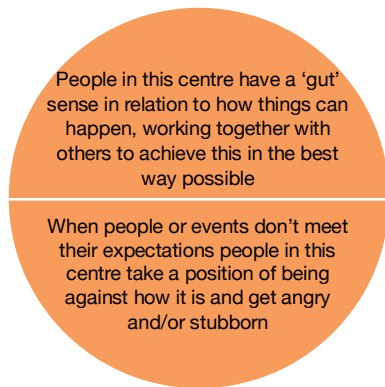


The Three Centres



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

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



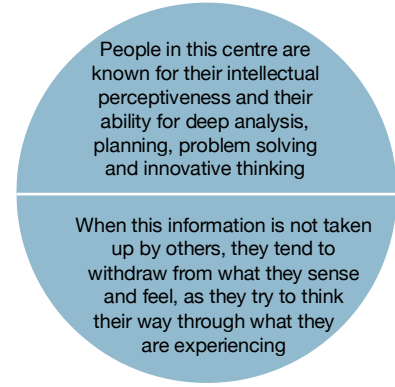
Heart Centre

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

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



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 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