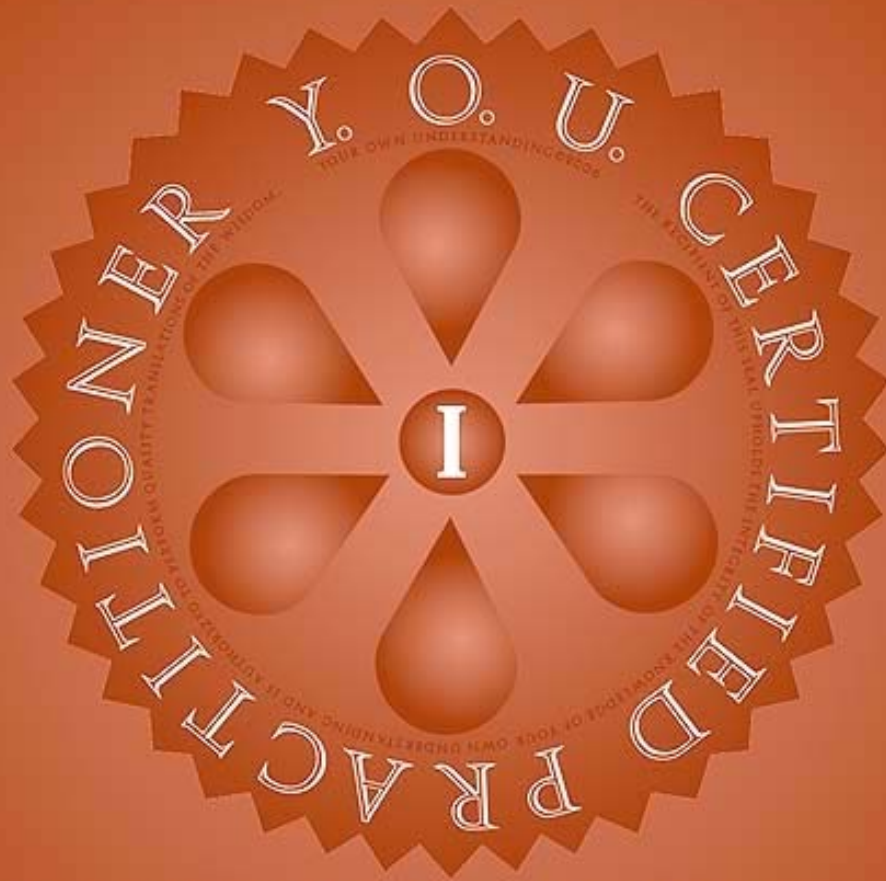


THE KNOWLEDGE OF Y.O.U.
YOUR OWN UNDERSTANDING



PRACTITIONER SERIES I
SURVEY TRANSLATION PROGRAMS



I

Your first Sunday is dedicated to getting to know one another, developing a clearer understanding of the practitioner program and how it works as well as focusing on one's ability to translate a concept.

1. Introductions
2. The Practitioner's Program
3. Physical Laws of Nature & Y.O.U.
4. More Laws & Y.O.U.

BREAK

5. The Elements of Design
6. How the Knowledge Works
7. Weekly Assignment



presents
The Y.O.U. Practitioner I Program

The Y.O.U. Practitioner I Program is designed to create a foundation of service providers that can document and translate survey statistics utilizing the Knowledge of Y.O.U. Each practitioner is selected based on their professional and natural experiences of life as it applies to their own personal Y.O.U. characteristics and understanding of how the knowledge contributes to the betterment of the whole. Adequate writing skills are also required of the practitioner to efficiently communicate the wisdom as it applies to the client taking the survey. We request that all applicants take the survey before applying if they haven't already done so.

This initial program of practitioners will serve as the first planting or SEED group from which future YCG Consulting Teams will be recruited. The primary advantage in receiving a Practitioner I Certification is that it affords Life Coaches, Metaphysicians, Ministers,

Healers, Psychotherapists, Designers and Relationship experts to use the survey in their practices while receiving financial compensation for their efforts.

Since the program is new, these early practitioners will likely become very popular as they integrate it with their own healing & coaching practices as well as providing practitioner support for YCG .

What is a certified Y.O.U. Practitioner I? A certified Y.O.U.

Practitioner I has completed 72 hours of theory and practice in studying and applying the Knowledge of Y.O.U.. They are trained specifically to generate quality Basic & Comprehensive translations for their clients and YGC clients.

How does compensation work? A Practitioner I will receive an internet password to the YCG survey. This allows them to enter and view completed member surveys. You will have access only to those that you have been assigned through YCG or generated privately through your own practice. This is to ensure confidentiality between Practitioner and Client. Surveys will be submitted for review and

compensation will be sent to a practitioner's paypal account upon approval of the translation. Assistance in setting up this paypal account can be provided if you don't have one already. These funds are deposited directly into your account within 24 hours of survey approval.

How much do I get for translations? All participants/clients must pay \$39 to go online and take the survey. Practitioners are trained to provide Basic and Comprehensive Translations. The Basic Translation is very simple and peaks one's curiosity about themselves. These may be automatically generated in the future but currently YCG pays practitioners \$14 per pre-paid translation (minus paypal's deposit transaction fee). Once participants receive a Basic, we encourage them to order the Comprehensive as it is so much more informative and specific to their needs. Many may choose to just order the Comprehensive from the beginning.

A Y.O.U. Practitioner I receives \$50 (minus paypal's deposit transaction fee) for every completed YCG requested survey. We encourage practitioners to gear up for a minimum of 7 translations a

week over the next year. We also encourage practitioners to invite clients, family, friends and anyone to take the survey and come to them for a translation. You can increase your own private practice's revenue tenfold by conducting surveys that you have generated by arranging for them to come to you directly. However, with regards to translation fees, YCG asks that you not go higher than \$100 or lower than \$30 privately for a comprehensive translation. We want coaches working with a large number of corporate employees, etc. to be able to package this service in their strategic plan and still have it be affordable for their corporate client. This \$30-\$100 range allows for them to handle the demands of the special client.

