

SAMPLE TASTE OF

CHANGING *for Good*

*A Personality Guide
to Lifelong
Healthy Decisions*



Roberta Schwartz Wennik, M.S., R.D.N.

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CHANGING for Good

A Personality Guide to Lifelong Healthy Decisions

The Choice is Yours

Roberta Schwartz Wennik, M.S., R.D.N.



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To Larry — my husband, my love, my best friend, and one great editor!
We're a perfect match — your INTJ with my ENFJ. We create dreams
and make them a reality. To the dreams yet to come.

To Debbie, Shari, Scott, Adam, Elana and Ayla — my girls, sons-in-law,
and granddaughters, whose many types bring love in many packages.

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ESTP — The Advocate (Extravert, Sensor, Thinker, Perceiver)

ESFP — The Entertainer (Extravert, Sensor, Feeler, Perceiver)

ISTJ — The Auditor (Introvert, Sensor, Thinker, Judger)

ISFJ — The Guardian (Introvert, Sensor, Feeler, Judger)

ENTP — The Creator (Extravert, iNtuitive, Thinker, Perceiver)

ENFP — The Activist (Extravert, iNtuitive, Feeler, Perceiver)

INTJ — The Planner (Introvert, iNtuitive, Thinker, Judger)

INFJ — The Advisor (Introvert, iNtuitive, Feeler, Judger)

ESTJ — The Manager (Extravert, Sensor, Thinker, Judger)

ENTJ — The Commander (Extravert, Sensor, Thinker, Judger)

ISTP — The Artisan (Introvert, Sensor, Thinker, Perceiver)

INTP — The Designer (Introvert, iNtuitive, Thinker, Perceiver)

ESFJ — The Contributor (Extravert, Sensor, Feeler, Judger)

ENFJ — The Educator (Extravert, iNtuitive, Feeler, Judger)

ISFP — The Composer (Introvert, Sensor, Feeler, Perceiver)

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Introduction

Two friends go out for lunch. Charley is a what-might-be kind of guy and he decides to get a roast chicken sandwich with a salad. He's thinking about the fact that he'll be meeting up with a friend after work for drinks and wants to save some of his daily calorie allowance for that. On the other hand, Sam looks over the menu, immediately spots the cheeseburger, ordering that with a side of fries. He's one of those live-in-the-moment kind of guys.

Sally and Jennifer are running buddies. Sally, like Charley, is a *what-might-be* kind of gal and runs because she knows her family history. Her dad has heart disease and her grandfather died of a heart attack. She's doing everything she can to avoid being another victim to the disease. Jennifer is a *live-in-the-moment* kind of gal and today she just doesn't feel like running. Instead of being honest with Sally, she tells Sally it's that time of the month and then, instead, watches her favorite soap opera. By the way, Jennifer's dad also has heart disease. Why isn't she as concerned as Sally?

Henry, who is the president of a small start-up tech company, held a meeting with his 20 employees to give them an update of where the company stood in getting their first product out the door. After a few minutes of general discussion, he faced Michael, one of the team members, and blew up at him, criticizing him for something he had done on the project. Henry is the kind of guy who believes that taking an analytical approach to life just makes logical sense. Get at the root of a problem and fix it. After the meeting, Lisa, Michael's supervisor, took him aside and tried to smooth things over, explaining that Henry was concerned about some budgetary issues. As compared to Henry, Lisa takes a more people-friendly approach, believing "you can catch more flies with honey than you do with vinegar". She assured Michael that he was doing a good job and then suggested they work together to fix the problem Henry was complaining about.

What do all of these people have in common? **Their actions are dictated by their personality types** (which will often just be referred to as "type"). According to Carl Jung, a Swiss psychiatrist who developed the theory of "psychological type" in the 1920s, you are born with your personality type even though it doesn't fully manifest itself until you're in your twenties. It's innate, intuitive, and will not change over time. It's a natural part of you.

What Does It Mean to Live Intuitively?

Headlines abound telling us to "live intuitively" with the hopes that by doing so, we'll be a healthier nation. A Google search of the term "intuitive living" turns up 79,400,000 results (with "intuitive eating" coming in with 28,500,000 results). There is obviously interest in being more intuitive with how we lead our lives. Put in the term, "changing", and the search turns up 1,010,000,000 results. Seems there are a lot of people who want something to be different in their lives and figure that if they tap into their intuitive side, they might actually be successful in making change happen.

First, we should get a handle on the definition of *intuitive*.

in·tu·it·ive (*adjective*)

1. Using or based on what one feels to be true even without conscious reasoning
2. Instinctive
3. Spontaneously derived from or prompted by a natural tendency
4. Obtained through intuition rather than from observation

Synonyms: visceral, nonrational, spontaneous

Antonyms: logical, reasonable, coherent

All of the people I talked about above are living *intuitively*. They're living according to who they are and what their personality type is. They just act. As you can see, Charley and Sally have a bit of an advantage with their personality types — they're thinking of the consequences of their actions. It's not that any of the others can't do the same thing; it's just not their natural approach to life. You can imagine the effects that might come from their actions.

What It Takes to Be Healthy ... but then life happens

Who doesn't know that when the body is hungry, one should eat? And who doesn't know that when the body has had enough (something that you'll be working on), it's time to stop eating? While maybe the statement "calories in versus calories out" is too simple a statement, weight management really comes down to that. Eating when you're not hungry means unnecessary calories that inevitably will go into storage. That would be great if you're an animal in the wild and don't know when and where your next meal is coming from.

There's so much written in magazines, blogs, and books about the importance of exercise and physical activity. So, unless you've been living under a rock, you can't say "I didn't know". Maybe even your doctor has mentioned it.

We all know that negative stress will be harmful unless we nip it in the bud. Negative stress (as compared to positive stress of say, celebrating a milestone), doesn't feel good and its damaging health effects can be both physiological and psychological.

But life happens. People who work may need to eat before leaving for their job, whether they're hungry or not. And if they're eating when they're not hungry, how will they know when they've had enough? It may sound like a great idea to take your time and enjoy your meal. However, maybe all you have is 20 or 30 minutes for lunch or dinner. That will force you to scarf down your food, giving your body little time to recognize that it's received food or recognize when it's had enough. Exercise would be a marvelous lifestyle behavior, but how can you fit that in when you work 8 hours a day, plus a one-hour commute each way to work and home? You might even have children who are into sports, dance, or music and you're spending whatever free hours there might have been for exercise just driving them from place to place. Having some "me" time would be valuable to keep stress at bay. Maybe when someone comes up with how to make a day more than 24 hours long, we can get it all done. Then again, maybe we still won't.

You Can't Be Taught Intuition

Well-intentioned dietitians/nutritionists, behavior therapists, and counselors are trying to teach people how to live intuitively in order to manage their weight, improve their lifestyle habits, and reduce the stress in

their lives. They believe that if you're taught to listen intuitively to what your body is telling you, you'll respond with what your body needs. It's a great goal but there's one problem. You **cannot** be taught intuition. Reread the definition of being intuitive. You **cannot** instill in someone something that supposedly comes from one's natural tendency, ...



