of joy and inner peace you can learn to bring heaven down to earth in very practical ways. You'll watch in amazement as your dreams, your business, yourself, begin to grow, bud, and blossom into a life that you knew was always possible.

The TypeEs Journey

In the beginning of a TypeE's journey there is almost always a "full comprehension" of any situation they are in. As they eventually enter a more spiritual stage, understanding gives way to a deeper insight and connection with life that is far beyond any illusion of comprehension.

They shift from "doing," as their primary state, to "being." In fact, it's only a matter of time before the deepest stage in a TypeE's life, the spiritual stage, ushers them into an entirely new way of looking at themselves, their family, their business, their community and the world. This third stage of a TypeE's life journey, Living Beyond the Edge, is the focus of this newest course,

***The Entrepreneur's Guide to Enlightenment** is the culmination of over twenty years of field research and clinical practice from working with more than ten thousand successful entrepreneurs, entertainers, artists and other highly creative, passionate people.*

Introduction & Invitation

As I began to apply all I'd learned from working with these individuals, I found myself rubbing shoulders with a very practical kind of enlightenment. There's an old saying that before you attain enlightenment, you chop wood carry water. And after you gain enlightenment, you chop wood carry water. At its roots, enlightenment is a very practical, efficient and miraculous way of living your life.

This brought me to my next "What if?"

What if I began to share what was usually hidden behind the practical end of heightened creativity? It wasn't hidden because it was a secret, but because most TypeE's don't realize it's there. So I decided to design a course that would specifically address a TypeE's access to living an enlightened life.

I believe that the universe operates in matching funds. In other words, as soon as you put up your half and start taking action on an idea, the universe puts up the other half. In this case, the other half was in the form of Heidi Nobantu Saul, a TypeE Translator who specializes in program development and process design. It comes as no surprise that she was just making the leap into the next phase of her life, landing her right in the middle of all things TypeE.

Together we began forming the framework of this course by culling the information and discoveries gleaned from the previous six month version. Then Heidi went to work as only a stellar TypeE Translator can. She took my notes, stories and rambling thoughts and added her own insights and knowledge, especially in the integration and practice components. What was created is the clear, concise practical course and process you see before you.

We knew that by anchoring the mental, emotional and physical information into the body's physiology through the use of a variety of biofeedback instrumentation and guided imagery exercises deeper insights and greater practical applications within one's personal and professional lives would occur.

To further enhance the course and its application to everyday life, we felt a small group of like-minded individuals, learning and sharing on a peer to peer basis would be the best format to conduct the course.

We're pleased to invite you into the next phase of our lives, and perhaps yours as well. If your next, "What if?" is large enough and curious enough to court enlightenment, then we're sure the universe has a very interesting adventure in store for us.

Warmly,

Alex Giorgio & Heidi Nobantu Saul

*“Everyone has a spirit
that can be refined,
a body that can be trained in some manner,
a suitable path to follow...”*

*You are here to realize your inner divinity
and manifest your innate enlightenment.”*

~ Morihei Ueshiba
Founder of the Japanese martial art of Aikido

Course Design

The benefits of Living an Enlightened Life include.....

Heightened enthusiasm and brilliant creativity, reduced periods of time feeling uninspired

Growing awareness of synchronistic experiences of opportunity and confirmation of your path

Expanded physical vitality, emotional resilience and inner peace

Deepening capacity to love and be loved

More dynamic prosperous ventures and functional, harmonious, inspired relationships

This course is designed specifically for TypeEs who are motivated self starters global and whole systems thinkers, highly creative and passionate people! It is constructed in such a way that both sides of the brain are invited to participate. Course information is given in written, audio and guidebook exercise formats. Each course Module provides a focus and framework for the information that is delivered to be explored and practiced with.

There's food for the **left side** of brain. You will be sent didactic, practical information on the care, feeding, physiology and psychology of operating a high performance TypeE life. From action plans and brainwave charts, to practical techniques on creating the ideal work teams and environment, this will satisfy the “need-to-know” part of your brain.

Then there's the **right brain** food. We'll help you create intuitive, creative spaces for connecting your own personal dots of living an enlightened life. With relaxation and meditation exercises, journaling and community building with other participants, your right brain will hit the mental and emotional sandbox ready to build some pretty wild play things.

