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Association of
Enneagram
Teachers
in the
Narrative
Tradition

TALK *Journal*

*Journal for the Association of Enneagram
Teachers in the Narrative Tradition*

REACHING NEW ENNEAGRAM AUDIENCES THROUGH THE INTERNET

TALK interviews Katherine Chernick-Fauvre and David Fauvre

TALK: *How long ago did you certify to teach in the Narrative Tradition? With which other schools of the Enneagram are you associated?*

David Fauvre: I am a Riso-Hudson Certified Enneagram Teacher, and completed the professional training programs with Palmer-Daniels in 1997. I have also studied with Wolinsky, Ichazo and Condon. I was certified in 1994 and began teaching in 1996

Katherine Chernick-Fauvre: I began teaching the Enneagram in 1988. I am a certified Enneagram teacher with Palmer-Daniels, Riso-Hudson & Hurley-Donson. I have also studied with Condon, Ichazo, Naranjo, Wolinsky and Jaxon-Bear. I completed my certifications in 1995 and 1996.

TALK: *In what venues did you begin your Enneagram teaching?*

David Fauvre: Katherine and I both taught individually prior to forming Enneagram Explorations in 1996. I started teaching at the California Institute of Integral Studies, as a student in their Clinical Psychology program, and Katherine started teaching her own workshops in Menlo Park, California. Since then, we have taught the Enneagram in many venues.

Katherine has taught the Enneagram and presented her findings on the Instinctual Subtypes at a variety of conferences, including: the International Enneagram Association, several chapters of the IEA, the Association of Image Consultants International, Color Designers International, the Arizona Trial Lawyers

Association and the California Association of Marriage and Family Therapists. Together we teach and apply the Enneagram in many in diverse fields. For example, Katherine has used the Enneagram in jury consulting and I had the great fun of using the Enneagram with the Oakland As.

Katherine Chernick-Fauvre: I began teaching the Enneagram in areas in which I was already teaching and consulting. I, then, expanded to include any venue that would have me. David and I have taught the Enneagram together, since 1996.

TALK: *When did you become interested in the Internet, as a teaching option?*

David Fauvre: The short answer is, immediately. I became interested in the Internet very early. I was introduced to the Internet in 1995 through my friendship with a crack computer programmer and a fellow Enneagram Enthusiast. It quickly became obvious to me that the Internet offered an unprecedented opportunity for communicating about services. In fact, one of the most important conversations Katherine and I had was whether or not to purchase enneagram.net or use our company name for the url.

Katherine Chernick-Fauvre: David is responsible for our Internet presence. I have just had the good fortune of being able to enjoy the benefits of his incredible expertise.

David Fauvre: Today there is an explosion of training content being offered online. The vast majority of people are now using the Internet. Most importantly, the Internet is being used to deliver online trainings. Over 50% of people now have broadband access so offering online on-demand training is now not only viable but is quickly becoming the norm for delivering

Continued on page four



TALK

THE ASSOCIATION OF ENNEAGRAM TEACHERS IN THE NARRATIVE TRADITION

A Non Profit Organization
(Association Initiated
By David Daniels, M.D.
and Helen Palmer® in 1993)

EXECUTIVE BOARD

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MESSAGE FROM THE EDITORS

As Sandy and I begin our seventh year as editors of your journal, we are amazed at how quickly time has flown. It seems as though we have come full circle, as I reread our first editorial, expressing an intention to help our members find new ways to market the Enneagram with an eye to our teachers being able to support themselves, teaching in the Oral /Narrative Tradition. With or without us, it is happening. Our lead article with Katherine Chernick-Fauvre and David Fauvre depicts a trend toward the Enneagram stepping into the mainstream. Our membership has jumped in numbers. We are, no longer, a small everybody-knows-everybody fledgling association. We are growing up in more ways than one. In order to keep us all connected we have contacted a number of members to find out what we look like as an organization. Movies are being made. Music is being written and performed. Ethics are being pondered. Diversity is being incorporated. Grass roots and corporations are taking notice. We are entering the first year of our teen-hood. We are growing. Can't you feel it?

Come celebrate who we are and what we can do at our 2006 conference in Silver Spring, Maryland! There will be new beginnings and wistful farewells. Under the guidance of Paul Cowan, the membership, morale, finances and stability of our organization have increased. You are so appreciated, Paul! We will miss the joy of working with you. The reins are being passed to Julie Tyger, an Eight. Hold on. It may be quite a ride!

*All the best from
Lynne Celeste González
and Sandy L. Castaldi*

SanLynCent@aol.com

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TALK deadlines:

2006

May 15

September 1

December 15

BOARD NOTES

by Paul Cowan

These are my last Board Notes. I retire as President of your Association in July. This is a particularly exciting time for the Association; hence, in many ways it will be sad to pass the baton to the new President, Julie Tyger.

(editor's note: See page 22.)

I am really looking forward to seeing you at the Washington DC Conference in July. This will be a wonderful conference with a tremendous keynote speaker, Dan Siegal, who will break new ground in relating neuroscience and the Enneagram. Fred Boykin and Jack Killin, together with their local team, have worked hard to incorporate everything we have learned from the past conferences to ensure that this is the best conference, yet. For those of us who live overseas there really can't be a better time to visit the US to attend the conference and to have a holiday.

By the time the conference opens our new AET website will be launched. This will be a major asset for the Association and a good resource for us all. One of the features that will be incorporated after launch will be a search function that will allow us to search back issues of our Association journal/TALK for topics of interest.

With the launch of the website the new Association identity will be revealed. After considerable deliberation and consultation with members, we decided to shorten the Association's acronym to AET – a bit less of a mouthful for all of us. (Editor's note: See new AET logo on page 23.) The new website will use the new logo and identity that has been developed by Evangeline Welch. This borrows from the

Enneagram Worldwide identity but is clearly *separate* from it.



I am pleased to be able to announce that Russell Burck is currently working on a Code of Ethics for the Association and this will

be ready to present to members in Washington DC. Over the last two years we have more than doubled the membership numbers and I am pleased to say that the level of membership remains fairly consistent. There are opportunities for growing membership and I am sure this is something the new President will explore.

The financial position of the Association remains in good health. Many of you have seen the full set of management figures in the last issue of TALK.

When I took over as President, I said that I wanted to improve the administration systems, increase membership and strengthen the financial position of the organisation. Much of what I have set out to do has been achieved by the efforts of those who have worked as Board members on your behalf. I wish to thank them all for their great contribution. John Anderson retires as Treasurer. John brought his considerable experience to the role and, as a result, our financial administration and reporting systems have been fundamentally changed over the past two years. I would like to thank him personally for his contribution as Treasurer and wish him the best for his sabbatical from July. Henk Eggink has managed the website and brought a strong European presence to the Board. I will miss working with Henk and he, too, retires this year. My

special thanks go to Charlotte Ormond, who stepped into the role of managing the Friends of the AET and has done a tremendous job managing scholarship applications as well as generating income for the scholarships. My thanks also to Tanja van Hengel, as Secretary she has kept us firmly on track. Fred and Jack have been doing a wonderful job of planning the DC Conference and I am looking forward to seeing them there to thank them personally for all that they and their team have done. Finally, my thanks go to David, who joins us as an advisor from time to time. He has been a wonderful source of ideas, energy and enthusiasm.

I have also been indebted to four people who do not normally get a mention. The first is James Shore, who provides our basic financial administration and will continue in this paid role after John retires. The next is Gretchen Marks, who handles our administration for us and finally, Lynne and Sandy, our outstanding editors of TALK (Thank you for being so understanding when I consistently pushed you to bring TALK out on time and was also so often the reason for its delay).

It is time for Julie Tyger and her new Board to take the Association on to the next level and the next stage of its development. I am sure they will do a great job.

Paul Cowan
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REACHING NEW ENNEAGRAM AUDIENCES THROUGH THE INTERNET

Continued from page one

education and training. We are currently developing an online training program with Enneagram Explorations.

Katherine Chernick-Fauvre: So, in the very near future, online Enneagram courses and certifications will be commonplace.

TALK: *How did it all begin?*

David Fauvre: In 1997 we launched our site, Enneagram Explorations at www.enneagram.net. We began by introducing "Enneachat," an online live chat about the Enneagram, featuring published Enneagram authors. It was immediately successful.

Katherine Chernick-Fauvre: It was an opportunity for people all over the country to participate in a live chat with respected Enneagram Teachers.

Shortly after we began these chats, Helen shared with us that she was concerned that putting the Enneagram on the Internet might hurt its legitimacy. We reassured her that to the contrary, we believed the Internet would become the hub of Enneagram communication. Within a short time the Internet exploded and David began creating sites for other Enneagram teachers, as well. Eventually, everyone recognized that having a website was as important as having a business card.

David Fauvre: A few years later, when Helen and David decided to create a website, I received a call from David asking me how we had managed to achieve so much traffic and high site rankings! This was due to many factors. I shared with him some of my trade secrets and the rest is history. Now all of us either have, or would like to have, a website. Katherine and I strongly support the importance of having Internet visibility for credibility.

TALK: *Did you do a lot of research to find viable outlets for teaching the Enneagram on the Internet? What did you look for? Did one thing lead to another?*

Katherine Chernick-Fauvre: I defer to David, as he is the one who did all of the research and knows the technology

David Fauvre: I was lucky, as I worked for Microsoft, leading a team of web designers in the late 90s. This gave me a big advantage in understanding the technology and best practices. I think the one thing we did correctly very early on was learning about search optimizing. I researched this, extensively, and believe that understanding how sites are ranked is critical for anyone starting a website. You can build the best site ever but, if no one knows it's there, it doesn't help your business. Getting a top site ranking is essential for success.

Also, it is critical to set up your site so you entice visitors to give you their email address. I can't emphasize this point enough. After a few years of collecting email addresses, we went from hand mailing out thousands of flyers for our workshops which took days and cost a lot of money to sending out thousands of workshop announcements for free. So start building an email list, as it is invaluable in building your business.

Katherine Chernick-Fauvre: You can get started by using the IEA's e-mail list.

David Fauvre: As I have mentioned, my background is in the Internet. Katherine on the other hand has an extensive background in design. So, when we first started designing our sites, she would oversee the design aspect and I would oversee the technical and marketing aspects. This continues to this day.

As you might imagine, we have had our share of Four/Eight arguments. As a Point Four, I am hyper sensitive to criticism, and, as a Point Eight, Katherine always has strong opinions. Like any Four, I do not like my design work critiqued and, as an Eight, she always wants to simplify and protect. In the beginning, because Katherine was a genius at design, I learned a lot from her. Later, I used what I learned from her, when working with start-ups. I was able to know just how to interview, when hiring Internet design firms, based on what I had learned from Katherine. As Katherine would say, I

am very biased but what I am saying is still true.

Katherine Chernick-Fauvre: He is very biased and, as an Eight, I do have strong opinions ;). I also believe that it is important to simplify, whenever possible.

David Fauvre: So, this brings me to another point. Find a partner or find the resources you need. Do not expect yourself to be an expert at everything. Running a consulting business is a full time job. Even with two people, the work and demands are endless. Doing it all on your own is too tough for most folks. There is just too much to do from developing and marketing to the actual teaching.

TALK: *We understand your connection with Match.com was made through an affiliate. What led you to them? What were their requirements?*

David Fauvre: Yes, we applied to be an affiliate, to sell and market Match.com through our site and e-mail list. Quite frankly, it is too early to tell how successful it will be. I guess there are not that many Enneagram folks looking for a date! The idea of affiliate marketing, however, is really important. It is never too early to establish your market share. As the Internet continues to grow, joining forces with other sites to cross sell or promote one another is critical.

As a Four and an Eight, Katherine and I naturally think outside the box. An important factor in our success is that we are open to new things. We never stop learning and are never afraid to try different ideas. This means we might make mistakes, but we continue to learn and, then, always modify. So, when marketing a new product, be prepared that you might fail.

Katherine Chernick-Fauvre: Just as with any other endeavor, your success will come from learning what does and doesn't work.

David Fauvre: For example, we have redone our website from the ground up at least three times, just to reposition ourselves and learn from past mistakes.

We are in an amazing time where Internet technology has leveled the playing field between small and large businesses. So, at the end of the day, the marketing is what determines how visible your business is. The name of the game is getting your service to market. The issue is letting people know what you are offering. Getting email addresses and getting permission to market to these addresses can make a substantial difference.

So, remember, it's a marketing problem, not a content problem, and the traditional marketing methods of print publishing are too expensive, too crowded and too slow for small marketers. So become an expert in online marketing, your time will be well invested.

TALK: *Was there competition?? A contract?? Expenses?*

David Fauvre: We had to apply and were accepted. I assume we were accepted because Match.com interviewed Katherine in the late '90s. It was inexpensive to set up, as we do all our own ad design and copywriting. You can look online for affiliate programs like Clickbank.com. You can also Google "Affiliate programs."