Chapter 1

About Type

Let's dive in to find out what your type is. You'll understand the *Z-Pattern* more the better you know yourself.

It's Yours for Keeps

According to Carl Jung, our personality type is innate. We're born with it. When we're children, people can only detect our dominant preference (preferences being a way of classifying a person's natural tendencies) that make up our type. This is known as our dominant preference. As we get older, more of our type's preferences begin to express themselves. The older we get, the more fully our personality becomes evident to ourselves and others. There's no question that our environment influences how our preferences are expressed, but it doesn't change what is innately ours.

Keep in mind that there are no good or bad personality types. Identifying our type is not meant to put us into a rigid box. The human personality is too complex for that. While we are much more than type can explain, type gives us a basic understanding of why we or others behave in certain ways.

The Basic Four

Each of the four categories of type is essential to your total personality and how you function in life. How they combine determines your type. The four categories involve:

- What stimulates you
- What is important for you to know
- How you make decisions
- The way you handle life

Before I go into any detail about the categories, I want you to take the Personality Profile Questionnaire (PPQ). It is based on the Myers-Briggs Type Indicator® (also known as the MBTI®) created and developed by Katharine Briggs and Isabel Briggs Myers (a mother-daughter team). To take the PPQ, print the questionnaire below. If you don't have a printer, you could keep a handwritten tally sheet of which letter you select per line as you go through the questionnaire and then just total the selections on your tally sheet.

When you take the PPQ, do it in a comfortable place where you won't have any interruptions. Don't take the PPQ right after you've had an argument or been in a deep discussion about some matter, because that might influence your responses.

You'll see that on each line there's a pair of words or phrases. Select the word or phrase that seems to best apply to you. Don't think too deeply about each set of words. Your first impression or feeling about the words will be more representative of you than if you start to analyze what they mean. Consider your response in terms of what is generally true or natural for you, not situational, connected with work or how you'd like to be. Note the category name to help you put the terms into a particular context. Place a checkmark in the box in front of the word or phrase on each line that seems most appropriate for you. When you've finished a particular category, add up the checkmarks in each column and place the sum in the TOTAL box.

By the way, if you've taken the MBTI® before and can remember your type, you may skip the PPQ. However, if you decide to take the PPQ anyway and get a different result from your previous results, read

the descriptions of the preferences in the next chapter, as well as the type descriptions at the end of the book to see which assessment results would be most accurate. One possible reason that the results from the PPQ and your previous experience with the MBTI® might be different is because you may have originally answered in a work situation that influenced your responses.

Personality Profile Questionnaire (PPQ)

| <i>Category 1: WHAT STIMULATES YOU</i> | | | |
|---|-----------|---|--|
| E | | I | |
| <input type="checkbox"/> group | <i>or</i> | <input type="checkbox"/> one-on-one | |
| <input type="checkbox"/> tend to say "hello" first | <i>or</i> | <input type="checkbox"/> wait for others to say "hello" | |
| <input type="checkbox"/> talkative | <i>or</i> | <input type="checkbox"/> quiet | |
| <input type="checkbox"/> invigorated by a lot of people | <i>or</i> | <input type="checkbox"/> exhausted by too many people | |
| <input type="checkbox"/> self-revealing | <i>or</i> | <input type="checkbox"/> private | |
| <input type="checkbox"/> love to go to parties | <i>or</i> | <input type="checkbox"/> generally don't enjoy parties | |
| <input type="checkbox"/> speak, then think | <i>or</i> | <input type="checkbox"/> think, then speak | |
| <input type="checkbox"/> participate | <i>or</i> | <input type="checkbox"/> watch | |
| <input type="checkbox"/> being in the spotlight | <i>or</i> | <input type="checkbox"/> being in the background | |
| <input type="checkbox"/> outgoing | <i>or</i> | <input type="checkbox"/> reserved | |
| <input type="checkbox"/> many causal friends | <i>or</i> | <input type="checkbox"/> a few meaningful friends | |
| <input type="text"/> Total | | <input type="text"/> Total | |

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| <i>Category 2: WHAT'S IMPORTANT TO YOU</i> | | | |
|--|-----------|---|--|
| S | | N | |
| <input type="checkbox"/> rely on my senses | <i>or</i> | <input type="checkbox"/> rely on my instincts | |
| <input type="checkbox"/> discover | <i>or</i> | <input type="checkbox"/> create | |
| <input type="checkbox"/> practical | <i>or</i> | <input type="checkbox"/> imaginative | |
| <input type="checkbox"/> consecutive | <i>or</i> | <input type="checkbox"/> random | |
| <input type="checkbox"/> familiar | <i>or</i> | <input type="checkbox"/> unfamiliar | |
| <input type="checkbox"/> routine | <i>or</i> | <input type="checkbox"/> novelty | |
| <input type="checkbox"/> actual | <i>or</i> | <input type="checkbox"/> theoretical | |
| <input type="checkbox"/> conventional | <i>or</i> | <input type="checkbox"/> innovative | |
| <input type="checkbox"/> specifics | <i>or</i> | <input type="checkbox"/> generalities | |
| <input type="checkbox"/> want details | <i>or</i> | <input type="checkbox"/> want the big picture | |
| <input type="checkbox"/> what is | <i>or</i> | <input type="checkbox"/> what might be | |
| <input type="text"/> Total | | <input type="text"/> Total | |

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Chapter 2

Getting To Know the Preferences

What makes personality typing interesting is the way that the preferences within a type interact. So it's helpful to know more about the individual preferences to more clearly understand type as a whole. When you appreciate that you possess all the preferences (even though you don't regularly use the preferences that don't appear in your type name), you can avoid typecasting yourself by the stereotypical characteristics of your type. It's too easy to say, "I'm an INTP" and ignore all the other aspects of your type (E, S, F, and J). Yet the more you learn about the various preferences (not just the ones in your type name), and how to use them in your daily life, the easier it will be to change your habits. All the preferences are equally valuable.

As you read the following descriptions, you may find aspects of each preference that seem to describe you. However, within each category, one preference will feel like the better fit overall. The following discussion shares how each preference acts when it dominates the type rather than being tempered by any other preference. A little later you'll find out which of the preferences does dominate your type. It's the one you'll most naturally turn to in order to make decisions, to help you out, and to guide you.

There is a detailed description of each of the personality types in the Appendix. Once you've read this chapter about the preferences, check it out for your type, making sure it describes you accurately. You'll find a summary table of the Attributes, Assets, Challenges, and Stressors for each of the personality types. For now, let's delve deeper into the preferences that make up type.

Category 1 — What Stimulates You — The Extravert and the Introvert

Their Source of Energy

Extraverts focus their attention on — and derive their energy from — people, things, and events. Their concern is how they relate to the outer world, and they often respond to its demands or requirements at the expense of their own needs. If you questioned them about it, they'd say that it's their pleasure to help, and they'll get around to their own needs later. The Extraverts, who are in balance, learn to integrate their own needs with taking care of the people and things outside themselves.



