

Gnosis *ONWARD*

VOLUME IV

Seeking a Sage Spiritual Psychology



LEWIS E. GRAHAM, Ph.D. D.D.

Gnosis *ONWARD* VOLUME IV

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LEWIS E. GRAHAM, Ph.D., D.D.

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FOR DAD,

THE GREATEST FATHER THAT ANY CHILD

COULD EVER HAVE HOPED TO HAVE BEEN

BLESSED WITH IN THIS WONDROUS

AND MAGICAL JOURNEY OF LIFE

THE GNOSIS ONWARD SERIES:

The primary purpose of this series has been to openly broadcast astonishing findings from 4+ decades of global research. The first three volumes, which previously have been published publicly, are presently in their 4th Edition printed and eBook versions. They are subtitled: “*The Story of How We Begin To Remember*” [Volume I ISBN-10: 1490446184], “*Weaving Science, Spirituality and Hidden History into the Fabric of Your Future*” [Volume II ISBN-10: 1490446184], and “*The Ancient Atlantean Meditation*” [Volume III ISBN-10: 1490482288]. Three previous, proprietary versions of this Volume IV were revised progressively and provided as confidential books to several US and European business clients (of *TSA Management Consultants, Inc.*) in 1989-1999.

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In closing, these volumes were published on behalf of the author strictly for non-commercial, educational purposes. All net proceeds will continue to be donated for charitable, philanthropic and humanitarian endeavors.

ACKNOWLEDGEMENTS

First and foremost, I express heartfelt admiration and appreciation for research by Oscar Brunler, M.D. (1894-1952), whose dedication over many decades initially validated some of the material herein. And, I also acknowledge....

Max Freedom Long (1890-1971), a prolific author and Huna researcher in Vista, California, who oversaw years of results-oriented experiments by dispersed volunteers to recover ancient spiritual magic and who partnered with Dr. Brunler in developing the lore of *Psychometric Analysis* in depth.

Kahuna Ho’anoiwahinenuho’aLani (“Lani”, 1942-2007) as the last student of Max Freedom Long and a wise, loving, spiritual warrior who patiently re-awakened me to the divine magic of life, who shared the Secret Science Behind Miracles, who passed along a treasure trove of wisdom as Long’s authentic successor, and who worked vigorously with my business team for years on many complex projects that led to the consciousness model presented herein.

Allan H. Brooks of the United Kingdom, V. E. Clench of the United Kingdom, Serena K. Vit of Switzerland, and Georg Muri of Norway, whose perspicacity led them to acquire our business team’s intellectual property for nonexclusive use, thereby keeping alive our patiently researched accelerated development tools for benefiting individuals and teams.

The late M. Scott Peck, M.D. for his 1983 classic: *People of the Lie: The Hope for Healing Human Evil*. His previous book, *The Road Less Traveled*, was so vastly different that some readers critiqued his exploring of the ‘politically incorrect’ issue of human evil in our stifling climate of cultural relativism. In effect, this book is an in-depth sequel to Dr. Peck’s courageous, non-PC work.

Finally, the author acknowledges two British consciousness researchers: the late Dr. C. Maxwell Cade, who discovered “the Awakened Mind” state of optimal brainwave activity, and Geoffrey Blundell (1923-2003), engineer from *Audio Ltd* (London), who provided our business team with portable equipment for measuring cumulative EEG. In addition, I thank the late Anna Wise, Max Cade’s advanced student, for in-depth training on “Mind Mirror II” devices.

ABOUT THE AUTHOR:

Lewis E. Graham, Ph.D., D.D. was raised in a small, East Coast (USA) town that faced industrial decline due to globalization. As the son of a successful entrepreneur, he was relentlessly curious and achievement-focused – with ardent pro-civil rights beliefs and broad spiritual interests from an early age. He was a natural learner and successful student.

He earned a B.S. degree in Psychology from Virginia Commonwealth University. He then earned an M.S. from the University of Georgia, where he also was awarded a Ph.D. degree in Clinical Psychology with a co-major in Psychophysiology. This unusual path of study aimed to pursue his interest in the mind-body connection at an early point in scientific focus upon that area of emerging research. It later would become known as *psychoneuroimmunology*.

