



THE ENNEAGRAM INSTITUTE®

Date of Test: 2017-05-17 07:57:58 UTC

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Enneagram Type	Score
Type 3, The Achiever	22
Type 5, The Investigator	20
Type 7, The Enthusiast	18
Type 6, The Loyalist	17
Type 9, The Peacemaker	17
Type 8, The Challenger	15
Type 2, The Helper	14
Type 1, The Reformer	12
Type 4, The Individualist	9

Thank you for taking the Riso-Hudson Enneagram Type Indicator (RHETI Version 2.5).

Your scores for each of the nine Enneagram types are on the above chart, and Expanded Type Descriptions for your highest scores are included below.

Your highest score was for:

- Type 3

Your second highest score was for:

- Type 5

Your third highest score was a tie between:

- Type 7
- Type 6
- Type 9

Your primary Enneagram personality type is most likely the highest of these scores, and almost certainly among the highest two or three. Please carefully read the Expanded Type Descriptions of these types to confirm your results. You may also want to read [How to Interpret your Results](#), and consult our [Misidentifications](#) section for help deciding between types.

In the last analysis, only you can decide which type fits you best--and any test of this nature can serve best only as a help to narrow the field to the most likely possibilities. If you are still in doubt, you may wish to go over your test results and the personality descriptions with someone who knows you well.

To learn more about the Enneagram, please [visit our website](#). If you ever have questions or need assistance, please contact support@enneagraminstitute.com.

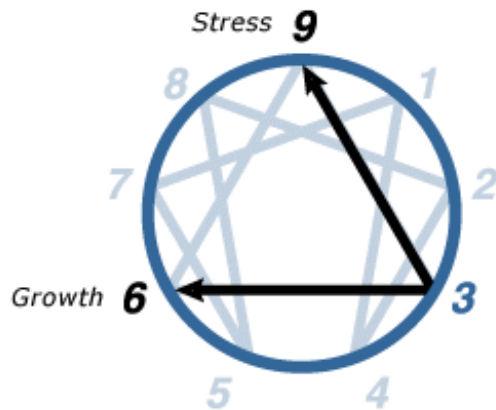
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Personality Type THREE: The Achiever

*The Success-Oriented, Efficient Type:
Adaptive, Excelling, Driven, and Image-Conscious*



Generally, Threes are effective, competent, adaptable, goal-oriented, ambitious, organized, diplomatic, charming, into performance, and image-conscious.

Threes get into conflicts by being expedient, excessively driven, competitive, self-promoting, "appropriate" instead of sincere, boastful, and grandiose.

At their best, Threes are inner-directed, authentic, modest, admirable, well-adjusted, gracious, interested in others, and self-accepting.

Recognizing Threes

Type Three exemplifies the desire to be our best self, to develop all of our potentials, and to value ourselves and others. Threes are the "stars" of the personality types—people of tremendous drive, ambition, and belief in themselves. Threes want to excel, to be the best at whatever they do, and they are willing to put in the effort it takes to do so. Threes can be found at the gym, taking classes at night, putting in extra hours at work, learning how to coordinate their best colors when they dress—basically doing what it takes to shine. While Threes are energetic and ambitious, they are also diplomatic—they want to be liked and esteemed by others. They strive to be presentable and appropriate, not

wanting to come across in ways that would be disapproved of. They know how to put their best foot forward and present themselves in a way that highlights their energy and confidence.

Threes are, above all, goal-oriented. They get a particular objective in their sights and then actively engage in activities that will bring them closer to whatever they seek. They pursue their dreams tirelessly, and cannot understand why others are not similarly motivated. Thus, Threes also enjoy sharing self-development tips, explaining how to make money, lose weight, develop career skills, and so forth. They are hard workers, diligent and effective—and they like helping others to be that way, too.

To achieve their goals, Threes learn to be highly adaptable. They are able to change course when necessary and may even do so several times, including a change of career, if that is what it takes. They may try different approaches to problems until they find a formula that seems the most effective. Similarly, Threes quickly adapt to different social settings, always wanting to be appropriate and to exemplify the values of whatever group they are in. While their adaptability can be an enormous asset, it can also be overdone, leaving Threes unsure of who they are or what their own deepest values are.

In all of their dealings, Threes value efficiency and effectiveness, and they are often prized by businesses for these values. They are extremely goal-driven, and once they are given a task to perform, will do their best to make sure that it is done as quickly and efficiently as possible. The problem is that Threes can be efficient to a fault—becoming accomplishment machines, brushing their real feelings and needs aside to "get the job done." This way of living can leave Threes feeling empty and emotionally isolated, despite the successes they may be having.

Problem arise because Threes learned in childhood that they are only valuable for their accomplishments and self-presentation. They believe that they will only be loved if they become extraordinary in some field of endeavor. Thus, the pressure to be outstanding in whatever they do is intense and draining. Even if they are not working at a career and are primarily keeping a home, they will strive to have the most outstanding home in their neighborhood and to be "Super-Mom" or "Super-Dad." Threes find it difficult to stop or rest when they are caught up in their drive for success. They believe that to do so is to risk failure—and most Threes would rather die than fail and risk being humiliated. Their drive for success can also create conflicts with their personal or family life. Similarly, intimacy issues are not uncommon.

When Threes push themselves too hard and are unable to deliver everything that they would like to, they may resort to presenting successful images to others rather than letting people know their actual state or emotional condition. They attempt to convince others and themselves that they have no problems and that they are doing great, even though they may feel depressed or even burnt out. They believe that they can "fake it until they make it," but if Threes do not slow down to deal with their emotional problems, sooner or later, a crash is inevitable.

In brief, Threes want to feel valuable and worthwhile, to excel, to be affirmed, to be effective and efficient, to perform well, to be "the best," to have attention, to be admired, and to impress others. **Threes do not want** anything that looks like failure, to sit around "doing nothing," to be overshadowed by others, to look unprepared or awkward, to be average, to ask others for help or support, or to be caught in distortions of the truth.

Their Hidden Side

Beneath the surface, Threes have deep anxieties about their personal value. They feel that unless they maintain a certain position or image in life, they will be devalued, rejected, and tossed aside as worthless. Thus, they feel a constant inner pressure to "have it together," to not need much intimacy or personal support, and, above all, to constantly perform at maximum efficiency. Unless you knew a Three very well, you would never suspect the degree of emotional vulnerability and insecurity that they conceal beneath their smooth, efficient surface. The fact is that despite Threes' apparent social ease, there is great loneliness and a belief that they must not need help or support. As much as possible, Threes try to avoid their feelings of shame and isolation, but a large part of their growth entails allowing these feelings to arise and become integrated into their functioning self.

Relationship Issues

Threes often report that they feel confident in their ability to attract other people. They are usually charming and magnetic, and they know how to behave appropriately. Also, many Threes spend significant time and resources cultivating their personal presentation. They work at being in good physical condition and are often well-groomed. They want their partner to be proud of them and their accomplishments, so they often are drawn to people who they believe will appreciate them. The problem is that Threes fear that many parts of themselves may be less than outstanding or even unacceptable. Fears of potential rejection may prevent them from letting people get close to them. Significant relationship issues include the following:

- Holding the partner to strict standards that the partner does not wholeheartedly share.
- Presenting a favorable image that they later fear they will not be able to live up to.
- Fearing that people only want them for their looks or abilities.
- Not speaking up when they need help or support, then resenting the partner for not supporting them.
- Workaholism as a way of avoiding intimacy.
- Pre-emptively leaving relationships out of fear of rejection, or having serial relationships ("conquests") as a way of bolstering their self-image.
- Haranguing the partner for not reflecting well on them, for behaving in ways that do not support the Three's self-image.

Type Compatibility

To learn more about compatibility issues and relationships with other types, see the [Enneagram Type Combinations](#).

The Passion: Deceit (Vanity)

Deceit here is primarily a kind of self-deception. Threes convince themselves that only their image and their performance are valuable. They subconsciously feel that their own natural inner qualities are inadequate or unacceptable, so they strive to become the sort of person that they believe others would look up to. They have an idea of the qualities, talents, and appearance that they need to have in order to be acceptable, and they work tirelessly to embody those qualities.

Thus, Threes convince themselves that they must always be outstanding, superb, and exceptional—the best at whatever they are focusing on. To be any less than this is to fail, to be worthless. This is like the child who gets straight A's but is then tormented by getting an A-minus or a B-plus, or the athlete who wins several gold medals but then feels like a failure for getting a silver or bronze. This kind of self-rejection and self-deception causes Threes a great deal of suffering. Once Threes lose themselves in these self-deceptions, truth becomes whatever works to keep their self-image going, and they are able to deceive others, often without any apparent remorse.

At Their Best

Healthy Threes are excellent communicators, motivators, and promoters, and they know how to present something in a way that's acceptable and attractive. In the workplace, they can be very effective at building morale and company spirit. They value excellence and accomplishment and truly enjoy helping others discover how to shine. Even when they are not "coaching" others, they often inspire people to become like them in some way.

Healthy Threes are able to do this because they believe in themselves and invest time and energy in developing their native talents. They value themselves, their lives, and the people they love, seeing life as an opportunity to offer what talents they have been given to the world. They are also "adaptable" in the best sense of the word. If they see that they are doing something incorrectly or that their methods are not reaping positive results, they are willing to learn another way and to change. Further, healthy Threes are not in a contest with anyone. They deeply enjoy working with others toward shared goals and do not need to outshine their peers.

Thus, healthy Threes may or may not have significant accomplishments, but others are impressed by their realness and their heartfelt sincerity. They model an honesty, simplicity, and authenticity that inspires people. They do not try to impress others or inflate their importance; rather, they see their limitations and appreciate their talents

Personality Dynamics & Variations



When Threes drive themselves too hard, their stress can go beyond what they can normally cope with. When this occurs, they tend to go on "autopilot," attempting to just get through things without being bothered, in the manner of average Nines. Threes going to Nine become more passive and fall into routines. They lose their focus and involve themselves with busywork to at least give the appearance that they are getting things done. If stress continues, however, they may begin to become shut down, listless, and depressed, losing interest in their projects and withdrawing from people. They feel little energy or enthusiasm and simply want people to leave them alone and give them space. They can become stubborn and resistant to offers of help at these times, not wanting to hear that they have a problem.

With most people, Threes make every effort to be diplomatic and well-mannered. They do not want to say things that would be off-putting to people if they can avoid it. But when Threes feel that their relationships are secure, they can be more open about expressing their anxieties and frustrations. They may keep a "positive frame of mind" all day at work, only to come home and download their dissatisfaction onto their spouse or partner. ("I think my boss is going to go nuts on me when he finds out we still haven't got this report nailed down.") Feelings of self-doubt, dread, suspicion, and anger at others' incompetence can all surface in contrast to the Three's usual "can do" attitude.

As Threes let go of their fears of failure and worthlessness, they start to feel less competitive with others. They relax and find that they feel most valuable while working

cooperatively with others toward shared goals and aspirations, like healthy Sixes. They learn to freely offer support and guidance to the people in their lives, but more importantly, they also learn to ask for support when they need it. Threes ordinarily put themselves under such pressure to accomplish their goals with little or no help that it comes as both a surprise and a relief to them that others are happy to help them in their endeavors. In short, Threes learn to trust others and to build lasting bonds with people. They become more selfless and courageous, embodying real qualities of leadership and self-sacrifice. By letting go of their need to outshine others, Threes become truly extraordinary human beings.

The Instincts In Brief

Learn more about the Instincts.

Self-Preservation Threes: The Workaholic (Ichazo's "Security")

Self-Preservation Threes feel their value is dependent on their ability to take care of basic security needs. They strive to be practical and to make sure that they and their family have more-than-adequate resources. For many Threes this means some kind of financial success. Thus, Self Pres Threes work constantly to ensure they are building up a solid foundation. The problem is that they often find themselves unable to stop working. Because they believe their personal value is at stake, they cannot easily slow down or lighten their workload. To even take a weekend off could lead to financial failure—or so they believe. This lifestyle eventually takes its toll on their health and relationships. They may fit regular work-outs at the gym into their busy schedules in order to stay healthy but frequently neglect to rest and take quiet time. Others can find it difficult to make intimate contact with Self-Pres Threes once they are caught up in their drive for security and success.

Of the three instinctual variants of this type, the Self-Pres Three has the most difficulty contacting feelings. They tend to express affection through accomplishing things for their partner and by meeting practical expectations. But they may begin to see all of their relationships in terms of functional roles, transactions, task lists, and how well they and the people in their lives are fulfilling these roles. While this can be efficient up to a point, it often ends up creating distance between Self-Pres Threes and the people they care about.