Interactive Calls

A powerful part of the course is what we call the “**beyond the brain**” section. It's the time when you have an opportunity to bring everything you've experienced into an interactive call where we become students and teachers to one another as a peer group. There will be at least six 90 min. calls scheduled over the duration of the course. You'll have the inspiring experience of sharing and learning from new students as well as old timers who've been around the TypeE block a few times.

These interactive calls are an opportunity to discover what we've all learned, answer any questions and mostly revel in the amazing and unlikely opportunities that seem to surface when a group like ours gathers together.

You do not have to be present for the calls as they will be recorded, so you won't miss anything, and you can still email in your questions. Calls can be attended via phone or over the internet. Call day and time will be chosen in order to include as many of the participants time zones as possible!

Biofeedback and Guided Visualization

We've also incorporated one of the most elegantly designed pieces of equipment our world has to offer - our own body. It's always honest, never judgmental and always available not matter where we are or what we're doing, the perfect Global Positioning System for telling us where we are and where we're headed.

By utilizing guided visualization and sophisticated biofeedback instrumentation we are able to explore new realms within our own mind-body connection. This helps to incorporate the lessons we're learning and engaging in each Module. You'll have your own personal biofeedback device to play and practice with that comes as part of the Relaxing Rhythms program from [Wild Divine](#). There will be many active feedback exercises and supporting video and audio segments from people like Andrew Weil, Deepak Chopra and Dean Ornish, among others that support and enhance the program material.

Rhythm & Pacing

There is also a rhythm and pacing to the process, much like the cycling of your breathing. You can think of the "learning" part as the in-breath, filling you with information. The "creative" part is the out-breath, making room for curiosity and well being, and finally the forming of your own personal place of enlightenment, the pause between each breath.

In itself, that pause seems to do nothing. Yet it is that very space between your in-breath and out-breath, between your doing and being, between your learning and your creating, that invites another cycle of your life to begin. This is the place of enlightenment. This is where your authentic life takes root...

Facilitation

The course is co-facilitated by Alex Giorgio (*TypeE Mystic*) and Heidi Nobantu Saul (*TypeE Translator*) Alex brings his years of TypeE application, metaphysical insights and intuition while Heidi brings her varied experience as a translator, earth based spiritual perspective and a feminine view. In co-designing and facilitating the course we bring two voices and perspectives to the process, calls and questions.

We see ourselves as participatory guides who will be traveling with you on the collective and individual journey we will all be embarking on.

For most highly creative and passionate individuals the veil between our intellectual reason and the wild abandon of living an enlightened life is quite thin.

It's much easier for us as entrepreneurs, innovators, entertainers, artists, scientists, visionaries, and others with a TypeE personality, to recognize and enter the gap that leads to the state of being where enlightenment resides than it is for most other people.

PART I ~ The TypeE Personality Paradigm

Module 1 – Making the Most of Your TypeE Personality / 3 Weeks

The TypeE Personality Profile - Four Essential Strategies of Successful TypeEs ~ For those with a TypeE personality life is deeply exciting. The catch is that the excitement can come in two flavors – let's have fun or let's be stressed. TypeE personality basics of psychology, physiology and habits are covered during this Module. What's the one mistake most entrepreneurs make? What are the four essential strategies successful TypeEs employ?

Module 2 - Creating Your Personal 'TypeE Life' Action Plan / 3 Weeks

Customizing Your "Enlightened TypeE Life" ~ The TypeE Enlightened Action Plan is an easy and effective way to begin incorporating the TypeE strategies into your daily routine. Once the TypeE has learned what works for them then accessing their inner guidance that will lead to a deeper way to live and lead from within is discovered.

PART II ~ What is Living an Enlightened Life?

Module 3 – Life on the Edge / 3 Weeks

Life on the Edge / TypeEs in Work – Love – Education – Children ~ We begin with a simple question: What is living an Enlightened Life? For some it is a life of freedom and peace. For others it is surrounding oneself with rewarding work, sufficient income to meet daily needs and deep, satisfying relationships. The one thing that is certain about living an enlightened life is that there are as many versions as there are people. As we become clearer on what living that type of life means to us, our lives and our pursuits, come into clear focus. And when that happens, all manner of assistance, synchronistic events and miraculous circumstances seek us out.