TALK: *How do the Enneagram Typing interviews work? Are there follow-ups?*

David Fauvre: Katherine and I both give typing interview sessions in our corporate work. In addition to corporate work, Katherine has a private practice and gives two hour and three hour typing interview and coaching sessions. Her clients have included CEOs of fortune 500 companies, families, couples and individuals. Her innovative approach uses the advanced application of the Enneagram, masterfully integrated with helpful techniques from many of the pioneers in the field of personal empowerment and self-transformation. She helps individuals identify not only their Enneagram Type and Instinctual Subtype, but also their core triggers and individual process. Katherine conducts these sessions in person, as well as on the phone. Most clients follow up with further sessions.

Katherine Chernick-Fauvre: As with most of you, I find that it is intriguing

***So, at the end
of the day,
the marketing
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for people to discover their Enneagram Type and Instinctual Subtype. However, I find that it is even more intriguing to discover the predictable ways in which each type will enjoy and conflict with the other Types.

Outlining the features and benefits of the sessions increases interest in the sessions. Delivering more than is expected, increases the probability of follow up sessions and ongoing coaching clients.

TALK: *What are the On-line tests? Questionnaires?*

David Fauvre: We offer three tests: The Enneastyle Questionnaire, the Enneagram Typing Test and the Instinctual Subtypes Test. Katherine developed the Enneastyle Questionnaire in 1995. It was based on her early research. After over a decade of research we put her questionnaire online. The test taker fills in answers to her questions and then the answers are emailed to Katherine. She then personally compares the test takers answers to over 5000 other respondents. She has amazing pattern recognition abilities and has found word clusters that are only used by each Enneagram Type. From her research we have developed a lexicon for each type.

Katherine Chernick-Fauvre: The Enneacards Type Test is now both online and in card form. It is a set of 18 Enneacards. Each Enneagram Type is represented twice. The words on each card are taken from my early Enneastyle research and reflect how each Enneagram Type describes him/herself. This test is quick, easy, fun and highly accurate. We have given it to thousands of people and studied their response. We continue to alter the test to increase accuracy and capture the wily Sixes and Nines.

David Fauvre: The Instinctual Subtype Test is a series of questions based on Katherine's research, as well. It is a multiple-choice test.

Katherine Chernick-Fauvre: The Enneacards Type Test has been our best seller. In our first year we sold over 700 sets of the cards, alone, and hundreds of online tests. The benefit of this is it is passive income. This is how the Internet

can create income no other medium can offer. It allows someone who doesn't know the Enneagram, at all, to begin the typing process, as well as type his or her friends, family or co-workers.

David Fauvre: The test only takes a few minutes and was designed to look like a child's game. Many Enneagram tests are intimidating and long. I am quite proud we designed a testing instrument that is based on highly sophisticated research, yet is offered in a simple and fun manner.

One of the most interesting discoveries, when testing the tests accuracy, was the key was not just having the words each type uses to describe themselves, but, also, the words that would not appeal to the other eight types. This is how we succeeded in increasing the tests accuracy.

Katherine Chernick-Fauvre: For example, most sexual subtypes liked the Four cards. When we changed the word dramatic to melodramatic on one of the Four cards, it didn't faze the Fours, but deterred many of the sexual Sevens and Nines.

David Fauvre: Here is a funny story that is so typical of Fours and Eights. When I had finished working with a programmer for months to get the Enneacards Enneagram Test online on our site, Katherine took one look at it and said, this is great, but if you had arranged it this way, it would score better.

As a Four who doesn't like to be shown that my work could be better or is less than perfect, I thought, what arrogance! So I told Katherine her suggestion could actually make the test less accurate and I had just spent months doing the programming and wasn't about to do it again.

Katherine Chernick-Fauvre: David is incredibly talented and creative. I also understood and appreciated the Herculean effort it took for David and the programmer to even bring the online test into existence. Whenever I am working on a project, I always focus on keeping things simple and effective. All of my research has been based on the Eight logic and language of "simple

truths." In this case I felt a test that is easier is more likely to be used.

David Fauvre: We both had good points, so I laid down a challenge. I printed out the online test and cut it up into cards and said to Katherine, "Go prove your new method works and is more accurate and I will consider redoing all the programming." Many of you have seen Katherine's collages of the nine Enneagram types and the three Instinctual Subtypes.

Katherine Chernick-Fauvre: I had used 4X6 versions of these collages, when working one on one with clients, so, felt I had a pretty good idea of what others would find to be easy. So, I accepted the challenge.

David Fauvre: You have to be careful when you challenge an Eight, because they will take you at your word and then have the moxy to both test and prove their point. As most of you know, Eights don't make suggestions, unless they believe in them. What was I thinking? So, Katherine in her own Eight way went out and tested the new version of the online test, using these cut up printed cards and, sure enough, her new way of doing it worked much better.

I was focused on the online test and she was focused on the actual cards. The best part of our joint efforts was a new product. Everyone Katherine tested the new method with wanted a set of the Enneagram cards! So we changed both the online test and started printing up the Enneacards Test. The cards have become our best selling product.

Katherine Chernick-Fauvre: The moral of the story is that conflict can yield some great results.

TALK: *Do you see the Internet as a continued option for teaching and incorporating the Enneagram into the mainstream consciousness?*

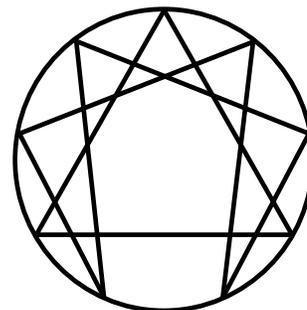
David Fauvre: The Internet with broadband penetration at over 50% is not just a continued option but will become the norm for delivering content. The reach of the Internet is global and it is growing exponentially. New Internet technology is dramatically coming down in

price and is now readily available to small business. So, it is the future market. Aside from a few best selling Enneagram books, the Internet has been the primary delivery mechanism to make people aware of the Enneagram. Because of our exposure on the Internet, major global companies have contacted us. They visited our site and then chose to inquire about hiring our services.

Katherine Chernick-Fauvre: This exposure to potential clients is due to our Internet presence. It is made possible by David's ongoing efforts on our behalf. He never stops learning about the rapidly changing world of the Internet and he always adapts our site, accordingly.

David Fauvre: So, it's not too late to put up a website. Remember to treat it like a storefront and let people know it is there through online advertising and site optimization. This is something we have specialized in doing. If you can hang in there for a few years and develop an email list, you will be well on your way to marketing your Enneagram business.

*Katherine Chernick-Fauvre
and David Fauvre
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Enneagram Explorations
at www.enneagram.net*



AETNT 2006 ANNUAL CONFERENCE, JULY 6-9, 2006

DIVERSITY AND CREATIVITY - EMBRACING THE POWER OF THE NARRATIVE TRADITION

We are pleased that you will be joining us July 6-9, 2006 for the 13th Annual Conference of the Association of Enneagram Teachers in the Narrative Tradition! The title of this year's conference is Diversity & Creativity: Embracing the Power of the Narrative Tradition. The goal of the conference is to grow our vision of teaching using the Narrative Tradition, and to expand our repertoire as Enneagram/NT teachers. We will explore novel ways of using the Narrative Tradition in teaching and in reaching out to new and diverse audiences. These new audiences include different cultures, different communities, different age groups (particularly young people), and new professions.

The local organizing committee is working hard to create a special experience that we believe you will find interesting, varied, and educational. Below you will find information about the hotel and conference venue, getting here, and the program.

REGISTRATION

The conference registration desk will open at 1:00 pm on Thursday, July 6. The opening session will start at 4pm. See below for more program information.

HOTEL AND VENUE

Crowne Plaza Washington DC-Silver Spring Hotel
8777 Georgia Avenue
Silver Spring, Maryland 20910
Tel: 1-301-589-0800 Fax: 1-301-587-4791

A multi-million dollar renovation of the Crown Plaza Washington DC has just been completed. The hotel offers many amenities, including free high-speed internet access, a fitness center, and a business center. A free shuttle is available to the nearby Silver Spring metro station. From there you can quickly reach downtown Washington DC. More information is available on the hotel website: www.ichotelsgroup.com/h/d/hi/1/en/hd/wass

We have reserved a block of rooms at significantly reduced rates:

- \$109/night plus tax for a room with a king or 2 double beds
- \$169/night plus tax for a suite

SPACE IS LIMITED AND THE SPECIAL RATE IS GUARANTEED ONLY UNTIL JUNE 6, 2006, SO PLEASE MAKE YOUR RESERVATIONS AS SOON AS POSSIBLE. Contact the hotel directly by phone at 1-301-589-0800, or by email at resssp@lodgian.com. Be sure to mention that you are attending the AETNT Conference to obtain the special rate.

AIRPORTS

Silver Spring, Maryland is a close-in suburb of Washington, DC. It is convenient to all three local airports - Reagan National (DCA), Dulles International (IAD), and Thurgood Marshall Baltimore-Washington International (BWI). Reagan National is the closest of the three; there is a Metro station at that airport and taxi or shuttle to the hotel will be less expensive and quickest from there. Airfare into and out of Dulles or BWI can be much lower, however, so you may want to check into all three to find the best overall bargain.

GROUND TRANSPORTATION TO THE HOTEL

▼ Taxi: The following information is taken from the hotel website:

- ▶ Washington Reagan National (DCA)
Distance/Time: 14 MI / 30 minutes depending on traffic
Approximate Taxi Fare: \$40.00
- ▶ Washington Dulles (IAD)
Distance/Time: 25 MI / 45 minutes driving time, depending on traffic
Approximate Taxi Fare: \$50.00
- ▶ Thurgood Marshall Baltimore/Washington International (BWI)
Distance/Time: 27 MI / 45 minutes driving time, depending on traffic
Approximate Taxi Fare: \$65.00

▼ Super Shuttle: A less expensive shared-ride (van service) alternative to taxi. Rates vary depending on airport. For more information, see the Super Shuttle website www.super-shuttle.com or call their toll-free number 1-800- 258-3826.

▼ Metro: Metro (Subway) Information

- ▶ Train Station Name: Silver Spring - Red Line
- ▶ Distance from Station to Hotel - 0.2 MI / 5 Blocks
- ▶ Complimentary Shuttle to Hotel - call hotel (301-589-0800) from the station
- ▶ Approximate Taxi Fare: \$8.00

▼ Parking Options At/Near the Hotel

- ▶ In the hotel garage - approximately \$10.00 per day
- ▶ There is also daytime parking in nearby public garages and lots - \$.50 per hour

ABOUT DOWNTOWN SILVER SPRING

The hotel is 2 short blocks from downtown Silver Spring, a newly revitalized urban district located in the heart of this close-in suburb of Washington DC. Downtown Silver Spring offers an eclectic mix of dining, shopping, and entertainment. Check out www.downtownsilverspring.com for more information. Cinema buffs won't want to miss the American Film Institute's Silver Theater and Cultural Center. This state-of-the-art exhibition, education and cultural center is anchored

by the restoration of the historic 1938 Silver Theatre. It is dedicated to artists, educators, and audiences everywhere, and presents the richness of the world's cinema.

THE CONFERENCE PROGRAM

Here is a tentative schedule of events. Please note that times are approximate and still subject to change.

Thursday, July 6th

- 1:00 pm – 4:00 pm Registration
4:00 pm – 5:00 pm Welcome
Meditation/Centering Practice
5:00 pm – 7:00 pm Dinner (on your own)
7:00 pm – 9:00 pm The History of the narrative Tradition – a panel featuring Helen Palmer and other narrative tradition “pioneers”
9:00 pm – 11:00 pm Reception - Cash Bar

Friday, July 7th

- 7:00 am – 8:00 am Yoga/meditation
9:00 am – 12:00 pm Keynote Presentation by Dr. Daniel Siegel: “Interpersonal Neurobiology”
12:00 pm – 1:30 pm Lunch (included in registration)
1:30 pm – 5:30 pm Further with Dan Siegel
Evening Free

Saturday, July 8th

- 7:00 am – 8:00 am Yoga/meditation
9:00 am – 12:00 pm Subtype Workshop - Terry Saracino & Peter O’Hanrahan
12:00 pm – 1:30 pm Lunch (included in registration)
1:30 pm – 3:30 pm AETNT Member Workshops
3:45 pm – 5:45 pm AETNT Member Workshops
5:45 pm – 7:30 pm Break
7:00 pm – 10:00 pm BANQUET, Entertainment

Sunday, July 9th

- 7:00 am – 8:00 am Yoga/meditation
9:00 am – 12:00pm The Steps of Human Development for the Nine Types David Daniels, Terry Saracino, Paul Marko & a panel of young adults
12:00 pm – 1:00 pm AETNT Business meeting

QUESTIONS, NEED OTHER INFORMATION?

Please contact us by phone at 1-202-487-5872, or by email at aetnt2006@aol.com.