Sexual Threes: The Catch (Ichazo's "Virility/Femininity")

Sexual Threes feel that their value comes from their desirability, so they do whatever they can to enhance their attractiveness to others. Many movie stars, models, and popular singers are Sexual Threes. They know how to project attractive qualities but also how to be a blank screen that others can project their desires onto. They often possess great charm and magnetism, yet they fear being dismissed by others for lacking some essential ingredient. As Sexual types, they want to have a strong intimate connection with someone, but because of the Three's image issues and underlying feelings of shame,

they are often insecure about letting people know them too well. Thus, many Sexual Threes are able to gain attention and interest from others, but they fear that once they get someone's attention, they will be unable to keep it.

Sexual Threes want to be appreciated for their depth and intelligence too, but they fear that others are only interested in them for their attractiveness. Some Sexual Threes may go through periods of rebellion, downplaying their physical attributes for a while to see if people still like them and to find out more about themselves. Ultimately, this type grows by recognizing their own value directly—that is, without believing that it only exists reflected in the admiring eyes of others.

Social Threes: The Status Seeker (Ichazo's "Prestige")

Social Threes seek value by gaining social recognition—by having tangible signs of progress and success. They want to be recognized for their hard work and achievement (Employee of the Month, diplomas, awards) and to have ways of measuring their rise up the ranks. Social Threes are very adaptable, concerned with fitting into whatever culture they find themselves in, be it corporate or national. If they move to another country, they are able to adapt to the norms of that country more easily than most other types. If they join a spiritual community or ashram, they quickly become well adjusted to the social expectations of that community. Social Threes are the most concerned with being appropriate and with avoiding any behaviors that would cause offense. At the same time, they are highly ambitious and so must balance their drive to excel and to surpass others with their desire to have others like and accept them.

Thus, of the three instinctual variants of this type, Social Threes are at the greatest risk of losing track of their core values and goals. They may adapt so successfully that they find themselves adrift without tangible goals or a clear path for achieving them. In this regard, they can resemble Sevens, moving from one promising project to another as they adapt to different opportunities that present themselves. Social Threes can also get into trouble by attempting to rise faster than they are able or by taking on tasks that they are not yet ready or qualified to perform. The desire to please and to impress can become a powerful magnet that can derail the Social Three from pursuing real, achievable goals.

The Levels of Development

Learn more about the nine Levels of Development.

Healthy Levels

Level 1 (At Their Best): Self-accepting, inner-directed, and authentic, everything they seem to be. Modest and charitable, self-deprecatory humor and a fullness of heart emerge. Gentle and benevolent.

Level 2: Self-assured, energetic, and competent with high self-esteem: they believe in themselves and their own value. Adaptable, desirable, charming, and gracious.

Level 3: Ambitious to improve themselves, to be "the best they can be"—often become outstanding, a human ideal, embodying widely admired cultural qualities. Highly effective: others are motivated to be like them in some positive way.

Average Levels

Level 4: Highly concerned with their performance, doing their job well, constantly driving self to achieve goals as if self-worth depends on it. Terrified of failure. Compare self with others in search for status and success. Become careerists, social climbers, invested in exclusivity and being the "best."

Level 5: Become image-conscious, highly concerned with how they are perceived. Begin to package themselves according to the expectations of others and what they need to do to be successful. Pragmatic and efficient, but also premeditated, losing touch with their own feelings beneath a smooth facade. Problems with intimacy, credibility, and "phoniness" emerge.

Level 6: Want to impress others with their superiority: constantly promoting themselves, making themselves sound better than they really are. Narcissistic, with grandiose, inflated notions about themselves and their talents. Exhibitionistic and seductive, as if saying "Look at me!" Arrogance and contempt for others is a defense against feeling jealous of others and their success.

Unhealthy Levels

Level 7: Fearing failure and humiliation, they can be exploitative and opportunistic, covetous of the success of others, and willing to do "whatever it takes" to preserve the illusion of their superiority.

Level 8: Devious and deceptive so that their mistakes and wrongdoings will not be exposed. Untrustworthy, maliciously betraying or sabotaging people to triumph over them. Delusionally jealous of others

Level 9: Become vindictive, attempting to ruin others' happiness. Relentless, obsessive about destroying whatever reminds them of their own shortcomings and failures. Psychopathic behavior. Generally corresponds to the Narcissistic Personality Disorder.

Personal Growth Recommendations for Type Threes

Threes grow by recognizing that they do not need to separate their work and functioning from their feelings. Threes believe they will be less effective and competent if they allow their feelings to enter the picture. Thus, they wait until they are done with their tasks before they pay any attention to their emotions. Nonetheless, their emotions are always operating, even if unconsciously. And if Threes neglect them too long, those emotions start to make functioning much more difficult. Thus, growth for Threes entails

pausing while working and actively checking in with their feelings. By tuning in to their heart, and becoming more conscious of their inner life, Threes derive much greater happiness and satisfaction from their work and from their relationships.

- For our real development, it is essential to be truthful. Be honest with yourself and others about your genuine feelings and needs. Likewise, resist the temptation to impress others or inflate your importance. You will impress people more deeply by being authentic than by bragging about your successes or exaggerating your accomplishments.
- Develop charity and cooperation in your relationships. You can do this by taking time to pause in busy day to really connect with someone you care about. Nothing spectacular is required—simply a few moments of quiet appreciation. When you do so, you will become a more loving person, a more faithful friend—and a much more desirable individual. You will feel better about yourself.
- Take breaks. You can drive yourself and others to exhaustion with your relentless pursuit of your goals. Ambition and self-development are good qualities, but temper them with rest periods in which you reconnect more deeply with yourself. Sometimes taking three to five deep breaths is enough to recharge your battery and improve your outlook.
- Develop your social awareness. Many Threes have grown tremendously by getting involved in projects that had nothing to do with their own personal advancement. Working cooperatively with others toward goals that transcend personal interest is a powerful way of finding your true value and identity.
- In their desire to be accepted by others, some average Threes adapt so much to the expectations of others that they lose touch with what they are really feeling about the situation. Develop yourself by resisting doing what is acceptable just to be accepted. It is imperative that you invest time in discovering your own core values.

From *Discovering Your Personality Type*, pp. 106-115. See also *Personality Types*, pp. 95-133, *Understanding the Enneagram*, pp. 43-46, 80-86, and 334-336, and *The Wisdom of the Enneagram*, pp. 150-77.

Examples

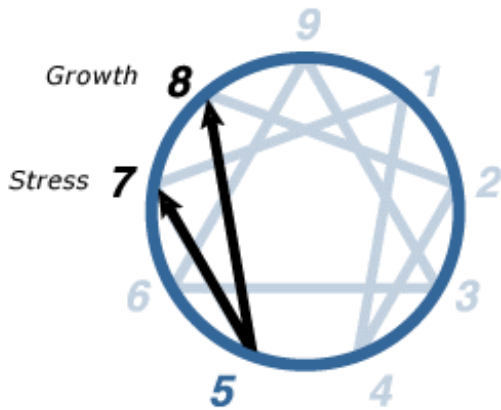
Augustus Caesar, Emperor Constantine, Bill Clinton, Tony Blair, Prince William, Condoleeza Rice, Arnold Schwarzenegger, Carl Lewis, Muhammed Ali, John Edwards, Mitt Romney, Bill Wilson (AA Founder), Andy Warhol, Truman Capote, Werner Erhard, Oprah Winfrey, Deepak Chopra, Tony Robbins, Bernie Madoff, Bryant Gumbel, Michael Jordan, O.J. Simpson, Tiger Woods, Lance Armstrong, Elvis Presley, Paul McCartney, Madonna, Sting, Whitney Houston, Jon Bon Jovi, Lady Gaga, Taylor Swift, Justin Bieber, Brooke Shields, Cindy Crawford, Tom Cruise, Barbra Streisand, Ben Kingsley, Jamie

Foxx, Richard Gere, Ken Watanake, Will Smith, Courteney Cox, Demi Moore, Kevin Spacey, Reese Witherspoon, Anne Hathaway, Chef Daniel Boulud, Dick Clark, Ryan Seacrest, Cat Deeley, Mad Men's "Don Draper," Glee's "Rachel Berry"

Personality Type FIVE: The Investigator

The Intense, Cerebral Type:

Perceptive, Innovative, Secretive, and Isolated



Generally, Fives are focused, observant, curious, insightful, expert, studious, complex, perceptive, whimsical, profound, unsentimental, exploratory, and independent.

Fives get into conflicts by being detached, preoccupied, high-strung, isolated, impractical, unconventional, uncompromising, extreme, and provocative.

At their best, Fives are visionary, pioneering, innovative, objective, understanding, playful, compassionate, and non-attached.

Recognizing Fives

Type Five exemplifies the human desire to understand, to look beneath the surface of things, and to arrive at deeper insights about reality. Fives prefer the life of the mind, both as a way of understanding the world and—given the unlimited power of imagination—as a way of escaping from aspects of reality. It would not be farfetched to say that for many Fives, the inner world of the mind and the imagination is more real and vivid than the external world. Fives tend to have an experience and then spend many hours, days—even years—understanding it and its broader context. Fives are also highly innovative and inventive. They love "tinkering around," playing with concepts and overturning the

accepted ways of doing things. This can produce extremely valuable, practical, and original works and discoveries or simply entertain them for many hours with no practical results.

Fives are truly the most independent and idiosyncratic of the personality types, the people who could most appropriately be called "loners" and "misfits." They are people who truly march to a different drummer, pursuing their interests and curiosity wherever their investigations may take them. Some Fives can seem downright odd to people while others keep their "weirdness" more below the surface. In either case, Fives are intensely determined to pursue the questions and ideas that fascinate them: so much so that relationships and financial considerations can become unimportant to them.

These qualities result from an extraordinary ability to focus their attention. Fives will stay with a problem or a question that fascinates them until it is solved, or until they discover that it is unsolvable. Boredom is unimaginable to them because there are so many fascinating things to explore, understand, and imagine. The downside is that their capacity for concentration enables them to get deeply engrossed in their complex inner worlds, sometimes to the extent that they forget their surroundings or even to take care of themselves.

Thus, Fives can get involved in work, reading, or in their own thoughts in such depth that they are often late for meetings and don't hear phone calls. They forget to eat or to take adequate care of themselves physically. They will live on soda and candy bars, or stay up all night writing a story or trying to solve an interesting problem. They will pour over the computer terminal for hours, or disappear into the stacks of the local library, only to emerge five minutes before closing with an armload of books as they head to the nearest coffee shop to continue reading.

But this doesn't mean that Fives always want to be alone or that they can't be excellent company when they are with others. When Fives find someone whose intelligence and interest they respect, they are invariably talkative and sociable. Fives love to share their insights and expertise with just about anyone who appreciates what they have to say. They also enjoy sharing their findings with others, and their observations of life's contradictions and absurdities are often served up with a whimsical sense of humor. Fives can be the most enriching of friends since they are a treasure trove of information, speculation, opinions, and intensely felt ideas. But they can also be the most impenetrable of enigmas, a mind bristling with energy and intelligence that signals "Stay away! Leave me alone to follow my thoughts wherever they may lead!" Fives are the kind of people others usually find strange, quirky, and intriguing—they always have more going on than meets the eye.

In brief, Fives want to understand reality, to possess knowledge, to find a niche for themselves that others have not explored, to be free to explore their own inner worlds, to have sufficient solitude and time for their projects, to feel confident and capable, and to unsettle the unquestioned certainties of others. **Fives do not want** to feel uninformed or

incapable, to have their competency questioned, to accept easy answers, to be intruded on (or "managed"), to be forced to respond before they feel ready, to suffer the ignorance of others, or to ask for help.

Their Hidden Side

Day for day, socially adept Fives probably spend more time by themselves than any other type. Nonetheless, Fives need companionship and connection as so all human beings. The problem is that Fives fear needing the affection and warmth of others. It as if they feel that to ask for anything from others is to risk a greater imposition on their own freedom and independence. They also believe that their own needs are so intense that if they were ever expressed or even acknowledged, they would be too much for others. In some cases, they may even believe that their needs would actually harm others. Deep down, all Fives really want to find someone safe to connect with, but they fear that doing so will cost them whatever degree of competency and self-reliance they have attained. If troubled Fives feel that their area of mastery or their independence is at risk, they may retreat from a relationship—even if they truly love the person they are leaving.