Module 4 – Shifting Between Doing and Being / 3 Weeks

Teams on the Edge / Passion – Power – Profit – Peace ~ Many of us hold the clock and the calendar as sacred objects. Without them, our lives stop. What would happen if we switched to a universal calendar, one that makes meetings for us? What would we do if time was a fluid tool that we could expand or contract as needed? The key to jumping from a finite, to an infinite frame of reference is being able to shift between doing and being. In this Module we will explore ways to play along the boundary that physics describes as both a particle and a wave.

PART III ~ Opportunity Management, Miracles and Trust

Module 5 – The Art of Giving and Receiving / 3 Weeks

Living on the Edge and Loving It Game - Energy Management - Playing in the Quantum Field ~ Once we are able to negotiate the dance between doing and being, between thinking and feeling, an entirely new universe of possibilities open before us. In this Module we begin playing with this expanded horizon. The challenge of finding opportunities, which have become ever abundant, has now shifted to managing them.

Module 6 – Putting It All Together Real Time / 3 Weeks

Your Real World / Real Time Issues, Opportunities & Networks ~ The heart of living an enlightened life lies in laying claim to the inner set of precepts and perceptions that we've labeled as, "me." The question is - are you living your life, or the life of what someone thinks yours should be? In these final weeks we tie it all together in very practical ways utilizing the wisdom and energy of the group to illicit insights and applications to apply to our real world issues and opportunities.

Engaging the Course

The Guidebook is designed to be three-hole punched at the top of the landscape oriented page for those of you who want to print it out and organize it into a hard back three ring binder.

(NOTE: When printing from a PDF in draft mode – font size and shape may vary in the printed version.)

Through the mind-body practices and active feedback events we will engage our own mind-body interface and begin to open up to a wider expanse of consciousness than what we normally experience. This experiential component will accelerate your ability to shift from doing to being and your journey to living and manifesting your enlightened life!

Engaging the Course Components for Maximum Benefit!

This process is comprised of multiple components designed to be used together for maximum effect. We will look at the TypeE Paradigm through the lens of the transition most TypeEs make from Leading on the Edge to Living Beyond the Edge.

The course utilizes audio segments from the self paced programs Living on the Edge Without Falling Off and Taming the TypeE. If you have worked with the TypeE Personality Profile before be sure to look for new and different questions and ways of relating to your TypeE personality.

Each week you will receive an email with a brief note, any special instructions and a link to the **Guidebook learning experience segment** for that week. The first page of the Guidebook will provide an overview of the material and practices, and links to any audio download(s) are located in the sidebar. The audio segments will generally be between twenty and thirty minutes in length. This is the TypeE “sweet spot” for gathering and assimilating information.

Integrative Questions, Exercises and suggested Practices are woven into the text as well as at the end of each weekly section. We highly recommend taking the time to answer the questions, complete these exercises and try out the practices as this is the key to awareness building, understanding yourself (and those close to you) more clearly and engaging the other steps necessary to creating and sustaining your newly developing enlightened life.

Participating in the **Interactive Calls** is optional and, we consider this to be one of the richest parts of the course! Please Email questions you have about the topic(s) we will be covering during the call to EnlightnedE@typeEpersonality.com These interactive discussions are recorded so that if for any reason you can't make it you can join in on the learning or in case you'd simply like to listen again!

We recommend keeping a **Journal** for the duration of this journey. This self-reflective tool might also be in the form of **writing stories, drawing, painting or other creative activity**. This will help you integrate and process what you are learning and experiencing in different ways.

Specific **Wild Divine / Relaxing Rhythms Biofeedback Experiences** and **Guided Visualization** lessons and practices will be recommended throughout the course. You will receive your Iom hardware and Relaxing Rhythms software in the mail. We'll begin using it in Part II /Week 7.

the Entrepreneur's Guide to Enlightenment™ TypeEs Living an Enlightened Life!

Part I

The TypeE Personality® Paradigm



Module 1 Making the Most of Your TypeE Personality

Week 1 ~ The TypeE Personality Profile

Week 2 ~ Anatomy of the TypeE Personality

Week 3 ~ Four Essential Strategies of Successful TypeEs



Module 2 Creating Your Personal 'TypeE Life' Action Plan

Week 4 ~ Engaging a Daily TypeE Action Plan

Week 5 ~ Customizing Your Personal 'Enlightened TypeE Life' Action Plan

Week 6 ~ TypeE in Your Community - Work etc...