Different parts of the US will dictate private rates. Our YCG online rates are set at a Basic=\$39 and Comprehensive=\$75 for this year. Any increases will be reported to certified practitioners and often will translate into more money for the Practitioner. Practitioner's will receive a 1099 for tax purposes so save receipts regarding ink, computer paper, equipment, office expenses, business travel, etc. as it relates to you performing the duties of a practitioner.

How long does it take to do a translation?

Each translation in the early stages of documenting usually takes about 1.5 hours to complete. Once you get the process refined, this will likely diminish by 30-45 minutes. We advise you to archive all of your translations in a privacy folder and on a disc. Please assign your client's a number versus a name. Keep The Name/Number legend separate from the survey stat sheets.

How long is the course?

The Practitioner I series is 72 hours in length. It meets for 6 weeks with 6 hours dedicated to "in-class" instruction and 6 hours of practicum "outside" the class. Each participant will be required to write 2-3 translations a week outside of class as well as chronicle life observations as it applies to the Knowledge of Y.O.U. and the coursework requested.

How Much does the Practitioner I program cost?

The Practitioner I Series is \$1800-2500 depending on the location. Students will receive quality attention and instruction as only 7-12 students are accepted at any one time. Payment plans are available

and credit cards are accepted via paypal. The cost covers instruction, course manuals, certification and licensing for one year from date of certification. Instructors will be asked to keep their license active by renewing their license prior to the expiration date. The renewal fee is \$120 per year. This informs YCG of their continued commitment and availability to receive survey requests.

What does certified mean?

Receiving Practitioner I Certification means that you are acknowledged as a qualified YCG service provider and possess a basic understanding of the Knowledge of Y.O.U. as it applies to survey analysis. You are approved for translating “written” surveys for YCG and for your own private clients by documenting results with an easily understood description of what that means in conducting relationships with others. This does not allow you to conduct YOU private sessions or seminars beyond relaying the translation of the survey. The theory and practice of teaching YOU sessions to the general public is conducted under the Practitioner II certification program and requires an in depth understanding of curriculum development and delivery.

Each graduating Practitioner I will receive a certificate of achievement upon completion of the Y.O.U. Practitioner I Series. This should be displayed where clients can see it. A small private ceremony will be held in honor of this accomplishment and family and friends are encouraged to come. YCG will refer clients to certified practitioners only!

What is a Practitioner II & III?

The Practitioner II certification program allows one to Translate and Teach non-professionals in the Knowledge of Y.O.U. (ie mothers raising kids, singles looking for love, men looking for the perfect job) via 3 hour private sessions or small workshops. They will also become a part of the YCG team effort to expand and deliver the knowledge.

The Practitioner III certification program entitles the practitioner all of the above and also the privilege of Teaching the Teachers. This practitioner conducts practitioner programs on behalf of YCG and

assumes supervisory and educational responsibilities that maintain the integrity of the Knowledge. They also are among those invited to expand the knowledge and take it to the next level. It is not until a practitioner reaches a Level III of understanding that they truly grasp the value of maintaining its integrity.

Each level of expertise will be acknowledged with a certificate of merit. Again, Practitioners are advised to display this in their office for purposes of emphasizing the importance of receiving authentic quality survey interpretations and educational excellence in The Knowledge of Your Own Understanding.



Loving Y.O.U.

“Know Thyself” Plato

Isn't it curious how just about everything in this material world comes with an operating manual; one specifically addressing the care and maintenance of its make, model and style? I don't care if it's a computer, a car, a refrigerator or a package of flower seeds, we always seem to get a description in ten or more languages of how to operate or nurture the item of concern. Well, human beings also require some operating instructions if we are to understand one another. All too often we judge based on our own design rather than acknowledging that which stands before us. It's obvious that we come in many shapes, sizes, and nationalities. These obvious characteristics offer us some clues as to what make, model and style we are. If we choose to investigate further, one can get even closer to understanding those that walk along side us. To date, no two of us are alike... at least not yet. Given this reality, wouldn't it be great to know what you were looking at and what its identity means in terms

of how it operates. The term “operates” when applied to humans addresses how we think, move, and feel. Wouldn’t it be great to know if someone was a suitable partner on sight? Wouldn’t it be wonderful to know how to bring out the best in a relationship, based on obvious visual clues? Think about it. We know that a cactus doesn’t grow well in the forest. Wouldn’t it be great to know that some of us don’t grow well in the forest either while others do? Knowing who we are allows us the opportunity to genuinely love ourselves and those around us. It grants us the privilege of making fewer mistakes and recognizing which path or direction is in our best interest. Getting to know ourselves takes some serious study. In fact, philosophers, anthropologists, and psychologists have made careers out of studying the human condition. Consequently, there are thousands of typing systems and evaluative theories categorizing our humanness; all in an effort to catch a glimpse of who we are and where we fit into this wondrous tapestry of life. And while all of these systems are good and helpful, we rarely get a clear picture by simply visually taking notes of one’s mode of operandi. The reason for this is because we do not have a general understanding of the language that affords us this gift of comprehension.

The language I am speaking of is the same language that Kings and Queens used to use in planning healthy marriages for their successors. It is older than the I Ching, the Bible and Astrology. It is thought to be at least 3000 years old and unfortunately has only made it into the hands of the elitist... until now. It is called the language or rather the Knowledge of Y.O.U. (your own

understanding). It reveals how we spend our energy and where we should spend it based on our style and refinement. It is very revealing in describing why it is we do the things the way we do and the way in which we are wired slightly differently when it comes to reasoning. It also further describes how polarity affects us and the importance of responding to magnetic influences. All of this has proven to be very helpful in creating perfect relationships with family, friends, acquaintances and mates. Just imagine if you could recognize your perfect mate on sight? You could if you had the knowledge. Knowledge is power and this knowledge reveals the significance of YOU.