Relationship Issues

Of all the types, Fives seem most able to live without significant relationships. But that doesn't mean that they do not want one, only that they are generally unwilling to compromise their focused approach to life too much for the sake of a relationship. When they find someone who understands their world, who appreciates their interests, and whom they respect, Fives are loyal and passionate friends, partners, and lovers. They can make fascinating companions who are constantly introducing new ideas to their friends and partners. They can be funny, affectionate, and highly sexual, but they do not come to relationships easily. They remain in an uneasy balance between the desire for solitude and the desire for meaningful connection. Fives' relationship issues include the following:

- Frequently feeling intruded on, and therefore a great deal of privacy and time alone.
- Often feeling rejected and retreating from people.
- Being overwhelmed by others' emotional needs.
- Not expressing their feelings or giving few verbal or nonverbal cues, thus seeming overly "secretive" to others.
- Antagonizing or undermining the calm or beliefs of others.
- Cutting off contact with people, withdrawing into deep isolation, feeling that they are "poisonous" or bad for people.

Type Compatibility

To learn more about compatibility issues and relationships with other types, see the [Enneagram Type Combinations](#).

The Passion: Avarice (or Hoarding)

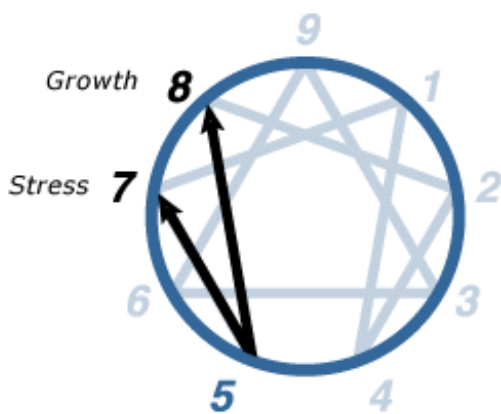
Beneath the surface image of intellectual competency that Fives present to the world, this type feels small and helpless. They feel as if there is not enough of themselves to go around and that other people's needs could easily deplete them. Thus, Fives seek to minimize their interactions with others and with the environment and to hold on to whatever basic resources they think they will need to "go it alone." Avarice is not the grasping of gluttonous Sevens; rather, it is the lack of ability to be open and generous with one's self because of fears of not being enough. Another way avarice is expressed in Fives is in the desire to memorize experiences and knowledge. Fives attempt to hold every potentially significant piece of information they have encountered in their heads, believing that eventually they will know enough to feel confident and able to handle any possible situation.

Healthy Fives observe everything with extraordinary perceptiveness and insight. Possessing a searching intelligence, they are highly mentally alert and curious: little escapes their notice. Healthy Fives are able to concentrate deeply and often notice things that other people would likely overlook or take for granted. They explore reality with a child's sense of wonder, and enjoy finding new ways of perceiving and doing things. They like to ask questions, and with healthy Fives, they are often the right questions. They enjoy learning and are excited by knowledge, which frequently leads them to becoming expert in some field. Because of their focus and attentiveness, healthy Fives attain mastery in whatever interests them.

At Their Best

Very high-functioning Fives become visionaries and discoverers, broadly comprehending the world while penetrating it profoundly. They are remarkably open-minded, understanding things precisely and as a whole. They begin to feel a deep connection with their fellow human beings and with the universe, and they often dedicate themselves to using their skill and knowledge to relieve human suffering and ignorance. They may contribute pioneering discoveries of something entirely new for the enrichment of humanity. At their best, Fives combine the wisdom and perceptiveness of their minds with heart and courage in ways that truly bring something new and valuable into the world.

Personality Dynamics & Variations



Learn more about the [Directions of Integration \(Security\) and Disintegration \(Stress\)](#).

Under Stress (Five Goes to Average Seven)

Fives usually cope with difficulties by retreating into their minds where they feel more confident and in control. But Fives cannot retreat indefinitely, and eventually they need stimulation and interaction. Fives also tend to be nervous and high-strung, so when there is no outlet for their nervous energy, it builds up, eventually expressing itself in restlessness and hyperactivity. (Fives can become literally "restless"—and often develop insomnia.) Anxiety causes their minds to overheat, and to jump from one thought to the next. Much of their characteristic focus gets scattered. After being alone and concentrating for so long, they begin to overcompensate by overdoing their activities and lurching from one promising idea or experience to another. They become like a starving person at a banquet, and their scattered, hyperactive behavior can look like that of an average Seven. At such times, usually quiet Fives may become very talkative, impulsive, and flighty. Their underlying anxiety gets acted out in compulsive, even manic, behavior in ways that resemble lower-functioning Sevens.

Security (Five Goes to Average Eight)

Most often, if Fives feel that others are intruding on them or imposing their wills, they will simply leave quietly if they can or shut down into a detached, disdainful silence. With people or situations in which they have more confidence, however, Fives may suddenly risk behaving like average Eights, forcefully asserting their boundaries and confronting anyone or anything that displeases them. They become feisty, argumentative, and relentlessly provocative. In this mode, they take a tough stance, putting everyone on notice that they cannot be trifled with, but in ways that often cause people to react against them. They may become domineering, even aggressive, while questioning others' competency.

Integration (Five Goes to Healthy Eight)

As Fives begin to understand the emotional cost of their self-imposed isolation, they begin to risk deeper, more complete, contact with themselves and with the world. They become more grounded, more in touch with their bodies and their life energy, giving them more confidence and solidity. As this process deepens, integrating Fives naturally begin

to express many qualities of the healthy Eight: they demonstrate leadership, courage, practical wisdom, and the willingness to take responsibility. They move from feeling small and powerless to feeling grounded and capable. Their knowledge and insight are then in service to objective needs in their world, and they are sought by others as sources of wisdom, compassion, and quiet strength.

The Instincts In Brief

Learn more about the Instincts.

Self-Preservation Fives: Isolation (Ichazo's "Castle")

Self-Preservation Fives are the most introverted Fives—the Fives most likely to seek long periods of privacy and solitude. The hoarding of the Five is focused in the areas of practical resources, living quarters, and personal space. Self-Pres Fives attempt to find out how *few* self-preservation needs they can subsist on, likely agreeing with Thoreau's statement that "A man is rich in proportion to what he can do without." They are intensely private people who seem to require few comforts, even if they have substantial personal wealth. To some degree, they enjoy the company of trusted others and enjoy sharing their knowledge with people. They can also be counted on for their sense of whimsy and oddball humor. Nonetheless, Self-Pres Fives need lots of time by themselves to regenerate their energy. Many choose to live alone, or if they are in a partnership, they require personal space (such as a study or a nook in the basement) into which others, even loved ones, will not intrude. They also tend to hoard personal effects, stockpiling their homes like castles preparing for a siege. As much as they may like and admire others, they attempt to keep their relationships few and simple, so that they can focus on what holds interest for them.

Sexual Fives: This Is My World (Ichazo's "Confidence")

Sexual Fives focus their hoarding in the area of intimate relationships. The combination of instinct and type are at odds here: the Five defense is to withdraw, while the sexual instinct demands intimacy and connection. Most Sexual Fives live in an uneasy truce between these polar influences, but they seek to resolve this tension by slowly inviting prospective intimates into their own secret world. Sexual Fives are primarily focused in their imaginations, but they believe that most others would find their thoughts and preoccupations dark and even frightening. At the very least, they are certain that others will find them odd or eccentric. Nonetheless, they want to share their perceptions and hidden worlds and secretly hope to have a deep connection with a single soul, a mate for life, who can understand them and their sometimes bizarre views of reality. Intimacy for them entails finding someone else who will explore the surreal vistas of their inner world. They also look to their partner for some degree of help in dealing with people and the practical affairs of life. They hope that their partner will run interference for them and give them confidence to navigate the external world. If Sexual Fives are disappointed in love, they may retreat and remain unattached for long periods of time, even years.

Social Fives: The Specialist (Ichazo's "Totems")

Social Fives focus their avarice and hoarding in the social realm, meaning that they socialize through their particular areas of expertise. Fives endeavor to master some skill or body of knowledge, and they relate to others primarily through that area of their mastery. As social types, Social Fives are more comfortable interacting with people, but their comfort is largely dependent on having a context for being in a social situation. They need a particular task or function that gives them the confidence to interact with people (for example, being the DJ at a party, or having a specific topic of discussion at a social event). They enjoy talking intensely with other people who share their (sometimes esoteric) interests—either in person or through the Internet. Social Fives feel that their expertise is what they can "bring to the table" since they make it their business to learn things that others may need. While generally quiet, Social Fives can become quite talkative if their area of knowledge becomes the topic of conversation—anything from computer expertise to trivia about movies or comic books is fair game. Less healthy Social Fives can become elitist, feeling others are too unintelligent to understand their thoughts or conversation. They can also be fiercely argumentative, losing social connections by reactively proving others' ideas inadequate.

The Levels of Development

Learn more about the nine Levels of Development.

Healthy Levels

Level 1 (At Their Best): Become visionaries, broadly comprehending the world while penetrating it profoundly. Open-minded, take things in whole, in their true context. Make pioneering discoveries and find entirely new ways of doing and perceiving things.

Level 2: Observe everything with extraordinary perceptiveness and insight. Most mentally alert, curious, searching intelligence: nothing escapes their notice. Foresight and prediction. Able to concentrate: become engrossed in what has caught their attention.

Level 3: Attain skillful mastery of whatever interests them. Excited by knowledge: often become expert in some field. Innovative and inventive, producing extremely valuable, original works. Highly independent, idiosyncratic, and whimsical.

Average Levels

Level 4: Begin conceptualizing and fine-tuning everything before acting—working things out in their minds: model building, preparing, practicing, and gathering more resources. Studious, acquiring technique. Become specialized, and often "intellectual," often challenging accepted ways of doing things.

Level 5: Increasingly detached as they become involved with complicated ideas or imaginary worlds. Become preoccupied with their visions and interpretations rather than reality. Are fascinated by off-beat, esoteric subjects, even those involving dark and

disturbing elements. Detached from the practical world, a "disembodied mind," although high-strung and intense.

Level 6: Begin to take an antagonistic stance toward anything which would interfere with their inner world and personal vision. Become provocative and abrasive, with intentionally extreme and radical views. Cynical and argumentative.

Unhealthy Levels

Level 7: Become reclusive and isolated from reality, eccentric and nihilistic. Highly unstable and fearful of aggressions: they reject and repulse others and all social attachments.

Level 8: Get obsessed yet frightened by their threatening ideas, becoming horrified, delirious, and prey to gross distortions and phobias.

Level 9: Seeking oblivion, they may commit suicide or have a psychotic break with reality. Deranged, explosively self-destructive, with schizophrenic overtones. Generally corresponds to the Schizoid Avoidant and Schizotypal personality disorders.

Personal Growth Recommendations for Type Fives

Fives grow by recognizing that real confidence lies not simply in intellectual mastery but in putting themselves out into the world. Fives usually derive their confidence through the development of their minds, but they really need to bring balance to their psyches by developing a deeper relationship with their bodies and feelings. Growth for a Five requires allowing themselves to see how estranged they are from their actual living selves and acknowledging all of the deep needs that they have denied since early childhood. Fives actually feel things deeply, but they are extremely restrained in their ability to express their feelings. Developing trust of others, sharing what they are experiencing, and identifying with their feelings are all crucial for them to blossom fully as human beings. All of this becomes much easier when Fives are grounded in their bodies.

- Learn to notice when your thinking and speculating takes you out of the immediacy of your experience. Your mental capacities can be an extraordinary gift, but can also be a trap when you use them to retreat from contact with yourself and others. Stay connected with your physicality.
- You tend to be extremely intense and so high-strung that you find it difficult to relax and unwind. Make an effort to learn to calm down in a healthy way, without drugs or alcohol. Exercising or using biofeedback techniques will help channel some of your tremendous nervous energy. Meditation, jogging, yoga, and dancing are especially helpful for your type.
- You see many possibilities but often do not know how to choose among them or judge which is more or less important. When you are caught in your fixation, a

sense of perspective can be missing, and with it the ability to make accurate assessments. At such time, it can be helpful to get the advice of someone whose judgment you trust while you are gaining perspective on your situation. Doing this can also help you trust someone else, a difficulty for your type.