Module 1 Making the Most of Your TypeE Personality



For those with a TypeE personality life is deeply exciting. The catch is that the excitement can come in two flavors – let's have fun or let's be stressed. TypeE personality basics of psychology, physiology and habits are covered during this Module. What's the one mistake most entrepreneurs make? What are the four warning signs that you're about to go over the edge in a terrifying spin that's out of control?

The most powerful platform to launch a personal or professional transformation is by first knowing fully where you are. This includes both your internal world, like your thoughts, emotions and physiological stance, and your external world, such as what's going on in your life and where you want to be going. This module will help to clarify where you are and who you are and through TypeE information, questions and guided visualization.

This first Module is three weeks long with our first interactive call occurring in week three. You will receive a list of days and times of calls in the cover email of week one or week two.

Week One The TypeE Personality Profile

Week Two Anatomy of the TypeE Personality

Week Three Interactive Call #1
 Call Focus: *Your TypeE Personality Profile and what being a TypeE has meant for you*

Four Essential Strategies of Successful TypeEs



Week One

“There is vitality, a life force, an energy, a quickening that is translated through you into action: and because there is only one of you in all time, this expression is unique.

If you block it, it will never exist through any other medium and it will be lost. The world will not have it.

You must keep that channel open.

It is not for you to determine how good it is, nor how valuable, nor how it compares with other expressions.

It is for you to keep it yours, clearly and directly.”

~ Martha Graham

Martha Graham was an American modern dancer and choreographer whose influence on dance has been compared with the influence Picasso had on modern visual arts, Stravinsky had on music, or Frank Lloyd Wright had on architecture.

Week One

The TypeE Personality Profile

“The TypeE individual thrives in an environment that is diverse, challenging, and continually evolving.”

TypeEs are usually entrepreneurs, top executives, entertainers, artists, musicians, athletes, scientists and other innovators and those who work closely with them. Their eyes are on the future, their hands are in the present and their hearts are focused on infinity. While an estimated five to ten percent of the population fits the TypeE personality profile, only a small percentage of these have successfully harnessed their TypeE Personality. These amazing people have a passion for life and are able to forge new concepts, processes and innovative applications in a way few people can.

We will begin by taking the TypeE Quiz, reviewing the TypeE Personality Profile and exploring what it has meant to you to be a TypeE in your life thus far. We'll also learn about the unique physiology TypeEs share and try out our first Guided Visualization.

Guidebook Contents

- The TypeE Personality Profile
- How to Identify a TypeE Personality
- The TypeE Quiz
- Quiz Results
- Three Categories of TypeEs – Mystics, Translators and Managers
- TypeE Behavioral Tendencies
- Integrative Questions, Exercises and Practice
 - *SpeedRelaxation* Guided Visualization

Audio Segments

- TypeE Introduction
- *SpeedRelaxation* – the 7 Minute Miracle



Click here to access
Audio Segments

The TypeE Personality Profile

TypeE is a personality profile. It follows the pattern established by the “Type A” designation, which cardiologist Meyer Friedman and Mike Jordan classified in the 1950s. Roughly five to ten percent of the population can be classified as TypeE personalities. Many entrepreneurs, senior executives, business leaders, community leaders, entertainers, artists and athletes – and those who work closely with them – are TypeEs.

As a psychotherapist, educator, and coach at a world-class health resort, Alex Giorgio was privileged to work with thousands of these extremely bright, inquisitive and enormously successful individuals. They are continually on the lookout for new ways to improve their bodies, minds and spirits. They relaxed in his office recliner sharing their lives, goals and deepest secrets. Their amazing stories are literally and figuratively right out of Hollywood.

The more Alex worked with these incredible people, the more he noticed common patterns emerging in their stories and in their bodies’ physiology that are different from the norm. Their tales of success and failure and how their bodies handle the excitement and the stress of living such exciting lives are strikingly similar. So similar in fact, that he referred to these people who live their lives on the edge as having TypeE personalities.

