



1

THE REFORMER

The Rational, Idealistic Type:  
Principled, Purposeful, Self-  
Controlled, and Perfectionist

Motto: "I do everything the right  
way"



Type One in Brief

Ones are conscientious and ethical, with a strong sense of right and wrong. They are teachers, crusaders, and advocates for change: always striving to improve things, but afraid of making a mistake. Well-organized, orderly, and fastidious, they try to maintain high standards, but can slip into being critical and perfectionist. They typically have problems with resentment and impatience. *At their Best:* wise, discerning, realistic, and noble. Can be morally heroic.

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

Basic Fear: Of being corrupt/evil, defective

Basic Desire: To be good, to have integrity, to be balanced

- One with a Nine-Wing: "The Idealist"
- One with a Two-Wing: "The Advocate"
- Healthy State One: "The Visionary"
- Average State One: "The Perfectionist"
- Unhealthy State One: "The Zealot"

What I Like About Being a One	What's Hard About Being a One	Ones as Children Often
<ul style="list-style-type: none"> <li>• being self-disciplined and able to accomplish a great deal</li> <li>• working hard to make the world a better place</li> <li>• having high standards and ethics; not compromising myself</li> <li>• being reasonable, responsible, and dedicated in everything I do</li> <li>• being able to put facts together, coming to good understandings, and figuring out wise solutions</li> <li>• being the best I can be and bringing out the best in other people</li> </ul>	<ul style="list-style-type: none"> <li>• being disappointed with myself or others when my expectations are not met</li> <li>• feeling burdened by too much responsibility</li> <li>• thinking that what I do is never good enough</li> <li>• not being appreciated for what I do for people</li> <li>• being upset because others aren't trying as hard as I am</li> <li>• obsessing about what I did or what I should do</li> <li>• being tense, anxious, and taking things too seriously</li> </ul>	<ul style="list-style-type: none"> <li>• criticize themselves in anticipation of criticism from others</li> <li>• refrain from doing things that they think might not come out perfect</li> <li>• focus on living up to the expectations of their parents and teachers</li> <li>• are very responsible; may assume the role of parent</li> <li>• hold back negative emotions ("good children aren't angry")</li> </ul>

	<p style="text-align: center;">2</p> <p style="text-align: center;"><u>THE HELPER</u></p> <p>The Caring, Interpersonal Type: Demonstrative, Generous, People-Pleasing, and Possessive</p> <p>Motto: "I must help others".</p>	
---	---	---

### Type Two in Brief

Twos are empathetic, sincere, and warm-hearted. They are friendly, generous, and self-sacrificing, but can also be sentimental, flattering, and people-pleasing. They are well-meaning and driven to be close to others, but can slip into doing things for others in order to be needed. They typically have problems with possessiveness and with acknowledging their own needs. *At their Best*: unselfish and altruistic, they have unconditional love for others.

**Key Motivations:** Want to be loved, to express their feelings for others, to be needed and appreciated, to get others to respond to them, to vindicate their claims about themselves.

Basic Fear: Of being unwanted, unworthy of being loved

Basic Desire: To feel loved

- Two with a One-Wing: "Servant"
- Two with a Three-Wing: "The Host/Hostess"
- Healthy State Two: "The Altruist"
- Average State Two: "The Friend-in-Need"
- Unhealthy State Two: "The Master/Slave"

<p>What I Like About Being a Two</p> <ul style="list-style-type: none"> <li>• being able to relate easily to people and to make friends</li> <li>• knowing what people need and being able to make their lives better</li> <li>• being generous, caring, and warm</li> <li>• being sensitive to and perceptive about others' feelings</li> <li>• being enthusiastic and fun-loving, and having a good sense of humor</li> </ul>	<p>What's Hard About Being a Two</p> <ul style="list-style-type: none"> <li>• not being able to say no</li> <li>• having low self-esteem</li> <li>• feeling drained from overdoing for others</li> <li>• not doing things I really like to do for myself for fear of being selfish</li> <li>• criticizing myself for not feeling as loving as I think I should</li> <li>• being upset that others don't tune in to me as much as I tune in to them</li> <li>• working so hard to be tactful and considerate that I suppress my real feelings</li> </ul>	<p>Twos as Children Often</p> <ul style="list-style-type: none"> <li>• are very sensitive to disapproval and criticism</li> <li>• try hard to please their parents by being helpful and understanding</li> <li>• are outwardly compliant</li> <li>• are popular or try to be popular with other children</li> <li>• act coy, precocious, or dramatic in order to get attention</li> <li>• are clowns and jokers (the more extroverted Twos), or quiet and shy (the more introverted Twos)</li> </ul>
---	---	--