After graduation, Dr. Graham pursued a three-year postdoctoral training curriculum as a US Public Health Service Fellow and served as an adjunct faculty member at the Stanford University School of Medicine, Department of Medicine. In 1981 he was granted a completion certificate in Epidemiology, Biostatistics, and Behavioral (Preventive) Medicine before entering a business career. Having been a marathoner and amateur triathlete at Stanford, he competed in the World Championship Triathlon in Nice, France in 1983. He also undertook community service as a Planning Commissioner and later was elected to the City Council in Brisbane, California, serving one term as Mayor.

In the early 1980's, he founded and managed (for nearly 20 years) a successful international consulting firm with offices in San Francisco, London, Zürich, and Oslo--living primarily in London during the 1990's to better serve European clients. That firm, *TSA Management Consultants*, extensively researched traditional as well as nontraditional models for assessing and enhancing individual potential as well as business team effectiveness.

In 1998, the author focused on a life transition to a path of authentic service, including select charitable giving and esoteric contributions. By 2001, he had succeeded in selling his company's IP (intellectual property) on a nonexclusive basis to various international buyers. He now is therefore free to disclose decades of discoveries. Accordingly, he is currently on a book that aims to enhance group performance. The working title is *Biomimetics: Bringing Life to Your Business – Bringing Your Business to Life*.

Starting in 1987, Dr. Graham augmented his scientific training with a 13-year program of divinity studies. Ultimately he was ordained as a minister by both the Temple of Knowledge and the Huna Heiau, which also awarded him its Doctorate of Divinity degree (D.D.) in 2001 after years of dedicated learning and wide-ranging *Gnostic* immersion.

Dr. Graham's in-depth exposure to multiple areas of orthodox research has been invaluable over the years. He characteristically has applied that knowledge in this further fusion of behavioral science and spirituality while integrating findings from his decades of research, travel, inquiry, and sincere seeking.

GNOSIS ONWARD: SEEKING A SAGE SPIRITUAL PSYCHOLOGY

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FOREWORD: A BRIEF SYNOPSIS OF VOLUMES I-IV IN THE *GNOSIS ONWARD* SERIES

"We [humans] are a species with amnesia...."
-Graham Hancock

VOLUME I: The first three volumes in this series blend exoteric research with hidden lore from esoteric (*i.e.* "Gnostic") sources. As this implies, they are a novel fusion of science and spirituality.

Both sources reveal that humans have a long and glorious past. The true tale of civilization differs greatly from the tidy, orthodox story that is taught in schools. Indeed, there is an unseen reason for the growth in websites proclaiming "everything you know is wrong".¹ In vital respects, this is true.

The real narrative of human history is a hidden one. And no single source holds the complete mural of our past. Rather, the truth lays scattered in many places – like fragments of a broken mirror. Many clues are concealed in myths, legends, ancient monuments and geologic features.

Also, threads are dispersed amongst spiritual or esoteric groups, while secret societies have stewarded various fragments of the ancient lore. Thriller novels and conspiracy theorists have focused on these. This is why they touch such a chord in the collective unconscious of humanity.

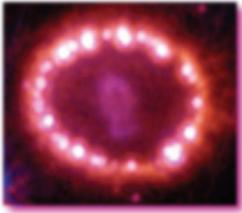


In fact, we are largely a species with amnesia. And we are living through a transition from the 5th to the 6th epoch in an expanding spiral of solar time.

In the 4th Age, a high civilization Plato called "Atlantis" arose on a warm Antarctica. Its integrated wisdom fused science with spirituality in a breadth and depth of knowing that is beyond modern grasp. Our advanced ancestors traveled the Earth, interbred with locals, and brought vital knowledge to

¹ With appreciative deference to the late Lloyd Pye, who authored *Everything You Know Is Wrong* and lectured passionately on a related range of topics [<http://www.lloydpye.com/>]

disparate groups. But most of those exalted emissaries perished when the 4th solar era of a lost, high civilization ended in disaster, as our world shifted to the 5th Age of the Sun. It was a period of indescribable distress and massive suffering. And the surviving humans who remained alive contracted into a state of deep fear that would take root in world cultures.