When this specialized personality type is properly understood and utilized, TypeEs can expect to have a successful, exciting and passion-filled life. However, when they fail to recognize and properly nurture this personality type, they put enormous stress on their body’s physiology and can be in for quite a scary ride personally and professionally. There are several ways to determine if someone has a TypeE personality.

How to Identify a TypeE Personality

- Offer them an “impossible” project
- Use Biofeedback Instrumentation
- Take the TypeE Quiz

1. Offer Them an "Impossible" Project

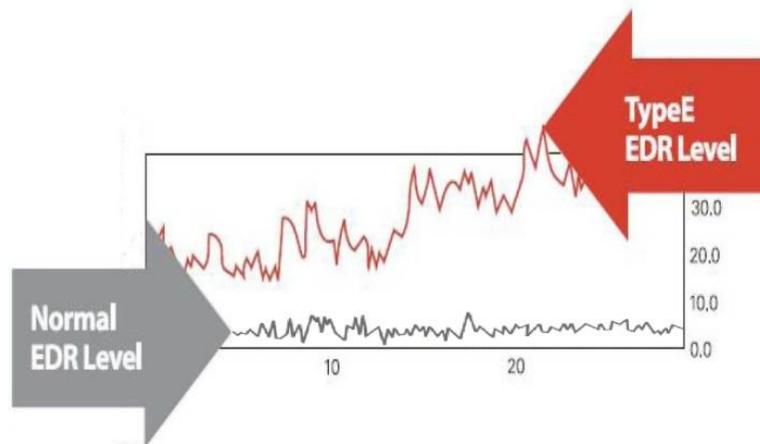
When the typical TypeE personality is asked if they would like to begin a brand new, never-been-done-before, pretty much impossible-to-achieve project, their eyes will light up as a smile leaps across their face. They live and thrive on new challenges.

2. Biofeedback Instrumentation

TypeEs generally have an internal stress response system that operates at a level three to five times higher than a non-TypeE personality. This can be either a blessing or a curse, depending on how a TypeE uses it; for creating problems or creating solutions. One way to measure this system is through the use of biofeedback instrumentation.

The Electro-Dermal Response [EDR] instrument, which measures a person’s physiological “aliveness”, is such a biofeedback device. Higher levels of adrenaline are often present as suggested by elevated EDR readings in TypeE’s. The body’s physiology is revved up, ready to create, or when stress is encountered, to engage in a solutions based fight-or-flight response.

The graph below shows the EDR response of a CEO for a major international telecommunications firm. He was also the key player in creating a computer tracking and delivery system for one of the top overnight delivery services during its initial start-up phase. This TypeE’s level was nearly six times higher than normal while doing nothing more than relaxing in an office recliner. That’s an indication that his physiology was poised to create, innovate or meet an unexpected challenge at a moment’s notice.



Electro Dermal Response (EDR) Level Chart

TypeE’s generally have a higher level EDR than others, with a broader range and more fluctuation within that range as indicated by the red graph line.

You’ll have an opportunity to measure your own EDR Level in Part II of the course!

What's interesting to note is that for most people (non-TypeEs) displaying a similar elevated EDR reading, they would be experiencing a major panic attack.

His EDR level can be seen on the graph above indicated by the red arrow on the right. Higher EDR levels and high energy don't necessarily correlate with a higher risk for illness. In fact, when properly nurtured mentally, physically, emotionally and spiritually, TypeEs are normally in excellent health.

However, when the TypeE personality is swimming in stress, they can find themselves in the TypeE Critical Zone. The TypeE Critical Zone is a stage where you are dangerously close to falling off the exciting edge on which you live. If you find yourself trapped in this Zone for an extended period of time you will need to be alert for signs of impending physiological and emotional problems that are headed your way.

Neurofeedback Instrumentation can also be used to detect the unique brainwave activity present in many TypeEs. Brainwaves are usually categorized into four general levels of activity:

- Beta – our active thinking gear
- Alpha – a daydreaming state
- Theta – present in states of hypnosis, dreaming or heightened states of creativity
- Delta – normally deep sleep

Most TypeEs demonstrate greater levels of the Theta brainwave when compared to the general population. This suggests a higher level of creativity, which results in more global thinking for TypeE individuals.

3. Take the TypeE Quiz

The fastest method to determine if you or someone you know is likely to have a TypeE personality is to take a TypeE personality test called the TypeE Quiz. In sixty seconds you'll have the answer to whether or not you're a TypeE.

