

Body Intelligence Summit™

Empowered Living Through Body Wisdom

Andrea Isaacs

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Announcer: Welcome to the Body Intelligence Summit 2015 where top scientists, therapists, dancers, and body workers are coming together with you to discover the joy of embodied connection. We appreciate you sharing this information with your friends and family and now, your host, Mark Metz.

Mark: Hello and welcome back to the Body Intelligence Summit. I'm Mark Metz, one of the hosts here. And today, in this call, this on video session, we got a very special guest. Andrea Isaacs is with us.

Now Andrea Isaacs is well known for her works since really 1994 and beyond with emotional intelligence. She's created a process called EnneaMotion and Somatic Focusing, which are experiential techniques for increasing your emotional intelligence in your body.

So she's going to take us through some guided stuff. We're going to ask her a lot of great questions. It's going to be really fun. We'll talk about the book that she has just coming out that she's part of today too.

So Andrea, why don't you chime right in? Tell us more what you are up to, give us a little background, and let's get into it.

Andrea: Hi, Mark. Well, first I want to say thank you for doing this summit. I just love the idea that body intelligence is getting out in the world in a bigger way.

I've been doing this work for a long time, and it seems that there is a growing interest and, of course, many thanks to The Shift Network because of that.

Mark: Yes. It's quite the field. So you've been playing with emotional intelligence and the idea of -- let's talk about how that relates to body intelligence and why is it so important. How do you listen to your body?

Andrea: Sure. Well, my first professional background was as a dancer and choreographer for 20-some years. And then I came across the Enneagram which is a personality system. I wanted an experiential way to learn the Enneagram, especially since I'm the experiential learner, and from my background, it just made sense to me that you could explore different personality styles through the body.

So I didn't know at first that I was going to be increasing emotional intelligence, but what I did learn was, as a very shy person, when I started doing the movement for the strong confident "I take charge" kind of leader person, I realized that it was happening to me, and I started to feel different in my body.

I had this really strange experience. This was going back many years to the beginning of my dance career where I was going to college as a dance major, and this is decades ago. It was a college that also had a medical school. One of my prerequisites as a dance major was to take premed anatomy. So I was in the lab doing terrible experiments with frogs and gerbils and so on, and with cadavers and all of that. It was kind of gross, but once I got over the shock of it, it was the most fascinating class I ever took.

Anyways, so fast forward now many years, I'm working with the Enneagram, and doing this body work I came to call EnneaMotion, which I'll say more about that later, but I wanted to write an article, and I was sitting at a computer with a blank screen. You know that feeling. You know you want to say something and nothing is coming out.

So I finally went to bed. In the middle of the night, I bolted upright and I said, "I got it! Frogs! Neural pathways! And EnneaMotion!" So I had this realization that what we were doing with the frogs and exploring the neural pathways from the brain to how the frog moved and vice versa, you touch the frog in a certain way, and the brain would engage a certain way. I realized in that moment of bolting upright that the neural pathways send information in both directions.

In other words, to translate the frog thing to people thing, if you have a thought or a feeling or even if you do something, it generates something in the body. Reversing the pathway is true too. If you move in a certain way, the neural pathways are still sending information, but then it goes externally from the body through the same neural pathways, sending information to the brain.

So that is part of the first article I wrote called *Frog's Neural Pathways and EnneaMotion*. And then I realized further down the line that what we're doing with EnneaMotion was not just exploring different personality styles, but we were actually creating neural pathways for the expression of the gifts of each of them. That's what it takes to increase emotional intelligence. Because if we always do what we always did, we're not increasing emotional intelligence. We're just living in our comfort zone, which many of us do, and it's understandable. But if we want to make change, we really have to increase our comfort zone, which is increasing emotional intelligence.

Mark: So why is change so difficult? Why do people get stuck? What's your thoughts on that?

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Andrea: Well, I love that question. And as I've done this work over the years and it's been over 20 years now in this particular field, I've realized as I talk about the word and I clearer and clearer on what this work does for people, what I've come to realize is it actually makes change easier and it supports lasting change. The reason is because we're actually creating new neural pathways. It's not like I would say to a shy person, "Just speak up for yourself. Just be confident." We often have the idea of that we want to do differently, we could feel it in our hearts, "I really want to feel a certain way. I really want to be more connected to you" or "I really want to tell you that you hurt my feelings" or something. We may have the idea in our head and the feeling in our hearts, but we don't know how to engage that way of being.

