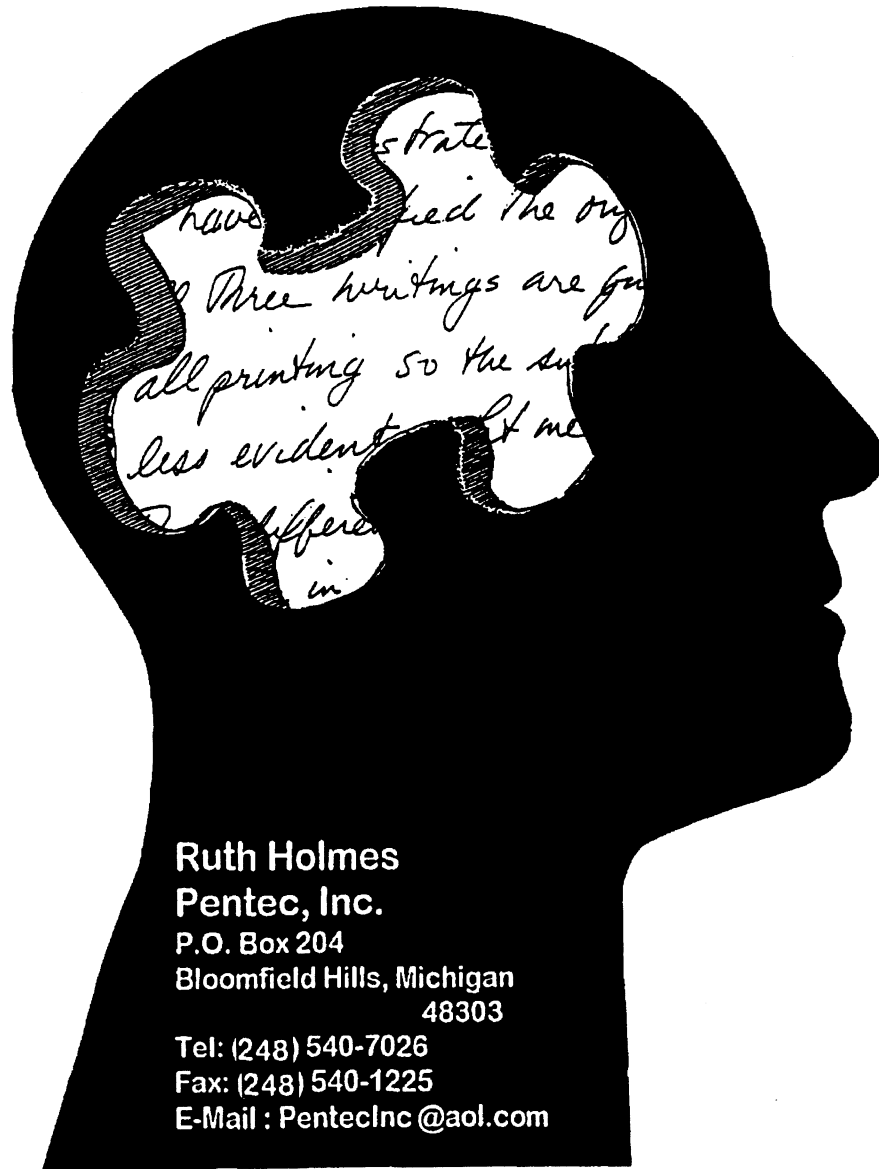


TEAM BUILDING & CONFLICT RESOLUTION



Ruth Holmes
Pentec, Inc.

P.O. Box 204
Bloomfield Hills, Michigan
48303

Tel: (248) 540-7026

Fax: (248) 540-1225

E-Mail : PentecInc@aol.com

A.H.A.F CONFERENCE

OXNARD, CA

October 24, 2013

HIPPOCRATES

The oldest typology dates back to 500 B.C. and originates with ideas of Hippocrates, a Greek Physician whose four types can be associated with aspects of 1) Herrmann's Brain Dominance Styles, 2) Performax Behavioral Styles, and 3) Wittlich's Neurotic Types:

Choleric - Characterized by high male energy, spontaneity, impulsiveness, competition, tenacity, restlessness, externalized emotions and dynamic decisive action. This type is often more developed intellectually than socially. They enjoys marketing, politics or other forms of promotion. Watch for writing that is often aggressive, fast, angular and well spaced with powerful down strokes and heavy pressure. (See also rational self, dominant, schizoid).

Sanguine - Characterized by scattered energy, this person is vivacious, intuitive, optimistic, outgoing, quick and emotionally expressive. They feel comfortable working in sales, public office or theater. The writing may be swift with garland connections and fluid forms. (See also experimental self, influencing others, hysteric).