- Notice when you are getting intensely involved in projects that do not necessarily support your self-esteem, confidence, or life situation. It is possible to follow many different fascinating subjects, games, and pastimes, but they can become huge distractions from what you know really need to do. Decisive action will bring more confidence than learning more facts or acquiring more unrelated skills.
- Fives tend to find it difficult to trust people, to open up to them emotionally, or to make themselves accessible in various ways. Their awareness of potential problems in relationships may tend to create a self-fulfilling prophecy. It is important to remember that having conflicts with others is not unusual and that the healthy thing is to work them out rather than reject attachments with people by withdrawing into isolation. Having one or two intimate friends whom you trust enough to have conflicts with will enrich your life greatly.

From *Discovering Your Personality Type*, pp. 126-134. See also *Personality Types*, pp. 173-215, *Understanding the Enneagram*, pp. 49-52, 92-98, and 339-41, and *The Wisdom of the Enneagram*, pp. 206-232.

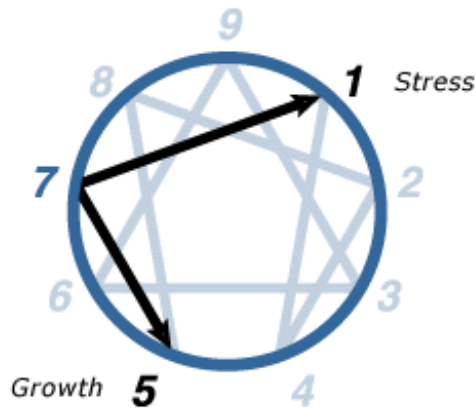
Examples

Siddhartha Gautama Buddha, Albert Einstein, Oliver Sacks, John Nash (A Beautiful Mind), Stephen Hawking, Vincent van Gogh, Edvard Munch, Georgia O'Keeffe, Salvador Dali, Alberto Giacometti, Emily Dickinson, Friedrich Nietzsche, Agatha Christie, James Joyce, Jean-Paul Sartre, Susan Sontag, Stephen King, Ursula K. LeGuin, Clive Barker, Bill Gates, Mark Zuckerberg, Jane Goodall, A.H. Almaas, Eckhart Tolle, Meredith Monk, Glenn Gould, John Cage, Kurt Cobain, David Byrne, Peter Gabriel, Laurie Anderson, Jane Siberry, Trent Reznor, Tom York (Radio Head), Alfred Hitchcock, Marlene Dietrich, Stanley Kubrick, David Cronenberg, Werner Herzog, Tim Burton, David Lynch, David Fincher, Jodie Foster, "The Far Side" Gary Larson, Annie Liebovitz, Bobby Fischer, "Wikileaks" Julian Assange, Aaron Swartz, X Files' "Fox Mulder," Dr. Gregory "House"

Personality Type SEVEN: The Enthusiast

The Busy, Variety-Seeking Type:

Spontaneous, Versatile, Distractible, and Scattered



Generally, Sevens are excitable, spontaneous, curious, optimistic, eager, outgoing, future-oriented, adventurous, variety-seeking, quick, and talkative.

Sevens get into conflicts by being scattered, distracted, restless, impatient, thrill-seeking, escapist, over-extended, irresponsible, demanding, and excessive.

At their best, Sevens are appreciative, bountiful, thoughtful, accomplished, versatile, receptive, grateful, content, quiet, and passionate.

Recognizing Sevens

Type Seven exemplifies the desire for freedom and variety and for exploring the many rich experiences that life offers. Thus, Sevens are probably the most enthusiastic, extroverted, and outgoing type of the Enneagram. They are spontaneous and upbeat; they find life exhilarating. They are the kind of people who make ordinary life into a celebration. Sevens like to fill up their calendar with things to do: after work, a quick drink; then off to dinner and the theater; then after that, a nightcap before getting home at 2 a.m. The next night may bring the symphony, a ball game, or singing in the local choir, or a visit to new restaurant. Sevens who do not live in large cities or who do not have enough money for that diverse a lifestyle might have to make do with less lavishness. But

they still seek variety and constant experience, whether it's going to a mall or out to a movie, talking on the phone with friends, hanging out in a bar, or leafing through magazines and daydreaming about a vacation. Sevens do their best to stay up with what's new, and so their wide-ranging experience makes them a resource for others, too. They know which Italian restaurant, or cognac, or jeweler is the best; they know what new movies are worth seeing and what the latest news and trends are.

Healthy Sevens, however, know that life is most satisfying when they keep their feet on the ground and work within certain constraints. Their enthusiasm and versatility can make them productive and practical, highly creative and prolific, cross-fertilizing their many areas of interest and skills. They can be highly accomplished "Renaissance people," gifted with virtuosic talents and prodigious skills. If they suffer a setback or disappointment, Sevens bounce back with resilience and renewed energy: very little keeps them down for long.

Sevens want to try everything at least twice: once to see what it is like, and the second time to see if they liked it the first time! Of course, Sevens want their experiences to be as much fun and as enjoyable as possible, although, strictly speaking, that is not always essential. What is important to Sevens is being free, having options, and creating more possibilities for their future.

Sevens' minds are restless and filled with ideas and plans for activities to look forward to. They anticipate the future, virtually licking their lips as they foresee the delicious possibilities that await them. But Sevens do not just *think* about the future: they get out there and actually make it happen. They live their dreams by throwing themselves into action and putting their plans in motion. With their energy and enthusiasm, they get things going!

However, as their restlessness increases and they begin to fear missing out on other pleasures and experiences, average Sevens become less discriminate about the experiences they pursue. They begin to lose a sense of priorities and become hyperactive, throwing themselves into constant activity—into endless busyness. They easily feel trapped or deprived, and this makes it difficult to say "no" to themselves or to deny themselves anything. While this might seem like freedom to them, it is a kind of prison that makes it increasingly difficult for them to find satisfaction in what they are doing. They begin to believe that freedom is having no restrictions or responsibilities, but this is a false freedom, and it eventually brings them greater unhappiness.

As this occurs, Sevens begin to flee from their inner anxieties by engaging in more distractions and activities. They expect that they and their lives should be exciting and "dazzling" all the time. Increasingly uninhibited, they grab attention and discharge anxiety with storytelling, joking around, exaggeration, and wise-cracking. Others may find this behavior amusing and irreverently entertaining for a while, but for most people, even other Sevens, scattered energy eventually becomes tiresome. This only frustrates average Sevens, and unless others are willing to keep up with them, for better or worse, the

Seven moves on to greener pastures. Often, this leads to a dissipation of their energy and a loss of focus. While Sevens are often brilliant, once in flight from themselves, they often fail to actualize their many talents or live up to their potential.

In brief, Sevens want to maintain their freedom and happiness, to have a wide variety of interesting, fun experiences and choices, to keep their options open, to avoid missing out on anything worthwhile, to have more pleasure, to keep themselves excited and occupied, and to avoid and discharge pain. **Sevens do not want** to feel trapped or limited by having few choices or options, to be bored or guilty, to let their anxieties arise for long, to be slowed down, to be still and quiet for long periods of time, or to dwell in the past.

Their Hidden Side

On the surface, Sevens would like to convince themselves and everyone else that they are always feeling "fabulous"—having the time of their lives. Of course, the truth is often somewhat different. Sevens, like all human beings, are vulnerable to anxiety, depression, loneliness, and other difficult feelings. At times, Sevens sincerely want to tell others how they actually feel, but they often feel compelled to keep spirits high, even if privately they are miserable themselves. Yet they also struggle with fears of not being taken seriously and a sense that others will misinterpret their positive approach to life as a lack of feeling or depth. In private, Sevens struggle with loneliness, grief, and self-doubt and are as prone to depression as any other type. Most of all, Sevens fear a gnawing feeling that they will never really get what they truly want in life. So they settle for other pleasures that they hope will make them happy enough, or at least pleasantly distracted, from the more painful disappointments in their lives.

Relationship Issues

Sevens are often sought out as companions because of their energy, openness to experience, and high spirits. They are like a breath of fresh air to more withdrawn or subdued types and can generally be relied on to be stimulating, engaging, and fun. Sevens can also be generous with themselves and their resources. They feel that good times are best enjoyed when others are enjoying them too and they want to have someone to share their adventures and discoveries with. But the very high-energy approach that draws people to Sevens can also exhaust their partners. Others can tire of the nonstop stream of activities and plans and want more quiet time with Sevens, which less healthy Sevens may resist. Other relationship problems include these:

- Becoming so involved with expressing their thoughts and ideas that they do not really listen to others.
- Becoming impatient or critical of others' slower pace.
- Getting flighty or seeking distractions when important relationship challenges arise.
- Fearing that others will not support them if they are down or depressed.
- Expecting the partner to provide gratification, entertainment, or support immediately on demand.

- Being unwilling—or very slow—to make commitments.

Type Compatibility

To learn more about compatibility issues and relationships with other types, see the [Enneagram Type Combinations](#).

The Passion: Gluttony

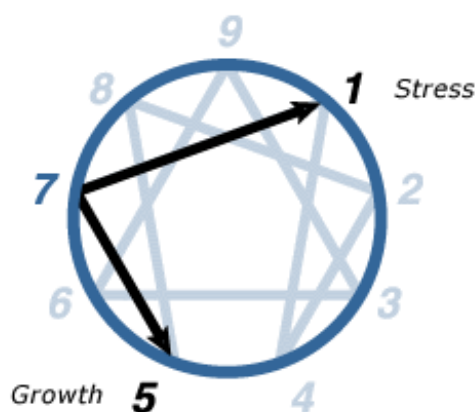
Sevens enjoy life most when they feel stimulated, awake, and refreshed by life's amazing diversity. But to the extent that they are harboring unacknowledged feelings of inner emptiness or loneliness, Sevens become anxious and can get into the habit of seeking constant stimulation as a way of distracting themselves from their anxiety. At such times, they are like starving refugees released at a banquet: they gobble up every experience that is offered to them, often without discriminating the experiences that would be most satisfying. And because their minds are so revved up with options and exciting possibilities, the experiences that they are having hold little possibility for actually getting through to them. Sevens are so much looking forward to the next great experience that the experience they are having now cannot satisfy them. Thus, they remain in a state of perpetual hunger—restlessly seeking the magic combination of circumstances that they believe will fulfil them once and for all.

At Their Best

When they are balanced and in their own center, healthy Sevens can harness their enormous enthusiasm and curiosity and still stay focused and deeply engaged with tasks until they are brought to completion. They can set priorities and work within limitations, imposing restrictions on themselves from the recognition that a certain degree of self-restraint actually makes them more productive and much happier. Healthy Sevens can say "no:" to themselves without feeling deprived because they are more in touch with their own Inner Guidance and their ability to know what will fulfill them most deeply. From this sense of fulfillment, healthy Sevens move toward others and to the world from a sense of abundance and joy, feeling intensely blessed to be alive and able to enjoy the many enriching experiences that life brings them.

Healthy Sevens are also steady and grounded, able to honor commitments and to take personal responsibility for their actions. In short, they grow up emotionally and move from being an "eternal youth" to being a mature person, able to look both inward at themselves and outward at life, accepting all that they find in both realms. They become truly "celebratory" and filled with gratitude, resolving their inner hunger and allowing them to feel that they never have to fear that they will be deprived of anything truly worthwhile.

Personality Dynamics & Variations



Learn more about the [Directions of Integration \(Security\) and Disintegration \(Stress\)](#).

Under Stress (Seven Goes to Average One)

Sevens value their spontaneity and so tend to follow their impulses, for better or for worse. As a result, they can become scattered in their attention and energy, leaping from one promising idea to the next, from one activity to another. While this can be exciting, it often leaves Sevens frustrated with themselves because they feel that they are not accomplishing as much as they would like to. At such times, they begin to behave like average Ones—pulling in the reins on themselves and trying to get more organized and self-controlled. But because they are trying to *impose* order and control on themselves, they begin to feel trapped and restricted. This only makes them more frustrated, impatient, and irritable. They may, for instance, become critical of their own creative ideas before they have really had a chance to develop them. Similarly, they cannot avoid feeling disappointment with people and many aspects of their environment. Nothing seems to meet their expectations, and they can become harsh and perfectionistically critical with themselves and with others.

Security (Seven Goes to Average Five)

Sevens often feel it is their duty to entertain others and to keep their environment positive and exciting. Over time, this can be exhausting—even for Sevens. When they are tired of being "on" for everyone, they may choose to withdraw even from their intimates and seek seclusion and noninterference. This can come as a shock to others. ("You've been out having fun with everyone else, so why are you so quiet and unavailable with me?") They no longer want to put out energy for anyone else, and can become almost obsessively focused and preoccupied. They can also be surprisingly withdrawn and isolated, like Fives. Their body language and aloof responses let others know that they want space and privacy. At such times, Sevens make no effort to entertain or energize others. Like Fives, they retreat from contact and attempt to restore their energy.