So when we want to make change, it means expanding our comfort zone as I said moment ago, and it brings up fear, it brings up all kinds of concerns, life will be different. I don't know how to do that different thing. But the thing that tells us and informs us and supports by doing different thing and expanding the comfort is actually creating the neural pathway for it.

So in the work that I do with people, I help them create new neural pathways so the next time they want to think, feel or behave in a different way, which is expanding their comfort zone, instead of feeling the fear, well, they may feel the fear, but there's something very easy they can do when they're at the edge of that. When they start to feel the fear arising, there's something very easy they can do. Can I give you an example?

Mark: Yes, please.

Andrew: So here's a client who -- this story really so much illustrates what I'm talking about. So he was a middle triplet, and if you imagine that for a moment, being in the womb squished in that little confined space, squished between two other fetuses, he always felt for his whole life that he was constrained and he felt kind of choked and he always had to ask for permission to move, and he never felt a freedom or flow in his life.

He also had voice issues. His voice was kind of a little raspy. He always had issues, almost sounding like he was strangled or being strangled. So we did a piece of work where I actually brought him a little more deep into that feeling, which in NLP terms I understand is called stoking the motivation. If you want to change, you really have to have the motivation, because if you really like it the way it is, you may think you want it different, but if you really like it -- and there are some advantages to not changing. You know this. It's familiar.

If you really want to change, you really need to stoke the motivation. I realize that that's what I'm doing by exaggerating that constricted or whatever that disturbing issue is.

And then I had him walk around a little bit as if that was all he could do in his life. So I take a little piece of life and we extrapolate as if that's all that could exist. So he was walking around like really constricted. Then there are some magic questions I asked him, like "Is this familiar?" "Yes, it's just like my life." "Do you like it?" "No, I can't stand it anymore." And then I asked him to listen to his body, and this is where body wisdom is so useful, because if we couldn't figure it out with our heads -- I believe people are smart. I just have that basic belief.

You're smart enough. You could have figured out how to do it differently if we could have solved it on that level. So I say, "Listen to your body. What would your body rather do?" I believe the body just wants that wholeness, that connection to earth and heaven and the spirit, and it doesn't want the blockage and all that, the frustration.

So in listening to his body, he started to move freely and his arms are circling in the space above his head. And then I had him anchor that energy. He was feeling a freedom in his body that he had never felt before. To anchor it, I had him find an "I" statement, "I am" or "I have." He said, "I flourish in the world and the world is my space." He was able to actually apply that in his life.

So the way that's useful in terms of say lasting change for him and the change that he had been trying to make for decades, he was in his 60s, and he had been wanting to make this change for his whole life. So as soon as he started to feel constricted and he had to ask permission to move, once he had that neural pathway, because he is using movement, it's not just an affirmation. Affirmations are great, but they're not as powerful. But because he has a neural pathway from doing the movement work, once he says those words, "I flourish in my space and my space is the world." He can even say it quietly in his mind and the brain will energize that particular neural pathway which gets stronger each time he uses it, the brain will energize that neural pathway. It will change him energetically, and then it changes how he thinks and how he feels and how he engages with life.

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So the reason change can be difficult is people don't have the neural pathway for the way they'd rather be. And the reason this work supports change and supports lasting change is by creating the neural pathway. You actually have something good. It's so easy. In this case, it's just saying a mantra, which energizes the neural pathway, and it supports the way you'd rather be.

Mark: That's great. That's great. So it sounds like you're studying and working with some researchers and stuff now too that support all this. Can you speak a little bit of what's coming up new that connects the dots in this exciting field?

Andrea: I'd love too. For years and years, I had this craving, this dream to work with a neuroscience researcher to validate this work. Because I totally believe in my bones that this work is powerful and effective.

I have tons of anecdotal evidence from students and clients and so on, and I thought, "If only I can work with someone who could validate this, that would be so cool."

So at a recent Enneagram conference, we had a keynote speaker named Dario Nardi who is a neuroscience researcher. So afterwards, we talked and I gave him a little feeling of what I'm doing and expressed my interest in doing some research, and he was interested. Nothing quite happened yet.

I was in Southern California and we met again and had a conversation about it, and he got a little more interested. And then we're both presenting at a conference in Madrid. I took his workshop and he took my workshop. Then we talked again. After he took my workshop and he had the experience what I've been talking about, he came to me and said, "Yes! Yes, let's do this! Let's do this!" He was as excited as I was. He's very passionate about his research. For those who know the Enneagram, he's a type Five or a Six, probably. So he's definitely the head type. That's his life. His passion is research.