Extraverts can be the life of the party. You probably know people who seem to become livelier in a crowd. They're the ones who have to be practically shoved out the door by the host if anyone is to get any sleep that night. Give them a chance to talk and they'll never give up the stage. From the Introvert's point-of-view, Extraverts are too loud and tend to talk too fast. They control the airwaves by repeating themselves.

Their body language can be just as excitable. They use dramatic arm motions and facial expressions to give full impact to what they're saying. Extraverts don't like too much silence. If you're an Extravert, do you recall how awkward you felt on a first date when the Introvert you were with seemed too quiet? Someone had to fill the void, and so you found yourself rambling on about who knows what.

Being with others actually charges the batteries of Extraverts. Watch an Extravert in conversation with someone. They're like a top that is wound tightly and then let loose. If you look at their address

book, you'd wonder how they have the time to have so many friendships. However, they tend to have broad friendships with many people rather than deep friendships with just a few.



Introverts are just the opposite, looking within themselves for their energy. Their focus is inward, often viewing how the outside world relates to them. The immature Introvert is self-centered, whereas mature Introverts look within to see how they can best serve the outer world. It's a matter of integrating their own priorities with the demands of other people, things or events. They appreciate that participating in the outside world is the best way to fulfill their own priorities. They tend to concentrate their attention on their own ideas, thoughts, observations and musings. Introverts are very content to be by themselves because it gives them time to ponder.

You'll also recognize the Introverts at a party. They aren't necessarily the wallflowers. However, they prefer to be with just one or two other people. More than that becomes overwhelming. They'll be leaving the party hours before it's over, feeling drained from the experience. To charge their batteries, they need to get away by themselves. Deep friendships with just a few people are more important to Introverts than being able to boast about the number or variety of people they know.

How They Think

It's interesting how **Extraverts** think. The more they talk, the clearer become their thoughts. They literally "think out loud". A lively or intense discussion about a subject is much more enjoyable to them than spending too much time in deep, individual thought. Their thoughts tend to skim the surface of subjects rather than delve deeply into any one topic.



The **Introvert's** conversation is often more subdued compared to that of the Extravert's. It's not that they aren't paying attention to the group. Just don't expect them to contribute much right at that moment.

They need time to reflect about what's going on before responding. Examining the facts first before saying what they think is their modus operandi. For them, it is easier to formulate ideas when they're alone. Then they will mentally rehearse how they plan to present those ideas to others and what the potential responses will be. This two-way conversation in their mind gives them a greater sense of security when they finally vocalize their thoughts.

Getting To Know Them

It's easier to "read" an **Extravert** than an Introvert. With so much of their energy being projected outward, the Extraverts are constantly revealing their personalities. Besides, they're more than happy to share personal information with you. They're open and ready to engage in conversation. It doesn't matter whether they're standing in line at the grocery store or attending a seminar. There's always something to talk about. Because they can be easily distracted, it's better to have a face-to-face encounter with them than to write them letters. Appreciate that they tend to express their





Chapter 3

How We Naturally Make Decisions

Being in Control

For us to feel that we can successfully change our habits, we need to believe that we're in control of our habits — rather than the other way around. It means we need to question our habits and whether we should continue to do them. We also need to figure out what would be good habits to create. It reminds me of the joke about cooking a ham.

A young girl was watching her mother cook a ham. She noticed that her mother cut off the ends of the ham and asked why. Her mother replied, "I really don't know, but my mother always did it. Why don't you ask Grandma?" So the next day when the girl was visiting her grandmother, she asked her. Her grandmother replied, "I cut off the ends because the ham wouldn't fit into my baking pan."

If we *need* our habits, they've won. If we *want* those habits, then we have the freedom to choose. We do have the power to control them. Unhealthy habits can be changed by making the healthiest decisions!

Our Habits Come from Decisions We Make

Though most people don't think about or realize it, decision-making lies at the root of all the habits we have and all the changes we'll make. In fact, everything we do, no matter how simple or complex, requires a decision. Maybe, after getting up a little late this morning, you had to make the simple decision of whether you would have breakfast or skip it, grabbing a protein bar instead. Then there are the heavy-duty decisions, such as "Should I take that job offer, which means I'll have to sell my house and move?"

We often overlook the fact that certain off-hand decisions we make have long-range effects. Let's take the example of Jane and the vending machine. About six months ago, her friend, Terri, asked her to join her for the afternoon coffee break. So Jane followed Terri to the vending machine, where Terri got a candy bar. Not knowing what she really wanted, if anything, Jane also bought a candy bar to keep Terri company. The next day, the same situation occurred and again, Jane bought a candy bar. Now, six months later, it's become second nature for her to go to the vending machine, plunk her money in, and select a candy bar. This habit has gotten in her way of asking the crucial questions: Am I hungry? Do I really want this candy bar? How much of this candy bar should I eat or do I want to eat? Of course, these were questions she should have been asking before the habit ever got started. By not taking the time to ask the questions, Jane created habits that now rule her existence. We all need to make decisions more consciously and conscientiously, as well as take the results of those decisions more seriously.

By consistently making the same decisions in particular situations, we establish ways of acting and doing things that become habits. Once that happens, when the situation arises again, we no longer feel compelled to make a decision about it. We do whatever it is without thinking. That's great if what we're doing is healthy. However, we all know that there are many things we do that aren't really good for us.

When we appreciate that different people make different decisions given the same situation and conditions, we can begin to understand the involvement that our personalities and past experiences have in the decision-making process. Our priorities are different and what is a good decision for one person may not be for another. That's why decision-making is a very personal thing. You need to determine

where you're headed (your goals) and then make the decisions accordingly. When making those decisions, we may only tap into our dominant preference (we'll be discussing that in a moment) — rather than using all the preferences within our type. Unfortunately, relying only on our dominant preference is not the best way of making choices because not every preference is being heard from.

One of the major benefits to your learning about personality typing is becoming aware of who you are, what makes you tick, what decisions you need to make to allow your life to run smoothly. When you start to consciously use personality typing in your daily life, you almost become a spectator, watching yourself in order to assess your behavior, consider what you're thinking, and notice your feelings. The more you understand your actions, the easier it is to change those actions that aren't working for you. Remember when you were little and your mother reminded you to "Stop, look, and listen" before you crossed the street? The same applies here with an emphasis on the word *STOP!* Take the time to be an astute observer of yourself.

What Makes for The "Best" Decision?

We need some context within which to make a decision. There has to be some reason that a decision needs to be made. Otherwise, we are living life impulsively, which doesn't consider the consequences of the actions. Many unhealthy habits are done just that way. Would you knowingly live in a way that negatively affects your health, quality of life, or quantity of life? Let's just go with a "no" to that question so all of this book makes sense. If your answer is "yes", then please seek out help from a counselor.