The TypeE Quiz

Circle your answer Y, S, or N.
After you have completed
answering the questions, please
proceed to the next section to
score your quiz.

1 Y S N _____

2 Y S N _____

3 Y S N _____

4 Y S N _____

5 Y S N _____

6 Y S N _____

7 Y S N _____

8 Y S N _____

9 Y S N _____

10 Y S N _____

SCORE _____

Take the TypeE Quiz

Are you or someone you know one of the dynamic 5 to 10 percent of the population who love living on the edge? Take this TypeE quiz and find out. Share this quiz with your suspected TypeE friends, family, and coworkers to find out if they love living on the edge as much as you do!

Please answer Yes, Sometimes, or No to the following questions.

1. Do you love starting new projects, especially “impossible” ones?
2. Does the thought of having a typical 9-to-5 job make you break into a cold sweat?
3. Do you quickly lose interest in a project or job once it is up and running?
4. Has delegating responsibility been a major challenge for you?
5. When contacted by an old friend you haven’t heard from in years, do you immediately pick up where you left off, as if no time has passed?
6. Do you love having time to yourself when you can find it?
7. Do you usually find small talk a waste of time?
8. Do most of your projects or jobs or romantic relationships usually last between six months to five years?
9. Did you grow up feeling your view of life was different from that of most people?
10. Do you consider yourself an intensely passionate person?

Quiz Results

Go back to your score sheet and fill in the points. Give yourself:

- 3 points for every **Y** answer
- 2 points for every **S** answer
- 1 point for every **N** answer

Less than 10 points – replace your calculator battery!

10 - 19 points: **Probably not a TypeE**

You are best suited for a regular 9-to-5 job. You're most likely steady both at home and at work. Follow-through is your middle name. You are an invaluable resource to any company. You also get a purple heart if you have to spend extended periods of time with TypeEs.

20 - 30 points: **Within the TypeE Range**

The higher your score within this range, the greater your TypeE Behavioral Tendencies will be. This range is divided into **three categories** and is further explained in the next section.

20 - 23 points: **TypeE Manager**

24 - 27 points: **TypeE Translator**

28 - 30 points: **TypeE Mystic**

Three Categories of TypeEs:

Whether you are within the TypeE Manager, Translator or Mystic range, all three aspects of the TypeE personality are alive and well within you to some degree. While some TypeEs can operate from all three modalities simultaneously, there is usually one mode where you will feel most comfortable with or that resonates for you most strongly. This is the one you will find yourself utilizing most of the time.

20 – 23 Points: Probably a TypeE Manager

As a TypeE Manager you're a practical visionary who, unlike traditional managers, won't shy away from risk. You know how to get the ball rolling and how to keep things on track. Action is your calling card.

The TypeE Manager understands that to succeed there is a certain amount of risk one needs to take to move things ahead to the next level. So the TypeE Manager isn't afraid of risk, but has learned to understand and work with it. TypeE Managers have told me that less than seven out of ten failures mean they aren't pushing the "success envelope" enough. Striking out with that many failures is part of the process for hitting those remaining three spectacular home runs. Babe Ruth, baseball's home run king, was an exceptional example of this process. Of course, he was also baseball's strikeout king.

24 – 27 Points: Most Likely a TypeE Translator

As a TypeE Translator you're a bilingual visionary who is a vital link between the TypeE Mystic, the TypeE Manager and the rest of the world. You excel at being able to think and communicate in two very distinct styles – both globally and linearly. It's that extraordinary ability to take lofty visions and bring them down to earth that makes you an invaluable and scarce resource.

TypeE Translators are essential for creating a balanced, successful work, home and school environment for other TypeEs. They have an unequalled ability to understand the ideas a TypeE Mystic entertains and effectively communicates them to the rest of the world. Without a TypeE Translator, most TypeE businesses and families are destined for continual crisis. TypeE Translators appear to be quite rare. If you have one in your group, do whatever it takes to keep them happy, content and well fed.

28 – 30 Points: Undoubtedly a TypeE Mystic

You're a mystic visionary who operates so far outside the box, you can't remember where the box is most of the time. Since you have more than just your head in the clouds, it can be a challenge to communicate your ideas and passions to other people.