So then we got together, and I brought some of my students who knew my work and some "naïve" subjects who did not know my work. And we did a series of baseline. We had the electrodes on their heads in different parts of the brain, and we can see the scan on the computer monitor that showed which parts of the brain were very active and not as active, which parts were more or less developed.

We all have that in our brains. In a way -- not in a way -- he actually can pretty much determine someone's type by seeing their brain scan. He's more educated in the Myers-Briggs field, but he knows the Enneagram also. So we could see in head types, the rational part of the brain was very strong. In creative types, the right side was very strong. Anyway, on that goes.

So we got a baseline, and then we did some EnneaMotion exercises with an explorer type, and we did some Somatic Focusing when they could select an issue that was troubling for them. We did a process to transform it and created what I would call an antidote, which they anchored with the mantra.

What happened with the brain scan, and it was so exciting to see this, what happened with the brain scan is first we saw yellow. We saw yellow in the scan. Yellow represents integration, meaning the right and the left hemispheres come together. Also, the frequency of the scan really quieted down. There's a baseline and then there's activity on each side of the brain of the scan. What happened with the scan is the activity quieted down. So you could say we saw wholeness and inner peace in the brain because of doing this work.

So here is an example of someone who in the Enneagram language is a type Seven. Let's see. I have a couple of different examples here. She was going to be going on a hike with her sister. It was a long hike. They were going on for like five days. She had some concerns because as a Seven, her inner pace is very quick, and she's very idea oriented and she's always on to the next thing. Patience is a challenge for her. Her sister was, in terms of inner pace, her sister had a very slow inner pace, and she had some concern about going on this five-day trek with her sister because of her fear of boredom and just that their inner paces were so different.

So we did some work together before the hike, before the trek. I had her exaggerate, as I demonstrated with the man who is a middle triplet, the energy that she has on the walk, and she was in this sort of go mode and had high energy. I had her experience that as if that was all she could do for the rest of her life, and then to think about her sister. Something happened in her heart where she felt just so much sadness and disconnection from her sister, and that's certainly not what she wanted.

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So we did a process where she felt the sadness, and then she listened to her body to find what her body would prefer. She came up with this mantra, "I am safe in space, and my heart is open." So as she practiced that mantra before the trek, her inner pace was able to slow. When they went on the trek, whenever she felt the agitation that her sister wanted to stop and take photos or smell the flowers, she can say her mantra, "I'm safe in my space, and my heart is open." She actually was able to go through the five days and keep a heartfelt connection with her sister. So that was a real gift for her.

Before we went live, Mark and I were talking about relationships and that of course we all have them. It's very easy to stay connected to yourself and stay connected to source and to be your highest self when you're alone. If you're meditating on top of the mountain, you could be very much at peace. But it is our relationships that causes to contract away from that, that cause us to sometimes, not always, to go into our defensive mode, to be angry or sad or to withdraw or to accuse or whatever it is that contracts and pulls us away from that feeling of connection or from being our best selves. I believe this work can

really shift that so that in every moment we really can come from place of being our best self.

The example I just mentioned about the woman who was going on a five-day trek with her sister, what she really wanted was a heartfelt connection with her sister. She didn't want to just go out and just trek it as fast as she could and break that and lose that. She saw the value and doing what she could to maintain the connection.

We all have our own flavor of how we get reactive. I believe there are some sort of general antidotes to our reactivity and that we could dig down and get something that's more specific because I believe we each have our own unique flavor of our reactivity. If we can really dig down into our own flavor of reactivity, and that last example of the urgency to go and go and do and be as fast as she could, that was her flavor of disconnect. But if we dig down to our own individual flavor, then the antidote, the mantra that we come up with to anchor the new way of being is so powerful and really supports what I was calling lasting change.

Mark: Talking about having a new way of being.

Andrea: Yeah. It's related to our reactivity. Reactivity is something that could be a defensiveness that started when we were young. It doesn't matter where it started or what it is, but when we want to change and move into that new way of being, it's really useful when it's custom-designed.

There's someone I've been working with over time and I want to share with you something we've put together with his mantras. Usually, we work with one or two issues in a session, and the other day I wanted to just send him a review of what we've done together and I realized it read like a poem. It was a poem like he wouldn't have written, like he would have not written, but because it came from the body, it was something that was so beautiful and so profound for him.

I want to say a few words about what he came to me with. He had been very much a loner, wanted to be more sociable. His house was a mess and he felt like he couldn't really relax in his space and be himself in his space because there was so much clutter. He felt he lost his passion, his zest for life.