In brief, the Earth nearly died in a related series of far-flung catastrophes as a dense remnant from an exploded supernova passed through our solar system before crashing into the Sun. Those events deranged eons of stability, even destroying several whole planets—all less than 15,000 years ago. Earth's nearest inner planetary neighbor to be fully destroyed was known to the ancients as Tiamet—between Mars and Jupiter. Today, it is an asteroid belt of dust, rocky fragments, and damaged moons. And a chunk of exploded Tiamet crashed disastrously into Mars', leaving it half-destroyed and lifeless.

The supernova fragment greatly affected Earth—causing its crust to slip and thereby repositioning the continents while ending the last 'Ice Age.' The fragment's gravity also tugged on our planet's magnetic core, pulling it upward in a South-to-North pole shift. And much longevity-linked oxygen *somehow* vanished from our atmosphere, which became depleted by half. There was also a global set of twin tsunamis that caused immense destruction and loss of life for creatures living anywhere near the world's oceans.

Atlantean high society had evolved on the previously ice-free island continent of Antarctica. But the global cataclysms about 13,500 years ago left only a handful of scattered survivors—some in greater Egypt and others who traveled to Inca areas from the southern tip of South America. And the tsunami-dislodged polar icecap washed from what had been the South Pole area's ocean and settled on the seventh continent, crushing its glories while leaving scant evidence of a Golden Age that ended abruptly in a frenzy of worldwide destruction.

That 'Great Cosmic Train Wreck' is carried in our collective unconscious for anyone to access, and the gruesome transition from the 4th Age to the 5th is recalled in diverse human cultures. Each local group has its own version of a

vast disaster story on Earth. For example, recall Noah’s Ark, the Epic of Gilgamesh, The Time When the Sky Fell, or the Inca *Great Flood* legend.

VOLUME II: Our planet’s original, smaller, more distant moon somehow was destroyed in the celestial chaos. And Earth captured a large new “moon” that had been captured by the supernova and dragged inward toward the central Sun. The planetoid-sized sphere came originally from the 11th planetary orbit, as there previously had been 12 planets in our newly deranged solar system. Earth’s huge new satellite caused current tides, tumultuous weather patterns, and *-eventually-* a new global climate patchwork of differential rainfall that led to the strange lush areas versus dry deserts we have today. It became obvious to the remaining handful of advanced beings that new strategies were needed for life to replenish, and eventually to thrive, on a bizarrely altered Earth.

Hence, after a millennium of cloistered peace in their age-old Middle East outpost, a hardy handful of 4th Age survivors heroically devoted themselves to a global rescue mission. Generation after generation, ‘the Nephilim’ intentionally reincarnated with the aid of angelic Anubis—which has been misinterpreted by ‘scholars’ as an ‘eternal life cult’ that used the ancient Sphinx monument (long before its animal, likely jackal, face was disfigured by a pompous ruler.) And they succeeded in discovering agriculture, rebuilding an altered world, broadcasting systems of survival, transmitting codes of social harmony, and preserving much of their old wisdom—including a ‘flat’ version of their nearly-forgotten, three-and-four dimensional language of *Gotte*. They also left behind clear clues whose significance would elude us until now.

Places like Göbekli Tepe, the intentionally buried ‘temple’, near the Turkish-Syrian border in southeastern Turkey, are evidence of a regional search for new food sources carried out by those selfless stewards, the *Nephilim*. The site has been misconstrued as “the birthplace of civilization”—although no society ever existed there. In fact, the Göbekli Tepe ‘temple’ shows every sign of having been an outpost used by the mighty “Heroes of



Old” in their regional search for food and livestock sources after the global cataclysm well known in hidden *Gnostic* lore.

Göbekli Tepe’s roofs were thatched across pillars, and rings of mortar-less stone buildings were terraced above each other to form an elaborate, multi-storied dome in the shape of a towering, artificial hill that provided the outpost with sweeping views of the surrounding plains. The goal of the Atlantean survivors’ rescue mission had been simple. And it was acutely survival-focused for humanity: *Locating and domesticating available animal species and plant strains that then could be cultivated with ease for greatest benefits.*

The rescue efforts continued over more than a dozen generations. And their heroic actions eventually succeeded. After that point, they intentionally buried their outpost structure. Their aim? To preserve it for awareness-inducing discovery by future generations who would begin to fathom the world’s true history – clue by clue.