TypeE Mystics have an uncanny ability to see the big picture even before anything can be seen by others. Their challenge lies in dealing with the details and communicating their vision to others. They require the help of a TypeE Translator to put their ideas into action and a TypeE Manager to keep things running smoothly. When in balance, TypeE Mystics are the picture of creativity, enjoying every second of life. Out of balance, they likely will experience a roller coaster ride that creates extreme levels of stress for themselves, their businesses and families as well.

TypeE Behavioral Tendencies and Characteristics

People with a TypeE personality, no matter what their tendency, share a handful of traits. Passion and creativity are their hallmarks. From disliking routine to having a predictable pattern of success and failure, TypeEs' lives are based on intensity. To gain a basic understanding of how TypeEs operate and why they can be both a blessing and a curse to themselves, coworkers and family members, let's take a closer look at the questions from the TypeE Quiz.

TypeE Behavioral Tendencies

Do you love starting new projects, especially "impossible" ones?

TypeEs are designed to create things, not to run them. They crave new and exciting projects. The fastest way to stress a TypeE is to place them in a routine. Excessive routine is poison for TypeEs and disables their ability to create. They thrive in unconventional environments that not only allow but encourage them to explore outside the box.

This penchant for starting new projects has another ramification. There's no hope of retirement for most TypeEs. Another project or dream will always pull them into a flurry of activity. Wednesday night bingo, endless days of lounging by the pool or polishing their golf clubs are just not in a TypeEs future.

Does the thought of having a 9 - 5 job make you break into a cold sweat?

Ask this to a TypeE, and you can almost feel their panic. Most 9-5 jobs are are much too restrictive for a TypeE's creativity.

Do you quickly lose interest in a project or job once it is up and running?

TypeEs need to be continually challenged. Creating something is a positive challenge. But the minute the project is up and running, they lose interest. If TypeEs don't have an exit strategy in place before this point, they usually will drive themselves and whatever they have created right into the ground. Seasoned TypeEs will have a transition/management team all set to take over well before this point.

New Awareness / Self Reflection

*How do these TypeE Tendencies show up in your life
and How have they served or derailed you?*

TypeE Behavioral Tendencies Continued

Has delegating responsibility or handing something over to someone else to complete or manage been a major challenge for you?

One of the most difficult hurdles for a TypeE is allowing someone else to do the job. TypeEs think that they can do the job better than anyone else. Unfortunately, they are usually right. Because they have a larger radar scope, greater intuition and heightened states of creativity, they really can get the job done better *within their area of expertise*.

At some point though, the TypeEs begin to realize that it is essential to hand a project over to someone else, even if it means it won't be completed to their standard of perfection. This step is necessary in order for them to get their life back and be able to return to creating things, instead of running them.

When contacted by an old friend you haven't heard from in years, do you immediately pick up where you left off, as if no time has passed?

TypeEs have an extraordinary ability to develop long and lasting friendships. While most people require an extended period of time to reconnect with old friends, TypeEs can pick up right where they left off, as if it were only yesterday since their last conversation.

Do you love having time to yourself when you can find it?

TypeEs would love to have alone time, but usually are running with a schedule better suited to three or more people. Not much breathing room. Nevertheless, having time to themselves is essential if they want to thrive not only personally, but professionally.

New Awareness / Self Reflection

How do these TypeE Tendencies show up in your life and How have they served or derailed you?

TypeE Behavioral Tendencies Continued

Do you usually find small talk a waste of time?

Small talk, chitchat and gossip are not the usual domains of TypeE personalities. If they are going to engage in conversation, it must be meaningful, something with substance. One indication that TypeEs are headed over the edge is that they will notice themselves beginning to gossip. Normally their projects and lives are much too engaging for lesser things like small talk.

Do your projects or jobs or romantic relationships usually last between six months to five years?

Most TypeEs live with a six-month to five-year project cycle in their personal and professional lives. Once something is up and running, be it a job, business or a relationship, they normally lose interest. At this point the desire to head in a new direction becomes overwhelming. If they aren't able to bring something new into the picture, they will unconsciously create a crisis to fill the creative void. Most eventually will leave the project, job or relationship altogether until they incorporate the Four Essential Strategies of Successful TypeEs into their lives.