So we worked together. I want to read. It's like a short poem, but it's a series of mantras that we created to really antidote the withdrawn shy, nonsociable, losing my passion person. Here it is.

I feel like myself in my organized home. I'm awake and present in my life. I'm here to live and I'm a winner. I'm free to be me. I live in the world through my heart. I'm a good person and I'm a child of God.

He wrote me or he left a message on my voicemail the other day and said, "This is working in every area of my life, and I feel like I have my passion back. I was just so gratified, so grateful to hear that.

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Mark: Wow, that's touching. That's really beautiful hearing how people can build these new muscles to be more in balance.

Andrea: Earlier, Mark, you were asking me about presence. This is before we went live. We were talking about presence and there's a lot of talk about staying present. Just be present. I certainly see the value in that, and I've also noticed that a lot of us don't know how to do that. I believe that doing this work can help that.

Here's an example I can maybe talk our listeners through. Let me back up and just give a little information about these different centers that we all have as human beings. We all have these bodies. So we have a body, a physical center. It's like in our belly center. It's two fingers below our navel, but it's the whole area of the abdomen really, the whole area which is the home of our gut knowing, our gut instinct, and also the home of the center of our bodies. Actually, while I speak this, why don't we all just focus our mind's attention? In Taoism we would call it the lower dantian, the area around our belly.

Sometimes when people can't feel their belly center, I invite them to touch it. You can touch your belly with your hand or both palms, and that simply brings awareness to your belly center.

And then if we add to that, the middle dantian, which is represented by a point in our sternum, and the middle dantian represents our heart center. It's the home of our love and the home from where we connect to another person. If you want to know how you feel about someone or something, this is a really good place to place your attention, in your heart center. So while I'm talking about the heart center, let's all place our minds here. I'm noticing that even as I continue to talk and place my attention here, it's softening my voice and it does soften the edges. So if you were feeling like really fast or maybe a little edgy, this is a really great place to place your attention. So we're all these emotional beings too. This is our emotional center.

We also have this intellectual capacity. So the head or the thinking center is focused on a point between our eyebrows and our forehead, and that's the home of our rational understanding, our intellectual curiosity. While I'm talking about this, let's all place our attention here. It's a great place where we have magical thinking. Our imagination, our ideas, our creativity can often come from here. So this is another way of being in the world.

Some of us tend to be more one and more the other, and there's nothing wrong or bad about that. I like to say just notice without judgment, if it's one place that you feel more easily than another or one place that's really loud.

So as I continue speaking here, I like to say three centers and two hands. So you can allow your hands to move back and forth between those centers with the intention to adjust the volume so you can essentially hear them all equally. Yeah, there's a spiritual center up here. I saw you reaching out overhead, Mark. Yeah, there's that too. I believe that when all three of these are aligned, the spiritual center really does open up.

So as we connect to our three centers, I believe we become more present because then we're fully engaged. Once we're 100% online, we are present. I believe this is one way to get there.

Mark: Yeah, being in line. That's good. Thank you for that. Excellent.

Life is like we're in it ourselves, but we're also in relationship. In my case, I got a seven-year-old with me a lot of the time, other people in my life. I know you really apply some of this work to the relationship space. So maybe you could speak about how we relate in the world and how this can help us.

Andrea: Yeah. Well, I'd love too. I was mentioning earlier when you dropped off the air some examples of reactivity. It's a reactivity that can really destroy relationships. Reactivity comes in all flavors. It could be being really aggressive and angry or not expressing it when you are hurt or angry. That is as destructive really as yelling and screaming. So maybe I'll talk about anger for a moment because there are people who overexpress anger, and that means like just really like yelling and screaming and being overtly reactive.

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And then the people who I call underspeak or underexpress their anger, and it tends to be people who are more shy or withdrawn who do that. Neither one is effective for openhearted communication and good connection with another person. So I have in my live events -- I do a lot of live events throughout the year. I've got a weekend coming up and I have a weeklong training program. In the live events, people have the experience, the opportunity to experience both ends of the extreme. I feel like it's the same energy. It's just one end is very extreme. Well, they both are extreme, and the idea is to be able to step into that particular polarity and find where is the most effective, most harmonious place for me to be in terms of connecting to this person.

So say, for example, this side I'm pointing to -- if you're looking at me, it would be the right side -- say that's people who are naturally confident and at ease and just saying what they think and feel and they do that. And say on the other side

we have people who overdo that. It's like the gift gone wrong, people who overdo that.