I came across this information in 1995. I had just ended a 20 year marriage and felt the need to reinvent myself. Since all of my adult life had been spent in this marriage, I still subscribed to an identity that was now null and void. Consequently, I set out on a quest for self-knowledge. The first thing I realized was that I needed to get really clear about my capabilities and my limitations as they applied to the vehicle that served as home for my spirit. Yes, my body of the flesh was essentially the chosen vehicle for the remainder of my life's journey and I needed to be very strategic in deciding which direction to go with it. Now, not unlike the cactus and forest, I knew that I was not wired for camping. And while some of my dearest friends did it so well, it still did not change the fact that I just don't do well in a campground just like a palm tree doesn't grow well in the snow.

You are no different. There are many things that we try as children to

fit into and fail miserably at. This is because we are not honoring our vehicle's operating instructions and worse yet, our parents didn't receive one with our arrival. The harsh reality is that we get all kinds of instructions for judging, valuing and complying with humanity as it relates to love, life, and religion but nothing in the way of objective practical human identification and application is really available. What does this mean? This means that we have lost our sensibilities when it comes to common sense. Just for a minute, imagine an early prehistoric caveman walking the earth; one of a few human inhabitants. How does he protect himself? How does he assess his needs for survival? How does he reason when there is not yet an intricate verbal language from which to express himself? The answer to all of these questions and more is, "He manages to survive by tuning into the obvious". Accessing the wisdom in the "obvious" is something that has been lost over centuries. It is that which blatantly stares us in the face but goes seemingly unnoticed. It has become masked, muffled, diluted, embroidered upon, distorted, contrived, reformed, repackaged and marketed to the masses; so much so that common sense in its original debut has essentially mutated. What kind of repercussion does this de-evolution produce? It produces confusion. We no longer know what we are looking at but instead subscribe to what we are being sold. We no longer know the truth even when it stands before us in all its obvious glory. Now the final question is "what is this glory"? The glory is the knowledge of Y.O.U., knowing thyself. We are really a very simple lot. In fact I like to think of us as a parking lot on an auto dealer's property. "Welcome to Earth Autos." Each one of us exemplifies an automobile with certain

features and options. Jaguars aren't designed to go up the side of mountains like a Jeep with four-wheel drive and many of us are not designed to go camping. The wonderful thing about this ancient language is that each car or rather individual possesses certain strengths and weaknesses. Some go really fast and others are designed to cruise. If we come to learn that lions roar and cats meow, then we will likely quit trying to change the lion into a kitty. We know when we look at a Lion that he's not going to meow. We know that when we get into a Jaguar we aren't going to traverse snowy summits.

Each of us can be described in detail by our very obvious features. Our hair color, skin tones, eye color, physique, skin texture, mannerisms and dress all reveal who we are and what direction we are designed to move in. Unfortunately, we have not been taught this language. Thus, we are the only objects on the face the Earth without an objective universal descriptive language. We have many psychological subjective typing systems and astrological devices that require questionnaires and inquiries as to when and where we were born and how we grew up and who influenced our lives. But rarely are we seen and accepted at face value. When we see a Ford Mustang GT, we know it's a Ford Mustang Gt. We don't concern ourselves with where or when it was manufactured or if it had a tragic past (unless of course we are wanting buy it). We are looking for the car that can perform according to its design and providing it has been well maintained, the likelihood of that happening is good. The last thing we do when we signup for ownership of a car is try to change it.

So why is it we are always trying to change others or worse yet ourselves? The time has come to KNOW our self.

I guess one of the reasons this knowledge has proven to be so helpful is that it insists I accept everyone in this instant. It pleads with me to love myself and those around me. It also reaffirms that each of us is designed to be with someone. It reveals physical laws that support this theory and when we tamper with Mother Nature we only serve to undermine our own significance. The irony in all of it is that it's the fear of insignificance that man fears most, yet we do very little to understand the self that transports the fear. Instead we choose to recognize it as a flaw rather than an asset. Once one masters the language, the need to spend precious energy analyzing can better be used for promoting one's significance.

Since this promotional task requires energy or as some prefer to call it, Life Force, we need to take responsibility for managing it. I like to think that our life force as being similar to a glass of water. According to science we are 70-90% water. We expend this energy or become dehydrated during travel on life's journey. When we cling to things, over analyze, or scatter ourselves about frenetically, we essentially expedite diminishing the very life force that could be used in finding the love of our life. The earlier we find this love, the sooner we rise to our full potential. This potential is accessible if we come to understand that which is closest to our creator. That would be thyself. Outside of you and your God, who and what is the love of your life?

When you know thyself, the answer is easy. It's this answer that holds the key to happiness. It's the process of putting forth the effort to find it that brings you the answer. For me to give you the answer would rob you of the gift. Thus, I ask that you begin by Loving Y.O.U. By simply doing this, you will have the understanding that allows you to embrace the differences of others and love deeply.

EXERCISE #1

List three people close to you (friend, family, or colleague):

List 3 positive traits about each person (ie, optimistic, smart, adventuresome):

List 3 negative traits about each person (ie, fussy, gullible, domineering):

List 3 physical traits about each one (blue eyes, tall, blonde)

The Knowledge of Y.O.U. is literally older than the language of man. In the beginning man did not have language as we know it today. There was a more vibratory understanding that existed. This vibrational language can still be witnessed by observing certain species in nature. Vibrations in a sense, are a language unto their own, in that they often provide a vocabulary for that which is being conveyed in our electromagnetic field. This electromagnetic field that swirls around us like a moat in motion attracts and repels all that enters its area of influence and more importantly, according to the works of Dr. David Hawkins, this energy field is often at the effect of itself and that which surrounds it. It is suggested to surround oneself with love. Love is a state of “being” meaning it does not fluctuate. This allows for optimum personal understanding. In this class, you are loved unconditionally. Nature makes no mistakes. Love is born of NATURE and consequently is governed by that which gave all of us birth. This perception is based on intuition, observations and 9 years of research. I am convinced that The Knowledge of Y.O.U., if maintained and delivered with integrity, can be a powerful language of love that can bring about not only personal understanding but also serve as a powerful and unique tool of global understanding as well.