Integration (Seven Goes to Healthy Five)

As Sevens learn to relax and to tolerate their uncomfortable feelings more completely, they stop using their restless minds to distract themselves. Their minds become quiet, clear, and focused, allowing Sevens to tap more deeply into their reserves of creativity

and insight. They are able to prioritize not by imposing some arbitrary order on themselves but by following their true interests and staying with them. Thus, they become far more productive, satisfied, and really satisfying as companions. Their capacity to find connections and to synthesize information is not drawn off into tangents—they produce results, and this gives them grounds for real confidence in themselves and in life. As they experience the world more deeply, they find each moment fascinating, profound, and revelatory. The idea of boredom becomes absurd as they savor the incredible mysteries of existence, moment by moment.

The Instincts In Brief

Learn more about the Instincts.

Self-Preservation Sevens: Getting Mine (Ichazo's "Defenders")

Self-Preservation Sevens are the most materialistic Sevens. This does not necessarily mean that they are always accumulating possessions, but they do thoroughly enjoy the things of the material world. They also enjoy thinking about acquiring possessions and experiences. Thus, reading catalogues, restaurant guides, movie reviews, travel books, and brochures is often a favorite pastime. Generally, however, they are not daydreamers: they want to actually do or buy the things they are thinking about. Exploring the different pleasures the world offers seems to Self-Pres Sevens what life is about. They love shopping and are especially thrilled by the prospect of getting a great bargain—obtaining the desired object or experience at well below the "normal" cost. Thus, they tend to be the person to consult for a good hotel in a particular city or to find the best place to buy a new laptop computer. Often, they will cultivate other friends who are knowledgeable about mutual interests to exchange information about bargains and to stay up with the newest developments available. Many Self-Pres Sevens like to "live large" and may spend more than they can afford to sustain their appetite for experience and luxury. Unconsciously, they may have unrealistic expectations that the world should provide them with whatever they need on demand. To the extent that Sevens succumb to this expectation, they are likely to be frustrated and disappointed.

Sexual Sevens: The Neophile (Ichazo's "Suggestibility")

Sexual Sevens seek stimulation, especially the stimulation of whatever is new, cutting edge, or exotic. They are extremely curious and often intellectually avid, and they bring the same searching engagement to their relationships. Sexual Sevens love to meet new people, to learn about them, and to get intensely involved with them—whether through conversation, shared adventures, or sexual experiences. They are often highly charismatic, having no trouble capturing people's attention with their energy, wit, and genuine desire to connect with people. They often frustrate themselves and others, however, because their attention is easily captured by what promises excitement. Sexual Sevens can shift from one intense focus to another too quickly for their own good. They can also become easily enthused about a new idea, person, or experience without

checking it out thoroughly, often leading to regrets later on either in business or in relationships. When less healthy, they may indiscriminately pursue relationships or unusual, even dangerous, experiences for the excitement that it brings and to counteract boredom and inner deadness. The search for a variety of exotic and intense experiences can leave them burned out and dissipated.

Social Sevens: Missing Out (Ichazo's "Social Sacrifice")

Social Sevens are highly people-oriented and somewhat idealistic, so they are sometimes mistaken for Twos. They like entertaining and gathering "the gang" for various outings and adventures. They love conversation, launching new projects with others, brainstorming, and initiating creative endeavors. Social Sevens are also looking for a place to invest their idealism—they feel they have much to offer the world but are forever searching for the perfect vehicle through which to express their talents and aspirations. While Social Sevens like being involved with people and activities, because they are Sevens, they also tend to feel that they are losing options when they commit to a particular person or course of action. Thus, they tend to have problems with making a commitment because they want to be involved but feel trapped once they get involved. One way that Social Sevens navigate this conflict is by agreeing to do too many things with too many people. They also tend to make back-up plans regarding agreements. ("If lunch with Sarah falls through, I'll invite Mike, too, just to make sure someone's there.") Naturally, others are often caught off guard by sudden changes of plan, and, oddly, no one really gets the Social Seven's attention. Social Sevens may also sabotage good relationships while secretly hoping that someone better will come along.

The Levels of Development

Learn more about the nine Levels of Development.

Healthy Levels

Level 1 (At Their Best): Assimilate experiences in depth, making them deeply grateful and appreciative for what they have. Become awed by the simple wonders of life: joyous and ecstatic. Intimations of spiritual reality, of the boundless goodness of life.

Level 2: Highly responsive, excitable, enthusiastic about sensation and experience. Most extroverted type: stimuli bring immediate responses—they find everything invigorating. Lively, vivacious, eager, spontaneous, resilient, cheerful.

Level 3: Easily become accomplished achievers, generalists who do many different things well: multi-talented. Practical, productive, usually prolific, cross-fertilizing areas of interest.

Average Levels

Level 4: As restlessness increases, want to have more options and choices available to them. Become adventurous and "worldly wise," but less focused, constantly seeking new

things and experiences: the sophisticate, connoisseur, and consumer. Money, variety, keeping up with the latest trends important.

Level 5: Unable to discriminate what they really need, become hyperactive, unable to say "no" to themselves, throwing self into constant activity. Uninhibited, doing and saying whatever comes to mind: storytelling, flamboyant exaggerations, witty wise-cracking, performing. Fear being bored: in perpetual motion, but do too many things—many ideas but little follow through.

Level 6: Get into conspicuous consumption and all forms of excess. Self-centered, materialistic, and greedy, never feeling that they have enough. Demanding and pushy, yet unsatisfied and jaded. Addictive, hardened, and insensitive.

Unhealthy Levels

Level 7: Desperate to quell their anxieties, can be impulsive and infantile: do not know when to stop. Addictions and excess take their toll: debauched, depraved, dissipated escapists, offensive and abusive.

Level 8: In flight from self, acting out impulses rather than dealing with anxiety or frustrations: go out of control, into erratic mood swings, and compulsive actions (manias).

Level 9: Finally, their energy and health is completely spent: become claustrophobic and panic-stricken. Often give up on themselves and life: deep depression and despair, self-destructive overdoses, impulsive suicide. Generally corresponds to the Bipolar disorder and Histrionic personality disorder.

Personal Growth Recommendations for Type Sevens

Sevens grow by recognizing that real happiness is available anytime, anywhere: the price of admission is their willingness and ability to be quiet, to be still inside themselves, and to open their eyes to the wonder and richness of life all around them. Once Sevens understand this, they are able to assimilate their experiences in depth. They discover that every moment can make them feel deeply grateful and appreciative—truly awed by the wonders of life. Moreover, their openness and inner quiet brings them a sense of life beyond the physical, a spiritual reality, that begins to shine through the material world. The healthy Seven understands that by being still within, a quiet joy begins to pervade all of life—a deep satisfaction in existence that cannot ever be taken away.

- Recognize your impulsiveness, and get in the habit of observing your impulses rather than giving in to them. This means letting most of your impulses pass and becoming a better judge of which ones are worth acting on. The more you can resist acting out your impulses, the more you will be able to focus on what is really good for you.

- Learn to listen to other people. They are often interesting, and you may learn things that will open new doors for you. Also learn to appreciate silence and solitude: you do not have to distract yourself (and protect yourself from anxiety) with constant noise from the television or the stereo. By learning to live with less external stimulation, you will learn to trust yourself. You will be happier than you expect because you will be satisfied with whatever you do, even if it is less than you have been doing.
- You do not have to have everything this very moment. That tempting new acquisition will most likely still be available tomorrow (this is certainly true of food, alcohol, and other common gratifications—that ice cream cone, for instance). Most good opportunities will come back again—and you will be in a better position to discern which opportunities really are best for you.
- Always choose quality over quantity, especially in your experiences. The ability to have experiences of quality can be learned only by giving your full attention to the experience you are having *now*. If you keep anticipating future experiences, you will keep missing the present one and undermine the possibility of ever being satisfied.
- Make sure that what you want will really be good for you in the long run. As the saying goes, watch what you pray for since your prayers may be answered. In the same vein, think about the long-term consequences of what you want since you may get it only to find that it becomes another disappointment—or even a source of unhappiness.

From *Discovering Your Personality Type*, pp. 145-154. See also *Personality Types*, pp. 259-96, *Understanding the Enneagram*, pp. 54-57, 105-112, and 344-346, and *The Wisdom of the Enneagram*, pp. 260-286.

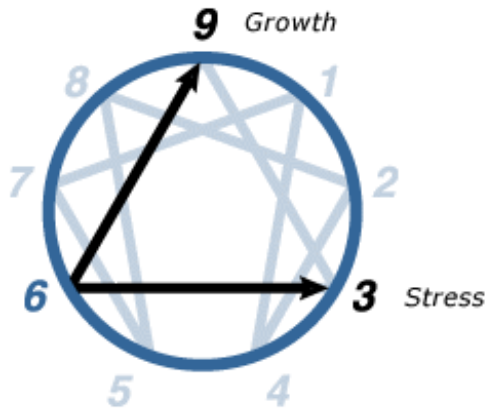
Examples

The 14th Dalai Lama, Galileo Galilei, W.A. Mozart, Thomas Jefferson, Benjamin Franklin, Amelia Earhart, Richard Feynman, Wassily Kandinsky, Ram Dass, Timothy Leary, Noel Coward, John F. Kennedy, Joe Biden, Sarah Palin, Silvio Berlusconi, Malcolm Forbes, Richard Branson, Ted Turner, Suze Orman, Leonard Bernstein, Chuck Berry, Elton John, Mick Jagger, Fergie, Miley Cyrus, Britney Spears, Katy Perry, Russell Brand, Sacha Baron Cohen, Federico Fellini, Steven Spielberg, Fred Astaire, Cary Grant, John Belushi, Joan Rivers, Bette Midler, Goldie Hawn, George Clooney, Brad Pitt, Robin Williams, Jim Carrey, Mike Meyers, Bruce Willis, Robert Downey, Jr., James Franco, Leonardo DiCaprio, Charlie Sheen, Cameron Diaz, Paris Hilton, David Duchovny, Larry King, Howard Stern, Simon Cowell, “Auntie Mame”

Personality Type SIX: The Loyalist

The Committed, Security-Oriented Type:

Engaging, Responsible, Anxious, and Suspicious



Generally, Sixes are reliable, hard-working, organizing, vigilant, dutiful, evaluating, persevering, cautious, anxious, believing *and* doubting, conservative *and* liberal.

Sixes get into conflicts by being pessimistic, defensive, evasive, negative, worrying, doubtful, negativistic, reactive, suspicious, and blaming.

At their best, Sixes are courageous, cooperative, disciplined, grounded, secure, faithful, self-expressive, funny, and affectionate.

Recognizing Sixes

Type Six exemplifies the desire to create a stable, safe environment, to cooperate and create with others, and to be adequately prepared for the various difficulties that life presents. Sixes are meticulous, disciplined, and persevering. They are good with details, and they have a talent for seeing potential problems and dealing with them before problems get out of hand. They organize resources, prioritize tasks, and see projects through. Sixes are not necessarily "group people," but they like the feeling of "belonging" somewhere—of being part of something greater than themselves. They enjoy being of service and really want to contribute to the world. They bring reliability, responsibility, hard work, and a sense of honor to all their affairs. They approach others as if to say, "I am here for you. You can count on me."

Sixes do their best to be solid and responsible, but they are often troubled by an undercurrent of doubt and anxiety. In fact, Sixes often seem a bit jittery and uneasy in general. They live in a state of worry—*and then find something to worry about*. They often "scan" their surroundings for problems, expecting that something negative could happen at any time. Consequently, they are usually careful about the management of their affairs, and generally cautious in their dealings with others. At the same time, they are always on the lookout for someone they *can* trust, someone they can rely on. Because it takes them a while to feel confident that someone is truly on their side, Sixes will sometimes "test" people by provoking them in some way to see how they will react. Once they have decided that someone has passed the test, there is almost no limit to their loyalty or to the sacrifices that Sixes will make for the sake of the trusted person.

Sixes know that once they make a commitment, they do so 110 percent. They find it difficult to leave a relationship once they have begun to trust someone and to rely on them. Thus, they want to be sure that they are putting their energies into someone who will be there for them consistently. Once they have established a solid relationship, they show their trust and affection by supporting the other person in every way they can, especially by being reliable and trustworthy themselves.