Those perceptive *Heroes of Old* further saw that the world clock had sped up in a new solar context. And they knew December 2012 would mark the next Turning of the Ages. That time would inaugurate a period when we would greatly need their ancient wisdom. Volume II reviewed all these events and insights. In fact, widespread but unfounded fears about “the end of the world” were a primary reason for the 1st edition of the *Gnosis* series in July 2009.

For decades we lived in the twilight of the 5th Age. 21 December 2012 marked a Turning of the Ages of the Sun...an event horizon for humanity. That date signaled the conception of the 6th solar epoch – which, at last, was a chance to transit Ages with grace and ease as the unseen context of Earthly life began to shift in an energetically subtle yet pervasive manner. Indigenous people believe that, at most, the transition will stretch over a 40-year period of “turning” which will stretch from 1992-2032.

Each reader accordingly would benefit from an ongoing ‘manual’ for thriving personally as an epochal transition unfolds. In this regard, Volume II unveiled an ancient Atlantean-derived meditation. It can be a core self-help tool for those seeking to expand into their vast, untapped human potential.

VOLUME III: The ancient meditation was based on the first three letters of the nearly-lost Atlantean alphabet of three-dimensional symbols. The third *Gnosis Onward* volume presents specifics of **what** the simple meditation is and **how** to use it independently.

There is a shift in the meditation approach after six months of daily adherence; it is explained clearly. And the three *Gotte* symbols appear in two different formats (large & small) on the final pages of the Volume III booklet.

There are also some optional bonuses. Their efficacy was studied and verified during decades of systematic research. Still, the core meditation is key. It is a life-changing tool, but only the strongest and most determined individuals will use it in committed fashion. It is a sad fact that very few people have the willpower needed to persist as amazing, inner changes build.

Finally, there is also a companion, meditation soundtrack for clock-free timing of your 15-minute daily focusing sessions. It is called *The Ancient Atlantean Meditation*. The entire album can be downloaded at low cost (\$2.97 / £2.37 / €2,67) from all major MP3 music sites, including iTunes, eMusic, and AmazonMP3.

As Marilyn Ferguson said: *"Our past is not our potential."*

VOLUME IV – A PREVIEW: Over a period of decades, my international business team of multi-talented, multidisciplinary individuals patiently investigated scores of traditional and unorthodox tools for assessing and unleashing human potential. Much to our surprise (and initial disappointment), most traditional assessment methods were either misleading or useless in isolation. The models and methods we ultimately validated were rooted in a fusion of ancient wisdom and modern insights—supported greatly by technology. This came after years of curious, agenda-free sleuthing.

This Volume IV will explain the proprietary model that we eventually crafted based on predictive success rather than professional bias. For decades, this author has joked that many wise scholars and researchers suffer from 'premature hardening of the categories'. In effect, that jesting truth is an admission that much of what this author believed from advanced education

was mistaken, while I blithely overlooked glaring truths due to ignorance. *The dictionary defines "ignorance" as "lack of knowledge or information"*.

And in general, people perceive that they are uninformed with respect to issues about which they are already aware of their ignorance. But no one can identify personal awareness gaps when one is oblivious to their very existence.

Experimental results *-and even simple parlor games-* demonstrate this perceptual void as a common feature in erroneous reasoning. To wit, purely intellectual understanding often is blind to this basic conundrum:

We often have no idea that we don't know what we don't now.

This is why our far-flung team came to admire the pithy disclaimer of Professor Alfred Adler. It has been noted that Dr. Adler had a practice of closing his psychology lectures by stating: "Everything *also* could be quite different."

Again, in closing, the primary purpose of this series has been simple. Namely, to openly broadcast astonishing findings from 4+ decades of meandering, global exoteric *and* esoteric research.

And our systematic, case-study methods were boosted by real-world testing with regard to this volume *in particular*. However, our complete findings were known only to a few scores of business clients. And disseminating largely unknown ideas is therefore a primary aim of this latest publication in the **GNOSIS ONWARD** series.

So, fasten your seat belt!