To date, I have had numerous clients, associates and friends come to me for the language of divine love. The language they seek is very old and provides an objective way of looking at you and at others individually for purposes of creating a maximum attractive situation; one that can stand the test of time and endure the trials of life. It's a

simple yet rich body of wisdom that can afford one a lifetime of pleasure and calm seas if fully understood and integrated. It's the kind of information that keeps someone like myself (a preceptor of the knowledge) on the phone with starved lonely hearts for hours. They want to know how to find their perfect mate, job, purpose; the one divinely designed just for them. While its only natural for us to seek, we do this because we know we are missing something that we once had easier access to. This is a very noisy world we live in; unlike the days of nature's simple symphony of breezes, crickets, babbling brooks and chirping birds. Today we have cell phones, televisions, radios, traffic, bills, toys with noise, trains, planes, and fifteen hats to wear over a 10 hour work day. It's no wonder that we can't see our self much less understand our own design and destiny.

Up until 1993, I had researched and studied various typing systems in search of The Perfect Language of Love. In addition to many ancient theories dating back thousands of years, the current day theories included Meyers Briggs, Martinique, Chopra's Aryvedic delineations, Myss' Archetypes, Jungian theory, Littauer's analysis, the colorful world of Illuminescence and a whole onslaught of others including those embroidered with Theology, the Enneagram, Feng Shui, Dr. Laura, Dr. Phil and Satin Thread. The more I delved into these, the more informed and frustrated I became. It was as if I were trying on different clothes and accessories without really seeing my physical appearance and the "natural" state of me. I decide what I needed was to get closer to the source. I needed to find something or someone that could hold up a mirror, so I could see myself. I needed

to know not who I was but what I was. Oh sure, I knew I was a Vata, Number 1, Type O, Sanguine stuck in my 4th Chakra with a peach aura but I didn't have a clear visual of myself. It was all so nebulous. There really wasn't a frame of reference that I could hang on to. So I began to seek clarity. I wanted answers.

The answers lie in nakedness where we are pure and without a mask. The answers are revealed when we look at ourselves through the eyes of Mother Nature. By observing NATURE in its purest state we get all of the answers to love and life.

EXERCISE # 2

Observe Nature:

1. Watch how a child under the age of 7 months communicates with its mother, father or care taker? Write down 3 observations in the space provided below. (ie. turned head aside to refuse a spoonful of rice pudding)
2. Observe a family conversation that worked. Share the dynamics of the scene.
3. Share the dynamics of a conversation that did not work. What kept it from working?

Getting to know Y.O.U

In this manual, we will strive to get as close to Y.O.U. as possible. In your discovery of Y.O.U., you will come to recognize not only what and who is appropriate for you but what and who is appropriate for others. It simply, becomes obvious. Remember, there is a Jack for every Jill and a lid for every pot. Just look around at couples in your neighborhood, at the theatre or those cruising by tandem on a motorcycle. They're not supermodels and hunks of burnin' love. They are people attractive to one another. It's not important that you meet society's interpretation of attractive but it is vital that you come to realize that you are just as you should be in meeting the universe's laws of attraction.

Again, we are like a giant parking lot on the face of this planet. Looking from an aerial perspective there are many cars lined up; all different colors, shapes and sizes. Each has a different journey ahead and is designed to accommodate a specific purpose. We are no different. Let us figure out what kind of automobile you are.

When an automobile comes off the assembly line they possess certain characteristics that are conducive to a plan of travel. We too have a similar strategy of design when it comes to being on assignment. We have a name for our vehicle and words describing our features of operation and refinement. These characteristics are what we familiarize ourselves within the matchmaking process. It is a language of human beingness. Just like an automobile comes with a manual filled with terminology specifically addressing the nature of that technology, we too have a language. This is the language of

Y.O.U. Hence, we refer to this workbook as Y.O.U.R., Your Own Understanding Resource Manual. For those of us that agree that our bodies serve as a vehicle for our spirit, it is only natural to educate from the perspective of an automobile manufacturer. Just like cars, the exterior over time deteriorates as does the inside. It takes time, money and effort to maintain us and eventually we simply become no longer operable. I will use several analogies in this process of informing but initially, cars work very well. When we describe ourselves as a make or model we are describing a style of car. Every individual can be identified as a type. Everything has a language of discovery. Style tells us that a car is a Mustang versus a Corvette, a cat is a Persian versus a Siamese or a tree is an Oak rather than a Palm. People are no different and until they realize their style, it's often difficult to find relationship opportunities that are appropriate in nurturing their potential or providing a satisfying journey without first knowing your own style. Style can often be thought of as a type or make or model, a descriptive name that identifies a person's unique presentation at first glance. A quick example; If you were a car, specifically a vintage Jaguar, it's probably not a good idea to volunteer for a road trip up the side of a mountain as if you were a Toyota Land Cruiser. Yet, all too often we go where we really are not designed to go. In studying personal styles and their relationship to our own, you become aware of what works perfectly for you because of you.

When we identify the human being. We language it by using Elements of Design. I'm sure that car manufacturers have their own Elements of design like Make, Model, Features and Options. For us

the Elements of Design are referred to as Personal Style, Alchemy, Chief Feature and Center of Energy. This is our terminology.

The next few pages ask some very simple and direct questions. How you answer them will reveal some very important aspects about you. Please answer them with the mind of an observer. Try to get outside of yourself as if you were a doctor analyzing you without any attachment. This analysis must be accurate if we are to truly identify you and provide you with the tools you need to understand the process of matchmaking. By doing this you will come to enlist a process that will be of great value in recognizing the love of your life. Many of the questions will trigger an automatic response meeting the approval of society versus what is really true for you. It's very important that you be completely truthful. An honest answer tells us about the style of automobile that is you. These truths can be revealed objectively without your input but doing this saves a tremendous amount of time. Under ordinary circumstances (those not involving major life changes) these questions, when answered, provide a fairly accurate baseline from which to determine specific elements of design. Keep your answers within the space provided.