I was so afraid when I was young and even into my adulthood of people who are like that -- overexpressing anger. It scared me so much to be in the energy field of anger, so I stayed away from it. When I was hurt or angry, I didn't want to say anything. I thought it would hurt the relationship, I thought I would offend you, you wouldn't like me anymore, and so I wouldn't say anything. Did that serve the relationship? No. Did it serve me or my own integrity? No. Did you know where I would stand on a particular issue? No. None of that was effective.

What I learned through actually doing EnneaMotion was I had the opportunity to experience what I call that shadow side, to feel that amount of energy in my body, which I used to think would like literally blow me apart, that my cells would explode or something, and then I would do something that would make me regret it or that would make you really hate me. I was so afraid of it. I stayed away from it.

It also prevented my ability to be confident, to be at the other end of that particular spectrum. I was too shy to be confident. What I learned through doing those exercises that were big and express energy with a lot of force and pounding and striking and they're big, loud energy, which scared me, by doing those exercises, I learned that anger is just energy. There happens to be a lot of it, but it's just energy and it's not going to destroy me. By doing that, I realized I was able to step into that particular polarity and I actually started to embody confidence.

So back to your question about relationship, well, in this particular instance, in terms of relationship, if someone hurt my feeling or made me hurt or angry, I didn't have to yell or scream, I didn't have to run away and be quiet and never say anything about it. I could just literally like step into that particular energy flow and just speak to it.

One of the most magical things for me started to happen which is anger was transformed into curiosity and to be curious and to turn it around instead of saying how you made me feel and just say, "What was going on with you earlier today? Are you okay?" or whatever. I never planned it but I was feeling the energy and I became curious. I think that's one of the magical things that really can nurture a relationship instead of destroy it.

Mark: That's very interesting. I love the little way you described dancing with your anger to sort of roll it around into curiosity before it burns someone.

Andrea: Very useful in relationships, yeah.

Mark: I love that. That's really, really neat. Well, a lot of what you talked about, I just love it because it's like exercising our humanity to take bigger steps into different stances and energies. One of the themes we've had with the Body Intelligence Summit a lot is different ages and stages and body wisdom at all ages, be it from parenting and young people on up. And especially in context of younger people, do you have any ideas you could share with us about how to help next generation really step into these? Test the edges of their etheric bubble to float a metaphor.

Andrea: I love that question because this has been a growing interest of mine. When I had my dance company, I did a lot of work with people of all ages, including children and senior citizens and everything in between. I left doing all of that, doing the Enneagram and EnneaMotion and body wisdom work, and I'm really aware that young people could benefit from this too.

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This is what my interest is -- to have what I call a ritual container where there are no real life consequences with young people of any age, and given the freedom to experience all kinds of energy, the forceful energy, the strong solid confidence, the "I trust myself" or "I have an open heart" or "I'm peaceful and calm" or "I'm nervous and agitated," all flavors of energy, to have and experience it where it doesn't mean anything. It doesn't mean I'm going to hurt that relationship or you won't like me or maybe I'm going to do something and my cells will explode. It's just a curious exploration.

I believe in giving anybody and certainly young the opportunity to simply explore energy, what's happening is they're expanding their comfort zone, they're expanding their emotional range and flexibility, they're increasing their emotional intelligence so that they realized, when they're triggered and they are about to go to their reactivity and potentially damage a relationship, they actually have so many more options about how they can respond like, "Oh, yeah, I know if I go like this I'm going to like hurt Jimmy or Susie or whatever. Maybe I don't want to do that." It doesn't even have to be a conscious thing, but energetically they'll know that "Oh, I can be like this and I believe it will nurture their well-being and enhance their ability to be present, to be whole, fully integrated and respond to life as their best self." Do you work with children? I know you have a daughter but in terms of the movement work you do.

Mark: Not with groups in a formal manner but with my daughter and her friends on constant manner.

Andrea: Cool.

Mark: Yeah, I really appreciate what you're saying there because what comes up for me is it's never too late to develop more emotional intelligence. I don't think there's really a ceiling on how much emotional or body intelligence we can continue to grow into and expand.

Andrea: I think you're right. I think by the same token, I don't know if there's a time when it's too early.

Mark: Right.

Andrea: This is an interesting story about early. So there was a woman at a recent program I was teaching, she had an infant -- I'm sure she had a baby -- maybe she was a year or two, enough to -- she could stand up and move. She was able to speak a little bit, is that two or three?

Mark: Yeah, between two and three, yeah.