Once again, on behalf of the entire Washington, DC area organizing committee we extend our thanks to you for registering.

Conference Content

We want to share with you some additional exciting information about the annual AETNT Conference in July.

Our keynote speaker will actually be presenting an extraordinary full-day workshop. Dr. Daniel J. Siegel is a renowned scientist, educator, and author of the highly acclaimed “Parenting From the Inside Out”, and “The Developing Mind”. About the workshop, Dan says “In this intensive and interactive immer-

sion in the field of “interpersonal neurobiology”, we will dive deeply into how brain, mind, and relationships mutually influence each other's emergence over the lifespan. Bringing together current scientific knowledge about neurobiology, attachment, family function, and temperament, we'll explore the fascinating process in which neural patterns in the brain can shape interpersonal interactions, and the ways in which life experience actually influences the physical development of the brain. The patterns of perception and neural processing that emerge as adaptations to experience and innate temperament form the foundation for “personality”, and can be seen as a window into the mechanisms beneath the Enneagram descriptions of type”. Using a view from narrative science, we will also examine how the life stories that we create in this process and which are primarily linguistic in nature, relate to the more non-verbal realms of internal subjective sensations and interpersonal communication.”

Dan's work is truly at the cutting-edge of modern science and its interface with the ancient wisdom of the Enneagram. David Daniels referred to Dan in his recent letter as “...the world's leading authority in bringing together the science of interpersonal neurobiology, attachment theory and childhood psychological development, and the Enneagram”. He added this: “I can assure you that you will find your time with him exciting, stimulating, nurturing, and groundbreaking.” To learn more about Dan, go to his website at www.drdsiegel.com.

On Saturday afternoon, the conference will also feature several workshops presented by members of the Association. Conference participants will choose one of two tracks:

1. One track will feature two interactive workshops, each lasting two hours.

▼ “Cross Cultural Experiences Using the Narrative Tradition Methods - Enneagram Thailand”, led by Joan Ryan, will present a portrait of the work she and her colleagues have done in Thailand, initiate an ongoing discussion on cross cultural examples of type and predominant type overlay of culture, and provide a forum for discussion of similar experiences of other members in other countries.

▼ “Looking at Defense Mechanisms Through the Lens of Attachment Theory”, led by Kristin Arthur, will explore how defense mechanisms both serve and hamper our establishing, monitoring and repairing attachment bonds.

2. An experiential track will run through the afternoon and will feature a workshop entitled “The Enneagram and Focusing: A Synergy of Two Processes to Enhance Personal Growth”. Focusing is a process that facilitates the development of greater body wisdom. Ian Yeomans will lead participants through exercises that bring together type-specific “Focusing” practices and Enneagram awareness to enhance personal growth.

There will be networking opportunities!

Best regards,

Fred Boykin and Jack Killen
Co-Chairs, 13th Annual AETNT Conference

**13th Annual Conference of the Association of Enneagram Teachers
in the Narrative Tradition**

Diversity and Creativity: Embracing the Power of the Narrative Tradition

July 6 – July 9, 2006

Washington, DC- Silver Spring Crowne Plaza

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Spouse/Partner: Name: _____

Type/Subtype _____

Registration Fee for Members

Please check the box that apply:

Includes workshops, coffee, tea and snacks.

\$345.00 if postmarked by May 31, 2006. \$395.00 if postmarked after May 31, 2006.

If available, on-site member registration fee will be \$415.00 (July 6-July 9, 2006)

Registration Fee for Spouses, Partners, and Qualified Non-AETNT Members

(Qualified non-members have attended at least one week of EPTP. Registration fees includes AETNT membership.)

\$405.00 if postmarked by May 31, 2006. \$460.00 if postmarked after May 31, 2006.

Total Amount enclosed: _____

Mail registration form and payment to:

AETNT Administration Office ▲ PO Box 68 ▲ Topsfield, MA 019983 USA

Please make check payable to AETNT Email: aetnt@juno.com Check No. _____ Amount \$ _____

Credit Card: VISA MasterCard Expiration Date: _____ / _____ Amount: \$ _____

Card No. _____ Name on Card: _____

Last three digits from the signature space on the back of the card (for security/antifraud): _____

Name/Billing address for Credit Card if different from application:

You will receive a confirmation of receipt of your registration by email.

Cancellation Policy: Refund of the conference registration fee, minus a \$50 processing fee, is allowed if cancellation is received by June 21, 2006. Cancellations after that date are non-refundable. You may also send a substitute in your place at no additional charge.

Please Note: Room reservations must be made directly with the Washington, DC-Silver Spring Crowne Plaza. Book early (definitely before June 6) to ensure room availability and the specially-negotiated rate: One King or Two Double Beds - \$109/night Suite \$169/night

Contact the Washington, DC-Silver Spring Crowne Plaza Phone: 1-301-589-0800 ▲ email: resssp@lodgian.com

TEACHING AND MARKETING THE ENNEAGRAM - THE VOICE OF OUR MEMBERS

So, how's it going out there? Are you still teaching the Enneagram in your living rooms on a sliding scale or for free? Are you using your diploma for impressing your friends or less? These are noble endeavors but, perhaps, it is time to take a step up. We know some of our teachers are out there, changing lives, because we hear about them, receive their newsletters, get invited to their workshops and sit on their panels. What's happening with the rest of you?

Although the Enneagram is a remarkable tool, it is still new and flying under the mainstream radar. Like most diplomas, if you add \$2.50, you can get a latte. Getting started is, well, tough, isn't it? I suspect our seasoned success stories might agree with that. Even if you are a crazed self-starter, or were smart/fortunate enough to have teamed up with a teaching partner, beginning a business is work. There's organizing, finding clients/students, juggling that day job to see you through the desired transition, organizing, getting a business license, networking, creating lesson plans, finding panelists and, did I mention organizing? I, still, maintain the best time I had, starting our Enneagram business, was shopping for supplies at the stationery store.

As anyone who has, actually, started an Enneagram business will tell you, the fuel that propelled him/her through the start-up process was enthusiasm. Next to breathing, enthusiasm is the secret to life. So, whom do you want to reach? How important is your message? In what venue does your easy chair reside?

Even though I have been labeled as a rebel (go figure!), I find that institutions turn me on. So, I am looking into local Junior colleges, community sponsored adult night courses, my HMO self-improvement classes, et cetera. But, somewhat recently, something else has gotten my attention.

If you watch television, you might have noticed ads for Match.com, offering a

"personality profile" with their service. After very little digging I discovered that some of these profiles were Enneagram typings. "What a brilliant idea!" I thought. My first response, being a self-preservation sub-type, was to apply it to my own world. I contacted a matchmaker in my hometown and approached her with this idea. I met with the desired interest.

As I began floating up into my head, I wondered, "Who broke into this market?" I discovered that two of our own members, David Fauvre and Katherine Chernick-Fauvre, were riding this cutting edge, bordering on the mainstream, application of the Enneagram, through Internet affiliates. Hence, our lead article. We decided to find out how other members are teaching and marketing the Enneagram. Since Ray Rachkowski's article in the February/2006 issue of TALK about the senior and church markets roused so much interest from our members, perhaps an update on others' activities will be of interest.

Lynne Celeste González
SanLynCent@aol.com

San Francisco, CA - USA

I have just launched my own company, Solution Points, through which I am a coach, consultant, and mediator using the Enneagram to help, individuals, relationships, groups, and organizations achieve their potential and resolve conflicts. I am upgrading my website and hope to relaunch by the end of May.

Matt Aherns - Point Nine
http://www.solutionpoint.net
matt@solutionpoints.net

Oak Park, Illinois - USA

My Enneagram takes 4 forms:

1) Along with Joan Ryan, I support the work of Thai students and the Thai Enneagram Association that we helped get going. I again return to Thailand in December to lead a workshop and retreat, plus consult on various matters.

2) Merri Monks & I lead an on-going class in Oak Park, IL, where we both



live. A strong group has developed and so we keep the Narrative tradition going in these parts.

3) Slowly, my exploration of the interactions between

Meditation & Enneagram grows. I've been giving workshops in USA & Ireland, plus a seven-day retreat. Knowledge of how the types struggle & thrive in meditation is growing.

4) At Liberation Park, Enneagram is applied informally in all the teaching & counseling I do. We are on track for moving to the woods to develop a rural practice community, primarily Buddhist but with Enneagram influences.

Our marketing is by word of mouth. Our hands are full, as it is, so we just let those who appreciate our work pass on their appreciation to others.

In Dhamma,

Santikaro Bhikkhu - PointOne
santi@liberationpark.org
www.liberationpark.org

Mill Valley, California - USA

Menlo Park, California - USA

Jane Tight and Joni Harris Minault, both graduates of EPTP and Ginger Lapid-Bogda's Advanced Enneagram and OD Program, have launched See Change Partners to bring the power of the Enneagram to their corporate clients. With more than 50 years of combined business, Enneagram and coaching experience, they are delivering results to organizations in the areas of communication, leadership, conflict resolution, and teamwork. They use a combination of coaching, training, OD and management consulting techniques.

Their clients are in diverse industries:

Wealth Management, Financial Services, Commercial Real Estate, Office Interiors, Design and Furnishings, non-profits, and Associations.

On a personal note, Jane is still living a



stone's throw from our beloved Vallombrosa. She lives a busy social Two life, giving coaching and Enneagram services to schools, students and parents in her spare time. Joni's life changed dramatically when she met and married her mate (he's a Four!) and moved to the hills above Mill Valley. She's even taken up rock climbing. Not bad for a phobic self-pres Six.

If you know any organizations that want to see change in their people and achieve higher levels of success, call Jane at 650-327-5679 or Joni 415-380-8388, or visit www.seechangepartners.com

*Joni (Harris) Minault - Point Six
jonifh@pacbell.net*

*Jane Tight - Point Two
jtight@earthlink.net*

*SeeChange Partners
www.seechangepartners.com
Communication • Collaboration •
Consulting • Coaching*

El Cerrito, CA - USA

I am currently residing in El Cerrito CA.

Peter O'Hanrahan and I are neighbors! I think it is best said that I am learning about what it means to show up in life and, of course, what it means to not show up. I am in a relationship I am



excited about with a woman who has two young boys. This is the first time I have ever been with someone longer than a year. Something is working. I am self-employed as a Home Improvement contractor. I also went back to school to study Integral Psychology at JFK University, which I really like, but I am finding that life and being mindful of myself as the true teachers. I am ever grateful for this community, for its teaching methods and it's commitment to helping people find happiness in love and work.

*Jim Tyler - Point Nine
JTYLER4801@aol.com*

Half Moon Bay, CA - USA

I use the Enneagram for personal and professional growth. I am not teaching, except to myself. I look forward to participating in more AETNT conferences in the future.

*Robin S. Myren - Point Three
rmyren1@yahoo.com*

Chillingham, Australia

Hello from Australia! I completed the certification in 2002 (at Vallombrosa) and have used the Enneagram, extensively, in organizations for many years now. I have a web site that discusses three case studies, to give prospective clients an indication of the types of success that can be achieved with the Enneagram. You may be interested in looking at them. My web site is www.hilary.com.au. This will tell you something of the processes I have used, as these vary enormously depending on each situation. I market the Enneagram to existing clients. Where I have a relationship of trust, they are happy to be guided in what next they can next do to develop. The Enneagram, of course, is a brilliant way of increasing depth and personal/leadership development.

*Hilary Langford - Point Two
mentor@hilary.com.au
www.hilary.com.au*



Portland, Oregon - USA

Dale Rhodes, MS, MA, and Cathy Hitchcock, MSW, LCSW, head up "Enneagram Portland" in Portland, Oregon teaching a variety of classes and workshops to the public, ranging from introductory to advanced. They also work with various organizations and nonprofits, tailoring classes to their specific needs.

We host a couples workshop once per year, and a Love and Relationships workshop as well. We've done many workplace events as well with great feedback (and quotes for the website). I'm keynoting the foundational training for the Jesuit Volunteers International retreat in D.C. this July. I also do a gay men's



Enneagram workshop once per year, and Cathy leads an Enneagram-focused process group for women. Lots of good stuff.

Details are on our website, which would give you an idea of both our programs and the way we market our professionally-led "community."

In addition, Dale is a mentor, spiritual director and consultant using the Enneagram. Cathy has a private practice incorporating the Enneagram, working with groups, couples and individuals.

*Cathy Hitchcock, AMSW, LCSW
Point Six cathyh@aracnet.com
www.EnneagramPortland.com*

*Dale Rhodes, MS, MA - Point Four
Mentor and Spiritual Director, Certified
Trainer of the Enneagram
dalejrhodes@aol.com
www.EnneagramPortland.com*

Portland, Oregon - USA

I do Career Development Counseling, using the Enneagram. Here's something I wrote to a colleague recently that might be of interest: "In my practice I introduce the Enneagram as a way for clients to gain insight into their habits of mind that may bias their perceptions and, also, the meanings they tend to make about their life experiences. I ask them to buy the Essential Enneagram and take to "Nine Paragraph" assessment, and to let me know what they come up with. I find that often clients first identify with one of their wings, as I did, or one of their connecting points. We also use the Enneagram to highlight their particular strengths. I like to think of strengths as parts of ourselves we sometimes overuse and that can, therefore, get us into trouble! They also represent wonderful gifts and if used consciously, can be huge contributions to the world."