Before I go into how to make decisions, we need to agree on what it means to make the "best" (or "healthiest") lifestyle habit decisions. It's not a matter of me or someone else judging you and saying that the decisions you made were or weren't good ones (though, if they're not healthy decisions, your body will be a good judge of it either immediately or in time). The judgment would be based on our personal knowledge and experience, not yours. For others to be judging your every move and decision, they would need to be with you every minute of the day. That's obviously not going to happen. I'm not sure you'd want someone breathing down your neck for every decision you make. So, you're the one who needs to become knowledgeable, responsible and accountable for those decisions. As Jack Canfield says in his book, *The Success Principles*, "You can't hire someone to do your pushups for you." The responsible and accountable parts are up to you. And your motivation and commitment to your goal will influence how responsible and accountable you want to be.

In my opinion, the measure of the "best" decision you can make is one that moves you toward some goal you've set for yourself, whether it be a weight goal, an exercise goal, a lifestyle goal, etc. Setting a goal to change a habit gives you something to shoot for, a direction in which to head. Whatever actions you take, preceded by the decisions you make, will either move you toward your goal or away from it. Every time you do something that moves you away, perhaps saying "just this once," you're being untrue to your goal. But that is your decision to make. "Just this once" isn't so bad until "just this once" is an excuse being used on a regular basis. Know that when you've made the "best" decision, you should be happy with it, having no regrets or self-doubt.

Of course, circumstances can affect what makes for a good decision. For example, let's say your goal is to lower your blood cholesterol. However, you happen to be stranded on a desert island and all there is to eat is ice cream. (Damn!) You know that ice cream is high in calories and contains damaging saturated fat. Should you eat it? The circumstance, survival, pretty much dictates that the best decision you can make is to eat the ice cream.

You're going to have to be pretty creative, though, to come up with an excuse like that on a daily basis! Most people don't have to be told what they're doing wrong. They know. If they don't, then they need to be responsible and seek out the knowledge they're missing. (I'll be giving you some basic



Chapter 4

Your Type's Shadow Side

When you are under extreme stress, are very tired or ill, or are under the influence of alcohol or drugs, you may find that your decisions and actions don't seem to reflect who you know yourself to be. It may feel like you're acting out of character (both to yourself and others). What you're seeing is the result of your 4th or least developed preference, acting immaturely and, often in an unconscious way, attempting to take the role of your dominant preference. That may be the reason that Jung, Myers, and Briggs called it the "inferior" preference.

Your dominant preference is like the driver of a car. Now imagine what would happen if a 5-year old with no driving experience tried to drive the car from the backseat! That's what happens when the 4th preference takes over during stressful times. You start saying negative and destructive things about yourself that you'd never say to a friend. You might do unhealthy things that you'd try to convince a friend not to do. And this is just how your *shadow side* affects you personally. It might take shots at others, as well.

Next time you feel embarrassed, angry with yourself, or ashamed of yourself for downing that whole bag of chips without thought, maybe you should cut yourself some slack. As you look back on the experience, were you conscious at the time that you were eating the whole bag? Or did you come to the bottom of the bag and look aghast at what you had done? Did you knowingly do it and make excuses for it? Whether you were aware of what you were doing or it was out of conscious awareness, it was probably your 4th or inferior preference at work, acting somewhat infantile. That's your *shadow side* at work.

If you're honest with yourself, your sense of anger, shame, and guilt with eating that whole bag of chips isn't just a reaction to your actions, but more what you think it means about you as a person. You must be a glutton, weak-willed, have no self-respect, low self-esteem, and a deflated ego, and so on to have done such a thing. These thoughts can be what you're thinking about yourself or what you believe others are thinking about you. These emotions are coming from your *shadow side* and until you understand what that is and how to counteract them, it's going to make going forward difficult.

Your Ego and Your Will

Carl Jung believed that your ego is made up of the four preferences (S, N, T, and F) — how you perceive, what information is important to you, how you judge, decide and value that decision. Unfortunately, whenever people talk about one's "ego", it's normally done in not-so-complementary a way. The mind quickly goes from the word "ego" to "egotistical". However, Jung used the word as a way to describe who you are to yourself — your self-image, self-respect, self-esteem, etc. and how you think you are perceived by others.

He felt that will-power (I intentionally hyphenated this) is actually a good thing. Again, when most people think of willpower, they figure they must not have much of it when looking at themselves in the mirror. They see willpower as a measure of how they control their impulses (whether it has to do with their attention, emotions, or actions). Yet, Jung felt that those who can exert their "will" — in other words, use the power of their preferences in a constructive way, were actually the better for it. They then could control what they paid attention to, what they were thinking or feeling, what actions they would take. They could choose to be impulsive, seeking immediate gratification or control their impulses, delaying gratification to protect their long-term goals. Looking at it this way, willpower can be a good thing, being used in pursuit of their well-being. However, too many people try to restrict themselves, thinking they're

using willpower, when actually what they're doing is working against their personality type. That is why you'll see how the *Z-Pattern* can allow you to use willpower in a positive and useful way.

The beauty of the preferences being under conscious control of the will is that you can then choose to exclude them from use, suppress them, select them, increase their intensity and use — all directed by willpower or what we could call “intention”. You do have choice in the matter. Choice implies decision-making, which is what this book is all about. **Every one of your actions is a choice. Don't ever forget that.**

What gets us into trouble is the *shadow side* that is not under the will's control. When you don't feel like you're acting your normal self, that the results of your actions are not constructive but destructive, you're under the influence of your *shadow side*. You really have to ask yourself why anyone would intentionally become overweight or obese. Why would people intentionally lose control over food, emotions, and their lifestyle unless they were so uneducated or unknowledgeable about the potential effects on their health? And, unless you've been living under a rock for the last many years, you've heard enough about living a healthy lifestyle that making up excuses are just that (other than maybe your *shadow side* messing things up).

For this discussion, we have to be understanding of those who have weight issues due to medical reasons or medications. However, that is a small percentage of our overweight and obese population. The only other reason I know of for gaining weight is an actor who is trying to ready himself or herself for a particular acting role or an athlete preparing for a particular sport. Talk about dedication to one's job, having to intentionally gain weight. For the actor, once the movie has wrapped up or the athlete, who is no longer participating in the sport, both have to lose that weight. Then comes the dedication to achieving a healthy weight.

The Shadow Side of the Extravert

By now you know whether you're an Extravert or Introvert. For the Extravert, the object in the outer world predominates in such a way that decisions and actions are determined by the object (which can be a person, a thing, data, etc.). Kendra is an ESFJ. That means that she's an Extravert with the Feeling preference being her dominant preference. Many of the decisions she makes are based on the effect they will have on others rather than her thinking of herself first. It's not that she doesn't do things that are for herself. No one is selfless. However, what we're talking about here is what drives her normal decision-making process. Here's an example. A friend asked Kendra at the last minute for her help in making the gift bags for her daughter's class function at just the same time Kendra was heading out to the gym. Kendra's decision was to help her friend, knowing that she probably wouldn't end up getting her workout that day. Her “J” wasn't happy with the interruption of her schedule, but her “F” would have it no other way.

