## The Three Centres

People in this centre have a 'gut' sense in relation to how things can happen, working together with others to achieve this in the best way possible

When people or events don't meet their expectations people in this centre take a position of being against how it is and get angry and/or stubborn People in this centre are most attuned to the need, expectations or emotional states of others. They are able to get others 'on board' and achieve results through recognizing and appreciating their strengths and talents

When others don't reciprocate with the appreciation or attention they expect, they tend to feel deflated, unworthy and/or rejected People in this centre are known for their intellectual perceptiveness and their ability for deep analysis, planning, problem solving and innovative thinking

When this information is not taken up by others, they tend to withdraw from what they sense and feel, as they try to think their way through what they are experiencing

## **Body Centre**

People 'above the line' in this centre:

- Build on what they instinctively know with intuition and insight, to take considered action
- Make things happen while keeping others involved and engaged
- Provide a sense of unity and inclusion for others
- Look for ways of using the talent and capability of others
- Build collaborative ways of working together to achieve results

## **Heart Centre**

People'above the line' in this centre:

- Create respectful and caring relationships
- Get people 'on board' to achieve results
- Value and leverage diversity whilst keeping the end goal in mind
- Can understand and appreciate the strengths and talents that others bring
- Can express how they are feeling and notice the feelings of others
- Can communicate in ways that engage and involve others

## **Head Centre**

People 'above the line' in this centre:

- Use insight to determine future opportunities, along with intuition to guide them in how they bring others along and instinct to identify what actions they take
- Anticipate what the future might hold and how this can be realised
- Maintain a focus on the need to 'think things through' before moving to action
- Are often curious and excited about knowledge and learning and engage others in what they discover
- Can troubleshoot risks and consequences in situations breakthrough barriers
- Can imagine future possibilities and inspire others in creating innovative solutions

People 'below the line' in this centre:

- React instinctively to what is happening rather than seeking to understand or connect
- Are concerned with resistance from others and controlling their environment
- Believe that in order to function they need to remain and act independently of others (autonomous)
- Can take action without considering the impact or consequences on others
- Can be seen to 'go along' with what others want but are still internally resisting the direction
- Can believe there is only one 'right' way to achieve things and ignore others' suggestions and ideas

People 'below the line' in this centre:

- React intuitively to how others are feeling rather than seeking to understand or 'checking in'
- Are preoccupied with interpersonal relationships as a way of getting attention and validation
- Believe that in order to function they need to be valued
- Can see life as a series of vital things to do and hearts to capture
- Can be concerned with how they appear to and 'fit in' with those around them
- Can align how they are feeling to the reactions of others

People 'below the line' in this centre:

- React with fear to situations they do not understand or have not planned for rather than 'check in' with others or trust their 'gut' in what is possible
- Are preoccupied with strategies and beliefs that will allow them to remain safe for the future
- Believe that in order to function they need to remain secure
- Can keep seeking more knowledge rather than take action
- Can constantly explore and examine things – just in case
- Can look for pleasurable alternatives in order to avoid the fears that they face