One sign that Sixes have issues with trust is that they approach others with a sincere but *cautious* friendliness. When Sixes are relaxed, they have a natural talent for engaging people and for finding common interests. They often get others to like them by joking around and bantering, and through other forms of physical and social bonding. They want to find things about people that are familiar and that they can relate to—looking for common interests and experiences that would be the basis of trust. They tend to get nervous in situations in which they do not know where others stand—where there are too many unknowns, too many unfamiliar elements.

Fundamentally, Sixes are looking for someone to trust because they do not really trust themselves. They do not have much faith in themselves and their own abilities, so they look outside themselves to a person, a job, an authority figure, or a belief system of some sort for guidance and security. This doesn't solve their insecurity in the long run, however, because the more Sixes rely on others for their confidence, the more self-doubting and insecure they become. They will keep bouncing back and forth between depending on others and trying to prove that they are tough and independent themselves.

Some Sixes tend to collapse into their anxiety more often, feeling fearful, anxious, dependent, and openly seeking support from others. These are called "phobic Sixes." Other Sixes are more apt to impulsively leap into activities connected with their fears—such as a person with a fear of heights who decides to take up rock climbing, or a person who fears authority figures becoming a spokesperson for an antiestablishment group. These are called "counterphobic Sixes." In truth, all Sixes have both phobic and counterphobic aspects, and they express their different responses in different areas of their lives. A Six might be phobic around her boss, for instance, but behave counterphobically with her spouse.

In brief, Sixes 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, and to have everything be predictable as a way of defending the self from threats from the environment. **Sixes do not want** to feel abandoned, to have uncertainty, to have contradictory expectations placed on them, to feel pressured, to have to accept new ideas rapidly, to work with people who they feel are not carrying their weight, or to have their security systems and beliefs questioned, especially by anyone they see as an outsider.

Their Hidden Side

Sixes seem like highly organized and responsible people and can often resemble Ones. But the hidden problem is that Sixes are trying to calm their inner anxieties by trying to make their external world trouble-free and predictable. Of course, this is ultimately an impossible task, but Sixes still usually persevere in the effort to make their world safe from danger and mishaps.

The real source of anxiety in Sixes is internal and is perpetuated by their constantly turning thoughts. In short, Sixes cannot stop second-guessing themselves, doubting what they know and consulting what amounts to an "inner committee" of contrary voices. ("Did I get the electric bill out this morning? Yes. I think so. Good. But what did I forget? Oh yes! I was supposed to call Maggie about lunch tomorrow. She is going to be so angry with me. Should I call her now or is it too late?") With their minds revved up in a hypervigilant state, it is almost impossible for Sixes to relax so that they can perceive clearly how to attend to the actual challenges they need to address at any given time. What Sixes really need is more inner quiet. They need to cultivate a sense of peace and inner quiet that would allow them to see and deal with reality more clearly.

Relationship Issues

Sixes can be confusing to others (and themselves) in relationships because they seem so changeable and unpredictable. In one moment, they feel nervous and want to be reassured that their partner is really on board with them. They want to know that the other person is close and available. In the next moment, they can easily feel smothered or overwhelmed by their partner and want to create some distance in the relationship. Moments later, they are looking for reassurance that they have not gone too far in being independent. In short, Sixes are seeking what psychologists call "optimal distance." They want to keep their loved ones close enough so that they will not feel abandoned but not so close that they feel engulfed by the other person. Relationship issues for Sixes include the following:

- Testing the other person to see if he or she is going to stay.
- Getting overcommitted, causing Sixes to feel pressured and taken advantage of.
- Either "clamming up" and not expressing their feelings or venting a stream of anxieties.

- Alternating between feeling dependent and needy at one extreme and feeling defiant and rebellious at the other—running "hot or cold."
- Easily becoming suspicious, reflexively doubting the goodwill of others toward them.
- Blaming people for the Six's own anxieties and projecting negative motivations onto others.

Type Compatibility

To learn more about compatibility issues and relationships with other types, see the [Enneagram Type Combinations](#).

The Passion: Angst (Traditionally "Fear")

The passion of the Six is often described as fear, but fear is an organic response to a real danger in our environment. All types experience fear. Angst, on the other hand, is the emotional experience of existential fear or unspecified anxiety that comes from absence of a sense of support and guidance. It is a sense of dread and despair that results in low- or high-level chronic anxiety and a capacity to continually conjure worst-case scenarios in the imagination. Thus, Sixes are habitually on the lookout for potential disasters with the result that their minds are constantly agitated. Ultimately, this can leave them less prepared to deal with real problems because they are making themselves fearful *imagining* what could go wrong. The more Angst, the more anxious Sixes become, the more their minds become worked up, and the less they are able to access the quiet, inner knowing that would give them clarity about what to do.

The passion of type Six can also be experienced as *doubt*. Traditionally this was sometimes called Faithlessness. Sixes seldom trust their own minds, their own capacity to know, when they are in the grip of doubt. They second-guess themselves, rechecking math they are sure they did correctly, going back to the house to make sure that they locked the door that they actually remember locking, and so forth. As we have seen, Sixes are anxious to have reliable sources of support and guidance in their lives, be they books, friends, advisors, philosophies, jobs, or anything else. But once doubt sets in, Sixes fear that these very support systems will not be there for them. They question even their most ardent supporters as their doubt gives way to growing suspicion or even paranoia.

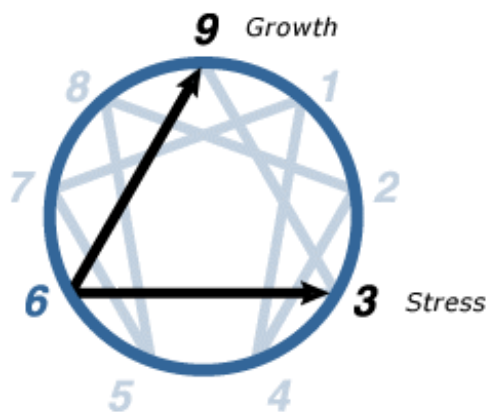
At Their Best

Healthy Sixes are able to elicit strong emotional responses from others: they are engaging, friendly, and playful—truly likable, dependable people. They bring a sense of trust and camaraderie to their relationships and treat everyone—including themselves—as an equal. They are strongly committed and loyal to the people in their lives, and they work hard to build stability, security, and prosperity in their homes, jobs, and communities. Healthy Sixes are the foundation of any society. They believe in

cooperation and shared goals, helping to organize people and tackle problems. They bring a democratic approach to their dealings with others and will fight for the powerless and disenfranchised as they would for themselves.

High-functioning Sixes become self-confident and self-affirming. They trust themselves and have learned self-reliance and independence because they know that they are deeply grounded in the limitless support of Being. Faith in this inner support and sense of guidance leads to a positive, life-affirming attitude, often manifesting itself as outstanding courage and leadership. High-functioning Sixes combine a commitment being guided by their own inner knowing with a commitment to allowing themselves to be led wherever the truth takes them. As a result, they can become powerful influences for the greater good.

Personality Dynamics & Variations



Learn more about the [Directions of Integration \(Security\) and Disintegration \(Stress\)](#).

Under Stress (Six Goes to Average Three)

Sixes are often visibly nervous, reacting with self-doubt to situations and getting caught in over-thinking a problem. When stress escalates beyond the normal level, however, they jump into action—and stay in action, trying to deal with their anxieties by working harder. If, for example, they feel pressured at work, Sixes may spend their weekend frantically doing yard chores or obsessively reorganizing the closets as a way of discharging or avoiding feelings of inadequacy. They also fear letting others know how overwhelmed they are, so they may take on a false persona of competency and efficiency, like average Threes. ("Don't worry about anything. I've got this handled.") They focus increasingly on tasks and on being efficient while cutting off from their feelings so that they can stay functional, but this can lead to major emotional problems for them and for their relationships.

Security (Six Goes to Average Nine)

In situations where Sixes feel secure, they begin to deal with stress by simply shutting down and becoming indifferent to their surroundings, like average Nines. They do not want to be disturbed or bothered by loved ones—they feel that they have been working

hard and they experience virtually any kind of interaction as another source of pressure. They will be pleasant one moment, but can suddenly become stubbornly resistant and shut down in the next if they feel that others are demanding something of them. At such times, Sixes become unavailable and passive-aggressive, not wanting to respond to others or to move out of comforting but numbing routines.

Integration (Six Goes to Healthy Nine)

As Sixes learn to trust themselves more, they also become more open to life and to other people. They gradually learn to relax their hypervigilance and simply be with themselves or with whatever life is presenting in the moment. They gain a deeper acceptance of life's ups and downs such that they are not riddled with dread and anxiety. They are inclusive and supportive of others—and much more at peace. Integrating Sixes are able to let their minds rest in their natural, pristine state of clarity and inner quiet. They are able to stop second-guessing everything and let their own inner wisdom arise. The result is that they are more serene, grounded, and joyous—light and stable.

The Instincts In Brief

Learn more about the Instincts.

Self-Preservation Sixes: Responsibility (Ichazo's "Affection")

Self-Preservation Sixes find their security through safeguarding resources—money, food, property, shelter, and so forth—and tend to chronically worry about these things. ("Have the bills been paid?" "Have the car's brakes been checked recently?" "Do we have enough insurance?") They care a great deal about safety and thrift. Indeed, Self-Pres Sixes feel most secure when they are responsible for financial matters, and believe that their effective running of these affairs is something they can contribute. When they are less secure, however, they do not trust others to be responsible. They need to be constantly informed, if not entirely in control, of practical matters that affect them. Self-Pres Sixes can be funny and friendly and want to be involved and engaged, but they have difficulty relaxing, especially around unfamiliar others. They are more introverted and more likely to be loners than Social or Sexual Sixes. When more stressed, they may stay in punishing situations longer than they should (bad jobs, bad marriages) or become concerned with having control of resources, like a less healthy Eight.

Sexual Sixes: Feisty Vulnerability (Ichazo's "Strength and Beauty")

Sexual Sixes get their sense of security primarily from their emotional bond with a significant other. But they also have many doubts, both about their own ability to have a suitable mate and about the mate's ability or willingness to really be there for them. Sexual Sixes often manifest a tension between their gender roles: they are both masculine and feminine, "macho" and coquettish. Moreover, Sexual Six women have a tough, tomboy side to them but still come across as feminine. Similarly, the men of this Variant display a sensitivity and vulnerability while being essentially masculine. Sexual Sixes also tend to be emotionally intense, like Eights and Fours. Part of this comes from

anxiety about their ability to keep a strong, capable partner. Thus, Sexual Sixes try to cultivate their masculine or feminine attributes in order to find a good partner and, later, to remain appealing to this person. Often, they feel most comfortable relating to members of the opposite sex and may feel competitive with the same sex. They also tend to test their significant others to see if they are strong enough and to make sure that they are really committed to the relationship. When more stressed, Sexual Sixes can be emotionally volatile, with their feelings about people changing strongly and suddenly. They fall into suspiciousness about their partner and can be quite jealous, while at the same time feeling a strong need to "prove" their desirability.

Social Sixes: Generating Support (Ichazo's "Duty")

Social Sixes look for security in the social sphere—that is, through their affiliations with different people and organizations. They are warm, engaging, and humorous, trying to send out the message that they are approachable and safe. They like to enlist people, getting others involved in projects or activities they see as worthwhile. Social Sixes frequently volunteer to work in groups and committees. They do not necessarily enjoy doing this, but they see it is necessary and so are willing to give their time and energy. They want to be regarded as regular guys or gals and may have difficulty taking stands that would be unpopular in their peer groups. They seek consensus before moving ahead with their agendas and they want to feel that others are "with them," backing them up. Although Social Sixes like being involved, they often become nervous about holding positions of responsibility because they are afraid that they will have to make decisions that others will not like, thus losing their support. When more insecure, their suspiciousness may lead them to form in-groups and out-groups in the workplace or in other social or societal areas.

The Levels of Development

Learn more about the nine Levels of Development.

Healthy Levels

Level 1 (At Their Best): Become self-affirming, trusting of self and others, independent yet symbiotically interdependent and cooperative as an equal. Belief in self leads to true courage, positive thinking, leadership, and rich self-expression.

Level 2: Able to elicit strong emotional responses from others: very appealing, endearing, lovable, affectionate. Trust important: bonding with others, forming permanent relationships and alliances.

Level 3: Dedicated to individuals and movements in which they deeply believe. Community builders: responsible, reliable, trustworthy. Hard-working and persevering, sacrificing for others, they create stability and security in their world, bringing a cooperative spirit.

Average Levels

Level 4: Start investing their time and energy into whatever they believe will be safe and stable. Organizing and structuring, they look to alliances and authorities for security and continuity. Constantly vigilant, anticipating problems.