	<p>3</p> <p><u>THE ACHIEVER</u></p> <p>The Success-Oriented, Pragmatic Type: Adaptive, Excelling, Driven, and Image- Conscious</p> <p>Motto: "I need to succeed".</p>	
---	---	---

### Type Three in Brief

Threes are self-assured, attractive, and charming. Ambitious, competent, and energetic, they can also be status-conscious and highly driven for advancement. They are diplomatic and poised, but can also be overly concerned with their image and what others think of them. They typically have problems with workaholism and competitiveness. *At their Best:* self-accepting, authentic, everything they seem to be—role models who inspire others.

**Key Motivations:** Want to be affirmed, to distinguish themselves from others, to have attention, to be admired, and to impress others.

Basic Fear: Of being worthless

Basic Desire: To feel valuable and worthwhile

- Three with a Two-Wing: "The Charmer"
- Three with a Four-Wing: "The Professional"
- Healthy State Three: "The Enabler"
- Average State Three: "The Status-Seeker"
- Unhealthy State Three: "The Opportunist"

<p>What I Like About Being a Three</p> <ul style="list-style-type: none"> <li>• being optimistic, friendly, and upbeat</li> <li>• providing well for my family</li> <li>• being able to recover quickly from setbacks and to charge ahead to the next challenge</li> <li>• staying informed, knowing what's going on</li> <li>• being competent and able to get things to work efficiently</li> <li>• being able to motivate people</li> </ul>	<p>What's Hard About Being a Three</p> <ul style="list-style-type: none"> <li>• having to put up with inefficiency and incompetence</li> <li>• the fear on not being -- or of not being seen as -- successful</li> <li>• comparing myself to people who do things better</li> <li>• struggling to hang on to my success</li> <li>• putting on facades in order to impress people</li> <li>• always being "on." It's exhausting.</li> </ul>	<p>Threes as Children Often</p> <ul style="list-style-type: none"> <li>• work hard to receive appreciation for their accomplishments</li> <li>• are well liked by other children and by adults</li> <li>• are among the most capable and responsible children in their class or school</li> <li>• are active in school government and clubs or are quietly busy working on their own projects</li> </ul>
--	--	--

	<p>4</p> <p><u>THE INDIVIDUALIST</u></p> <p>The Sensitive, Withdrawn Type: Expressive, Dramatic, Self-Absorbed, and Temperamental</p> <p>Motto: "I am special".</p>	
---	---	---

### Type Four in Brief

Fours are self-aware, sensitive, and reserved. They are emotionally honest, creative, and personal, but can also be moody and self-conscious. Withholding themselves from others due to feeling vulnerable and defective, they can also feel disdainful and exempt from ordinary ways of living. They typically have problems with melancholy, self-indulgence, and self-pity. *At their Best*: inspired and highly creative, they are able to renew themselves and transform their experiences.

**Key Motivations:** Want to express themselves and their individuality, to create and surround themselves with beauty, to maintain certain moods and feelings, to withdraw to protect their self-image, to take care of emotional needs before attending to anything else, to attract a "rescuer."

Basic Fear: That they have no identity or personal significance

Basic Desire: To find themselves and their significance (to create an identity)

Four with a Three-Wing: "The Aristocrat"

Four with a Five-Wing: "The Bohemian"

Healthy State Four: "The Artist"

Average State Four: "The Aesthete"

Unhealthy State Four: "The Hysteric"