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CHAPTER 1

BACKGROUND AND ‘NON-PC’ DISCLAIMER

“The finest trick of the devil is to persuade you that he does not exist.”

[Charles Baudelaire—French poet, essayist & literary translator, 1821-1867]

*Gnostic or esoteric lore*² conveys astonishing insights. Likewise, the parapsychological investigations of modern Huna are a fascinating topic area of largely unknown research.

Both sources provisionally informed my team’s decades of research. But they *never* dictated the course of inquiry that led to the present book’s conclusions. Rather, this volume summarizes the wisdom distilled from agenda-free, disciplined seeking over many years.

Every idea, concept and technique we reviewed was tested and *either* dismissed, revised *or* validated based upon rigorous, principled research protocols. These steps were hard-nosed, ‘left-brained’ procedures – not wishy-washy feeling-based investigations of the human psyche.

Based upon 20 years of applied research, this book presents a paradigm that includes recognition of the reality of human evil, which is an unwelcome topic in today’s PC world. The aim is to describe in clear-eyed terms *what* evil represents psychologically and *how* it operates in practice.

A few may dismiss all this as “judgmental” and therefore flawed. Many may find it useful in fathoming aspects of life that previously seemed puzzling and become curious. While others likely will ponder from polarized positions.

² *To Reiterate the Initially Footnoted, Vital Material from Volumes I and II:*

From *Wikipedia, The Free Encyclopedia*: “**Esoteric** knowledge, in the dictionary (non-scholarly) sense, is thus that which is available only to a narrow circle of "enlightened", "initiated", or specially educated people. In contrast, exoteric knowledge is knowledge that is well-known or public; or perceived as informally canonic in society at large.”

Throughout these books, “Gnostic lore” and “esoteric lore” are used interchangeably, yet they are far less than fully identical. In particular, *Gnostic lore* signifies a rich but virtually unknown vein of concealed wisdom; yet, it is often confused with an historical branch of Christian theology that is well known to academics. These books have adapted the term *Gnostic lore* to refer to a nameless, dispersed body of ancient, esoteric awareness.

So, those who embrace a universally accepting viewpoint will be disappointed. Hence, readers should know up-front that this is no New Age treatise. And it was never written to confirm anyone's cozy prejudices. Further, I cheerily proclaim that this volume is *in no way* a consensus of so-called 'experts'.

Every informed person in our world today realizes that behavioral scientists lack a cohesive, consistent perspective. They have no reliable viewpoint for confidently predicting the actions of parolees, parents or employees. Nevertheless, such ill-equipped professionals are accorded "expert" status. And they usually defer to 'consensus in the field'. Their opinions, however unfounded or flawed, thereby exert enormous influence over the lives, rights, and freedoms of others.

Yet just how close to authentic truth do you suppose one will come when relying upon prevailing opinions or hired guns?

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So, what luminaries informed our decades of research? Well, expressed in no particular order....

First, Martin Gerber – is a systems scientist who worked with our business team for years, invaluable assisting us in multiple respects. Dr. Gerber is an intriguingly eccentric Swiss German who knew a great deal about Einstein from elderly colleagues in physics and mathematics. Some credible sources maintained that Martin Gerber would have won a Nobel Prize if he had remained in academia, which I personally believe to be true. Indeed, Dr. Gerber is a brilliant mathematician and physicist as well as astutely perceptive across a vast array of topics.



Volume I recounts how Dr. Gerber brought a revolutionary vista to our team in the 1980s – breakthrough findings from the nascent field of "Systems Science". Those results showed that *all* living systems are evolving in the same, common patterns. These had been called "isomorphies" (from Greek words indicating same, or similar, form). The language of this newly emerging science was the

purest in the world: *Mathematics*. Numbers are said to have context but not nuance. They are therefore purely descriptive.

Dr. Gerber maintained that fewer than 100 theoretical mathematicians were advanced enough to grasp the numerical language of systems science. But studies had shown that researchers from different fields had been using the same equations to describe observations in their own specialty areas of study.

Without ever realizing this to be the case....

In short, observable, repeating patterns had been found to appear in every aspect of cosmic organization. And these patterns were mirrored in all complex systems regardless of size: From the body's small cells to vast galaxies and everything in between—which included individuals as well as their even more complex team groupings. This was an invaluable contribution of wisdom. We *finally* began to speak the simple language of change, which previously had been obscured by wordy specialists and esteemed authorities.