Andrea: Okay. So her child was about that age. So she left my program, she had her set of nine mantras, the phrases that anchored the preferred feelings, one for each of the Enneagram types, and they're accompanied and supported by a mudra which in Sanskrit could be prayer position or meditation position, but I use a lot of creative license and I say it's any body position. So she had nine mudras to support her nine mantras.

What's really cool, she did this with her daughter. So she would do one of them with her daughter, and her daughter, there's what they call the -- not monkey brain -- the mirror neurons -- I say monkey because it was first discovered with monkeys. The mirror neurons, there's just an innate reflecting and mirroring when we see someone do something, and it happens in an infant. If you wave at an infant, they wave back with the mirrored hand, not with the opposite. If you raise right, they don't rise right, they do the mirror image. Your emotions, even if it's not an overt gesture, they mirror your energy. It's natural.

So one at a time, she would do a mantra and a mudra to her daughter and her daughter did it back to her. She went through all nine of them and her daughter would mirror them back to her. There was one -- I forget exactly which one it was -- about her heart being still and calm. Something was happening and her mother got agitated and her daughter reminded her, "Mommy, isn't your heart still and calm?" This was a young -- this was an infant.

Mark: I love it.

Andrea: When is it too early? I don't know that there's an answer to that.

Mark: I love it. It's really, really profound work. I'd love to see this offered in schools, at my kid's school. I'm just so fascinated by this work and it's such a brilliant model for people to understand.

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As far as the field at large of movement and emotional intelligence, you've been doing this for quite a while, how have things changed in the last, if you've been 20 or 30 years in this, how have they changed and maybe how are they the same?

Andrea: Yeah. Well, thank you. How have they changed? I'll look at that one first. The idea of emotional intelligence was around -- Daniel Goldman popularized it as a concept. It started way before that. Howard Gardner wrote about social intelligence, multiple intelligences. But emotional intelligence is really popularized when he published his first book, and then of course he kept going.

So that's been around for since late '80s, I suppose. But what really ignited it to grow more was when the brain scientists got involved. Dan Siegel has done a lot of work. I think he's a psychiatrist and he's done a lot of research with brain researchers. Getting the people in the brain research world involved has really made this field grow.

So we're hearing terms like emotional intelligence in the corporate culture which wasn't really happening before. They're accepting it as "You know, I guess we need to be emotionally intelligence leaders." I have an upcoming program called Emotional Intelligence and Embodied Leadership. Part of my intention there is I believe that people who are leaders are already good at leading in certain way or they wouldn't be there. It can all expand our leadership styles by understanding different personality styles. Someone who is a more shy, withdrawn type can still be a leader, but they could perhaps learn how to embody a stronger, more assertive style. Someone who is naturally assertive can learn how to embody a leadership style that's more embracing all points of view.

So the idea of emotional intelligence in the corporate world is something that's relatively new. You even hear the word spirituality more and more often. So these are some of the ways that it's more different, places like Google and Zappos, they're doing all kinds of unusual and I would say cutting-edge techniques for developing not just their leaders but the whole culture. So that is so exciting to me.

How is it the same? Well, you know what? This is something that's been kind of - I'm liking this vibe. It's kind of a new thought for me. But how it's the same is people are people. Whether you're in arts or in a corporate culture, whether it was 1690 or 2015, people are people and that means you have these physical bodies, you've got these emotional bodies, an intellectual body and a spiritual

body. We have all of that. We have ways of being at one with it and we all have ways of disconnecting from some part of that.

So that's part of what has been the same and I believe as we move forward is something that people are more and more interested in looking at and addressing so they can be whole and integrated and present as we move through life.

Mark: Wow. The humanity is the thread. I mean our body is definitely the continuing thing there.

I love how you talk about range. I've learned that in my own life that developing more range of ability to be in either different energies or to handle different energies that comes to you is so important. I'm sure you spoke about range earlier but I know it's definitely like just kind of a key to this whole talk.

Now, the Enneagram -- and this shows I'm newbie here -- there are nine main categories, and that's a beautiful umbrella and a methodology and model. Could you speak a little bit more about why it's nine and if there are other models that maybe are 17 or 20 or 3. You say four. Obviously our body, our emotion, our mind and our spirit, but let's talk a little bit about the models here for a second before we get close to the end and talk about your special offer.

Andrea: Sure. Well, there are a lot of personality models out there. The one I'm most familiar with are of course the Enneagram, and Myers-Briggs is quite a popular model as well. In Myers-Briggs there are 16 different categories of personality styles. Yeah. And then the Enneagram it's nine, and there are other that have four.