Melancholic - Characterized by intensity, moodiness and subjectivity, this type is cautious, strongly focused and does not outwardly express their sensitivity. Most are original introverts. Occupations that would suit this person include fine arts, research and education. The writing will often be small and narrow with pressure either uneven, light (sensitive) or heavy (repressed). (See also safekeeping self, compliant, compulsive).

Phlegmatic - Laid back and loyal, this individual likes systems and a regulated framework. He is deliberate, logical, methodical, stable and may lack ambition. Look for slow, controlled and very connected writing with conventional and often supported forms. (See also feeling self, supportive, depressive).

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SANGUINE

- sociable
- outgoing
- talkative
- responsive
- easy-going
- lively
- carefree
- leadership

Butterfly

Turtle

- passive
- careful
- thoughtful
- peaceful
- controlled
- reliable
- even-tempered
- calm

PHLEGMATIC

171 HESOMORPH



EAST

EXTROVERT

INTROVERT

SLOW

ECTOMORPH 117

- touchy
- restless
- aggressive
- excitable
- changeable
- impulsive
- optimistic
- active

Elephant

Frog

- moody
- anxious
- rigid
- sober
- pessimistic
- reserved
- unsociable
- quiet

HELANCHOLIC

CHOLERIC

My age is 4
Cub height 6'
Height 14
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HERRMANN BRAIN DOMINANCE

Ned Herrmann, of the Brain Dominance Institute in North Carolina, defines four distinct thinking styles based on the quadrant of the brain most utilized by an individual. Handwritings can usually be identified with one of these types:

Upper Left = Rational Self

This individual will often be analytical, logical and critical with a penchant for numbers and an understanding of how to make money.

Lower Left = Safekeeping Self

A conservative, procedure oriented person that appreciates advanced planning, is neat, time conscious and well organized.

Upper Right = Experimental Self

Imaginative, risk taking and rule breaking. This individual is a visual learner and a conceptual, abstract thinker.

Lower Right = Feeling Self

Sensitive to others, this person is usually emotionally expressive and typically makes a good teacher or counselor.

Some back issues of the International Brain Dominance Review are still available although there are no current plans for new issues. Inquiries may be addressed to: The Brain Dominance Institute, 20075 Buffalo Creek Road, Big L, Lake Lure, NC 38746, Attn: IBDR

BRAIN DOMINANCE

- AND -

ENERGY



RIGHT BRAIN

Illogical
Irrational
Fantasy
Intuition
Playful
Holistic
3-D Thinking
Common Sense
Creative
Spontaneous
Flexible

LEFT BRAIN

Logical
Rational
Facts
Knowledge
Serious
Linear/Sequential
2-D Thinking
Book Learning
Implementation
Pre-Planning
Structure/Organization

THERE ARE MANY PHOTOGRAPHS AND PERHAPS
A VIDEOTAPE TO SHOW YOU WHEN YOU VISIT NYC.
THANKS SO MUCH FOR YOUR GIFTS AND KIND WISHES.
YOU WERE HERE WITH US IN SPIRIT THE WHOLE TIME.

And just so you can be certain
that this is not a forgery I will
assure you with this closing:

HEF W DM.

PERFORMAX TYPOLOGY

" The DISC"

Four behavioral styles are determined by a commercial test. Most handwritings will emphasize one of these styles over the other three.

Dominant - (left brain) This personality shapes his environment by overcoming opposition to get desired results. He assumes authority, solves problems, questions the status quo and accepts challenge.

Influencing Others - (right brain) This individual shapes his environment by bringing others together to accomplish tasks. He needs social recognition and with others will tend to generate enthusiasm, verbalize articulately and enjoy coaching, helping, counseling or entertaining.

Supportive - (right brain) This type seeks work that is "people oriented" and will cooperate with others to carry out tasks. He prefers traditional procedures, seeks appreciation and can identify with a group.

Compliant/Cautious - (left brain) This critical thinker seeks work that is task oriented and works within existing circumstances for quality product or service. He needs standard operating procedures and controlled circumstances, security assurances and benefits. He prefers to be part of a work group, is consistent with attention to standards and will tend to comply with authority.

DOMINANT

My name is
Edward C. M. -
I just returned from
a trip from Miami
Hawaii. My trip
included a layover
in San Francisco to
visit with an
old summer friend.

INFLUENTIAL

To whom it May Concern, October
I'm ^{the} interested in having my ^{writing} analyzed and ^{with} appreciate your sending ^{an} interpretation.
Sincerely,
Leah J. M.
Chicago, Ill.

SUPPORTIVE

12-17-83

Dearest Shirley,
Yours was a most happy & wonderful surprise. Aubie' was so excited & full with pleasure, that it brought tears to my eyes. It was so nice to be remembered, by you - I also feel an equal closeness between us. I'm awfully glad it was shared.
Hope this holiday season finds you well, warm & loved. Aubie' sends his deepest thanks by saying "man"! Look at all this stuff!
Unfortunately, I'll have to wait Christmas. Aubie' is very much set about that. I told him to be thankful that we are all we are alive & happy but most of all together.