Minda Redburn, MA - Point Four
minda@mindaredburn.com
LifeLong Career Options
www.lifelongcareer.com
4520 SW Water Ave. Suite 202
Portland, OR 97239

Winston-Salem, North Carolina - USA

John Anderson has just retired as CFO of Wake Forest University and is on sabbatical from July '06 to July '07. John is professor of counseling and will resume his teaching beginning fall '07. He will begin his sabbatical July '06 at the Southeast Institute of Family and Group Therapy in Chapel Hill, NC.

John's major emphasis on the Enneagram is for personal growth. He, also, uses the Enneagram in his consulting practice.



John P. Anderson - Point One
jpa@wfu.edu

Chapel Hill, North Carolina - USA

I am completing production on a two-hour feature length film. I write, direct and produce. The theme is about sixty people from everyday life who are attending a three-day script writing workshop called, "What's Your Story?" They have come to learn about film character development from a blend of personality models, in part, including the Enneagram and The Big Five Theory; and to express their emphatic belief that their real life personal experiences afford them an opportunity to perform work in a particular film craft, like being a Foley Artist or a Best Boy or a Unit Production Manager. Personality models are not named in the film, but published books and authors are generously listed in the film's credits.

In addition, I have written another feature length script about two young people who meet and fall in love, while attending the "What's Your Story?" workshop. It's a sometimes sexy and romantic comedy called "Two People, One Thought," which is also the workshop's theme, embracing the synergy between a film's audience and its filmmaker. I'll shoot "What's Your Story?" again in London. In the American version I only refer to American film characters and films, and in Europe I will refer only to European film characters and films. I never discuss any real people who are either living or dead. "Two People, One Thought" will be shot next year in the USA, and then in Denmark or London. These are Independent films and will, hopefully, be distributed and seen on Independent cable channels and at art cinemas.

I have written and I am writing Studio Budget screenplays. One, just finished, is a period piece in which Mark Twain dreams his last dream, and we experience him at historical events he never really attended. He also understands a little Freud, and the irony of the human personality, with its many ironic twists. Twain wonders why Freud does not refer to them as offensive mechanisms, or at least as necessary mechanisms of offense.

No previews or trailers are allowed. No

film can be seen before it's shown at a major film festival like Sundance. Please contact me at onexx@nc.rr.com, if you have any interest in writing or in film-making. However, all my production and post-production film crew are experienced professionals who perform their craft every day. In addition I am searching for a novelist who could partner with me in novelizing my scripts. I write a two-hour film script every three or four months. I propose that someone could write a novel developing descriptive paragraphs from a video created of landscape and interior scenes from the proposed shooting schedule. I provide the story, and the dialogue, and the final film.

Wes Van Hee - Point Eight
onexx@nc.rr.com

Berkeley, California - USA

- Focus: Enneagram and Career
- Teaching and writing

I am working primarily with the business school community, focusing on the



Enneagram, as it relates to career management. I am leveraging work with my alma mater, Yale School of

Management.

Ingrid Stabb - Point Seven
2887 College Avenue #410
Berkeley, CA 94705 (415)786-5081
ingridrdev@yahoo.com

Paradise Valley, Arizona - USA

I use my study with the Enneagram in several ways:

1. For personal growth – the best thing I have done is to attend the follow-on classes dealing with Holy Ideas at the Franciscan Renewal Center in Scottsdale with Carole Whittaker.
2. In my work as church clergy I use it in marriage counseling, teaching (limited) and personal counseling.

3. I have done 3 workshops with church staff and all have been well received.

4. I soon will be doing my second introductory workshop with my peer Christian Educators

Fellowship Convention in October.

The church I work at as Minister to Children and Families is: www.pvumc.org

I also run a Children's Summer camp- 1 week long and it is www.campnarnia.org

Rev. Andrea Address- Point Nine

Andrea@pvumc.org

Children and Family Ministries

Paradise Valley United Methodist Church

602-840-8360, ext 142

fax: 602-840-8767

Greystones, Ireland

Barry Ahern lives in Ireland and works



full time with individuals and organisations, using the Enneagram in personal development and business environments.

He has taught six of the nine

topics of Helen Palmer's "Curriculum for Type and Spiritual Freedom." An Enneagram Associate, he is also in the process of becoming a trainer for the EPTP.

Barry Ahern - Point Four

esystem@gofree.indigo.ie

www.enneagram.ie

Newton Massachusetts - USA

I am happily involved in several different projects, all of which are based firmly on my ongoing Enneagram study. I am fortunate to have several very talented teaching partners and the opportunity to work first hand the dynamics of differing type combinations. First is

my co-teaching and executive coaching practice, which I work on with my Boston business partner, Lee Finkle Estridge (we are a type Nine, type Three team). We work as Ryan & Estridge Associates (see www.ryanestridge.com) and have presented in a variety of places and formats, both public workshops and business in-ser-



vice programs. We emphasize interactive presentations and lots of class participation. We also take advantage of Lee's acting skills and artistic eye to make it all fun and interesting. In addition, we have several co-coaching projects with the management teams of growing companies, an aspect of our business we are working to expand. Our individual coaching clients include lawyers, doctors and creative professionals as well as a number of entrepreneurs. We continue to be amazed at how our Enneagram knowledge enhances our abilities as executive coaches.

My other main focus these days is in the ongoing development of Enneagram teaching and consulting in Thailand. Grounded firmly in the teaching work that my dear friend and colleague Santikaro has established in Bangkok and environs over the past years, we (a type Nine, type One team) continue to work closely with the Thai Enneagram Association and others to bring ever more sophisticated teaching and study of the Enneagram to the area. This past December saw eight days of advanced training, a Meditation Retreat led by Santikaro and two Business Enneagram workshops taught by me with some assistance from my friend Linda Ambrose (a type Nine, type Six team). My newest project will be to expand our Enneagram work within the Mahidol University, Ramathibodi Medical School, Department of Psychiatry with our colleague Dr. Tana Nilchaikovit (type Nine and type Seven team) and in a new project centered on Contemplative Education at the Mahidol University, Bangkok.

I look forward to presenting some insights from this cross-cultural work at

the AETNT conference in Washington DC in July with the hope that it will begin an ongoing discussion with others on cross-cultural experiences with the Narrative Tradition.

Joan Rosenberg Ryan,

JD - Point Nine

JoanR9@aol.com

12 Barnes Road, Newton, MA 02458

617-796-0192

Ryan and Estridge Associates

www.ryanestridge.com

Cambridge, Massachusetts -USA

You always manage to hit a resonance in me to share my internal journey with the Enneagram, which has always been an enlightening process at the least. My outward program of bringing the Enneagram to others has lapsed as family members have been ill requiring me to be more focused within the immediate family. However, there is always a joy associated with opening the experience of the Enneagram to others to seeing the world through the entire prism of existence, as well as my own. It is the breaking of the boundaries of unconscious conditioning that brings a sense of freedom to be and to develop and contribute to the society in which we live.

Thanks for bringing the message of connectedness, again.

Molly Hoagland - Point Nine

rhoagie@comcast.net

Eemnes, The Netherlands

I am teaching (and coaching with) the Enneagram in workshops and one-on-ones. I have done so for the past four years, both in private and business environments. I have done the EPTP in Germany in 1999 and 2000 and this year in the US in San Francisco. I plan to certify next August, '06. I am a Point Nine, myself, and have massively profited from the Enneagram in my life and am inspiring others with it.

In workshops I combine the Enneagram with the Core Quadrant theory, which

makes the whole thing more tangible for most people and has proven to be very useful, also, for narrowing down to concrete starting points in coaching. The Core Quadrant theory is about our core qualities, pitfalls, challenges and allergies. Each type seems to have several distinct core quadrants and these show us how our fixations, defense mechanisms and passions are expressed under different circumstances. It makes the process, which we go through 24 hours a day, more clear, and has proven results in clients' insight into themselves.

I have so far found no other successful means of marketing than being the living example, myself, for having found (and still frequently losing it again, ha ha) my key assignment in life: Right Action. My passion for this system shows in sticking to my path and to myself, and that seems to be the best way of marketing for me. It's like "leading by example," and "walking the talk." Besides that, I do have a website: www.one4all-coaching.nl (with an English version also) but most clients I get by word of mouth.



*Susan Koet - Point Nine
one4all@euronet.nl
www.one4all-coaching.nl*

Cincinnati, Ohio - USA

I'm still interviewing people frequently as I work toward my Certification which I hope to complete in January 2007 in Menlo Park. I just 'gave' my first Enneagram workshop for colleagues at my work and was asked to give two more presentations as a result of that. It was quite a challenge to prepare two hours for a group of students who know the Enneagram well and those who didn't know the word 'Enneagram'. We had a pretty lively session and now several of them want me to interview them for my Internship. So, doubt if this is the type of marketing etc of interest, but

it is keeping me busy now. In addition I work four days a week for Cancer Family Care as a therapist for cancer patients, their family members and grieving people. Facilitating grief support groups was my entry into this position and several people from them are among my interview subjects. They are all asking if we can discuss the Enneagram and it's application to the grief process.



*Kathy M. Teipen - Point Five
TeipenKM@aol.com*

Ann Arbor, Michigan - USA

Bill Schafer, Ph.D. is a clinical psychologist in private practice in Ann Arbor, Michigan, where he lives with his wife Alice Mixer. He began his training in 1970 at the University of Michigan, spending 8 years with Selma Fraiberg at the Child Development Project. For the past 30 years he has been active in the field of infant mental. A long time member of the board of directors of the Michigan Association for Infant Mental Health, he is one of its past presidents, as well as past president of the Michigan Council for Maternal and Child Health. He has taught courses in infant and toddler development at both the University of Michigan and Wayne State University. For the past fifteen years he has been deeply interested in the interface between eastern philosophy and western psychology. He devotes much of his time to retreats, courses of development and intensive training for psychotherapists and other healing professionals.

*Bill Schafer, Ph.D. - Point Six
wmschafer41@aol.com*

La Crosse, Wisconsin - USA

I certified in 1999 and have been offering intro classes in western Wisconsin in a variety of settings, the past seven years. I teach the Enneagram as a one-credit graduate class at Viterbo University and have presented to staff

and students at UW - La Crosse and the local technical school. Most of my students are teachers and fit into the predictable demographic for personal growth/spiritual work; i.e. 40 and up and overwhelmingly female. A Franciscan retreat center in La Crosse has become the de facto teaching center of the Enneagram in La Crosse where most of the staff; laypersons, as well as Franciscan sisters, know and use the Enneagram. There are now three certified Narrative Tradition teachers in the area with one more in training. A small but very steady Enneagram study group meets at the center nearly every week with attendance ranging from a small core group of a half dozen to, occasionally, as many as fifteen.



*Eric Wheeler - Point One
ejwheeler@centurytel.net*

London, UK

Paul and Rosemary Cowan are both Certified Enneagram Teachers in the Narrative Tradition. We set up the London Enneagram Centre in 2002 and run regular monthly meetings in London and Bristol. We also run Introductory Workshops; Sub-type Workshops; Couples' Weekends and teach internationally. We are both EPTP supervisors.

Rosemary Cowan

I have used the Enneagram internationally for my market research clients and presented it in an award-winning paper to the UK Market Research Society in 1999. I intend to incorporate it into my psychotherapy practice.

Paul Cowan

I use the Enneagram in my work as a Change Agent, when appropriate, introducing it to individuals and teams in organisations. I recently wrote an MSc Dissertation that examined what happens when the Enneagram is employed as an intervention. I plan to incorporate it into my psychotherapy practice for which I am currently training.

Marketing

We started our London Enneagram group after talking to a core group of Enneagram enthusiasts and teachers in South East England. We approached established organisations that run Enneagram trainings and asked them to write to their database, at our expense, to let people know about the group. We told everyone we knew or met. We put a basic website together and found a venue in central London, designating an evening (6-9 p.m.) on the last



Wednesday of the month as our regular slot, nine months a year – January-June; September-November. We always provide a proper buffet so that people can come straight from their workplace and not have to worry about eating; this also means they feel welcomed and is a good focus for informal chat at the end of the evening. We charge a minimal sum to cover the cost of the room, food etc.

The group has been the springboard for our work and we have assisted others to set up similar groups so that there are now seven in the UK.

New members are attracted by word of mouth and the website. Many have gone on to further training, including EPTP and certification.