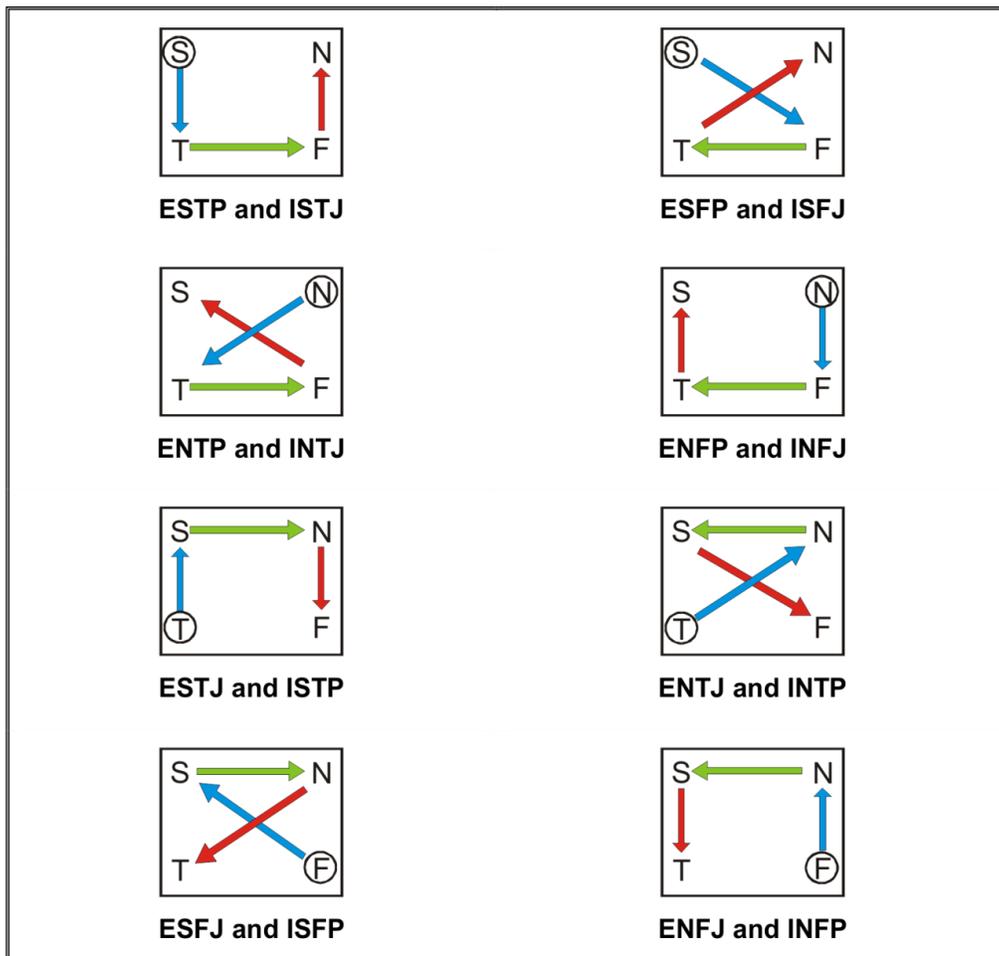
However, Extraverts have their *shadow side*, which has a definite introverting character to it. Energy is no longer directed to objects and the outer world, but the subjective factor. All of the needs, intentions, desires, and demands of the self that were being subjugated to the needs of others and therefore not satisfied, take over. By the way, in normal circumstances, Extraverts would never tell you that they feel deprived by the choices they make. Being an Extravert and relating to the object is what comes naturally. For Kendra, if she becomes unduly stressed, not only does she become more self-driven, she also begins to rely on her *inferior* function of Thinking. It sounds kind of funny to say it this way because it implies that Kendra never thinks. Obviously that isn't true. However, her decision-making is normally a Feeling-based decision rather than a Thinking-based decision. Under stress, that no longer is true. This is her first clue that she is acting out of character, which has been stimulated by something stressful.



Chapter 5

The Optimal *Z-Pattern* of Decision-Making

Now that we've seen what our dominant, support, 3rd and 4th preferences are, let's look at it in another way — graphically. Check out the following chart, which shows how you move from your dominant preference (the preference that is circled) to your support preference and so on until you have the picture of your 1-2-3-4 pattern.

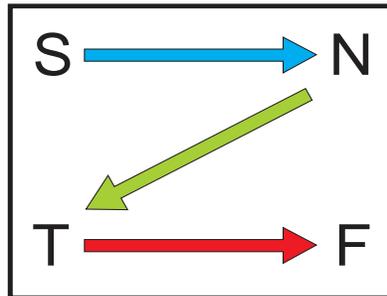


Your Type's Natural 1-2-3-4 Order of Decision-Making

Even though the graphic shows each type's natural progression, we're lucky if we ever go through all of the preferences, something I discussed previously.

4 Steps to a Decision

The optimal pattern of making a decision should include all of the preferences — the *perceiving* functions of **S**ensing and **iN**tuiting and the *judging* functions of **T**hinking and **F**eeling. Most importantly, checking in with each of these preferences should be performed in a certain order. It's called the “**Z-Pattern**” of decision-making and looks like this (follow the blue, green and red arrows that create the “Z”):



Optimal “Z-Pattern” Of Decision-Making

Compare this pattern to what your type naturally does. While some of the types do start with the Sensing preference, that's where the comparison stops. In the *Z-Pattern*, we must use **both** of the *perceiving* functions (S and N) **first**, collecting all the necessary and pertinent information that is then sent to **both** of the *judging* functions (T and F) to make a decision.

The Perceiving Functions

In just a moment I'll be sharing some examples with you of how this works. For now I want you to understand what each of these functions can provide you with.

Use the **Sensing** preference first for gathering concrete facts and data. It gives you a realistic picture of the situation, what's going on, who's involved, what everyone is doing, and whether you've experienced anything similar. Of course, data alone cannot solve a problem.

Then you need to employ your **iNtuiting** preference to pinpoint the possibilities associated with the situation, the meaning of the data and the relationship it has with past experiences, the consequences of taking certain actions. It will help you get the big picture, identify some potential changes and the consequences of what actions you might take. Again, you still only have input at this point.

The Judging Functions

It's now time to present the information you've gathered with your Sensing and iNtuiting preferences to your **Thinking** preference. It will give you an impersonal analysis, consider the consequences provided by the iNtuiting preference (both good and bad), factor in the cost-benefit considerations, and examine any logical misgivings or support you have for the alternatives.

Finally, put all of this through your **Feeling** preference, allowing it to weigh your personal feelings about the matter. Consider how this will affect you (will you like the decision or not?), as well as how the decision will affect others.

When you go through the decision-making process by starting with Sensing, followed by iNtuiting and then onto Thinking and Feeling, you've performed the process in the scientifically soundest way possible. You've gathered the information and then made the decision.