What I Like About Being a Four	What's Hard About Being a Four	Fours as Children Often
<ul style="list-style-type: none"> <li>• my ability to find meaning in life and to experience feeling at a deep level</li> <li>• my ability to establish warm connections with people</li> <li>• admiring what is noble, truthful, and beautiful in life</li> <li>• my creativity, intuition, and sense of humor</li> <li>• being unique and being seen as unique by others</li> <li>• having aesthetic sensibilities</li> <li>• being able to easily pick up the feelings of people around me</li> </ul>	<ul style="list-style-type: none"> <li>• experiencing dark moods of emptiness and despair</li> <li>• feelings of self-hatred and shame; believing I don't deserve to be loved</li> <li>• feeling guilty when I disappoint people</li> <li>• feeling hurt or attacked when someone misunderstands me</li> <li>• expecting too much from myself and life</li> <li>• fearing being abandoned</li> <li>• obsessing over resentments</li> <li>• longing for what I don't have</li> </ul>	<ul style="list-style-type: none"> <li>• have active imaginations: play creatively alone or organize playmates in original games</li> <li>• are very sensitive</li> <li>• feel that they don't fit in</li> <li>• believe they are missing something that other people have</li> <li>• attach themselves to idealized teachers, heroes, artists, etc.</li> <li>• become antiauthoritarian or rebellious when criticized or not understood</li> <li>• feel lonely or abandoned (perhaps as a result of a death or their parents' divorce)</li> </ul>

	<p>5</p> <p><u>THE INVESTIGATOR</u></p> <p>The Intense, Cerebral Type: Perceptive, Innovative, Secretive, and Isolated</p> <p>Motto: "I need to understand the world".</p>	
---	--	---

### Type Five in Brief

Fives are alert, insightful, and curious. They are able to concentrate and focus on developing complex ideas and skills. Independent, innovative, and inventive, they can also become preoccupied with their thoughts and imaginary constructs. They become detached, yet high-strung and intense. They typically have problems with eccentricity, nihilism, and isolation. At their Best: visionary pioneers, often ahead of their time, and able to see the world in an entirely new way.

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

Basic Fear: Being useless, helpless, or incapable

Basic Desire: To be capable and competent

- Five with a Four-Wing: "The Iconoclast"
- Five with a Six-Wing: "The Problem Solver"
- Healthy State Five: "The Philosopher"
- Average State Five: "The Wonk"
- Unhealthy State Five: "The Crack Pot"

<p>What I Like About Being a Five</p> <ul style="list-style-type: none"> <li>• standing back and viewing life objectively</li> <li>• coming to a thorough understanding; perceiving causes and effects</li> <li>• my sense of integrity: doing what I think is right and not being influenced by social pressure</li> <li>• not being caught up in material possessions and status</li> <li>• being calm in a crisis</li> </ul>	<p>What's Hard About Being a Five</p> <ul style="list-style-type: none"> <li>• being slow to put my knowledge and insights out in the world</li> <li>• feeling bad when I act defensive or like a know-it-all</li> <li>• being pressured to be with people when I don't want to be</li> <li>• watching others with better social skills, but less intelligence or technical skill, do better professionally</li> </ul>	<p>Fives as Children Often</p> <ul style="list-style-type: none"> <li>• spend a lot of time alone reading, making collections, and so on</li> <li>• have a few special friends rather than many</li> <li>• are very bright and curious and do well in school</li> <li>• have independent minds and often question their parents and teachers</li> <li>• watch events from a detached point of view, gathering information</li> <li>• assume a poker face in order not to look afraid</li> <li>• are sensitive; avoid interpersonal conflict</li> <li>• feel intruded upon and controlled and/or ignored and neglected</li> </ul>
---	--	--

	<p style="text-align: center;">6</p> <p style="text-align: center;"><u>THE LOYALIST</u></p> <p style="text-align: center;">The Committed, Security-Oriented Type: Engaging, Responsible, Anxious, and Suspicious</p> <p style="text-align: center;">Motto: "I find safety in numbers".</p>	
---	--	---

### Type Six in Brief

The committed, security-oriented type. Sixes are reliable, hard-working, responsible, and trustworthy. Excellent "troubleshooters," they foresee problems and foster cooperation, but can also become defensive, evasive, and anxious—running on stress while complaining about it. They can be cautious and indecisive, but also reactive, defiant a rebellious. They typically have problems with self-doubt and suspicion. *At their Best:* internally stable and self-reliant, courageously championing themselves and others.

**Key Motivations:** Want to have security, to feel supported by others, to have certitude and reassurance, to test the attitudes of others toward them, to fight against anxiety and insecurity.