Paul Cowan - Point Three

paulcowan@thecharterhouse.demon.co.uk

Rosemary Cowan - Point Six

rosemary.cowan@virgin.net

Website: www.enneagramuk.co.uk and www.londonenneagramcentre.co.uk

(NB: British spelling of center is like the French: centre).

Evanston, Illinois- USA

I have been personally very committed to making the Enneagram more known to the world. That is because I truly believe it is a fabulous tool for, inner

exploration, spiritual exploration or just wanting to become slightly more conscious of the world about us.

I went through the co-active coaches training in '05, thinking I would combine the Enneagram and coaching into a new business for me. In theory I have actualized this, but in practice I have not invested a lot of effort in marketing it. What I have been doing for the last year plus is offering Enneagram typing interviews to anyone interested in volunteering to let me practice on them. I spend about an hour to an hour and a half with these volunteers. In exchange for their interest I give them a copy of David Daniels Essential Enneagram as a thank you gift. What I truly like is something I call Enneagram mentoring. It is sort of a cross between psychology inner work, which was the topic of my graduate degree, and coaching using the Enneagram as the vehicle for starting the questioning process. I do have a web site www.potentia-coaching.com where people, who might be interested in exploring more in terms of coaching or the Enneagram, can start. I am hoping to do an Enneagram workshop sometime later this year.

In the meanwhile, I have been actively pursuing my own studying of the Enneagram, having gone through Jerry Wagner's Enneagram certification program, as well as recent work with Jessica Dibbs and Russ Hudson. I plan to be at the IEA conference in Chicago this summer, as I was last summer in San Francisco. My goal is to continue to use the Enneagram for my own spiritual journey, teach it in workshops to others and counsel or mentor others committed to working on becoming more consciousness of their choices in life.

Jane Erkenswick - Point One

jlerkenswick@gmail.com

www.potentia-coaching.com

New address: 1515 Monroe St C

Evanston, IL 60202

all phone numbers have not changed.

Bethesda, Maryland - USA

I am integrating the Enneagram into Waldorf schools, writing an article now and giving workshops. Waldorf schools

are spiritually based and structured as communities; people work closely together, thus, the Enneagram is very helpful. I also use the Enneagram in my personal and professional coaching practice.



Anne Wotring PhD

- Point Six

Wotring Associates

LLC

www.annewotringphd.com

a.wotring@verizon.net

Silver Spring, Maryland - USA

At present, I'm the Vice President for International Health at the Public Health Institute and have offices in Oakland CA and in Washington DC the area where I live. Work content is international health careers, leadership and management and technically I'm personally interested in disaster relief, avian influenza preparedness and adolescent reproductive health.

I am Point Nine, self-preservation. Currently, not using the Enneagram, officially, but my understanding informs my relationships and self-awareness every day. If I had a lot of money I would open a no-kill shelter for discarded pets.

Sharon Rudy - Point Nine

sharonrudy@verizon.net

Thurmont, Maryland - USA

Teaching? Since my first Enneagram Training in March 2005, I have been using this very valuable tool working at Transform, Inc, with Mary Anne Wampler and Theresa Gale, who has been teaching the Enneagram for over ten years, coaching my clients. Consulting? Yes, I am a full time Sales Development and Leadership Consultant for Transform, Inc. I work best one on one with my clients. Almost all my coaching is with the owner and their staff. In talking about teaching, I'm very grateful to have attended the Enneagram Professional Training School and worked with, in my opinion,

the best teachers in the world, Helen Palmer, David Daniels, Peter O'Hanrahan and Terry Sarcino. As a Seven, all these teachers kept me inspired, focused and motivated to earn my certification.

Personal growth? Since my first training the growth has been tremendous for me personally, and working with Mary Anne Wampler, daily, has opened my "Len's" to all the other types. My wife Marilyn attended Session IV with me, and the Enneagram has given us a much truer understanding of each other, and a tool we use in communicating and growing closer together.



Our unique way of marketing the Enneagram is through the book Mary Anne Wampler and Theresa Gale wrote, *Wake Up and Sell*. The first item on our agenda for all our coaching clients is to read the book, and to get an understanding of the Enneagram.

Here is a testimonial I just received today.

Sandy, owner of ReMax Results in Frederick, MD

"Since working with Wally Olson of Transform as my coach I have found that I have become more aware of my inner strengths and most importantly my weaknesses and blind spots. It has been very beneficial as the broker of a growing company to have someone outside of the office be a advisor and consultant about growing my business and balancing my life. As a (7) I have learned to recognize that I need to slow down my thoughts and "stop and smell the roses," which ultimately has helped me be more focused and productive during my work hours. I would highly recommend Wally and the Transform Inc for anyone who wants to increase their productivity and life balance."

*Wally Olson - Point Seven
Sales & Leadership Development Expert
Transform, Inc.
Direct 240-446-8411*

*wolson@TransformInc.com
www.TransformInc.com*

Bristol, UK

I am hoping to become certified next month at the Bristol EPTP, being led by Peter and Terry. In anticipation, I have started to set up a consultancy that will use the Enneagram as its main 'tool of intervention' to help individuals and teams develop. I will be using the tag line 'unlocking the potential of people and teams' and my business will be called Emergence UK.

In terms of process, I honed my presentational skills at a number of team days at my last employer (a nationwide banking group) so that I have an engaging story to tell. I'm fortunate in having seen at close hand Paul and Rosemary Cowan's work in this field, as well as receiving their guidance and friendship. The next stage is taking the Enneagram into work situations where there is perhaps disharmony or to help newly forming teams. This is relatively unexplored territory, but for a self-pres Seven, should create exciting opportunities (oh dear, not really a growth strategy I guess!). Hopefully, I'll be able to stick with it if things get difficult, boring or requires more commitment from me than I had anticipated at the outset.

As part of the setting up and preparation process, I have penned an article for *Mature Times* newspaper (yet to be published) and have created an 'Enneagram credentials' presentation, designed to whet the appetite of anyone who runs a team but hasn't heard of the Enneagram. It's great when people say "Enneagram, what's that?" I have no trouble selling in the benefits; all I need now is some paying clients so I can share the 'breadwinner' role with my self-pres Nine wife, Gillian.

I'm viewing this whole experience as part of my personal growth programme



on a number of levels:

1. Working for myself, after being 'institutionalised' at the bank for the last 29 years, will need me to really commit.
2. Sticking with it when it gets tough. There will be some difficult teams, managers, people out there who will be paying for my services!
3. Having no salary for the first time since 1977 is sorely testing my self-preservationism (I keep recalling that someone once said "security isn't having money, it's knowing that you can do without it").
4. Building in time to get centred, but not 'timetabling' it.

I look forward to next month's EPTP when Terry and Peter will no doubt challenge, in a nice way, my personal strategy for growth.

*Andrew Fawkes - Point Seven
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www.drewmagna.com*

(editors note: Read the review on Andrew's music, page 26, in this issue!)

Laurel, Maryland- USA

We have been doing Enneagram training in the workplace for over ten years, now. We are consultants and so our focus is not on doing Enneagram work but on assisting clients achieve specific goals for their business. The Enneagram is one tool we use to assist our clients - the most powerful tool from our perspective. When we begin working with an organization, we assess the business and almost always recommend a 'communication' or leadership program that introduces the Enneagram into the organization. Because Mary Anne's background is in sales, we often start working with an account because a company's sales are down or they want to grow their business or the business owner doesn't know how to motivate or manage sales people. The key for us is during the assessment phase we look for evidence that the leadership engages in personal growth and development and supports and invests in this work for employees. If we see this, we know it is a good 'fit' for us.

We wrote the book, *Wake Up and Sell*, which has added a level of credibility when speaking with prospects. It is an easy read and serves as a workbook for sales people to discover and work with their Style. We use the book as 'pre-work' before a program. We also have 2-4 hour programs developed to present to groups of people and often do these programs as a 'test' before a company hires us.

We remain humbled by the incredible and courageous work we witness with our clients and their organizations. To see the dramatic shifts that occur in people and organizations is so exciting and to know we have contributed to creating a better workplace and helped individuals find greater professional and more importantly, personal satisfaction is rewarding and personally fulfilling for us.

Feel free to visit our website at www.transforminc.com

Theresa Gale - Point Nine
tgale@transforminc.com

Mary Anne Wampler- Point Six
mawampler@transforminc.com

Transform, Inc. www.transforminc.com

Blacksburg, Virginia- USA



I am working on my Ph.D. in Marriage and Family Therapy in the Human

Development department of Virginia Tech University. I have just passed (!) my comprehensive exams, and finished my course work and clinical hours. Now I am ready to start working on my dissertation. I haven't decided on a topic yet, but I deeply hope I will be able to integrate my Enneagram studies with my MFT work. I have become very interested in looking at the Enneagram defense mechanisms using the lens of

Attachment Theory. Through this lens, the defense mechanisms look, to me, like attachment mechanisms. I am going to be presenting a workshop on this subject at the AETNT meeting in Washington DC. this summer. That's me in a nutshell!

Kristin Arthur - Point Six
kbedow@vt.edu

La Crosse, Wisconsin

I teach, occasionally, and enjoy helping people find their type. I have used the Enneagram in pastoral care, but mostly for personal growth.



Susan Whiteman - Point Six
susabeth@centurytel.net

(editor's note: See Susan's article on Pastoral Care in the May/2005 issue of TALK)

Schoonhoven, Netherlands

What I do as a psychologist (also with the Enneagram) you can read on my website: www.pig-net.nl. You can also mention this wherever you want. Most of the time I use the Enneagram in consulting, teaching or for personal growth of myself and others. In July I will be a member of the new Dutch board of the Enneagram, the ESN. This is not yet on my website, but will be there soon.

Tanja van Hengel-Schouten - Point Eight
t.hengel@planet.nl
www.pig-net.nl



Denver, Colorado - USA

Regarding our teaching, we did teach a one-day course to the second year students in a Benedictine Spiritual Formation program and a two-day course for the first year students in their program. With their strong interest in learning the Enneagram and an equally

strong interest in spiritual and personal growth, they were a wonderful group to work with. We were able to get outstanding panelists from the Denver community and received very positive, heart-warming feedback from both classes. In addition, we taught a one-day course to "the general public" and again were blessed to have wonderful panelists to "co-teach" with us.

Karen just finished leading a Women's Retreat for the women at our church this past weekend and is very busy this week working on a "Health Fair" sponsored by one of our local TV stations.

In addition to doing one all-day Enneagram panel workshop at our church every year since 2001, we have taught the Enneagram to the Rocky Mountain Association for Psychological Type and used it as the basis for a number of all-day staff retreats for small businesses and nonprofits. We also use the Enneagram with almost all of our coaching and therapy clients.



retreats for small businesses and nonprofits. We also use the Enneagram with almost all of our coaching and therapy clients.

Frank R. Timmons, Ph.D., P.C./Point Six

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Karen J. Timmons, PsyD - Point Nine
Certified HI Executive and Life Coach
Licensed Psychologist
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http://www.mountaintopcoaching.com

Kensington, CA - USA

I have only been using Enneagram tools in my personal life and not for any professional or teaching purposes. I am a Point One who married a Point Six, last June.

I did facilitate a mini-workshop with my men's group on type and superego last Fall. Plus I joined the IEA board in

January as their Membership Chairman. Mostly I'm trying to stay mentally, physically and spiritually healthy.

*Knute Fisher,
PhD - Point
One*



KAFOrganizations@cs.com

Mooresville, North Carolina - USA

The October AETNT week near Asheville, NC was personally inspiring and professionally powerful, as I continue a midlife/midcareer transition from the corporate communications/journalism world to human growth and development. As a Registered Yoga Teacher for the past four years, I have been incorporating many of the AETNT concepts in my work with students; the focus on breath and self-observing is especially useful. The Enneagram training helped finalize my decision to earn licensure as a psychotherapist with the hope of integrating Counseling skills, Yoga and such excellent tools as the Enneagram in work with adults on individuation. This fall I begin work on the Masters in Counseling Psychology, specializing in Depth Psychology, at Pacifica Graduate Institute near Santa Barbara. I continue my work as a Yoga teacher while in the 2-year program, and after that would like to complete the remainder of the AETNT program from associate to certification level.

Many thanks for this excellent program.

*Tish Signet - Point Four
tishsignet@adelphia.net*

*118 Wisteria Lane Mooresville, NC 28117
704.577.0006*

Sunnyvale, California - USA

With the closing of Foundation for Global Community at the end of June, our Enneagram Team, consisting of four certified teachers (Liz Holdship, Samantha Schoenfeld, Natasha Vaynshteyn, and me) has joined with

several other active and viable teams to form a new non-profit called Conexions. We're quite excited about our new venture. Together we'll be leasing classroom and office space at another location in Palo Alto. Our team will continue to offer quite a comprehensive range of Enneagram courses to the public, from our annual 10-week Basic, to point groups, enrichment classes, offerings on business applications, a weekend on spirituality, and workshops with guest presenters. Our new developing website is www.conexions.org Stay tuned, and we appreciate everyone's support.