COMPLIANT

Dear
How can I begin to thank you for such a beautiful day, the delicious dinner, the yummy snacks, the TLC, the kisses, Beesy's sweater and Schacht hat, all the goodies you sent home with us (I didn't know you had put in the yogurt raisins)

BERNARD WITTLICH'S NEUROTIC TYPES

Schizoid - This type is recognized by an ability to detach from his emotions. He will avoid dependency, permanent attachment or anything confining. He is independent, socially isolated, individualistic, impatient, and eccentric. The writing is often vertical and widely spaced with neglected or thread-like forms.

Hysteric - Attention seeking, emotional, flamboyant and sometimes superficial, this person can be good in sales and marketing. The writing can show zonal interference and exaggerations. They may need recognition, appreciation and praise.

Depressive - This individual can be an underachiever. Feelings of inadequacy are often compensated for by overly conscientious actions. He will often be fearful of success or failure and blame himself for his inadequacies. The writing can be light or uneven in pressure with falling endings, thread or neglect of form.

Compulsive - This person appreciates routine often to the point of ritualism. He may be a perfectionist; punctual, analytical and fastidious. Look for a rigid but often well organized writing.

MYERS - BRIGGS

Jungian Types

Extravert (E) - Outwardly directed, seeks to affect people or things, expresses feelings, enjoys stimulating people, adventures and novel experiences. The writing will be bold, large, forward moving.

Introvert (I) - Inwardly directed, guards their privacy, sensitive, attentive to detail, socially aloof and can be vocally restrained. Enjoys working alone, reading and more introspective occupations. The writing may have light pressure or small size and can be widely spaced.

Intuiting (N) - Future-oriented with swift mental connections, awareness and insights. Look for writing with logical breaks or clever combinations.

Sensing (S) - Present-oriented, experiencing fully each moment at hand. Expect that the writing will show signs of slowness and will tend to be very connected.

Thinking (T) - Is most comfortable with sequential time (past, present, future) and relies on logic and reason. The writing will have angles and slant will tend toward the upright.

Feeling (F) - Understands circular time (past-present-past). Stays attached to the past and tradition, and feels at ease in expressing feelings. Rounded forms and connections will often combine with right slant.

Judging (J) - Judges plan their work. They are natural problem solvers, decision makers and are able to work with facts and figures. Writing tends to be angular, upright and can be widely spaced.

Perceptive (P) - Adapts well to new situations, sees many new alternatives, is curious, avoids closure and has problems making decisions. This person loves beginnings and is easily bored.

We perceive (learn about) reality through the (1) senses or (2) intuiting function, but we make decisions based on (1) feeling or (2) thinking. We use all four functions but tend to emphasize one or two.

ABRAHAM MASLOW

Maslow defines a Hierarchy of Needs that must be fulfilled before one can realize his potential and experience his larger self. Each type is based on an individual's needs which are identifiable in handwriting.

Level Five - Self Actualization - The person that has attained this level of development has let go of emotional baggage that often conflicts with the ego status. He takes risks without fear and is integrated in almost all areas of his life. He will be found to be dependable, trustworthy and comfortable expressing himself. He may also be described as independent, intuitive, creative, innovative and able to give more of himself to his work and relationships. This individual exemplifies the statement "***the more you are, the less you need.***" The writing will be organized, simplified, rhythmic and well spaced.

Level Four - Ego Needs - With lower needs met, one seeks recognition, power, titles, prestige and social status. This person is competitive and often a high achiever needing considerable income. He may thrive on the power that success represents and the opportunity to display his competence. He will work hard to prove himself to others. The writing may show aggression, enterprise, goal orientation, high energy, imagination and individuality. If he compensates for a weak ego, there may be a small middle zone with tall letters.

Level Three - Love and Belonging - With lower needs filled, one focusses on getting approval and acceptance from peers. More flexible, personable and responsible than his level one and two counterparts, he will reach out for attention, enjoy close relationships, and will often be a member of social, professional and family groups. This type is a follower, peacekeeper and people pleaser. Writing may have rounded forms, garland connections and loops, especially in the lower zone.

Level Two - Safety and Control - Seeking security through control, this person is often perfectionistic, stiff, compulsive, predictable, compliant toward authority and resistant toward change or progress. Acceptable occupations involve a responsibility for consistent procedures, clear guidelines, job security, fringe benefits and maintaining the status quo. Look for neat, precise and rigid writing.

