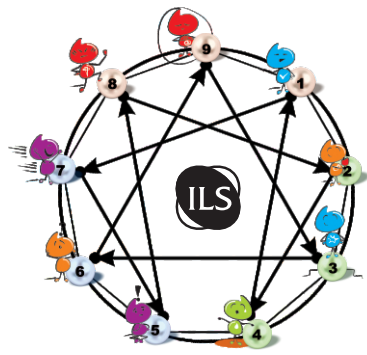


ENNEAGRAM TYPING PQF



ILS believes that the benefits of spending time with someone helping them to discover their Enneagram type in a narrative coaching style, far outweighs the risks and limitations of being mistyped by a test.

The client grows in self-awareness during the process, and is empowered by the knowledge they gain.

Here is the ILS 8 STEP METHOD for ILS ENNEAGRAM Typing **Powerful Question Frame (PQF)**:

1. **ABC'S + INTRO:** Make sure that you are using your ABC'S = Attention, in the Body, Centered and Stay or use your own perfect way to be centered and professional. Ask your client to share **why** they are interested in the Enneagram. Offer an introduction to the **benefits** and overcome any objections. Explain how the process is a **JOURNEY** and **PARTNERSHIP** of self-discovery.
2. **EDUCATE 3 PEARLS:** Explain the 3 Personality Pearls and grains of sand concept; use the nugget notes. Use the ILS Enneagram Coach illustrations and the knowledge you have from the 3 Personality Pearls nuggets (4 Elements). Explain that the type is determined by the **REASONS** for behaviour (gain of sand) and not by the behaviour itself. Give examples, e.g. 2 and 9 are giving, 1 and 6 are diligent, etc.
3. **COACH 3 PEARLS:** Work through the **3 Pearls Self-Awareness Worksheet** to start the typing clue finding process. Encourage engagement. Remember the type will likely not be obvious.
4. **EDUCATE 9 PRIMARY POLARITIES:** Explain all 9 polarities, recap or connect these to the pearls.
5. **COACH THE 9 PRIMARY POLARITIES:** Work on the **9 Polarity Awareness Worksheet**.
6. **EDUCATE 9 TYPES:** Give a snap shot of each type. Use the 9 Types notes to remind you. Work from lowest expression to highest expression. Share the infographics - show the cartoons and the key words. Use songs, famous personalities and examples to educate.
7. **COACH THE 9 TYPES:** Use the ILS Enneagram cards to narrow down the types. Then use the **9 Type's Self-Awareness Worksheets** to work out the final 1-3 types.
8. **JOURNAL:** Even if you are both quite sure of the type, it helps to let the client reflect on this for a few days and to use the knowledge to grow in self-awareness. Ask the client to keep an Enneagram journal. At the end of each day for 7 days, they record a few notes about how they noticed their Enneagram type operating. If they are still determining their type, they can also record evidence of the types. Follow up with a consultation to reflect on their discoveries and use the insights to more confidently determine the type. Once a type is determined, **consider offering them Enneagram Journey coaching packages**. Recommend some books to read. And use other ILS Master Coach skills to continue to coach them on their growth path.

REMEMBER: The type is NOT determined by the BEHAVIOUR, but IS determined by the REASONS for the BEHAVIOUR (Grain of Sand)