There can be some obstacles in achieving accuracy in this process of identification. For example, if you have undergone serious plastic surgery that alters your appearance dramatically. Subtle facelifts and nose jobs are not of importance but if you have changed your jawline and shape of your face it's like taking parts of other cars and interchanging them. If you have simply gone into the body shop to restore what has become damaged or lost its resilience, then this is simply regarded as proper maintenance and an elective trip to the

body shop. Changing hair color will not effect the outcome as easily as if one could change their skin from white white to olive. Some things you just can't change and its these things that present us with the truth of who you are. By answering the following questions, we arrive at truths through a process of elimination. This process begins with the next page.

Exercise # 3

Identifying Y.O.U.

Complete this exercise using the handout in the back of the manual. Be absolutely honest in answering these questions. Do not write answers that are socially acceptable but instead are completely truthful:

1. Circle those specifics below that apply to you.

Height	Tall	Short	Average	
Weight	Proportionate	Rubenesque	Sylph	
Skin	Fair	Dark	Reddish	
Hair	Thick	Thin	Dark	Light
Eyes	Brown	Blue	Green	Hazel
	Small	Medium	Large	

2. What is **MOST** obvious about YOU? What do people see **first**?
Circle One.

Height Weight Skin Hair Eyes

3. Examine the shape of your face and its features.

Is it round, square or oval? Are your features pointed, sharp or smooth?

Does your chin protrude, slope into your neck or neither?

4. Do you tan?

5. Are you hairy?

6. Do you have big hips or little hips?

7. Are you busty?

8. Are you muscular and able to get definition or are you soft and pillowy, regardless of diet and exercise?

9. Describe your favorite vacation. Where would you go?

Where would you stay? What would you do?

10. What kind of jewelry do you prefer? Silver, gold, or other? Contemporary or Victorian? Describe one of your favorite pieces of jewelry?

11. Do you have a pet? Describe.

12. What is your favorite car? Why?

(Example... Honda Civic. Because its practical, gets great gas mileage, looks nice and is affordable).

13. If you could live anywhere, where and how would you live?
(Examples... In a Magnificent Castle by the sea in Ireland. Or In a Tropical Tiki Home on the Island of Fiji)
14. When you work, do you love your job?
15. What do you love to do for work?
16. Do you exercise, dance or move about a lot? Describe your exercise routine.
(Example... I walk three times a week with my friend around the golf course).
17. Do you go to people for companionship or do they usually come to you?
(do not describe what you prefer but what is).
18. Do you have a place for everything in your home or does it find its own?
19. What pushes your buttons? Name as many as possible.
20. How important is money to you? What is your philosophy about money?

21. What do you fear? Name them all.
22. What is **MOST** important to you in this lifetime? Name one thing. (Example... Financial Security).
23. What are three goals that you have for yourself?
24. Do you spend a lot on beauty products for yourself and your home?
Name some items or services.
25. Have you been married before? How many times and for how long?
26. Do you have children? How many? How old?
27. Describe your last relationship or spouse. (Example... he was 6 feet tall, dark skinned, brown eyes, hairy, in great shape, muscular, aggressive, loud, spiritual, materialistic, affectionate, territorial, entertaining, active, drove a new Mercedes, owned his own business, loved cats, music and art).
28. Was it love at first sight or did you grow to love each other?
29. What's your favorite animal or creature? Aside from dogs and cats. Name two. Examples... dolphin, bunny, koala, turtle, butterfly. Why?

30. What do you like most about inner/outer yourself?

31. What do you dislike most about yourself?

32. What do you find **MOST** attractive in others? Number in order of importance. (1 being the most important).

Success (financial)

Physical Appearance (handsome)

Availability (has time to spend with you)

Personality (good sense of humor)

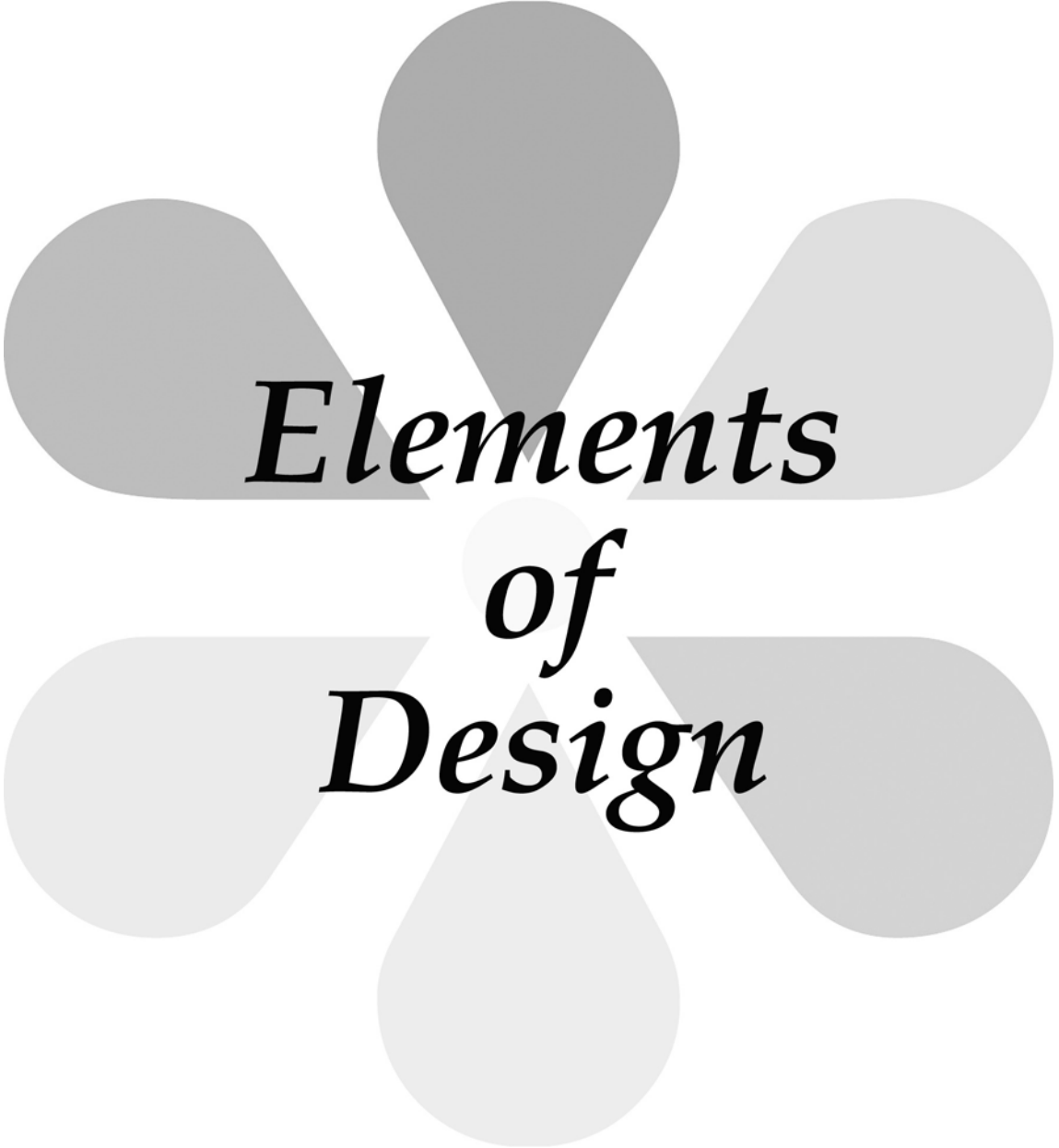
Intelligence(ability to converse and theorize)