Basic Fear: Of being without support and guidance

Basic Desire: To have security and support

- Six with a Five-Wing: "The Defender"
- Six with a Seven-Wing: "The Buddy"
- Healthy State Six: "The Communitarian"
- Average State Six: "The Traditionalist"
- Unhealthy State Six: "The Authoritarian"

What I Like About Being a Six	What's Hard About Being a Six	Sixes as Children Often
<p>(Phobic)</p> <ul style="list-style-type: none"> <li>• being committed and faithful to family and friends</li> <li>• being responsible and hardworking</li> <li>• being compassionate toward others</li> </ul> <p>(Counter-Phobic)</p> <ul style="list-style-type: none"> <li>• being a nonconformist</li> <li>• confronting danger bravely</li> <li>• being direct and assertive</li> </ul>	<ul style="list-style-type: none"> <li>• the constant push and pull involved in trying to make up my mind</li> <li>• procrastinating because of fear of failure; having little confidence in myself</li> <li>• fearing being abandoned or taken advantage of</li> <li>• exhausting myself by worrying and scanning for danger</li> <li>• wishing I had a rule book at work so I could do everything right</li> <li>• being too critical of myself when I haven't lived up to my expectations</li> </ul>	<ul style="list-style-type: none"> <li>• are friendly, likable, and dependable, and/or sarcastic, bossy, and stubborn</li> <li>• are anxious and hypervigilant; anticipate danger</li> <li>• form a team of "us against them" with a best friend or parent</li> <li>• look to groups or authorities to protect them and/or question authority and rebel</li> <li>• are neglected or abused, come from unpredictable or alcoholic families, and/or take on the fearfulness of an overly anxious parent</li> </ul>

	<p>7</p> <p><u>THE ENTHUSIAST</u></p> <p>The Busy, Fun-Loving Type: Spontaneous, Versatile, Distractible, and Scattered</p> <p>Motto: "I am happy and open to new things".</p>	
---	--	---

### Type Seven in Brief

Sevens are extroverted, optimistic, versatile, and spontaneous. Playful, high-spirited, and practical, they can also misapply their many talents, becoming over-extended, scattered, and undisciplined. They constantly seek new and exciting experiences, but can become distracted and exhausted by staying on the go. They typically have problems with impatience and impulsiveness. *At their Best:* they focus their talents on worthwhile goals, becoming appreciative, joyous, and satisfied.

**Key Motivations:** Want to maintain their freedom and happiness, to avoid missing out on worthwhile experiences, to keep themselves excited and occupied, to avoid and discharge pain.

Basic Fear: Of being deprived and in pain

Basic Desire: To be satisfied and content—to have their needs fulfilled

Seven with a Six-Wing: "The Entertainer"

Seven with an Eight-Wing: "The Realist"

Healthy State Seven: "The Celebrant of Life"

Average State Seven: "The Party Guy/Girl"

Unhealthy State Seven: "The Hedonist"

<p>What I Like About Being a Seven</p> <ul style="list-style-type: none"> <li>• being optimistic and not letting life's troubles get me down</li> <li>• being spontaneous and free-spirited</li> <li>• being outspoken and outrageous. It's part of the fun.</li> <li>• being generous and trying to make the world a better place</li> <li>• having the guts to take risks and to try exciting adventures</li> <li>• having such varied interests and abilities</li> </ul>	<p>What's Hard About Being a Seven</p> <ul style="list-style-type: none"> <li>• not having enough time to do all the things I want</li> <li>• not completing things I start</li> <li>• not being able to profit from the benefits that come from specializing; not making a commitment to a career</li> <li>• having a tendency to be ungrounded; getting lost in plans or fantasies</li> <li>• feeling confined when I'm in a one-to-one relationship</li> </ul>	<p>Sevens as Children Often</p> <ul style="list-style-type: none"> <li>• are action oriented and adventuresome</li> <li>• drum up excitement</li> <li>• prefer being with other children to being alone</li> <li>• finesse their way around adults</li> <li>• dream of the freedom they'll have when they grow up</li> </ul>
---	---	--



# 8

## THE CHAMPION

The Powerful, Dominating Type:  
Self-Confident, Decisive, Willful,  
and Confrontational

Motto: "I must be strong".



### Type Eight in Brief

Eights are self-confident, strong, and assertive. Protective, resourceful, straight-talking, and decisive, but can also be ego-centric and domineering. Eights feel they must control their environment, especially people, sometimes becoming confrontational and intimidating. Eights typically have problems with their tempers and with allowing themselves to be vulnerable. *At their Best*: self-mastering, they use their strength to improve others' lives, becoming heroic, magnanimous, and inspiring.