Hence, Dr. Gerber described our prevailing, cultural mindset as “the cry for experts”.

His work and our company's research showed that such knee-jerk habits block breakthrough insights. And they serve to foster status quo thinking while fueling arguments and politics over raw data, methods, analyses, and results. We therefore approached our mission with reliance upon observation, carefully crafted measurement procedures and diligent analyses—not expertise.

As Albert Einstein noted, one cannot solve problems from the same the level of consciousness that created them.

Second, in modern Psychology, one key mainstream contributor was Mihaly Csikszentmihalyi—a Hungarian psychologist who broke the unwritten rule of pondering pathology. Rather, he studied happiness, creativity and “positive psychology”. More importantly, Dr. Csikszentmihalyi identified the state of “flow” —*a fulfilling experience when people are absorbed in applying and enhancing their talents*. It is linked with task excellence and peak performance. Amazingly, prominent psychologists had ignored this issue for decades.





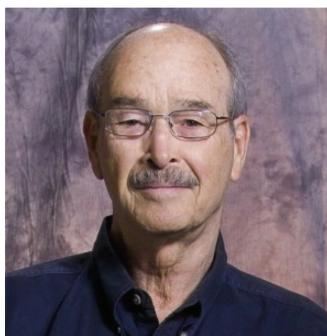
Third, cognitive theorists like Dr. Albert Bandura –who advanced social learning theory– and Dr. Albert Ellis (1913-2007) –who contributed greatly to our development of self-directed, performance enhancement tools. Both were inspirational and Al Ellis became a personal friend in his own idiosyncratic fashion.

Fourth, we benefited greatly from the insights and wisdom of master hypnotherapist Dr. Milton H. Erickson (1901-1980) who cogently understood leverage areas in consciousness and how to activate them. He also valued brief interventions and recognized the power of the unconscious mind with respect to rapid personal transformation. Milton Erickson was truly a trailblazing master. His work provided a lighthouse that guided our efforts.



Also, the late Dr. Stan Russell³ (1926-2012) was a core member of our own business team and a gifted hypnotherapist in the Ericksonian tradition. Stan was particularly instrumental in evaluating and systematizing some of the reliably potent, self-directed tools that Volume III in this series presents. Further, Gregory Bateson’s systems-related insights enriched our view of how consciousness in everyday life furthers individual epistemology.

Fifth, the late Dr. Ronald S. Kurtz (1934-2011) –an innovative pioneer who created Hakomi Therapy (based in body-centered awareness)– served as a trusted advisor in refining our methods. Ron’s insightful guidance on videotaping ordinary interviews before cogently analyzing them for fractals of consciousness was invaluable. His brilliant-yet-simple guidelines greatly aided our work in mapping individuals’ functioning, potential, and their leverage areas for catalyzing accelerated change. Ron Kurtz was a dear friend, and this author is personally



³ For years our team used one of Stan’s books (*Pocket Guide to Rapid Personal Growth*) as a handout in accelerated development programs. Stan was a charismatic yet disarmingly humble contributor. As background: “Dr. Stan” was an early pioneer at [the Esalen Institute](#), an initiate and teacher in Huna, and deeply knowledgeable about applied systems science and field theory. His wisdom, insights, communication skills, and rich –often self-effacing– sense of humor are all missed acutely.

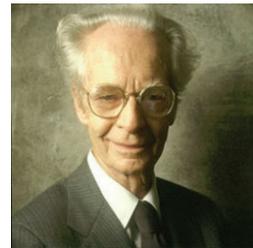
saddened that he failed to see the fruition of our decades of efforts as summarized in this book.

Historically, one influential luminary was Carl Gustav Jung (1875-1961). Dr. Jung is best known for articulating novel notions like ‘synchronicity’, the ‘collective unconscious’, and personal ‘gnosis’. And Jung’s ideas enriched our team’s development processes. His unorthodox notions merged helpfully with others’ discoveries –Ilya Prigogine, especially– in helping us fathom accelerated development shifts experienced by participants in such programs. In this respect, Dr. Prigogine’s findings showed that periodic instability –and *what appears to be* degeneration– in complex systems actually represents a *self-organizing* process that can produce spontaneous evolutionary progression. (Dr. Prigogine is a renowned theoretical chemist who won the Nobel Prize in 1977 for his discovery of this phenomenon, which is known as “dissipative structures.”)