33. Do you touch someone you love a lot? (holding hands, stroking the hair, giving little back rubs) Are you typically the more physically affectionate in a relationship?

34. What is the reoccurring theme in your relationships?
(Example... He's too controlling).

35. When you have a job to do, do you drop everything else or do you try to do it all?

36. Most of the time are you happy, depressed, anxious or content? Give each one a percentage of your 100% day.
37. How often do you look at your reflection in a mirror or window reflection throughout the course of a day?
38. Do you like being in charge?
39. Are you extremely trusting?
40. Is your cup half empty or half full most of the time? BE HONEST! (Can you relate to chicken little?)



*Elements
of
Design*

When we address the Elements of Design, we are speaking of Personal Style, Alchemy, Key Features and Centers of Energy. These are the categories used to language the terminology indicative of describing the human automobile or vehicle. When these categories are all addressed, one gains an alternative understanding of y.o.u. It is one of practicality and specificity. It allows you to volunteer for activities that are appropriate and enhance your full performance as a human being.

To begin, we need to determine our Personal Style. Personal Style is a term used to describe the very vehicle that is you. It is an onsite observation based on the physically obvious. When we know what our personal style is we can refine our selection process in determining what kind of mate we should select. Personal Style is referenced more specifically using planetary affiliations. This is because in order to clearly understand the knowledge one must have an aerial perspective on themselves. Imagine that you are the Earth and you are looking at the planets from the vantage point of an observer. Each planet has a unique characteristic. Some are large, some are small, some spin faster than others, and each has its own unique surface. Then imagine that this visual experience is contained and that the planets are like styles of automobiles sitting in a giant parking lot. In this parking lot we have Saturns, Martials, Jovials, Lunars, Venusians, Mercurys and Solars. It is not a coincidence that car manufacturers today often choose names like Saturn, Mercury, Solara and so on. It is intuitive and appropriate.

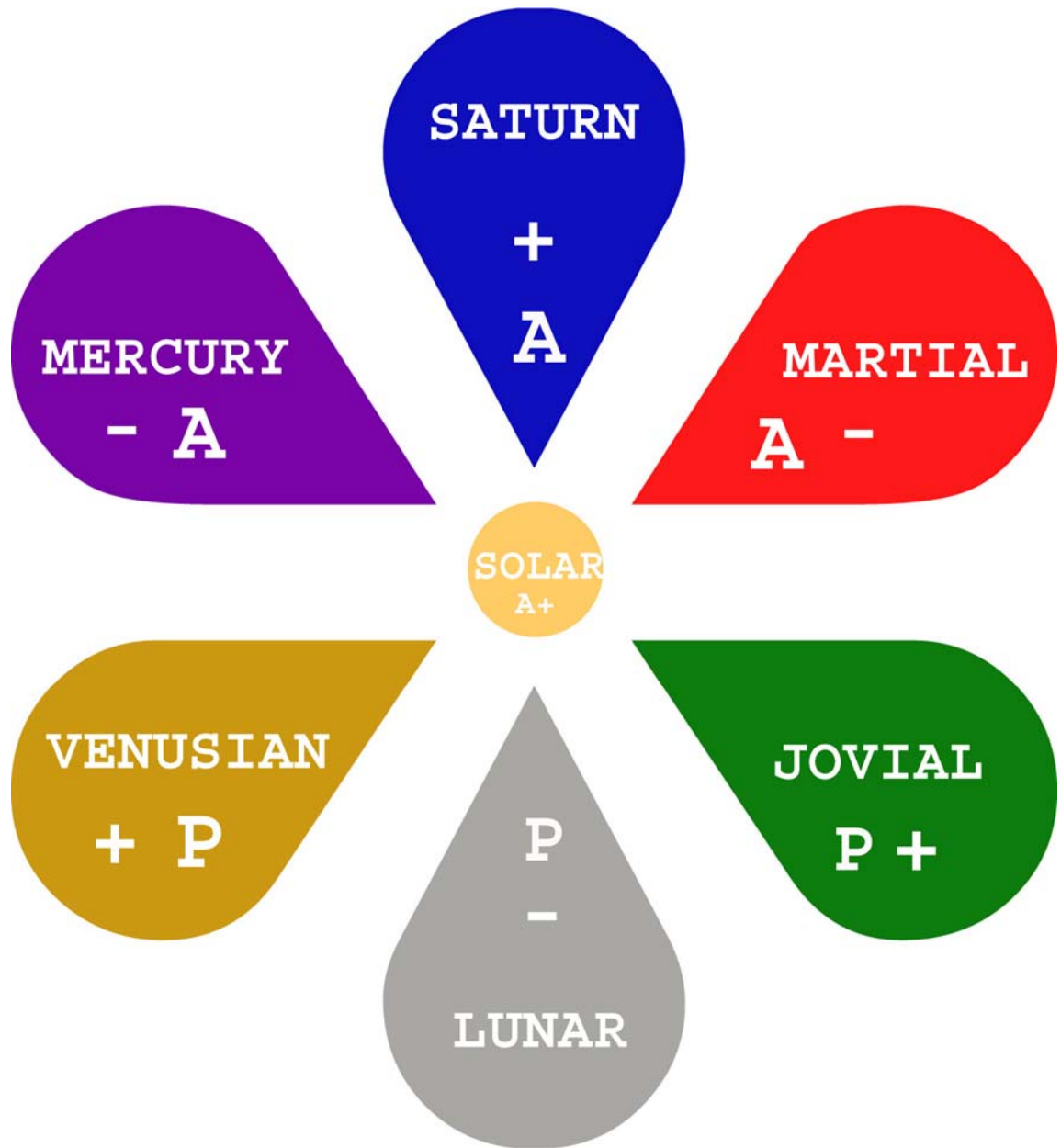
Take a look at the wheel of life on the following page. Examine the placement, polarity and dynamic of each style. As each term is defined you will begin to see you.