Level One - Basic Security - Food, clothing and shelter are the main concerns of this individual. Adults still struggling to fulfill these needs can be immature, self-centered, self-indulgent, pleasure seeking and can be unreliable. Acceptable occupations require simple, repetitive routines with few demands and basic job security. Look for rounded or school form writing, often with a predominance of middle zone and dwarfed upper zone. The appearance will be undeveloped and not well organized.

HOLMES

Typology of Creativity

Based on a research project with Marilyn Ferguson, author of The Aquarian Conspiracy in which the writing of over one hundred "visionaries" were studied. There emerged graphologically a *Typology of Creativity* identifying four distinct categories:

Conforming Creative: These individuals learn to work and succeed beyond their conventional upbringings to achieve independence and to take some limited risks. The writings have copybook and conforming letter forms together with some strong original indicators.

Compensated/Conflicted Creative: In overcoming inner conflict or in compensating for weakness, greatness can emerge. These writing show exaggeration and unusual or contorted forms but there is evidence of originality, energy, hope and determination.

Productive/Versatile Creative: Here the ego is strong and the writer's direction in life and energies are well focused. The writing is right-trended, and unpretentious, showing action, speed, and good rhythm.

Empowered Creative: These individuals have dealt with their early childhood issues and are to give back to society what they have gained. This writing is simplified, spontaneous and well spaced.

Were you aware when you wrote
in the "Quest Book" "The best
is yet to come! What is to come
if you just simply said it in future!
I told you when you
went to come, I'll send you a check
for your share whatever it is.

COMPENSATED/CONFLICTED CREATIVE

Separation with ego. In my birth, the
function of death is to return us to a
world of spirit where we remember who
we are.

All I remember of what you said to
me the words "converted introvert" (which I don't ^{remember} ~~remember~~
you saying to anyone else so they were all born extroverts
and "parentectomy" (and I don't know if you said I had
had one or needed one!).

CONFORMING CREATIVE

The
clouds are peachy pink and white
against a beautiful baby blue sky.
It rained last night and everything
is very clear and clear.

I do hope you will get a break when you go all the way home to Boston - You have truly deserved it! Give my love to your parents too.

EMPOWERED CREATIVE

My day has been a pretty easy one without too many alarms and excursions. Phillip wants my undivided attention which of course he's not receiving at this moment.

Most of my handwriting is note-taking, with a lot of shorthand mixed in. This is a sloppy version

PRODUCTIVE/VERSATILE CREATIVE

This exasperation ought to be reflected in today's hand/brain/ arm wrestling with this ballpoint.

A KEY TO THE TYPOLOGIES

HERRMANN BRAIN DOMINANCE

CONTACT: RUTH HOLMES
PENTEC, INC.
P.O. BOX 204
BLOOMFIELD HILLS, MI 48303
TEL. (810) 540-7026 FAX (810) 540-1225

CONTACT: NED HERRMANN
HERRMANN BRAIN DOMINANCE INSTITUTE
20075 BUFFALO CREEK ROAD
BIG L
LAKE LURE, NC 38746 (ATTENTION: IBDR)

Especially Volume 9 featuring article by Jeanette Farmer on Handwriting

MASLOW HIERARCHY OF NEEDS

Contact: Dianalynn Clayton
4118 Lyceum Avenue
Los Angeles, CA 90066
FAX (310) 827-3004

MEYERS-BRIGGS - JUNGIAN TYPES

Contact: Milt Moore
106 Falcon Dr.
Charlottesville, VA 22901
(804) 979-2848

Suggested Reading: Gifts Differing by Isabella Briggs Meyers
Introduction to Types by Isabella Briggs Meyers

PERFORMAX - THE "DISC"

Carlson Learning Systems
Contact: Ruth Holmes
P.O. Box 204
Bloomfield Hills, MI 48303
(313) 540-7026
FAX (313) 540-1225

WERLING (HIPPOCRATES)

Your Temperament is Showing In Your Handwriting

Contact: June Canoles, SND - Harriet Dow, OSF

Insyte, Inc.

10351 S. Blaney Ave.

Cupertino, CA 95014

(408) 252-9696

FAX (408) 252-4848

WITTLICH

Early Childhood Disturbances Reflected in Handwriting

Contact: Renata Griffiths

620 Southborough Drive

West Vancouver, B.C., Canada V75

(604) 926-6068

Character Structures & Defense Mechanisms

Contact: Roger Rubin

29 W. 65th Street, # 4G

New York, NY 10023

(212) 5880-9808

Numerous Papers

Contact: Mrs. Felix Klein

Manhattan Handwriting Consultant

250 W. 4th St., Suite 2032

New York, NY 10107

WHAT COLOR IS YOUR PARACHUTE. A Practical manual for Job-Hunters & Career Changers by Richard Nelson Bolles

Ten Speed Press

P.O. Box 7123

Berkeley, California 94707