The one that I have most resonated with has been the Enneagram. So ennea means nine in Greek. There has been some research about personality traits, and they realized that are clusters of traits in nine different sections. There's a particular area that has this cluster and then there are these clusters and they were able to group them around the symbol called the Enneagram, which is literally just a symbol. So you could look at any style and then give reasons to support it and say why this is the best.

[0:40:08]

Mark: Well, I'm not looking for a best, but for me, it's just fascinating. It's like different lenses.

Andrea: Sure. Exactly. Each of the nine styles has a different lens through which they see the world. So one of the things -- and I guess I could do this fairly quickly -- one of I guess my contributions to the field has been a way of using mantras and mudras to represent what each type is known and what each type most needs.

I like to start with the belly center which is type Eight. What Eight is known for might be something like, "I hold my ground and I speak my voice." As you do that and it energizes that neural pathway, you might feel confidence. But Eights do that. When they do that so much, they go to the gift gone wrong so they don't need to cultivate that anymore, but something that's good for them to cultivate. By the way, Eight is called the boss or the leader of the challenger. It could be "I speak gently from my heart." Of course I'm touching my heart chakra, my heart center, so to soften those edges.

So going around the circle, type Nine, the peacemaker, but they're known for could be something like, "I'm calm and serene." Of course, their gift gone wrong could be going at such a slow pace they don't make any progress or any decisions or any change. So a good mantra for what they most need might be "I'm awake and present and steadfast" for example. I mean there are a zillion variations of this so this is very generic.

Type One, the perfectionist. What they might be known for is "I'm striving for perfection." They do that automatically, easily and naturally, and they get so judgmental, "Am I doing it right? Am I doing it right? Am I doing it right?" A really good thing that they need to cultivate could be "I'll take myself lightly."

Mark: Right.

Andrea: Moving to the heart center types, the Two, the nurturer is known for their "I have loving generosity." They give and give and give so much that if you are a Two, if that resonates with you, you might rather practice a mantra about "I'm receiving your love." It's a different energy.

The heart center Three, the achiever is known for "I'm going for my dreams." They know their goal, they know they're going to accomplish it, they know what it's going to take. They get so goal-oriented they get a little offended by emotional drama because it's not efficient, and yet they need to stop and take time to connect that part of themselves too. So a good mantra for what they need might be something like, "I slow down and take time for deep heart contact," for instance.

Type Four is sometimes called the -- I like the individualist for the Four. What they're known for might be something like, "I have emotional range." And of course it gives the Four a lot of empathy and understanding and compassion. Sometimes the emotional world gets so exciting and so enticing that they get caught in the emotional drama. So a good path for the type Four could be something like "I hear your story" and really to take their focus to the other person.

Moving to the head center, type Five, the observer is known for "I have profound and infinite clarity." And they're so focused and they'll go so deep into some idea to the point that they forget the world exists or the other people exist. So a mantra and mudra that represents what they most need might be "I can be in the world" and to step out of that mental space.

Type Six, often called the trooper or the loyalist, what they're known for is "I have love-inspired loyalty." Their challenge is really knowing where to place their loyalty, and they can have a lot of inner anxiety and concern about "I don't know. There's no solid ground. I don't know where to place my trust." So what they most need could be "I feel solid ground and I trust myself."

The last one, type Seven, the enthusiast, what they're known for could be something like, "I'm joyful and excited and radiant." They can get so joyful and excited that they're always going, going, going, going. What they need to do is to really stop and experience that they can have joyful, radiant stillness and still bring satisfaction to their lives.

[0:45:00]

Mark:

Great. That was very informative. I love it that you went through all of them. That's such a great explanation of the range and super valuable for our watchers and listeners today. Thank you.

I just want to anchor something and mirror -- well, maybe not mirror but anchor it there for a second. There's the mantra, which is the words, the affirmation. There's the mudra which you extend to be any sort of somatic, emphatic embodying of the concept. And then attached to each one of those is the outcome, which really is the feeling that arises from it. I believe that's the part that's the neural pathway you're building, the new feeling that you're like, "Ooh, I'm not so used to that feeling. Wow! What is it?" It's like trying on new clothes like, "I'm trying on this feeling." So there are really three parts, the mudra, mantra, and then "Ooh, this feeling" and this mental neural pathway "And now I've gotten bigger and more range."

Andrea:

What you just described, that is empowered living which is the name of our talk here. So if you want to be more empowered in your life is to do to go the edge of your comfort zone, be willing to take a step further and expand your range. It helps if you have the mantra and mudra. There's, of course, that desire. Then you are more embodied and you are more empowered in how you live your life. It affects your choices and how you live.