Exercise #4

How would you have described yourself 3 years ago?

How would you describe yourself today?

The Wheel of Life



STYLES

There are Seven *Personal Styles* as shown in the Wheel of Life. Again, these are Saturn, Martial, Jovial, Lunar, Venusian, Mercury and Solar. Each one possesses unique physical attributes identifying itself by virtue of simply being itself. Each one is either negative or positive in nature and we as human beings are predominantly a combination of three. You are one of the combinations listed below with varying degrees in each, all totaling approximately 75 per cent, leaving the 25% or 4 styles remaining to comprise the rest of your personal style composition:

Saturn-Mars-Jovial	SaMaJo
Mars-Jovial-Lunar	MaJoLu
Jovial-Lunar-Venusian	JoLuVen
Lunar-Venusian-Mercury	LuVenMer
Venusian-Mercury-Saturn	VenMerSa
Mercury-Saturn-Mars	MerSaMa

Solar may show as a fourth characteristic as So if not one of the dominant three. The presence of this style is often conveyed in the eyes. They simply sparkle. It's like adding a dash of glitter to the design. It's kind of like metallic auto body paint on a car. It's often subtle yet very present. It's attractive and fun without contributing largely to vehicle performance.

It's important to realize that each style possesses a polarity, an electromagnetic charge. It is the combination of polarized traits that determines what one's natural polarity is. This is where we begin to understand individual style form a much deeper perspective.

A Positive Polarity or outlook embraces what is working in life. It capitalizes on the strengths of an individual, relationship or circumstance.

A Negative Polarity or outlook fixes what is not working in life. It targets the weaknesses and either strengthens or eliminates it, contributing largely to improved vehicle performance.

Exercise # 5

To gain a greater understanding of your own Personal style circle 3 words in each column below that best describes the NATURE of who you are:

Passive	Pondering	Regal	Dominant
Active	Hesitant	Stoic	Destructive
Negative	Direct	Honorable	Cheerful
Lazy	Dynamic	Inviting	Generous
Accepting	Passionate	Happy	Hospitable
Energetic	Loyal	Quiet	Fearful
Cool	Feminine	Effervescent	Observant

Introspective	Nurturing	Sympathetic	Assertive
Warm	Intelligent	Charming	Frail
Naïve	Perceptive	Sharp	Stately
Delightful	Bright	Absorptive	Compassionate

Reviewing the descriptions on the next page and the word selections above begin to refine your own Style as well as catching a glimpse of a feature or two that may be present in the front seat of your car. This will give you a starting place from which to begin the process of elimination and that of the obvious. This analysis of the “obvious” is what we require in becoming our own matchmaker in life.

Three styles will prevail in this elementary evaluation of random traits. Each style is identified as displaying ownership of certain obvious characteristics.

Keep in mind you are a blended combination of three styles.

Saturn Tall or seeming Taller than they are.
Stoic, Regal, Dominant, Pondering, Hesitant,
mid-point of masculinity. Active style with positive
outlook on life.

Martial Aggressive, dynamic, direct, destructive,
honorable, enthusiastic, passionate, energetic.
Active style with negative outlook on life.

Jovial	Cheerful, fuller figured, colorful, generous, inviting. Passive style with positive outlook on life.
Lunar	Cool, quiet, introspective, resistant, loyal, and very feminine. Passive style with a negative outlook on life.
Venusian	Warm, sympathetic, hairy, curvaceous, and nurturing. Passive style with positive outlook on life.
Mercury	Intelligent, quick-witted, cunning, perceptive and sharp. Active style with negative outlook on life.
Solar	Naïve, fair, bright, delightful, accepting and frail. Active type with positive outlook on life.

	Animals:	Places:	Plants:
Saturn	Giraffe	England	Redwood
Mars	Lion	Ireland	Palo verde
Jovial	Owl	Flagstaff	Oak Tree
Lunar	Bunny	China	Baby's Breath
Venusian	Seal	Italy	Weeping Willow
Mercury	Fox	France	Palm Tree
Solar	Humming Bird	Netherlands	Wild Poppy

The following provides a few examples of the occupations that predominantly present themselves within your three blended types. Chances are you are doing one or more of these at present. Please note these are not just a few of the many occupations on the planet that can be categorized. Again, they are placed according the most obvious traits about the profession.

Exercise #5a

Circle the **ONE** that best describes you.

Occupations:

Saturn	CEO, Producer, Director, Chairman, Basket Ball Player, President, King.
Martial	Infantryman, Police Officer, Football, Fireman, Sales
Jovial	Chef, Matre'D, Bus Driver, Bartender
Lunar	Bookkeeper, CPA, Dental Assistant
Venusian	Healer, Nurse, Masseur, Home Economist

Mercury

Lawyer, Psychic, Realtor, Car Salesman

Solar

Party Planner, Dancer, Writer, Artist

Given what you have circled, what styles best describe you? Pick **one of the following combinations** and assign a percentage. I.e. 20% 30% OR 40% to each one of the three.