Level 5: To resist having more demands made on them, they react against others passive-aggressively. Become evasive, indecisive, cautious, procrastinating, and ambivalent. Are highly reactive, anxious, and negative, giving contradictory, "mixed signals." Internal confusion makes them react unpredictably.

Level 6: To compensate for insecurities, they become sarcastic and belligerent, blaming others for their problems, taking a tough stance toward "outsiders." Highly reactive and defensive, dividing people into friends and enemies, while looking for threats to their own security. Authoritarian while fearful of authority, highly suspicious, yet, conspiratorial, and fear-instilling to silence their own fears.

Unhealthy Levels

Level 7: Fearing that they have ruined their security, they become panicky, volatile, and self-disparaging with acute inferiority feelings. Seeing themselves as defenseless, they seek out a stronger authority or belief to resolve all problems. Highly divisive, disparaging and berating others

Level 8: Feeling persecuted, that others are "out to get them," they lash-out and act irrationally, bringing about what they fear. Fanaticism, violence.

Level 9: Hysterical, and seeking to escape punishment, they become self-destructive and suicidal. Alcoholism, drug overdoses, "skid row," self-abasing behavior. Generally corresponds to the Passive-Aggressive and Paranoid personality disorders.

Personal Growth Recommendations for Type Sixes

Sixes grow by recognizing that the only real security in life comes from within. While we can work hard to build our finances, to find the right friends and the right partner, and to foresee every possible mishap, ultimately, none of the external structures that we use to give ourselves confidence will always work for us. Things can and do go wrong, and the supports that we rely on inevitably change. Therefore, growth for a Six entails finding the support of their own inner knowing. It involves finding the place inside themselves that is quiet, strong, and capable. But this cannot happen by itself. Discovering these inner resources takes time and work, although, fortunately, Sixes understand the usefulness of perseverance and dedication. Sixes will know firsthand the value of discovering their inner resources when they take time to relax their constant vigilance and find faith in themselves.

- Remember that there is nothing unusual about being anxious since everyone is anxious—and much more often than you might think. Learn to be more present to your anxiety, to explore it, and to come to terms with it. Work creatively with your tensions without turning to excessive amounts of alcohol (or other drugs) to allay them. In fact, if you are present and breathing fully, anxiety can be energizing, a kind of tonic that can help make you more productive and aware of what you are doing.
- You tend to get edgy and testy when you are upset or angry, and can even turn on others and blame them for things you have done or brought on yourself. Be aware of your pessimism: it causes you dark moods and negative thought patterns that you tend to project on reality. When you succumb to this self-doubt, you can become your own worst enemy and may harm yourself more than anyone else does.
- Sixes tend to overreact when they are under stress and feeling anxious. Learn to identify what makes you overreact. Also realize that almost none of the things you have feared so much has actually come true. Even if things *are* as bad as you think, your fearful thoughts weaken you and your ability to change things for the better. You cannot always manage external events, but you *can* manage your own thoughts.
- Work on becoming more trusting. There are doubtless several people in your life you can turn to who care about you and who are trustworthy. If not, go out of your way to find someone trustworthy, and allow yourself to get close to that person. This will mean risking rejection and stirring up some of your deepest fears, but the risk is worth taking. You have a gift for getting people to like you, but you are unsure of yourself and may be afraid of making a commitment to them. Therefore, come down clearly on one side or the other of the fence in your relationships. Let people know how you feel about them.
- Others probably think better of you than you realize, and few people are really out to get you. In fact, your fears tell you more about your attitudes toward others than they indicate about others' attitudes toward you.

From *Discovering Your Personality Type*, pp. 135-144. See also *Personality Types*, pp. 216-258, *Understanding the Enneagram*, pp. 52-54, 98-105, and 341-44, and *The Wisdom of the Enneagram*, pp. 233-259.

Examples

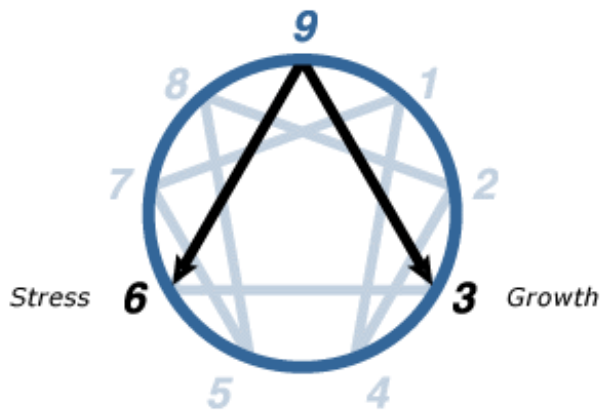
Krishnamurti, Johannes Brahms, Mark Twain, Sigmund Freud, J. Edgar Hoover, Richard Nixon, Robert F. Kennedy, Malcolm X, George H.W. Bush, Diana, Princess of Wales, Prince Harry, J.R.R. Tolkien, John Grisham, Mike Tyson, Bruce Springsteen, U2's Bono, Melissa Etheridge, Eminem, Oliver Stone, Michael Moore, Spike Lee, Marilyn Monroe, Robert De Niro, Dustin Hoffman, Mark Wahlberg, Woody Allen, Diane Keaton, Mel Gibson, Sally Field, Tom Hanks, Meg Ryan, Julia Roberts, Jennifer Aniston, Ellen Page, Paul Rudd, Sarah Jessica Parker, Ben Affleck, Hugh Laurie, Katie Holmes, David

Letterman, Jay Leno, Ellen Degeneres, Andy Rooney, Katie Couric, Newt Gingrich, Alex Jones (Infowars), Rush Limbaugh, Chris Rock, Lewis Black, Larry David, Seinfeld's "George Costanza," Lord of the Rings' "Frodo Baggins"

Personality Type NINE: The Peacemaker

The Easygoing, Self-Effacing Type:

Receptive, Reassuring, Agreeable, and Complacent



Generally, Nines are patient, steady, easygoing, receptive, relaxed, unselfconscious, agreeable, uncomplicated, contented, comforting, sensual, and idealizing.

Nines get into conflicts by being emotionally unavailable, complacent, inattentive, unaware of their own anger, ineffectual, passive-aggressive, unrealistic, resigned, and stubborn.

At their best, Nines are self-aware, dynamic, inclusive, steadfast, healing, proactive, contemplative, natural, imaginative, serene, and exuberant, engaged and passionate.

Recognizing Nines

Type Nine exemplifies the desire for wholeness, peace, and harmony in our world. Nines are easygoing, emotionally stable people. They are open and unself-consciously serene, trusting and patient with themselves and others. Their openness allows them to be at ease with life and with the natural world. As a result, others generally find it easy to be in their company. They are genuinely good-natured and refreshingly unpretentious. Because of their peaceful demeanor, Nines have a talent for comforting and reassuring others and are able to exert a calming, healing influence in difficult or tense situations.

They make steady, supportive friends who can listen uncritically to others' problems as well as share their good times. In work settings, they can be excellent mediators, able to harmonize groups and bring people together by really healing conflicts.

Nines can also be quite imaginative and creative, and they enjoy expressing themselves in symbolic ways—through music, dance, images, or mythic stories, for instance. They tend to look at things holistically, focusing on the ways in which seemingly unrelated ideas or events are connected and part of a greater whole. Indeed, Nines are drawn to anything that affirms the fundamental oneness of the world. Whether they are working with concepts, diverse groups of people, art forms, or feuding family members, Nines want to bring everything and everyone back to a harmonious unity.

In short, Nines are the eternal optimists, always wanting to believe the best about other people, with hope for the best for themselves. They hope that every story will end with, "...and they all lived happily ever after." Healthy Nines will work hard to make things turn out that way. But average Nines will leave it to "luck and a prayer"—and they may be sorely disappointed.

Average Nines focus on keeping their lives pleasant and uncomplicated. They idealize others and live through a handful of primary identifications—usually with their family and close friends. Out of fear of creating conflicts with these people, average Nines hold back their own reactions and opinions and suppress themselves in many other ways. Oddly, Nines can be quite assertive on behalf of others and will work hard for others' benefit, but they can have great difficulty taking actions on their own behalf, or even voicing their own real feelings.

To "maintain the peace," Nines tend not to *show* their upsets very much, except indirectly—perhaps by eating, drinking, or watching television too much to escape into a more pleasant and comforting world. They also absorb a lot of tension and neglect—even outright abuse—before showing any kind of emotional response. But when their anger has been held back for too long, Nines can suddenly blow up, seemingly out of the blue. Once they have gotten something out of their system, Nines hope that the storm has blown over and that things will go back to the way they were before.

Fearing that change (and potential conflict) will threaten their comfort and peace of mind, average Nines become more complacent and disengaged. They entrench themselves in comforting habits and routines, puttering around and finding various kinds of busy work to lose themselves in. But the longer they do this, the more difficulty they have rousing themselves to take decisive action or to assert themselves in any meaningful way. They become passive, walking away from problems and brushing them under the rug. Their thinking becomes hazy and ruminative, mostly daydreaming about happy memories or passing time telling comforting stories. They begin to "tune out" reality to protect themselves from anxiety, often seeming "oblivious" and unresponsive as a result.

Average Nines use passive-aggressive acts and stubbornness to resist attempts to engage them. But their peace of mind is little more than an avoidance of problems—a clinging to fantasies and unrealistic hopes.

Low functioning Nines can become fatalistic and resigned, trudging through life as if nothing can be done to improve their situation. Engaged in wishful thinking, looking for easy, magical solutions, Nines keep "waiting for their ship to come in," but without some constructive effort on their part, they may wait a long time, indeed.

In brief, Nines want to find unity and wholeness, to create harmony in their environment, to feel spacious and at ease, to emphasize the positive, to avoid conflicts and tension, to resist change and preserve things as they are, and to ignore whatever would upset or disturb them. **Nines do not want** to have conflicts with loved ones, to feel cut off or separated from others, to be angry, to be upset or disturbed, to have their habits or routines interrupted, to arouse themselves or to be emotionally uncomfortable, or to be forced to face unpleasant realities.

Their Hidden Side

On the surface, Nines appear to be the most easy-going, pleasant people imaginable. They go along with others' wishes, apparently without any desire other than to make sure everyone is at ease and happy. But their hidden side is that they often suppress a huge well of anger that they conceal even from themselves. Nines want to get along with others, but they also want to hold on to their independence and autonomy—they do not want to be "messed with." To the extent that they feel they cannot do the latter without endangering their connections with the important people in their lives, they become resentful and enraged—although they also feel that they can never let this anger out without destroying their relationships. Thus, for Nines to develop themselves and their potentials they must come to grips with their suppressed rage and find constructive outlets for this energy.

Relationship Issues

People are often drawn to Nines as potential life partners for many reasons. They are comforting and supportive, warm and sensual. They adapt well to domestic life and enjoy being with their partner. And they *seem* to be utterly without any significant needs of their own. They are uncomplicated and undemanding to the extent that others get the false notion that the Nine will meet their needs without needing anything much from them. Therein lies the source of problems with Nines in relationship. Of course, Nines do have many personal needs, but to the extent that they are not being met, Nines shut down and withdraw from the other rather than risk getting into a conflict. Key issues include these:

- Going along with others or agreeing to things the Nine has no intention of complying with.
- Becoming emotionally unavailable to others: disengaging their attention or

withdrawing rather than dealing with issues.

- Wanting to feel close with someone in their imagination while asserting independence in their behavior.
- The "No Talk Rule"—refusing to discuss the real problems.
- Suppression, control, and outbursts of temper—all of which are generally unrecognized and unacknowledged by the Nine.
- Emotional "collapsing" as a way of stopping discussion about troubling topics.

Type Compatibility

To learn more about compatibility issues and relationships with other types, see the [Enneagram Type Combinations](#).

The Passion: Sloth

Nines pay a price for their easygoing demeanor because much of it depends on their staying out of contact with their instinctual energies. Nines do this for two reasons. First, much of their instinctual aliveness is used to suppress their anger and frustration with people and with themselves. To experience their anger directly is extremely threatening to Nines: they feel that their rage could destroy their peaceful world very quickly. In order to stay in their unrealistic, idealized world, they must constantly suppress their anger and instincts over and over again. But when Nines attempt to dam those energies, the result is inner numbness and general fatigue because so much of their inner resources is devoted to keeping their anger and instincts at bay.