Chapter 7

The Power of Words

When It Comes to Food

It's hard to dodge the power of words when they're flung at you or erupting from your own mind. That power can shape your attitudes and behaviors. This is when being in charge really counts. (The following are listed in no particular order, though many of the terms are related.)

Good and Bad Foods

Why are there "good" and "bad" foods? Who decided that pizza and ice cream are bad? You won't hear that from me, a dietitian. First take-away: Be careful who you listen to. Just because these foods may be high in fat or high in carbohydrates or sugar doesn't make them bad. They're simply food. Interestingly, a starving inhabitant of a poor third-world developing country puts no labels on food. These people are just thankful to have something to eat. Our problem is we have so much food available to us that we have the luxury of deciding whether to consider it good or bad (why I don't know). A lot of those "bad" foods are the tasty ones.

The biggest problem with calling a food good or bad is the implication that you, too, must be good or bad depending upon what you decide to eat. So, when you eat the "good" foods, the angel on your shoulder with the halo is fist-pumping; but when you eat bad foods, the demon on your other shoulder is throwing darts. Really? Food has that much power over you? You do remember that food is simply nourishment for your body? If you enjoy the flavor, enjoy the experience. If you don't like it, why are you eating it?



I'm not going to lie to you. If you told me that you were eating pizza and ice cream every day, then we'd start talking halos and horns, but not in reference to the food. It would be in reference to your thinking and decision-making. However, if you went out on the weekend to socialize with friends over a pizza, I'd be right there with you. We would both know we were eating the pizza because it was a special occasion, getting together with friends, not our daily meal. We wouldn't be judging ourselves afterwards.

However, let's say you think you've been bad for eating pizza and ice cream, what are you going to do about it? Eat a whole bunch of broccoli, kale, beans, and bran so you can feel good about yourself and think the angel on your shoulder is winning? That won't work. You're eating those foods as punishment, not as a food to enjoy. And, with that, the demon won that round. You'd be eating those foods for all the wrong reasons. No question that broccoli, kale, beans, and bran are healthy for you and worth including in your meal plans. That's a decision for you to make.

By the way, it's been found that when you label a food "bad" and forbidden, it's the one food you can't get your mind off of. Now it's something you must have. With that, you have the origin of cravings.

Eating Low-Carb

During the time of the French Revolution (about 1789 to 1799), the monarchy had no idea nor concern for its people. The French government was deeply in debt following a couple of wars and so taxed its people mercilessly. While the rich dined on croissants and brioche, the peasants of France had little to no food. Marie-Antoinette, the wife of Louis XVI, hearing of their plight and with little regard for it, suggested, "Let them eat cake!" The peasants would have been satisfied if they had even enough grain to make bread, a staple food for most of the population.

Fast forward to today and carbohydrates are being shunned as "bad" food. Let me make clear that the bread the peasants were eating and surviving on was whole grain. That's why Marie-Antoinette's comment is so ludicrous. It cost a lot of money to take all the good bran and fiber out of flour to make the cakes and white bread for the rich. (And they weren't fortifying the flour back then, so what they were eating was far less nutritious.) If the peasants hadn't been starved to death or lived in such unhygienic environments, their diet of whole grain bread would have been considered healthful.

Let me re-emphasize that the bread the peasants were eating was whole grain, not white bread. If you must shun carbohydrates, eliminate the processed flour products you eat — white bread, crackers, cookies, cakes. Though, again, understand that processed flour products aren't "bad"; they're just not as healthy as whole grain. Knowing that, the smart thing would be to choose those processed flour products wisely, looking for the most satisfying. Don't forget all the other rich sources of carbohydrates that can equal satisfying: fruit, veggies, winter squashes, whole grain pasta, whole grains, nuts, legumes, and more. Anyone who has been on the Atkins Diet or a high-protein diet say the one thing they miss the most are carbohydrates. There's a reason for that. Carbohydrates provide us with fuel, good nutrition, and most of all, satisfaction and pleasure.

Clean Eating

Clean eating sounds really admirable. People who advocate clean eating want to eat food that has had as little processing as possible, eating foods as close to the way they were grown. But have these people just boxed themselves into such a restrictive diet, which is not always accessible (good luck when eating out), that they're no better off than someone going on a fad diet? It may sound like the right thing to do, but they've painted themselves into a corner, leaving little flexibility in food choice.

When I hear that people are "clean eating", I have to ask (just because people naturally compare things) if you're not "eating clean", are you eating "dirty"? And if you're "clean eating", does that mean you're eating "good" foods while I must be eating "bad" foods if I'm not clean eating? Now we're back to the good food/bad food conundrum.

Guilty Pleasures

Doesn't that sound alluring and daring? Just the word "guilty" associated with "pleasure" sounds like a marketing slogan. Using these two words together implies that the food brings pleasure, but at a price — whether it be the effect on your wallet or on your figure. It also is subtly telling you that whatever the food is, while it should be assigned to a no-no list, it's okay to indulge in it "just this once". We try to fool ourselves into believing that after we've allowed ourselves this one little indulgence, all future decisions will be healthy ones. So we're back to good food/bad food. Wrong!

Anyone who feels embarrassed about eating something that gives them pleasure is going to start using words against themselves like weak, worthless, undeserving, ashamed, and/or guilty when that



Chapter 8

To Eat or Not To Eat?

Dealing with hunger and satiety can be challenging. These are states of being that often are difficult to recognize or easily ignored, especially after years of dieting. The natural sensors may need recalibrating. To get you started, here are three major questions we all need to address to answer the question, “to eat or not to eat?”.

- **Why am I eating?** — If you’re hungry, great. But if you’re not, then you need to address what caused you to start eating.
- **Am I hungry?** — Best you take a hunger measurement to be sure you should start eating. Keep reading to see how to judge.
- **How much is enough? Am I full?** — The first question actually addresses how much you’ll serve yourself and the second whether you’ll eat everything that’s on the plate or just enough to feel satisfied. Just because a candy bar label says that the whole candy bar is a serving doesn’t mean you have to eat the whole thing.

Why Am I Eating (or Still Eating)?