1. Saturn Mars Jovial
2. Mars Jovial Lunar
3. Jovial Lunar Venusian
4. Lunar Venusian Mercury
5. Venusian Mercury Saturn
6. Mercury Saturn Mars
7. Solar and any one or two personal styles
(example) Solar Lunar Venusian or Saturn Mars Solar

ALCHEMY

ALCHEMY uses the analogy of ore to language understanding as it applies to the nature of human beings and how it is we do or don't get along with another. The class will discuss each in detail. Below are some helpful points to remember:

Gold	Very fussy, meticulous, inflexible and highly refined.
Silver	Neat, flexible, practical, solid, durable and adaptable.
Copper	Tough, coarse, rugged and primitive.
Lead	Messy, smelly, simple, and financially poor.

The following graph below provides a visual of the range of compatibility or tolerance in relationships.



Each dot represents a point of origination and the next closest to it represents the distance of tolerance it can travel before engaging in alchemical incompatibility. Notice that Silver and Copper have a wider Tolerance of humanity and are better equipped to adapt to diversity. It's important that people managing people have this quality. It is not a good to put a Gold supervisor in a copper office environment.

Everyone will suffer.

However, a Gold environment is best served by a Gold alchemy. The number one reason for divorce in man is alchemical incompatibility.

Determine your alchemy by answering the following:

1. Do you recognize fragrances easily?
2. Can you close the door on a messy room?
3. Or do you have to clean it right then?
4. Do you make to do piles for yourself?
5. Do you have a laundry hamper?
6. Do you leave dishes in the sink?
7. Do you iron your sheets?
8. Do you require perfection in completing your tasks?
9. Do you have many friends?
10. Do you make friends easily?
11. Do you like camping?
12. Are you comfortable traveling by bus?
13. Do you like all kinds of music or just a few?
14. What foreign country is your favorite?
15. How often do you bathe?

Most students attending this class will fall into the silver and gold categories for reasons that will become obvious in class. If you answered yes to questions 1-15 a majority will rule, determining if you are a high Gold, a high Silver, a Silver/Gold blend or Copper/Silver blend. Write down the ore next to those questions receiving a yes answer. Note which one(s) prevails.

The answers below have alchemy answers next to them and will indicate your propensity to operate in one alchemical pattern versus another.

1. Gold
2. Silver & Copper
3. Gold
4. Silver
5. Gold & Silver
6. Silver
7. Gold
8. Gold
9. Silver
10. Silver
11. Silver & Copper
12. Silver & Copper
13. Some is Gold All is Silver
14. US, Australia, New Zealand & Europe Gold & Silver
 Asia Silver & Copper
 Tropics Silver & Copper
15. Less than Once a day ... Silver & Copper

Some of our attraction to a particular environment will be driven by our Personal Style but when in fact once you arrive there, your alchemy may have you departing for reasons of maintaining your own sanity alchemically.

Venusian types often think they can live forever in the tropics while if they are a high Gold, they would become extremely discontent in about 3 weeks or 3 months depending upon how much gold infiltrates their own definition of self.

If you scored 3 or more Golds, you are likely a high Gold or a Silver/Gold blend. If you did not, you are a Silver. This is the most desirable and those with gold alchemies will broaden their own ability to invite more opportunity into their lives on all fronts if they can begin to come closer to center in managing alchemy as it applies to their environment. Silvers are simply easier to get along with and can walk into any environment and fit. As we get older and our romantic options begin to dwindle in number, it pays to lower ones alchemy from that of a high Gold.

Exercise # 6

What is your alchemy?

The next category or Element of Design is referred to as **Key Feature**. Key feature is a sage old term used to describe who is driving our car. It was around long before cars were invented. There are essentially twelve key features to choose from. These are:

1. Vanity
2. Dominance
3. Power
4. Greed
5. Self Pitty
6. Fear
7. Non-Existence
8. Niavete
9. Destructiveness
10. Lunatic
11. Tramp
12. Willfulness

All twelve of these charming personalities chatter incessantly within our vehicles but only one drives our car. Another sits next to us like a co-pilot, ready to take over when the designated driver becomes fatigued. The other 10 simply chatter, distract, and grab the wheel from time to time but for the most part the pilot remains in control of the wheel. When we use drugs or alcohol or we experience tremendous loss or grief, it's not unusual for various features to share in the transportation of the spirit. Unfortunately, when this happens we can get into a wreck. This is why psychologists, psychiatrists and mental health therapy is so important. Their expertise allows us to reassign our chief feature to the wheel during times of tremendous stress or imbalance.

It is important to remember that our Chief Feature represents our greatest strength and greatest weakness. It bears our gifts to humanity and creates havoc when we choose to lose sight of the big picture. Read through the features and pick those two that best define you. This is when much is revealed. Class discussion will enhance your understanding of the dynamics that come with embracing our chief feature and co-feature. One may have a chief feature of Vanity and a co-feature of Niavete.

Once we know our style and alchemy and align ourselves accordingly with a complimentary mate, we can still encounter challenges in managing chief features. Sometimes both Chief Features will be vying for the same cubic foot of oxygen and the two simply suffocate themselves in trying to maintain the love. We will discuss this in detail in class so as to avoid this outcome.

The beauty of this knowledge is that only one needs to have it in a relationship. The knowledge allows movement and if you know which way to move, one can avoid failure and come to experience happiness in any relationship, be it at work or at home.

Exercise #7

What is your Key Feature?

What is your Co-pilot?

How would you describe yourself in 75-200 words using this knowledge? (Do not exceed 200 words).

II

Your second Sunday is dedicated to getting to know the knowledge inside and out, developing a clearer understanding of how it moves and how to language it for mainstream.

1. Y.O.U. Review
2. Q & A
3. Photo FEST
4. Survey Introduction

BREAK

5. The Basic Survey
6. The Comprehensive Survey
7. Weekly Assignment