*Jane Kroll- Point Two
jkroll@igc.org
www.conexions.org*

London, UK

My client base = communications agencies and voluntary organisations

I only mentor clients who are prepared to work with the Enneagram

With all clients I offer an experiential introduction to the Enneagram day, starting with self identification using David's paragraphs and working in an open circle. This is frequently followed by individual one-to-one sessions to check for understanding and comfort

Then the options include

- small team building sessions focusing on resources in the team and how to use them best
- subtype taster - entirely experiential
- job share support
- telephone problem solving with clients who are Enneagram literate

Recently I have worked with a direct marketing agency and one of their clients, bringing the two halves together, using the Enneagram and covering most of the above.

In January, I led a panel of people from inside my oldest-in-time client (a man

and a woman from each space, including two of the three owners, two heads of departments, four senior group managers plus, of necessity, an imported 4!). The audience was enthralled and next morning the whole office hummed! This event was filmed as an internal resource for the agency to use with newcomers.

The fact that restricted budgets continue into a fifth year to cover Enneagram work speaks for itself.

Josephine Seccombe - Point One

jsecco@globalnet.co.uk

www.enneagramfacilitators.co.uk

- Ann Binnie is the other half of this website.

Grass Valley, California - USA

I am still teaching the Enneagram although I'm cutting back on my schedule to focus on personal growth more, right now. The Enneagram is still a major tool of my personal growth.

Marion Gilbert and I started the Yuba River Enneagram Community to better serve the Grass Valley, Nevada City area. We have a web site: www.YubaRiverEnneagram.net and a schedule of classes for the year. I have been teaching beginning and intermediate classes. Peter O'Hanrahan comes to teach advanced classes. Peter and I have put on a panel workshop annually for the last four years. Peter and Marion teach workshops and retreats that focus on a somatics approach called "Embodying the Enneagram." We have a wonderful, ever expanding group of enthusiastic students and a real sense of community, focused around the Enneagram.



As for marketing: We offer a 20% discount to the small group of supporters who help us by putting up flyers and spreading the word on our classes. We offer \$10 off to anyone who brings a (paying) friend to a class. Marion and I have been interviewed on the radio and

also been part of well attended public presentations on the Enneagram. We are also networking with teachers in nearby cities. We are always looking for new ways to market the Enneagram our classes.

*Nancy C. Anderson - Point Five
ntowhee@yahoo.com
www.YubaRiverEnneagram.net*

Menlo Park, California - USA

After many years of training in dance and then the somatic approach (body-oriented education and psychology), in 1979, I met the Enneagram. It showed me, on a more intellectual level, how differently different personality types related to life in the mind, and inspired me to see if each type had its own particular somatic signature. The answer was yes. That insight led me to develop a method for teaching these various armoring styles to my Enneagram associates, and the Enneagram to my somatic colleagues, that continues to this day.

Recently it occurred to me that I could include another of my passions, the history of art in painting, to my synthesis. I saw how many of the great European masterpieces made visible my basic thesis for a healthy and fulfilling life: When we allow the body to be open, relaxed and naturally aligned with gravity, the essence states the Enneagram system so brilliantly describes become far more accessible.



What a thrill and a pleasure to see in the magnificent images of ages past, both the healthy and fixated states described in the Enneagram work, and then, to create a slide show presentation to support my Somatic Approach to the Enneagram classes.

You can learn more about me and my approach at my website. Or feel free to call me at 650-854-1028.

*Johanna Putnoi - Point Four
jputnoi@pacbell.net
www.sensesopen.com*

Asheville, North Carolina - USA

The Enneagram, as a guide in deepening self-awareness, seems to be calling to folks in Asheville, NC and throughout western North Carolina—and people are responding. Whether I offer a basic weekend workshop, a ten-week book discussion group, or Wednesday evening Enneagram panels on relationship, the room is full. Recently, the University of North Carolina in Asheville invited me to lead a 1 1/2 day workshop for Boomers in Transition using the Enneagram. Participants were fascinated by the inner resources the Enneagram revealed. They requested a follow up workshop to go deeper.

In addition to classes and workshops, I have coupled the Enneagram with my theological education and offer spiritual companioning and Enneagram consultations for individuals and some couples. Believing the foundational question for the spiritual journey to be “Who am I?” I can’t imagine having a rich spiritual life without the Enneagram!

My hope is to offer a small group series this fall that focuses on the Holy Ideas, Holy Virtues and spiritual renewal and weaves body awareness into the process.



Recently Helen Palmer led a two-day workshop on subtypes and relationships. Those who attended continue to talk about the impact Helen’s teaching had on their relationships. This fall (Oct. 27-Nov. 2), David Daniels and Terry Saracino will return for the third year to lead the Enneagram Intensive in this area. EPTP partners with Holy Ground, an Asheville nonprofit retreat ministry I direct, to create this opportunity. We’ve had two rich intensives and anticipate the same experience this fall.

*Sandra Smith - Point Eight
Scsmith000@aol.com*

Fort Collins, Colorado - USA

I use the Enneagram everyday. I have a private psychotherapy practice and I specialize in eating disorders and couples therapy.

I have created a Relationship Workshop that is generating a lot of interest. The workshop consists of a brief overview of the Enneagram, video clips, interactive demonstrations, and experiential exercises.

The intent of the workshop is to expand your understanding of yourself and others to assist you in creating fulfilling relationships in life.



I give lectures on the Enneagram to graduate level classes at the University.

I present the Enneagram to book clubs and organized groups that invite me to speak.

*Jane Welzel - Point Six
jwelzel@verinet.com*

Los Altos Hills, California - USA

Currently I am mainly focused on my dissertation, which is researching the impact of learning the Enneagram in an organization. I regularly use the Enneagram with therapy clients and as a guide for my own personal development. I also teach the Enneagram, mostly through working as a Teaching Assistant at the Institute of Transpersonal Psychology and John F Kennedy University.



*Charlotte Ormond
charlotteormond@sbcglobal.net*

Boulder, Colorado - USA

I continue to co-teach Enneagram classes with Carolyn Schuham through our business, EnneaSight (www.enneasight.com). I also use the

Enneagram extensively in my private practice with clients. The level of rapport that is developed through the system is exquisite. The client(s) and I quickly become allies in investigating and understanding mind, developing greater wakefulness, freedom and choice. I quite literally cannot imagine working without the system.

Carolyn and I have found that teaching in an ongoing format, two evenings a month, is the most effective and marketable format. We live in Boulder, Colorado, and this is a Mecca for anything psychological and spiritual. In other words, there is a lot of competition. We taught weekend workshops for several years but have found that these are not fulfilling, lately.



While we've always offered ongoing classes, we have now decided to rely on this format, completely. We will be teaching an introductory class over three weeks in the fall (2-3 hours an evening) and then have a more advanced class that follows for ongoing students. It is quite wonderful to watch the students we've worked with over the years grow and evolve. And we have a great time! Laughter and tears and community abound.

Thank you Helen and David for your wisdom and guidance!

*Renée Rosario, MA, LPC - Point Two
rrosario@joimail.com
www.enneasight.com*

Gloucestershire, UK

You could say I specialize in 'fusion' Enneagram. I have melded thirth years experience teaching yoga, and fifteen years practicing Five Element Acupuncture, with my knowledge of the Enneagram, to come up with a unique approach on how personality type impacts on the body. Personality affects our health, physical form, and spirit. We can work to harmonize personality via specific yoga postures and

by various practical adjustments to lifestyle. All is revealed in my book *The Enneagram for the Spirit* (published by Gaia in the UK, Barrons in the US and also in France and Colombia). I also specialize in how the chakras affect personality and deal with this in my second book *The Chakra Workout*, available in August 2006 (published by Gaia in the UK, Sterling in the US).



Photo by Ruth Jenkinson at Hamlyn/Octopus

I am available for: Enneagram for the Spirit; Chakra and Yoga workshops worldwide, one-to-one sessions to tailor-make a suitable yoga practice for your type/health and for general consultations.

I am also available on an 'expenses-only' basis to teach the Enneagram in countries where there is economic hardship.

I am currently planning a workshop on Carriacou Island Grenada (where there is some interest) in their newly-built community/hurricane shelter, and raising funds for chairs for the centre.

*Mary E. Horsley - Point Two
maryhorsley@bropenworld.com
www.enneagramforthespirit.co.uk*

San Francisco, California - USA

Business Dialogue offers a one-day introductory workshop for business leaders called "The Art of Personality." A number of things follow this introduction, including individual typing sessions, ongoing mini modules using the Enneagram in interpersonal situations like feedback and conflict or strategic sessions.

I offer The Enneagram of Holy Ideas study group and retreat in conjunction with Steve Smith and Carrie Aginsky. This is a six-month on-line study group followed by a weekend retreat. During the study, participants are members of a circle of nine (one of each Enneagram type) and a point group of three people

of their own type. They exchange responses to a series of questions designed to help them recognize revelations of the sacred in their lives and ways that the experiences of their lives have opened them to their own Holy Idea. During the retreat, participants engage in narratives to share their discoveries and learnings. We use music and poetry to illustrate the journey of each Enneagram type. We explore the differences between operating from habit and opening to essence. We look at the subtle ways in which old habits have reappeared. We discover the illusions that we must relinquish in order to move toward our essential nature.

I don't really have any marketing secrets except just keeping at it until the people who want to participate come forward.



JoAnne Tybinka

*bizdialogue@earthlink.net
www.businessdialogue.com*

There are two sections of the web-site that refer to the Enneagram:

*www.businessdialogue/artofpersonality
and www.businessdialogue/holyideas*

Dublin, Ireland

Yes, I am teaching and have been teaching the Enneagram for the last nine years. I teach mostly in Night Schools, but also to daytime groups who invite me. The daytime classes are all women's groups. Often, they have been in very deprived areas, so I have given many classes to 'less educated' people. That can be quite fascinating for many reasons. One reason is that I believe education blunts the instincts. When I teach the less well educated, they seem to grasp their own type both instantly and instinctively. Rarely have I seen them struggle with 'seeing' themselves in the way that educated people sometimes can.

Even, when in more prosperous areas, the people who come to my classes are generally not well off financially, and

cannot afford EPTP training. I give advanced classes and more advanced classes, where they get an opportunity to talk on panels, or, as if on panels, if there is only one of a particular type.

I illustrate all my teaching with video clips, both from films, and of personalities/celebrities being interviewed on TV. I, also, use many anecdotes to illustrate facets of the types, the more humorous the better. We have a lot of fun at my classes.

I never preach - not my forte. I have a total belief in people finding their own way, and also a total belief in the Enneagram, that the very exposure to it and increased understanding changes people anyway.

I love teaching more than anything, and, actually, in a way 'fall in love with my classes', and really enjoy them.

However, a living, in the sense of making enough money to support myself from teaching, I do not make. If my husband were not supporting me, I would not be able to afford to teach for the small amount of money my students can afford. However I have the great satisfaction of bringing this wonderful body of knowledge to people who might not get a chance to learn it, otherwise.

I am not interested in marketing it in any other way. I know it is used by some in a business context, but, as it is no quick fix, I have problems with that, and greatly doubt its usefulness in that arena. It's not for me, anyway. I also do a small amount of personality profiling, though that is more with the Myers Briggs type indicator, which I also teach. I do a fair amount of Enneagram typing interviews, but only with people who know the Enneagram and are, as yet, unsure of their type. I do not do them with people who do not know the system, as I found from experience that is not productive - quite meaningless in fact, and for me an abuse of the Enneagram.

Probably you have statistics that tell you I am a Five, but one with a very large four wing, and in Myers Briggs terms, (my other big interest, apart from the Enneagram) I am an INFJ, more often

associated with type Four.

Best regards from

Margaret O Rorke
margaretororke@gmail.com

Paris, France

I have been teaching the Enneagram in India! Here are some photos from my work, there.

October 2004 : Vibha, a beautiful black Indian lady enters one of my introductory workshops in Paris. Loves it. Comes back. After four workshops, expresses that she is quite certain this Enneagram could be a bridge between East and West. Being of a social subtype, she knows quite a few people in South India and could find some of them for a first try at a Indian workshop, if I would agree to choose my dates...

February 2006 : 18 Indian folks of all ages spend three days in Pondichery discovering the Enneagram : teachers, spiritual people from the close-by ashram, corporate managers, member of the French Consulate etc. The workshop was bilingual French/English to fit all the participants. Very strangely, all of us had the feeling we had all knew each other for long. The fun part of the workshop was that paper boards have not yet reached this part of the world.

May 2006 : Four other workshops are planned for next February. And I do not know what to say. I am in a Nine sensation : as if Life had decided for me that all this was to happen, without me being in control of anything. Sounds very Indian.