This isn’t really a question about whether you’re hungry. We’ll be dealing with hunger in a moment. It’s searching for other reasons why we start eating when not hungry, or continue eating when we’re full. Here are some of the more obvious ones:

- The smell of food
- The sight of food
- Feeling you always have to have dessert even if you’re full. Sometimes it’s because you may want to have a sweet taste left in your mouth. Of course, it could also be habit.
- Being bored
- Eating to stay awake
- There’s still food left on the plate
- Trying to satisfy thirst with food
- Using food as a transition activity — a way of avoiding starting something
- Using food to deal with emotional issues
- Fear of not getting a particular food again
- Food is part of a social activity
- Eating at a buffet that never seems to end
- Using food as a reward for doing a good job
- Eating a particular food whenever a specific event occurs (for example, popcorn at the movies)
- Dining with a group of people and they’re still eating
- Feeling that since you paid for the food, you’re going to get your money’s worth
- Wanting to be sure you won’t get hungry later when food won’t be readily available
- A friend made you a particular food and you don’t want to hurt that person’s feelings by not eating it
- Needing to have that “stuffed” feeling to know the meal is over

- Serving yourself more than you need to be sure you get enough (for example, serving “family style” or going out for Chinese food and worrying there won’t be enough for seconds)
- Not wanting to waste food
- Not wanting to have leftovers
- With various distractions (conversation, television, and so forth), a lack of awareness of how much is being eaten
- The food came in a “serving-sized” package
- Tasting food while you’re cooking it
- Finding that the container you’re storing the leftovers in isn’t quite large enough, so you eat what doesn’t fit
- You’re programmed to eat by the clock
- Having so much variety of food selections on the plate

Can you add some of your own reasons for starting to eat when you’re not really hungry or why you continue eating past being satisfied? It’s interesting how creative we can be in finding reasons to eat other than being truly hungry. Can you imagine a lion in the wild eating for any of the above-mentioned reasons? Since it has to expend a great deal of energy and effort to bring down a zebra, gazelle, or other four-legged creature (or two-legged if we happen to be out on the savannah!), it’s not going to bother unless it’s really hungry. For humans, since food is so readily available or is so often consumed for reasons other than hunger, our problem may be that we no longer associate food solely with nourishment.

Am I Hungry?

If true hunger is physiological, what are the signs that tell us we’re hungry? For some, it’s an obvious stomach growling or grumbling. For others, it might be a slight light-headed feeling, a lack of energy, or an empty feeling. Do you find yourself getting slightly irritable or have difficulty concentrating? If you’re getting dizzy and faint, maybe having even a slight headache, your blood sugar is probably low and you’ve waited too long to satisfy that hunger.

Learning to recognize the correct signals can be challenging when trying to overcome other forces. Maybe you’re used to eating by the clock (8 a.m.—time for breakfast; noon—time for lunch; 6 p.m.—time for dinner). Or maybe your body has sent you signals, but because you’re involved in a project that can’t be interrupted, you ignore them. Eventually it seems that the hunger has passed. That’s because your liver is doing what it can to deliver glucose into your bloodstream from its glycogen stores to provide you energy to keep going. Just because the hunger signals have passed for a while, doesn’t mean your body isn’t in need of food to replenish your glycogen stores in your liver.

Many people who are trying to lose weight naively think that by ignoring their hunger pangs, they save on calories they would have eaten if they responded to their hunger, and therefore will lose weight faster. Not a good approach since too few calories tend to slow down one’s metabolism. So, you ignore your hunger, don’t feed your body, and your body’s response is totally opposite to what you had hoped for.

Some may try to “fill up” on calorie-free drinks or celery sticks. This may make them feel full temporarily, but it doesn’t answer the body’s need for fuel. And if what they’re eating isn’t even something they want, that’s even worse. At this point, they’ve set themselves up for overeating because they will continue to forage until finding what will satisfy.



Chapter 11

To Relax or Not to Relax?

These are some of the questions you should be asking yourself when using the *Z-Pattern*:

- What are my greatest sources of stress?
- How do I normally feel when I'm under stress?
- How do I normally deal with stress?
- How can I de-stress before things get out of control?

Many poor lifestyle habits are due to stress. Think about the times you grabbed something to eat because you were angry, frustrated or bored. How about the excuses you make for not exercising? "I'm up against a wall on this project; it has to be done by tomorrow. There's no way I'm going to fit exercise in as well." Quite possibly, if we had stress under control, we might not have some of the unhealthy lifestyle habits that we have.

Stress is a fight-or-flight response, which in an emergency may be a valuable reaction. However, it can be very taxing on the body if experienced too often. Many of us feel like we're regularly on a battlefield. If it's not a deadline we have to meet at work, it's having to drive our kid's soccer team to an out-of-state game, or having to deal with a failing compressor on our refrigerator or with a computer that stopped working. Even cravings can be seen by the body as a fight or flight emergency because the demand is so immediate and urgent, making you more impulsive.

Not all problems can be attributed to people and things outside of ourselves, though. We bring on a great deal of our own stress. NTs tend to be perfectionists, never quite satisfied with the job they've done. NFs tend to be idealists, who feel they have yet to bring meaning to their lives or that of others. After making a decision on impulse, SPs often fret whether it was the best decision they could have made. SJs, with their need to serve, often take on more than they can handle.

Sometimes having to act out of character is stressful. Being alone too long can create tension for an Extrovert. An Introvert, on the other hand, can find that being in a crowd too long presents a problem. Being forced to express their ideas in a group situation is also stressful for an Introvert. Perceivers often struggle with the demands of making quick decisions, or being compelled to work in an overly-structured environment. In contrast, Judgers are uncomfortable having to work in a disorganized setting.

Having a definition of "stress" would help better understand what's happening when we experience it.

Stress (stress), n. 1. the importance or significance attached to a thing. 2. Physiol. Any stimulus, such as fear or pain, that disturbs or interferes with the normal physiological equilibrium of an organism. 3. physical, mental, or emotional strain or tension.

There's no question that stress disturbs our equilibrium and sense of well-being. However, look again at the first definition of stress. You see, if you didn't attach any significance to an event, it wouldn't cause you any stress. Imagine that the compressor in your refrigerator stopped working. Instead of fretting about how much it's going to cost you to replace it (do you have an alternative?) or that you'll have to stick around all day until the service repair person comes to fix it, you could take the opposite tack. What if you told yourself that you were very fortunate to get 20 years out of one compressor; that the service repair person can come out today instead of tomorrow or next week; that they have the part in

stock; and best of all, you have time to get some things done at home while you wait? You see, **we choose the way we want to react to a situation** — though, at the time, you may not be thinking that way! It's your decision to get aggravated or not. Don't forget — every decision you make, you're in control.

If I were to add another definition to *stress* it would be “the degree of difficulty one has in adapting to change.” Change may be either good or bad, but in either case, it can be stressful. Getting a promotion can be as stressful in its own way as losing a job. They both reflect change. *It's your mental attitude toward change that determines how stressful you find something.* Think about all the changes that take place in your life on a daily, weekly, and yearly basis and how you react to them.

What Are My Greatest Sources of Stress?

Some stressors can be **major events** such as:

- Change of employment
- Financial problems
- Marriage
- Birth of a child
- Divorce
- Death of a loved one
- Personal injury or illness
- Move to another city
- Problem with employer
- Holidays
- Personal achievement
- Retirement
- A competitive athletic event
- A major exam

Then there are the **everyday hassles**, which taken singly don't seem like much. Yet, they add up and because they're occurring on a daily basis, can be more destructive. They're harder to spot and diagnose. Let's say you're on your way to the grocery store. It's just your luck — the light turns red as you approach the intersection. You start drumming your fingers on the steering wheel. You arrive at the grocery store and can't find a parking space, except one that seems so far from the store you *could'a* walked from home! After filling your cart, you find that you picked the slowest check-out line in the store. You keep watching the line you *should'a* chosen, agonizing over the fact that you *would'a* been at the cash register already if you had made the “right” decision.