**Key Motivations:** Want to be self-reliant, to prove their strength and resist weakness, to be important in their world, to dominate the environment, and to stay in control of their situation.

Basic Fear: Of being harmed or controlled by others

Basic Desire: To protect themselves (to be in control of their own life and destiny)

- Eight with a Seven-Wing: "The Maverick"
- Eight with a Nine-Wing: "The Bear"
- Healthy State Eight: "The Champion"
- Average State Eight: "The Boss"
- Unhealthy State Eight: "The Bully"

What I Like About Being a Eight	What's Hard About Being a Eight	Eights as Children Often
<ul style="list-style-type: none"> <li>• being independent and self-reliant</li> <li>• being able to take charge and meet challenges head on</li> <li>• being courageous, straightforward, and honest</li> <li>• getting all the enjoyment I can out of life</li> <li>• supporting, empowering, and protecting those close to me</li> <li>• upholding just causes</li> </ul>	<ul style="list-style-type: none"> <li>• overwhelming people with my bluntness; scaring them away when I don't intend to</li> <li>• being restless and impatient with others' incompetence</li> <li>• sticking my neck out for people and receiving no appreciation for it</li> <li>• never forgetting injuries or injustices</li> <li>• putting too much pressure on myself</li> <li>• getting high blood pressure when people don't obey the rules or when things don't go right</li> </ul>	<ul style="list-style-type: none"> <li>• are independent; have an inner strength and a fighting spirit</li> <li>• are sometimes loners</li> <li>• seize control so they won't be controlled</li> <li>• figure out others' weaknesses</li> <li>• attack verbally or physically when provoked</li> <li>• take charge in the family because they perceive themselves as the strongest, or grow up in difficult or abusive surroundings</li> </ul>

	<p style="text-align: center;">9</p> <p style="text-align: center;"><u>THE PEACEMAKER</u></p> <p>The Easygoing, Self-Effacing Type: Receptive, Reassuring, Agreeable, and Complacent</p> <p>Motto: "I am at peace".</p>	
---	---	---

### Type Nine in Brief

Nines are accepting, trusting, and stable. They are usually creative, optimistic, and supportive, but can also be too willing to go along with others to keep the peace. They want everything to go smoothly and be without conflict, but they can also tend to be complacent, simplifying problems and minimizing anything upsetting. They typically have problems with inertia and stubbornness. *At their Best*: indomitable and all-embracing, they are able to bring people together and heal conflicts.

**Key Motivations:** Want to create harmony in their environment, to avoid conflicts and tension, to preserve things as they are, to resist whatever would upset or disturb them.

Basic Fear: Of loss and separation

Basic Desire: To have inner stability "peace of mind"

Nine with an Eight-Wing: "The Referee"

Nine with a One-Wing: "The Dreamer"

Healthy State Four: "The Mystic"

Average State Four: "The Chameleon"

Unhealthy State Four: "The Sleep Walker"

<p>What I Like About Being a Nine</p> <ul style="list-style-type: none"> <li>• being nonjudgmental and accepting</li> <li>• caring for and being concerned about others</li> <li>• being able to relax and have a good time</li> <li>• knowing that most people enjoy my company; I'm easy to be around</li> <li>• my ability to see many different sides of an issue and to be a good mediator and facilitator</li> <li>• my heightened awareness of sensations, aesthetics, and the here and now</li> <li>• being able to go with the flow and feel one with the universe</li> </ul>	<p>What's Hard About Being a Nine</p> <ul style="list-style-type: none"> <li>• being judged and misunderstood for being placid and/or indecisive</li> <li>• being critical of myself for lacking initiative and discipline</li> <li>• being too sensitive to criticism; taking every raised eyebrow and twitch of the mouth personally</li> <li>• being confused about what I really want</li> <li>• caring too much about what others will think of me</li> <li>• not being listened to or taken seriously</li> </ul>	<p>Nines as Children Often</p> <ul style="list-style-type: none"> <li>• feel ignored and that their wants, opinions, and feelings are unimportant</li> <li>• tune out a lot, especially when others argue</li> <li>• are "good" children: deny anger or keep it to themselves</li> </ul>
--	--	--