A few more details : Pondichery is the only French speaking place in India. It was used as a refuge, away from the

British jails, for some spiritual leaders, among which Sri Aurobindo, at the beginning of the XXth century. After his death, thirty years ago, the ashram where he used to live has become a main spiritual center in India. What was amazing to Vibha, was that the teachings of Sri Aurobindo fit so well with the Enneagram « philosophy. »

Also, I have been organizing the first International Conference on Enneagram & Coaching. There will be seventy participants from fourteen countries, in April in Paris.

*Eric Salmon -
Point Seven*



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Directeur Centre d'Etudes de
l'Ennéagramme
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INTRODUCING OUR NEXT PRESIDENT OF AET!

by Julie Tyger

My name is Julie Tyger. I'd like to take this opportunity to let you know a little bit about me, my background, and why I am so enthusiastic about the honor of being the next president of the AET.

When I was signing up for the Enneagram intensive at Vallombrosa, I was on a mission. I was going to blow through both week one and two back-to-back, do the interviews in record time, repeat the first week and certify in a maximum of 6 months. After all, I had been reading a lot of books on the Enneagram for roughly 12 to 13 years... I signed up for the classes. Peter later told me they had been curious about this "Eight" named Tyger who was coming to the class insisting she could handle the first and second weeks back to back, "no problem". As you can imagine, in actuality, I slowed down sometime during the first week, as I found that working with real people, including myself, and the Enneagram, especially the Enneagram in the Narrative Tradition, was a whole new experience compared to reading books. It had opened my eyes and, more importantly, my heart.

For the past twenty plus years, I had been an executive in high tech, mostly in technical/strategic marketing and more recently as the general manager of a start-up. There were certain aspects of these positions that greatly appealed to me: working with a wide variety of customers located all over the world; negotiating win/win deals with the customers; and coaching my team to find their highest potential. There was a lot of this I found disappointing however: the negative political situations with my colleagues and executive staff, which seemed to increase the higher up the ladder I climbed and the egotistical attitudes that sabotaged good teamwork. I tried to hang in there and effect change



from within but decided that I would be happier and could be more productive if I would become a consultant. So I pursued more formalized Enneagram training, planning to add it to my corporate experience and go back into the corporations to do executive coaching and leadership training - which is what I'm doing. After my

experience at Vallombrosa, I knew I was on the right track.

In exactly the same way, I'm excited about having the opportunity, as president of the AET, to take the experience I gained during those years in the corporate world and use them for something more worthwhile. As I told someone at the Enneagram Holy Ideas Retreat last weekend, now I can take the lust of the Eight that the corporate world has been taking from me for all of these years and turn it toward something that is good, and that I'm passionate about.

Paul and his team plus the others before him have done a wonderful job bringing the association to the point where it is today. My goal going forward is to determine what we can do to increase the value of the association for the members. Ideas are starting to form, already. I will keep you updated on the plans and progress as the year goes by. I want to hear comments from you as well. One thing I believe we can all agree on is that our mission is to spread the concept of the Enneagram. I look forward to working with all of you to realize this goal. I hope to see you in Washington. Please come up and introduce yourself to me.

Thanks and warmest regards,

*Julie Tyger
Point Eight
Dove Canyon, California - USA
jatyger@cox.net*

Conference schedules:

2006: Washington DC

2007: Denver

2008: Asilomar

2009: Europe International Conference in Germany.

AET: A NEW LOOK, A NEW WEBSITE, A GLOBAL MISSION

by *Evangeline Welch*

AET – the leaner, shorter name to replace the Association of Enneagram Teachers in the Narrative Tradition’s old acronym (AETNT) – will make its debut soon with the launch of a new website.

By early June, you’ll find the new AET site at its current “home” address, www.aetnt.com. What you’ll discover is a vibrant new design and functionality that reflects our Association’s and mission to take the Enneagram to the world, with strong ethical standards, using the Narrative Tradition of people speaking for themselves, and the integration of spiritual and psychological work for self-development.

The new AET website will offer benefits to professional and associate members not found elsewhere, including online access to TALK articles and a downloadable membership directory. In coming months we plan to enhance the new site’s functionality to include a “Find a Teacher” section that will allow visitors to search for AET members who are certified to teach the Enneagram in the Narrative Tradition through the Palmer-Daniels Enneagram Professional Training Program. Watch for announcements of other planned website enhancements in future issues of TALK, or revisit the new site periodically to discover what’s new.

Building on the Enneagram Worldwide brand

The new site also promotes AET as the alumni association of Enneagram Worldwide, the umbrella “brand” for Enneagram teachings in the Narrative Tradition. We designed AET’s new



New logo for teachers association, AET, which is separate from Enneagram Worldwide (Worldwide logo at bottom of page).

website to stand on its own as a premier resource for AET members, while simultaneously coordinating with the new Enneagram Worldwide branding campaign initiated in November 2005 with the launch of www.EnneagramWorldwide.com.

While the new AET website has its own look, feel and identity, an underlying intention was to build on the strategic partnership and common goals between the Association and the broader umbrella of Enneagram teachings in the Narrative Tradition, founded by Helen Palmer and David Daniels, M.D. As strategic partners, both the AET website and EnneagramWorldwide.com will support each other and AET members through frequent text links between the two sites. This not only helps provide more value to visitors, but also will help support both sites to improve their rankings in search engines such as Google, Yahoo and MSN.

Every member of AET is part of Enneagram Worldwide, a community of Enneagram enthusiasts who share the Narrative Tradition in more than 20 countries around the world. Collectively, and in our own unique ways, we are transforming lives and creating a more compassionate world.

Living our brand

A brand works best when we are consciously proactive about communicating the Enneagram in the Narrative Tradition’s uniqueness and value. How you live the brand by sharing your enthusiasm with others does make a difference, evidenced by the fact that the majority of people who are new to programs taught by Enneagram teachers certified in the Narrative Tradition were encouraged to come by a therapist, friend or family member who had spoken highly of their own experience.

Your authenticity in living the brand comes from an internal knowing – a remembering of why the Enneagram and AET is important to you. It’s remembering the depths of compassion you have gained for yourself and others. It’s being present to our living connection to spirit as we touch the deeper, universal truths that live within all of us. And it’s knowing in your heart that our work together transforms people’s lives, again and again.



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THE HERO'S JOURNEY, A PARADOX

by Jim Tyler

I returned to my home in El Cerrito, CA this past Sunday night the 7th of May, from a two day retreat capping off 4 months of writing and emailing for a Holy Idea's workshop put together by JoAnne Tybinka and Steve Smith. The retreat took place at the Mercy Center in Burlingame, CA and consisted mostly of panels, a beginning and closing ceremony, and good times with familiar and unfamiliar faces. Some of the

highlights for me on the retreat were the delight in watching the group of Fours bond in a way that felt very innocent and, watching one of my fellow self pres Nines who said, "she hates to dance," lead a group of 40 people flailing there arms to a dance of false harmony. For myself, I loosened up my One wing butt cheeks and had a good time.

The retreat was basically a place for the 40 or so of us to come together and discuss our experience of writing and emailing over the four months. There was a series of 8 questions, sent out, progressively, every three weeks, that we were to reflect on, journal our reflections, and email our responses to each other in designated groups of the nine types. The questions consisted mostly of childhood reflections, into the passions, the vices, onward to the virtues and upwards to the Holy Idea's.

Here is my reflection to the eighth question. I think it is best to just read it 'as an excerpt from the study'. In italics are components of the question. I asked Lynne and Sandy (and JoAnne) if they would be willing to publish this in TALK, as it I think reflects, well, the willingness on my part to deal with my mindlessness (not intelligence), that gets consumed by my imagination, which keeps the obsessive story

about my life looping around. I think it takes a lot willingness 'to know' that you are being run by your imagination and that in order to create the space for this to occur in my life, I need to have the physical capacity for discomfort in my body.



Eighth Set of Questions

Making the return journey once you have discovered the Holy Idea

Odysseus returns home to Ithaca after a "road of trials" and is reunited with his ailing wife, Penelope. Parsifal's meandering journey leads to the discovery of the Holy Grail and the fulfillment of his role as a true knight. And Psyche's fulfillment of the impossible tasks assigned by Aphrodite

wins her the love of Eros and brings love and soul together forever. (See below for links to a snapshot of each of these myths.)

What is the return journey for you?

I can certainly relate to the concept of the 'Hero's Journey'. For me it has a lot to do with the drive to 'be somebody'. The quest to find value and meaning in my life; so many of the 'Hero's Journey' myths have to do (I think) with this quest for meaning, purpose and our relationship to our hearts desire. In the first Harry Potter movie, the 'Sorcerer's Stone', he discovers at the end of the movie that the Sorcerer's stone was in his pocket and, yet, he was on a quest to find it throughout the whole movie. At the end of the movie he can witness himself differently (with the stone in his pocket), because he was no longer seeing his desire to be united with his deceased parents in the magical mirror.

I must admit that I relate to these myths, which can also have a big downside in the magical thinking, super-ego kind of way, and at the same time I believe they have practical meaning. I relate to Odysseus' journey in particular of traveling around from

island to island trying to find his way home. I really enjoyed Michael Goldberg's work relating the different islands that Odysseus travels to as islands of Enneagram types (the island of Eights is the best). I certainly feel like I am on a journey such as this. The trouble I constantly get into, is trying to extract my sense of self from the journey. At the same time the practical part is the learning about oneself. I suppose you don't have to leave your homeland to do this, but for this Nine, I needed to leave my family of origin to see my own imbedded-ness, or stuck-ness. The separation from my routine life has stirred up a lot of conflict in me. I am learning a lot about the way that I am, vs. someone I need to be. Moving into unknown territory, alone, as a sexual Nine has meant that I have had to feel a great deal of discomfort, fear and anger. I am grateful for what I am learning about myself, which is what I think is the main point of the hero's journey.

I really value what these myths are about. It means to me that people had difficulty thousand's of years ago, as well, trying to understand the meaning of life. As a child, I was prime material for this kind of lure, as my favorite children's book was, "Are You my Mother?" It is a story about a bird that fell out of its nest and travels about the area asking all the different animals and machinery, "Are you my mother?"

The return journey has much to do with coming back to the same place you left, as that is where the real work is. For me this has to do with coming back to suburban life and perhaps getting married, being a dad, being a member of society and living in the normalcy of my early life, only this time with a set of skills, just like Odysseus.

I relate to the Martha Graham quote (below) about vital energy, because to me it is what the concept of virtue is, and is where true healing takes place.

Still others believe that there is a knowing inside each of us and that our unique contribution continues to pre-

sent itself as in this quote from Martha Graham.

There is vitality, a life force, an energy...that's translated through you into action. And because there is only one you in all time, this expression is unique. And if you block it, it will never exist through any other medium... the world will not have it. It is not your business to determine how good it is, nor how valuable, not how it compares with other expressions. It is your job to keep it yours clearly and directly, to keep the channel open.

From Dance to the Piper by Agnes Demille, Little Brown, 1952

*Jim Tyler - Point Nine
JTYLER4801@aol.com*

MEET OUR ADMINISTRATOR

Editors note: Have you ever wondered where our Directory comes from, or who keeps our records of membership in a database? Since Gretchen took charge, our system cracks have been magically closed by a woman who is a pleasure to work with. It is time you knew about her and knew how very much all of us who work with her on a regular basis appreciate her! We give you Gretchen Marks!



2001 was the beginning. Regina Pyle, the 2001 Membership Chair, found us through Janet Levine, the association founder, and asked DataMarks to take over production of the AETNT Directory.

It initially involved integration of several databases, entry of new materials, and standardization; and it was a familiar task for the company I started over 25 years ago. We also offer writing, editing, printing, and mailing services. So, after 3 years of producing the Directory, AETNT member Whitney Allen facilitated DataMarks adding AETNT to its list of managed associations.

What fun it has been to hear from members living in all the places that I have including MN, PA, IA, MD, WI, CA, IL, MA, and even Singapore! And in traveling, a favorite pastime, I have visited many of the other places in the world the Enneagram has reached.

As the AETNT membership has grown, so have our responsibilities. We continue to maintain the data and publish the directory. Membership renewals, tracking conference attendees and Friends scholarship contributors, and facilitating Board meetings were added to our duties with the help of Hannah Nathans and Paul Cowan at the helm. And we always look forward to hearing from each of you with changes or additions to your information.

Many of you are also self-employed, an enviable place I think, with many steps for each of us along the way. Following an economics degree at Simpson College, and 8+ years as Associate

Director of Admissions and then Development at 2 other colleges, I settled into my longest place of residence, MA, and my own company.

The local business community has offered so many opportunities. I am a Rotarian (Past President), a member of the regional chamber (Executive Board Member/2000+ members),

and a founding member of two other organizations: North Shore Women in Business (1985/275+ members), and the Home-based Businesswomen's Network (1982/60+ members). My role as founding President of our local Topsfield Business Council was also most gratifying.

