



8 STEP TYPING METHOD

PRINT FOR STUDY PURPOSES ONLY

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Guide Structure Method

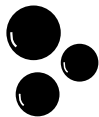
InnerLifeSkills believes in a narrative coaching style for typing.

Here is the 8 Step structure followed by detailed scripts and worksheets.

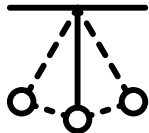


- **#1 INTRODUCTION:**

- Ask your coachee to share **why** they're interested in the Enneagram and a few exploratory questions to clarify **expectations**.
- Offer an **introduction** to the **benefits**.
- Overcome any **objections**.
- Explain how the process is a **PARTNERSHIP** and **JOURNEY** of self-discovery.
- Establish your **credibility**.



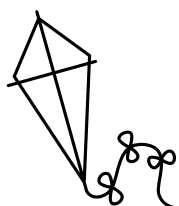
- **#2 EDUCATE 3 PEARLS:** Highlight that the Enneagram is **not based on behaviour**. "WHAT we do" but rather based on the deeper "REASONS, the **WHY** we do what we do." Use the metaphor of the Grains of Sand to help. Offer a very brief overview of the 3 Pearls.
- **#3 COACH 3 PEARLS:** Coach the 3 Pearls Self-Awareness Worksheet to start the typing clue-gathering. Encourage engagement. Remember, the type will likely not be obvious yet.



- **#4 EDUCATE 9 PRIMARY POLARITIES:** Briefly explain the concept of the types as polarities.
- **#5 COACH THE 9 PRIMARY POLARITIES:** Facilitate the 9 Polarities Worksheet, bringing it to life. Remember to link these to the 3 Pearls where needed and bring this to life for your coachee.



- **#6 EDUCATE 9 TYPES:** Offer a snapshot of each type using the infographics and keywords to assist. Eliminate the unlikely types until you have 1-3 possibilities.
- **#7 COACH THE 9 TYPES:** Coach 1 or 2 Type worksheets for the types. Consider asking your coachee to reflect for a few days, use the worksheets, and possibly keep a journal or make mindful notes. In a follow-up, discuss their insights to more confidently determine the type.



- **#8 COACH KITE:** Once a type is determined, consider offering a third session to focus on the Enneagram map for growth, using the InnerLifeSkills Kite as a focused process. If you have other coaching tools, e.g. InnerLifeSkills Intuition, Personal Power, Relationship, Systemic, Purpose and Dream Builder Coaching, you may want to create long-term coaching packages.