Thus, Nines end up becoming passive and disengaged. Rousing themselves to take an active role in their lives seems difficult—it will all be "too much trouble" becomes a constant refrain. So they retreat into safe and comforting routines—and the passion of sloth. Understood this way, sloth is not necessarily physical laziness; rather, it is an inner disengagement, a reluctance to show up in one's life with all of one's passion, immediacy, and presence available. The longer Nines remain in the state of sloth, the more they become convinced that they can never do what it takes to engage fully in their lives.

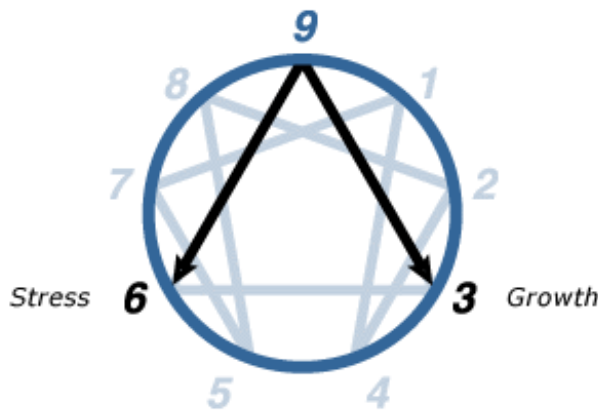
At Their Best

As Nines learn to assert themselves more freely, they experience greater peace, equanimity and contentment. Their self-possession enables them to have a profound effect on the world because they are truly present to themselves. They are intensely alive, awake, exuberant, and alert. They have learned not to give up their power to others or withhold themselves from a fear of self-assertion. They become dynamic and joyful, actively working for peace and healing their world as a result. They have enormous dignity and a genuine serenity that comes from deeply accepting the human condition.

Thus, high-functioning Nines are extraordinarily vital, self-possessed, and independent. They understand that by being grounded in the present moment, they can have both independence and connection with others: it is not an either/or situation. Further, their natural creativity and leadership can come to the fore because they are in touch with their

own strength and capacities. People also instinctively trust healthy Nines because they will use their active influence to do what is necessary to create and sustain a truly harmonious environment, one in which everyone can thrive.

Personality Dynamics & Variations



Learn more about the [Directions of Integration \(Security\) and Disintegration \(Stress\)](#).

Under Stress (Nine Goes to Average Six)

Nines attempt to avoid anxiety and conflict by detaching emotionally from active participation and by not talking about their real concerns and issues. But they can only use this defense up to a point, beyond which they can no longer contain their anxiety, frustration, and fear. At such times, they will begin to exhibit many of the characteristics and behaviors of average-to-unhealthy Sixes. The usually stable, easygoing Nine becomes worried, testy, and defensive. They begin to see others as the source of their unease, complaining to anyone who will listen, and blaming everyone else for their distress. They may also have issues with authority, feeling put upon or controlled by those they see as having power over them. Under prolonged stress, Nines completely lose their placid demeanor and become more and more reactive and nervous. They may seek help and reassurance from others but may just as quickly disparage them for "dominating" or "overwhelming" them.

Security (Nine Goes to Average Three)

Nines usually feel unimportant and may feel that their own needs and viewpoints are not worth mentioning. With trusted others, however, they may attempt to demonstrate their value, desirability, or even superiority, in the manner of average Threes. In secure situations, Nines will deal with stress also by working more and by being productive—even if their productivity is really "busy work" designed to keep awareness of more crucial problems out of awareness. This busyness is the Nine's way of trying to build a sense of confidence and value. Nines may also try to impress intimates with their accomplishments, status, or attractiveness—although, ironically, they are usually completely unaware of how they are coming across to others.

Integration (Nines Goes to Healthy Three)

As Nines work through their belief that they are invisible and unimportant, they begin to recognize their true value. They see that others really do want them to show up and share themselves fully. Healthy Nines begin to understand that their very existence makes them valuable—God did not make a mistake in creating them. Their experience is much like the adventures of the Jimmy Stewart character in *It's a Wonderful Life*. They see that the world would be poorer without them and that they have much to contribute to their fellow human beings. They understand that the peace of mind they seek comes from fully sharing their talents, intelligence, and heart with the world. Thus, integrating Nines begin to invest time and energy in themselves, to develop their talents, and to feel a healthy degree of self-esteem. In short, they learn to take pleasure in their own value and goodness.

The Instincts In Brief

Learn more about the Instincts.

Self-Preservation Nines: The Comfort Seeker (Ichazo's "Appetite")

Self-Preservation Nines are perhaps the most easygoing Nines, but they are also the most likely to need time alone, untroubled by other people's influence and requirements. They seek a sense of well-being through comfort: familiar routines, "comfort foods," and a supportive, uncomplicated environment are all highly valued. Self-Pres Nines have their own way of doing things, their own pace, and their own philosophy of life, and they will stubbornly resist any effort to change any of these things. Self-Pres Nines are also people of few words, preferring to communicate in nonverbal ways. They often pretend to be less savvy and aware than they actually are, as if tempting other people to underestimate them—so that they will be left alone. Positively, they are grounded and patient, possessing a great deal of common sense. They tend to have problems with overindulging themselves in food and drink, or conversely with rigorously controlling their diets—this is especially true of Self-Pres Nines with the One wing. They may also lack physical exercise. In any case, having their routine and lifestyle change is very challenging for them.

Sexual Nines: Merging (Ichazo's "Union")

Sexual Nines seek a sense of well-being by finding something or someone to merge with. They want to be at one with the world, with beauty, with nature, but especially with a special, ideal lover. That being said, Sexual Nines have many anxieties about losing themselves by submerging their identity in the other. Thus, they can sometimes appear ambivalent and emotionally conflicted, like Fours or Sixes. They sometimes attempt to "solve" the inner conflict between their desire for merging and their desire for independence by "triangulation." They engage in two separate, simultaneous relationships that serve different needs while never completely showing up in either. Needless to say, this can create the kinds of conflicts that Nines are trying to avoid.

The overall affect of Sexual Nines is one of gentleness, ease, and flow, and they seek these qualities in others and in the environment. They also tend to be highly sensual, enjoying tastes, textures, and sensations. Although they resemble Fours in this regard, being ethereal and dreamy, their sensuality is earthy and embodied, and they are not as self-aware or self-doubting as Fours. Sexual Nines tend to be more imaginative than the other Variants—often with elements of gentle whimsy and heroic fantasy. They see the world in magical terms, investing even ordinary objects with a warm glow. They seem to take in the world with a wide-eyed wonder and have a characteristic child-like aura about them.

Social Nines: One Happy Family (Ichazo's "Participation")

Social Nines seek a sense of well being through social connection and friendship. People of this variant may often not seem like Nines because they are usually more outgoing, active, and involved in their world. There is more warmth and affection expressed by Nines of this variant. They tend to be idealistic and are often supportive of causes, acting as the "social glue" in many organizations and groups. But even in the midst of social activity, Social Nines remain strangely unaware of and unaffected by the problems of others. They are drawn to situations in which they feel they can belong, but they also internally hold themselves apart—usually by emotionally distancing themselves from others while maintaining an outward friendliness.

Since Social Nines tend to be affable and cheerful and enjoy having different experiences, they can resemble Sevens. They also tend to be more task-oriented: they enjoy working on projects and being involved in meaningful activities with others, so they can also resemble Threes. Unlike Threes, however, Social Nines have difficulty sustaining efforts on their own behalf. They do not easily pursue their own goals and tend to get sidetracked by social interactions and others' needs and agendas.

The Levels of Development

Learn more about the nine Levels of Development.

Healthy Levels

Level 1 (At Their Best): Become self-possessed, feeling autonomous and fulfilled: have 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: have a healing and calming influence—harmonizing groups, bringing people together: a good mediator, synthesizer, and communicator.

Average Levels

Level 4: Fear conflicts, so become self-effacing and accommodating, idealizing others and "going along" with their wishes, saying "yes" to things they do not really want to do. Fall into conventional roles and expectations. Use philosophies and stock sayings to deflect others.

Level 5: Active, but disengaged, unreflective, and inattentive. Do not want to be affected, so become unresponsive and complacent, walking away from problems, and "sweeping them under the rug." Thinking becomes hazy and ruminative, mostly comforting fantasies, as they begin to "tune out" reality, becoming oblivious. Emotionally indolent, unwillingness to exert self or to focus on problems: indifference.

Level 6: Begin to minimize problems, to appease others and to have "peace at any price." Stubborn, fatalistic, and resigned, as if nothing could be done to change anything. Into wishful thinking, and magical solutions. Others frustrated and angry by their procrastination and unresponsiveness.

Unhealthy Levels

Level 7: Can be highly repressed, undeveloped, and ineffectual. Feel incapable of facing problems: become obstinate, dissociating self from all conflicts. Neglectful and dangerous to others.

Level 8: Wanting to block out of awareness anything that could affect them, they dissociate so much that they eventually cannot function: numb, depersonalized.

Level 9: They finally become severely disoriented and catatonic, abandoning themselves, turning into shattered shells. Multiple personalities possible. Generally corresponds to the Schizoid and Dependent personality disorders.

Personal Growth Recommendations for Type Nines

Nines grow by recognizing that the more they seek peace of mind by turning away from conflicts and problems, the greater is the likelihood that they will bring about disturbances in their lives and relationships. Their avoidance of conflicts causes others to *have* conflicts with them. Growing Nines must also remember that they will never have union with anyone else unless and until they have union with themselves. If they are accommodating to a fault, they will eventually lose the other person because they have

never possessed themselves. When they learn that self-assertion is not an aggressive act but a positive thing, Nines are in a position to truly bring peace and harmony to everyone in their environment.

- It is worth examining your type's tendency to go along with others, doing what they want to keep the peace and be nice. Will constantly acquiescing to the wishes of others provide the kind of relationships that will really satisfy you? Remember, it is impossible to love others if you are not truly present to them. This means that you have to be yourself, that you (paradoxically) have to be independent so that you can really be there for others when they need you.
- Exert yourself. Force yourself to pay attention to what is going on. Do not drift off or tune out people, or daydream. Work on focusing your attention to become an active participant in the world around you. Try to become more mentally and emotionally engaged.
- Recognize that you also have aggressions, anxieties, and other feelings that you must deal with. Negative feelings and impulses are a part of you and they affect you emotionally and physically whether or not you acknowledge them. Furthermore, your negative emotions are often expressed inadvertently and get in the way of the peace and harmony you want in your relationships. It is best to get things out in the open first, at least by allowing yourself to become aware of your feelings.
- Although this will be very painful for you, if your marriage has ended in divorce or if you are having problems with your children, you must honestly examine how you have contributed to these problems. Examining troubled relationships will be extremely difficult because the people involved have been close to your heart. The feelings you have for others endow you with much of your identity and self-esteem. But if you really love others, you can do no less than examine the role you have played in whatever conflicts that have arisen. In the last analysis, the choice is simple: you must sacrifice your peace of mind (in the short run) for the satisfaction of genuine relationships (in the long run.)
- Exercise frequently to become more aware of your body and emotions. (Some Nines run around doing errands and think that they are getting enough exercise.) Regular exercise is a healthy form of self-discipline and will increase your awareness of your feelings and other sensations. Developing body-awareness will help teach you to concentrate and focus your attention in other areas of your life as well. Exercise is also a good way to get in touch with and express some aggressions.

From *Discovering Your Personality Type*, pp. 164-173. See also *Personality Types*, pp. 338-75, *Understanding the Enneagram*, pp. 60-62, 119-26, and 349-51, and *The Wisdom of the Enneagram*, pp. 314-40.

Examples

Queen Elizabeth II, Princess Grace of Monaco, Claude Monet, Norman Rockwell, Abraham Lincoln, Dwight D. Eisenhower, Gerald Ford, Ronald Reagan, George W. Bush, John F. Kennedy, Jr., General Colin Powell, Walter Cronkite, Carl Jung, Carl Rogers, Joseph Campbell, Walt Disney, Jim Henson (Muppets), Garrison Keillor, Walter Cronkite, Gloria Steinem, Tony Bennett, Ringo Starr, Carlos Santana, James Taylor, Janet Jackson, Jack Johnson, George Lucas, Ron Howard, Gary Cooper, Jimmy Stewart, Audrey Hepburn, Sophia Loren, Kevin Costner, Annette Bening, Jeff Bridges, Morgan Freeman, John Goodman, Matthew Broderick, Whoopie Goldberg, Woody Harrelson, Geena Davis, Jason Segel, Lisa Kudrow, Toby McGuire, Zooey Deschanel, "Mister Rogers," "Homer and Marge Simpson"