After business hours, I spend a lot of time boating. I am blessed with a companion/captain of great skill and knowledge. Some of our cruises are just for fun, but Frank and I do many charity cruises, as well. I have learned a lot, as the Atlantic is quite different than the 10,000 fresh-water lakes of Minnesota, where I grew up. Reading, decorating, cooking, and travel are favorite 'off hour' pastimes, as well. This July will take me to the AETNT Conference in the Washington DC area. I will certainly look forward to meeting as many of you as possible. See you in Silver Spring! G

To reach the AETNT office with questions about membership, conference registration, and Friends contributions, contact:

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Association of Enneagram Teachers
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PO Box 68, 37B Averill Street,
Topsfield, MA 01983 USA
1-978-887-9590 or by e-mail at
aetnt@juno.com*

BOOK GARDEN

DREW MAGNA ENNEA ALBUM

Review by Ruth Shinnick

So I take my new iPod, earbuds blocking the traffic noise, out for a walk in downtown San Francisco. I find myself happily bopping to the beat of Not For Myself. I'm listening to Drew Magna's ENNEA, a rock style collection of Enneagram songs.

Wait! What are those words? Comfort is not my friend? I get energy from making a stand? What?

Oh. Yeah. It takes three repeats to admit that, as a Nine, I am able to hold the energy I usually drain away when I take a stand. Well, how uncomfortable is that? Great sound, though.

I'm not sure I agree with all of Drew's observations about the nine Enneagram types, but it was a pleasure to listen to a well crafted, well sung rock CD with an Enneagram theme.

This is a rocker's sound. The album starts with a chime on a rock beat that brings in vocals after an intro riff. The CD shifts tempo and rhythm throughout. Some songs are more folksy and soft, like Private Security, and he amps up with strong rock beats on others. You Lose has an active, high energy sound that complements what he sings about. And there is something appropriate about a hard rock touch to Off Guard, although it is also gentle. He demonstrates his talent in musical interludes, sometimes setting the mood for a song at the beginning, as in The Search, and sometimes as a musical pause in the middle to amplify it.

He has produced the pieces not in any Enneagram order, but as a pleasing musical experience. You get to guess which song is for which Enneagram type. How fast can you name the type he's singing about? (Hint: lyrics are included)

I tend to view rock music like I do art: I'm not an expert, I just like what I like. And I love Drew Magna's new contribution to Enneagram music!



The back of the ENNEA CD says that "In buying this CD you have contributed to the following charities: www.aetnt.com and www.helpthehospices.org.uk. Thank you."

Check it out for yourself. It will be available on his website, www.drewmagna.com

Ruth Shinnick
Staff Reviewer

ETHICS COLUMN

Orbits, Centers, and Codes

By J. Russell Burck

As the AET swiftly moves toward formulating and adopting a code of ethics, I find myself musing about vocations, professions, and planets. A vocation is an encounter or force that pushes or pulls a person out of her ordinary orbit and into a specific occupation. Could be a volunteer activity or an avocation, but my guess is that research would show that many people “called” to the Enneagram and “the Work” place it closer to a vocation than an interest. In the Judeo-Christian tradition, the vocations of prophets and apostles didn’t come with a stipend. A vocation, therefore, may or may not be gainful employment, but it is not yet a profession.

A vocation is one of the centrifugal forces of a profession. A centrifugal force takes one away from the center. Each profession possesses several centrifugal forces. Another of these forces is the requirement of professions that each member of a profession will hold himself accountable to the professional body, the profession’s clientele or patients, and his own personal ideals. The professional must internalize the values of the profession well enough for other members of the profession to recognize that this person is a colleague. That very sense of personal responsibility for and to the profession pulls the member away from the scrutiny of colleagues.

Another centrifugal force is the fact that by the time people write and read columns like this, nobody is new to ethics any more. Suppose you’re a five-year-old reading this as best you can. You know some things are fair and some other things are not fair. And you know your brothers or sisters, or your friends, or your mom and dad sometimes have some pretty unbelievable ideas about what’s fair. Imagine you’ve just ripped the wrapping off of a new toy for your birthday and you really like



J. Russell Burck

this toy and a brother or sister wants to play with it right away, you don’t think it’s fair if someone says, “You have to share. Now.” Do you? Everyone has ideas about what’s right, what’s wrong, what’s good, and what’s bad, and so on. Those ideas affect the way we understand the requirements of the profession.

With the Enneagram, the problem is magnified. In spades. Thinking in terms of ethics and morality, the Enneagram represents nine different ways of describing human responsibility. As a One, I have a responsibility to “get things right.” If I were a Two, I would see that my One neighbor needed some help understanding human responsibility and that she didn’t know she needed that help (I hope I’m not stereotyping too much). I would see that she understands responsibility as getting things right, so I would use her language to reframe the concept: Getting things right means helping people who need help and not stressing oneself about dotting the i’s and crossing the t’s. This method of determining responsibility works all the way round the circle, I believe, for people when they’re “in their personality” or “in Type,” except that I’m not clear how to state the responsibility of the Four. So in the Enneagram, one’s Type is a salient centrifugal force.

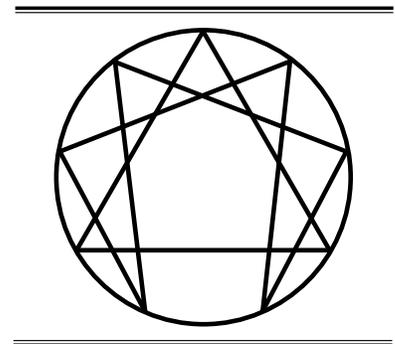
A profession, on the other hand, creates and maintains a center. The ethical expectations of a profession may or may not be formulated in a code, but even members of the code-less profession still share considerable clarity about their responsibilities. A profession and its code, written or unwritten, are centripetal forces for those who are “called”

to the profession. A code helps create a community of people who have become sufficiently like-minded to identify themselves, and for others to identify them, as people who accept and carry out a particular responsibility toward their customers, clients, or patients.

No sooner have people signed on to a code of ethics for the profession than their own inner value systems chime in or mouth off. It will be interesting to see how the centrifugal forces of each Type show up in response to the code that the AET Board recommends to its membership.

As in nature, so in professions, there is an inherent and irreducible tension between these two forces. Vocation lures practitioners to soften some standards and firm up others; develop new technology, techniques, and skills; and revise knowledge. The profession and its code are the gravity that continuously keeps pulling its members toward the core.

J. Russell Burck
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PRACTICAL ENNEAGRAM LIFE QUESTIONS

answered by Ingrid Stabb

Dear Ingrid,

When I was a child, and I was right about anything, my older brothers would never take my side in an argument with my younger sister. I felt hurt and didn't understand why not since I was right. Later my brothers explained that it didn't matter whether I was right because the problem was the way I angrily expressed that she was wrong. They explained that they were just trying to protect my little sister. It seems my "angry" style was putting me at a disadvantage. I don't remember feeling angry back then, however I am aware of it now as a mother. I have often found myself in fits of rage about my two-year-old daughter's behavior and I have to go lock myself in my bedroom to control it. I am new to the Enneagram. Do you notice a lot of 8's who have trouble controlling anger?

*Signed,
Mary
Point Eight*

Dear Mary,

Do I notice a lot of eights with anger? Let me answer with a question. Do you notice a lot of peanut butter with jelly? Of the nine types, 8's show their anger most openly and regularly.

Anger is not necessarily a bad thing. It is a force that all people have access to and, when properly channeled, it can produce positive, constructive results. But of course, when anger is not properly channeled, the results can be destructive. Other types also struggle with the negative effects of emotions. Some struggle with constructively channeling their fear, others their sadness. 8's might feel alone with their "problem" with anger but it is just another variation of a general human condition – the challenge to learn to channel human emo-

tion constructively. Therefore, 8's can borrow some of the same methods that others use to find a sense of inner peace and not let their lives be overrun by emotions.

Eights are in a way blessed regarding their relationship with anger. Most types can barely deal with anger at all. Many are conflict-averse and go to great lengths to hide their anger from others and even themselves. When people avoid conflict and don't express their anger openly they develop another whole set of personal problems (such as nasty cold sores on the lips from stress!) Expressing anger in a healthy way can benefit everyone. For example, anger can clear the air, force communication and protect justice.

Eights however, are also cursed by anger. They get angry easily and can come on so strong to other people that they end up hurting others and pushing loved-ones away, thereby leaving the 8 very isolated. 8's are also often cursed by denial and sometimes don't realize or refuse to realize the detrimental impact of their actions. By succumbing to denial, 8's lose the sensitivity that will allow them calibrate their own forceful impact on others.

Helen Palmer has illustrated it this way— imagine a person leaning down to lift a heavy boulder and the force required to do so. Now imagine a person leaning down to lift a feather and the force required to lift it. With anger, 8's can sometimes apply more force than is necessary for the task. 8's can apply the force for a boulder to a feather. When the "feather" is a loved one, the 8 is in danger of damaging her relationship.

8's tend to be strong people. They are boulders on the outside (usually soft-hearted on the inside). However, 8's don't always realize that not everyone is tough like them and most people are, in comparison, like feathers or small rocks at best.

The key to an 8 controlling her anger is to practice sensitivity and sensing when she metaphorically needs to lift a boulder and when she needs to lift a feather. This can be achieved by gaining better

awareness of one's own anger, by practicing methods to find inner peace, and most importantly, by trusting loved ones, depending on them and developing sensitivity to their feedback.

Thanks for your question!

Ingrid Stabb

Questions welcome:

ingridrdev@yahoo.com



Ingrid Stabb

SCHOLARSHIP

The Friends of the Enneagram in the Narrative Tradition is dedicated to the purpose of raising scholarship funds for individuals in need who wish to become trained as Enneagram teachers.

We wish to reach out to diverse socio-economic and cultural communities. The scholarships will be dispersed based on need and the commitment of the applicants to bring the Enneagram to their communities.

OUR MISSION

* To take the Enneagram to communities that are socially, economically and culturally diverse.

* To offer Enneagram training to those in need of financial assistance.

* To create an ongoing source of scholarship funds.

SCHOLARSHIP REPORT

Dear Friends of the Enneagram:

This year has been quite a year as we have had a large number of applicants for the scholarship committee's review. There are many worthy applicants and we thank all who have donated funds in order to allow us to say "yes" to so many good people from a Native American woman in New Mexico who volunteers for a number of non-profits to a woman in the UK who works with "at risk" youths to a gentleman who described himself as a French Algerian Jew with a strong interest in multiculturalism—he sees his goal as using the Enneagram to foster compassion and understanding of those in diverse cultures.

We have been working hard on spreading the word to various corners of the world. Can you help us? All you need do is review the following criteria for selection and pass it on to someone who may benefit OR to someone who works or serves in communities that could use these funds.

We have 5 major criteria for selection:

▲ Financial need. We want to support those people who cannot readily afford to pay for the EPTP themselves.

▲ Intention to teach. We are looking for people who have the ability and persistence to complete the training and become competent Enneagram teachers.

▲ Diversity. We give priority to people who will bring diversity to our teaching community based on age, race, nationality, religion and income and who will be teaching to a diverse population.

▲ Non-profit or community service. We want to support teachers who are currently serving or who will be serving non-profit organizations or community based groups.

▲ Volunteer teaching. We want to support teachers who are currently donating or who will make a specific proposal to donate volunteer time and energy to a community group.

To receive a scholarship, it will be nec-

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essary for applicants to meet the first two criteria – low income or financial need and the intention to teach the Enneagram – plus two or more of the other criteria. We would also like applicants who receive scholarships to share with us their experience of teaching the Enneagram so that donors can understand how their donations have made a difference.

We have also heard good news from our matching donor! The donor has agreed to match funds up to \$10,000 in the following manner:

We must first raise \$5000, the donor will match the next \$5000 we raise with \$5000. Then, we need to raise another \$2500, which the matching donor will match 2:1 (i.e. to obtain the full matching funds available of \$10000, we need to raise \$12500). This creates quite an incentive for all of us to generate enough funds to meet a greater number of applicant needs.

To our generous matching donor, we offer a heartfelt thank you.

We look forward to seeing you at the conference! We have already received significant prize donations. The generosity of our graduates is remarkable. We thank you for your contribution to raising consciousness and compassion.

Warmly,

*The Scholarship Committee
Gail Cousins
Richard Dorsay
George Gordon
Leslie Hershberger
Laurie Krotman
Charlotte Ormond, Chair*

A big thank you to Sandie Ritter for her contribution to the Scholarship Committee. We will miss you!



Charlotte Ormond

charlotteormond@sbcglobal.net

FRIENDS OF THE ENNEAGRAM IN THE NARRATIVE TRADITION

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- Free entry to one of David Daniels' one day seminars
- Recognition at the Annual Teachers Conference
- Listing in the directory
- Listing in TALK

Contribution Amount \$ _____

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