The main problem here is the **feeling that you have little control over the situation**. There's an interesting correlation between stress and control. The amount of stress you experience is inversely related to the amount of control you have (or believe you have) over your circumstances. The more control you feel you have, the less stress you will encounter because you're engaged in the situation, exploring, learning and managing its outcome. Adopting a problem-solving attitude helps you get rid of the stress. Action of some sort is the key. Otherwise, you're **forced** to react, and, as a result, may feel helpless. Are you seeing now why the *Z-Pattern* can be your friend?



Chapter 12

Having *Grit*

According to Angela Duckworth, author of the book, *Grit*, it takes just that — grit — to be successful. You need the power of passion and perseverance. While her book is about finding what you should pursue in life — in business, the arts, sports, or whatever — everything she shares in her book could apply to what it takes for you to pursue health and wellness. In her research, Duckworth was trying to learn what makes for high achievers.

She created what she refers to as the “Grit Scale”, requiring responders to state how much they agreed with certain statements like, “I have overcome setbacks to conquer an important challenge” or “I finish whatever I begin.” Those types of questions gave her a sense of a person’s perseverance. To determine passion, statements such as “my interests change from year to year” and “I have been obsessed with a certain idea or project for a short time but later lost interest” proved helpful in defining whether someone had found his or her passion.

If you’ve tried to lose weight before or embarked on your own health initiative and have come up lacking, you may try to explain it away that you just aren’t capable, figuring some people are and some not. Interestingly, many people believe that those who are successful have a natural talent for whatever it is they’ve succeeded at — they’re a natural swimmer or a born pianist. Duckworth proved that that isn’t so. Perseverance and passion can be developed.

William James, a Harvard psychologist, writing in the *Science* journal, notes that a gap exists between potential and actualization. Of course, each person has his or her own level of talent, but James believed that people usually live way within the limits of their talent, not using those talents to their fullest nor working toward the maximum they could get out of them. Most people don’t push to their extreme as compared with Olympic athletes, world-renowned musicians, kids participating in Spelling Bees, just to name a few venues. So why not everyone?

It could very well be that whatever approach you’ve taken in the past for losing weight and improving your lifestyle habits required you to follow certain rules. I hope by now I’ve proven to you that through the *Z-Pattern* the only rules you follow are the ones you create. Those rules are going to be ways that are comfortable for your type and make sense to you because of who you are. You’ll go into those decisions armed with knowledge because, as we’ve seen with the first step of the *Z-Pattern*, the Sensing preference wants data and facts. It needs pragmatic and realistic information. That then gets fed into the iNtuiting preference that will help you consider future possibilities and consequences of particular actions. Once the Thinking preference has analyzed all of this, your Feeling preference will decide based on the merits of a possible decision and how you value it. In another of my books, I asked the all-important question, (as the title states), “Is It Worth It?”

Why Doesn’t Everyone Push to their Limits?

The easy cop-out is that those who don’t push to their limits don’t have the moxie to put out the effort. Or maybe they just don’t want it badly enough. There may be some truth in that. Look at young children who are asked to do something they don’t want to do. They’ll either put up a fuss, drag their heels, or do a half-baked job to get it over with. Is that the case with overweight and unhealthy people? Maybe they don’t want it as much as someone else wants it for them or they’re being told to do this or that to make it happen and they don’t want to be controlled.

You Say You're Ready

You don't have to have a natural talent or a complete knowledge-base to become healthier. However, you do need a high *desire* for success and a *willingness* to improve your skills at getting there. Achievement will follow. At the bottom of all of this is *effort*. Even the most talented people fail without working hard. Think about Michael Phelps, the most successful and most decorated Olympian of all time, with a total of 28 medals. There's no question that physically, his body is made for swimming. So what? If he didn't put in the effort and hours of practice, he'd never have been as successful as he was.

There is some skill involved in any endeavor. Even if you don't believe you have the skill set to become healthier, this book, hopefully, has given you some help. The part that has to come from you is the *effort*. Have you ever had to do a heart stress-test on a treadmill? When you do, you're asked to stay on the treadmill as long as possible, seeing what level of speed and slope you can attain. If you were put in that situation, would you stop when your heartrate started accelerating? How about when you started to sweat? Or when you felt winded? Remember, you have someone right there with you, watching that you don't go beyond what would be safe. Would you continue to push through, challenging yourself to see just how far and long you could go? A "yes" answer means you're willing to put in the effort and withstand some discomfort. I'm not saying that what you're going to do to become healthy comes even close to a stress test. However, it does help you consider what you're willing to put yourself through — the effort — for the achievement and reward that awaits you. In other words, do you have "grit"?

Grit is for the Long Haul

If you have "grit", you have staying-power. You'll take the road you're about to embark upon to its end. This endeavor is not for the short-termer. It's going to take "deliberate practice" using the *Z-Pattern* template. The more situations and challenges you face using the template, the quicker and easier will be your route to success. When I was younger and taking piano lessons, I achieved a high level of playing because of "deliberate practice". Every day, it was 45 minutes to one hour of practice. As a child, I may have needed a little nagging now and then from my mother, but eventually the joy of playing was enough to encourage me to do the hard work. When you start becoming a healthier you, there will be a joy in that, which will keep you going and persevering.

Just remember that this is not a competition with your friends, family, or anyone. This is you trying to achieve your goal of becoming a healthier person. If that requires you to lose weight, that's just one aspect of health (but a very important one). If it requires you to get more physical or more spiritual, then you do it for the good of your cause.

To be gritty means to have a stick-to-it mentality — a never give up attitude. There'll always be obstacles to any goal you set. So what? What you do is put out the effort to go over or around the obstacle. When you do that, you could say you have developed a "passion for health". You've stayed consistent to your cause. You have persistence and passion — the winning combination for success.

When you have grit, you're willing to take the time to figure out what you need to do to be successful. Anything that gets in the way of your goal will be overcome. If you hear yourself saying, "I'm bored", "I'm not sure the effort is worth it", or "I'm just no good at this", you'll need to address those obstacles. Just remember that the reason you're willing to sacrifice some things (like that gallon of ice cream, having only a spoonful or small dish instead) is because you have your priorities in the right order. You know that your goal of becoming healthy is far more important than having that gallon of ice cream. (Remember, I didn't say you shouldn't eat any ice cream!)

What you should have learned in this book is a process that you'll use over and over — making decisions in a rigorous, programmed way. By doing it the same way each time, what might not have



Dear Reader,

I hope you now have a good taste of what *Intuitive Living* has in store for you. While I may sound biased, if this book won't work for you, nothing will. The approach in this book is based on who you are, which is why it will work.

Once you've bought the book, I'd love to hear from you about how everything turned out. Pop into Advantage Diets and post at <http://www.advantagediets.com/books-feedback/your-book-feedback/> . Thanks so much.

All the best,
Roberta