Mark:

Excellent. That's great. I love it. This is really just right in line with our whole body intelligence message here on the summit.

We're getting closer to the end here, and I want to make sure people know that you have a special offer and it's at www.bodyintelligencesummit.com/andrea for people who want to look it up. But I would like you to tell us about what you got in mind here for people. I'll let you talk about it. Go right ahead.

Andrea: Thank you. My special offer is a very nice discount and what I'm calling a consultation for three steps to successful relationships. We're talking earlier about relationships, and a lot of what I'm saying is somewhat generic or from the particular individual. For this work to be really effective, it really needs to be custom-designed. And it's usually just to know the three generic steps. So there's a great discount on having a consultation. It's a 45- to 50-minute session to explore how this work is useful for you and what those three steps are.

Mark: Great. That's excellent. I'm sure people are going to be very excited to get that chance to work with you like that. Is there anything else you'd like to say about -- you may have spoken of it earlier. I know I dropped off for a few seconds. But I don't think you speak much about the book. You've got an eBook but you're also part of a new book that's coming out right with a bunch of different leaders in it. Please tell us about that.

Andrea: Yeah. The book is called *The Change II*. It's put together by two men, Jim Lutes and Jim Britt, and there are 20 different authors, each who wrote a chapter on change. My chapter is called *Lasting Change: Embodied Wisdom for Lasting Change*. It pretty much addresses what we've been talking about. The book is just out. I know it's out this month and I haven't actually seen the hardcopy of it yet, but I believe it's out this month, published by Ingram.

I guess if there are any words that I really want our listeners to remember is that change can be easy. I think there's the belief and for good reason that people think change is hard. You could try and you could try and you could try, but as Einstein has said if you try to solve a problem on the level at which it was created, nothing happens. If you always do what you always did, you always get what you always got, all of that. There's a lot out there that supports how difficult change can be. But what change means, when you're wanting to change, it means you're at the edge of your comfort zone. You can't do something different unless you create the neural pathway for it.

Mark: Right.

Andrea: I believe when you have it, when you create the neural pathway, it catapults you into something new, into a new way of being empowered and embodied in how you live your life. So change can be easy if you create the neural pathway for it. It just can change every part of your life like the client I was telling you about

earlier who I read you that little poem. He said that "I'm experiencing change in every area of my life." So change can be easy. That's my final message.

Mark: I love it. That's such good reassurance for the entire world and the summit at large here. Probably the key to change is really getting rid of that limiting belief that change has to be hard. Maybe that's the biggest obstacle to change. Once you get that belief out of the way and start listening to Andrea here and believe that change can be easy, then you know.

[0:49:59]

Andrea: Here's a really simple way to look at it too. I have this pretend game that I play with myself about patience. I don't consider myself a really patient person. It's one of those qualities I'm cultivating. It's kind of a silly example, but it really illustrates the point.

If I'm driving and I'm in traffic and I'm in a hurry, I could feel really agitated and nervous and angry and irate all of that. So I'll say, "Okay, pretend you're patient." So I take a deep breath and then I pretend to be patient. The brain doesn't know the difference between reality and imagination. So as I pretend I'm patient -- you probably play pretend games with your daughter. As we pretend, it becomes real. I believe as we pretend, we're starting to create the neural pathway. So if there's a way you'd rather be, think it, feel it, notice your body, allow a shift in your body to occur.

Mark: Right.

Andrea: I believe that's part of developing the neural pathway.

Mark: Believe it and allow it to happen. I love that. Well, we're about to jump off and I wanted to make sure that you let people know how to find you. One more time, your URL. Make sure people have that correctly. Anything else you like to leave people with here?

Andrea: Thank you. My personal website is enneamotion.com. As you mentioned, my special offer is at www.bodyintelligencesummit.com/andrea. And then we get to talk about your three steps to successful relationships.

Mark: Excellent. Well, it's really been great to have you here, Andrea. It's just a knockout here on the Body Intelligence Summit. Thank you so much. Having you live is great. I want to remind our watchers and listeners that this is all part of the upgrade package that you could just go right to the website and sign up for.

Thank you so much. This is just a really great field of energy and love and expansion here to share your wisdom about emotional and body intelligence. Thanks, Andrea.

Andrea: Thank you, Mark. You're welcome. It's wonderful to be a part of this. I love what you're doing and I'm delighted that body intelligence is getting out there in a bigger way. Thank you.

Mark: Thank you. Great. Bye-bye.

Andrea: Bye-bye.

Mark: We'll see you later.

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