Did you grow up feeling your view of life was different from that of most people?

TypeEs typically say that they didn't know many other people who thought the way they did. They felt a bit odd. With only 5 - 10 percent of the population coming from a similar physiological and psychological point of view, that's not surprising.

Do you consider yourself an intensely passionate person?

Passion and creativity are hallmarks of the TypeE personality. When they are tracking down the centerline of their lives, immersed in creative endeavors with plenty of time, they are passion incarnate. TypeEs carry that passion into every aspect of their lives, whether it's the next big deal or simply the indescribably delicious feeling of being alive.

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Reflect Practice Play

Make a list of those family members, colleagues and support staff who sometimes get caught in your TypeE whirlwind of intensity.

What was your TypeE Quiz number? ____ Are you in the TypeE Manger, Translator or Mystic range?

Regardless of your number, which do you identify most strongly as? Why? Or in what ways?

What has been the most challenging and or disruptive aspect of being a TypeE?

What has been the most FUN and rewarding aspect of being a TypeE?

Reflect Practice Play

Make a list of those people in your life who may have a TypeE personality.

Are they a TypeE Manager, Translator, or Mystic?

When was the last time you felt totally alive and that all aspects of your life were aligned? Describe it in as much detail as you can below.

Which childhood or young adult dreams of yours are still waiting to be fulfilled?

What is your definition of success? Have you attained it yet – at any point in your life thus far? Does it still apply?

Reflect Practice Play



Click here to access
**SpeedRelaxation
Guided Visualization**

Practice

Search out a quiet place to rest for a few minutes where you won't be disturbed. When you're ready, place the headphones on, start listening to *SpeedRelaxation* and let your mind relax.

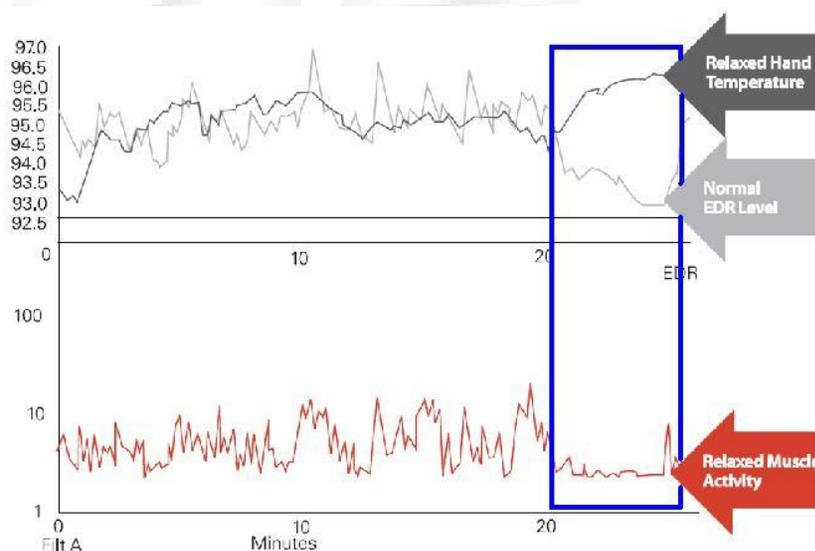
Do this practice daily for the first three weeks of this course to increase your ability to focus, create or relax any time you choose.

You'll be able to chart your own relaxation process with the biofeedback instrumentation starting in Part II of the course.

SpeedRelaxation: The Seven-Minute Miracle

Practicing along with this audio guide on a daily basis will help to kick start your experience of living life from the inside out. You'll learn to shift from a state of stress and worry to one of appreciation and joy, all in less than seven minutes.

Here is an example of what can be accomplished (see chart below). This successful TypeE Mystic developed an Internet services company. He sold it four years later to a top Internet provider for millions. He had never done any relaxation or imagery exercises. The Speed Relaxation technique dramatically shifted his physiology into heightened states of relaxation (see blue box), transforming his stress in less than seven minutes following a 20 minute interview.



The chart also shows (in the blue box) an increase in hand temperature (an indication of relaxation - top arrow) and a dramatic decrease in stress levels (middle arrow.) The lower graph (in red) also indicates a significant relaxing and calming of muscle activity (bottom arrow,) all within seven minutes.