Why were these seemingly ideas important in our work? To wit, people often feel disoriented when they experience rapid, discontinuous leaps in personal functioning. So it was helpful to have a rich framework for conceptually clarifying sudden inner changes, which can greatly alter perceptions of ‘external reality’.

Surprisingly, two brilliant contributors in the field of behavioral science were of little help – namely, B. F. Skinner (1904-1990) and Sigmund Freud (1856-1939).

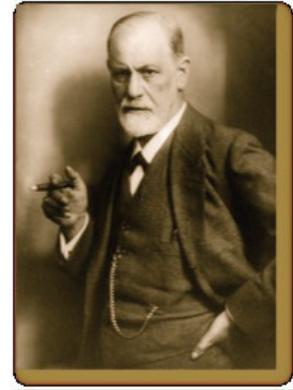
Professor Skinner’s “Black Box” approach dismissed human consciousness as an ‘unobservable’ variable –and therefore irrelevant. We eventually concluded that Skinnerian approaches were mostly useful for shaping behavior in animals and children. Beyond this limit, we perceived assumptions implicit in Skinner’s approach as devaluing the power, unique talents, and latent potential of individuals and their freedom to make personal choices.



Honestly, ask yourself if have you ever known a highly-functioning achiever who wishes to be viewed as tantamount to a trained animal and lacking in free will?

Similarly, contributions from Sigmund Freud as the brilliant “Father of Psychoanalysis” also were useless at best. We concluded they were fallaciously based upon misleading mechanical models of mental functioning from the 19th Century, such as the boiler chamber of a railroad’s steam engine.

Nevertheless, Freud’s greatest contribution was in discovering the unruly unconscious mind in deep trance sessions with otherwise polite and socially controlled Viennese patients.



Still, the therapy that he created has questionable benefits. Research has shown that those who undergo psychoanalysis become highly conversant about their inner issues, as well as more introspective overall. Yet they show personal changes comparable to those that occur in normal people who simply mature over time from life experiences *without* any exposure to the Freudian 'couch' technique.

Finally, a great source of inspiration and perspectives came from Abraham Maslow (1908-1970). Regrettably, most faculty members in my primary graduate school program held Dr. Abe Maslow in low regard and never understood his viewpoints.



I progressively learned, however, that Dr. Maslow’s perspectives were boldly humanistic and uncannily perceptive. He was a brilliant thinker who understood how modern science works and often malfunctions. In particular, he believed that research activities had become unhelpfully *scientific* (this author’s neutral term).

Maslow called the scientific trend ‘means-centeredness’ versus ‘problem-centeredness’.

That was Abe Maslow’s way of describing how scientists had begun using ever-more-precise methods in studying matters of lesser importance to the human condition. In the process, he saw that research methods were becoming an end *in and of themselves*, with dwindling focus on the applied value that flowed from scientific results.

Hence, greater methodological rigor had been accompanied by a growing accumulation of less meaningful findings, which were procedurally impressive yet increasingly irrelevant to people's genuine life issues.^{4 5} Due to that slow-motion shift, he felt that investigative processes had become an end *in and of themselves*—thereby detracting scientists from focusing on the inherent or applied value of their experimental findings.

So, does this suggest that modern science is often useless?

No. And although many useless studies *do* occur in practice, rigorous scientific observations often yield invaluable data. However, the process of interpreting and making sense of findings is problematic, and it should be understood more clearly. This requires two key insights about how research occurs in real life.

First, most of us may be unaware of what we take for granted.

So we may often fail to grasp that our explanations for anything always rest on core assumptions. For example, if you were to give directions to a stranger, you would expect that the other person would understand 'left' and 'right' in the same way that you do. We all implicitly assume that strangers are free from dyslexia. And that they will clearly grasp how to use 'here-to-there' guidance.

But sometimes strangers become lost after receiving succinct directions. So it's easy to conclude that a dyslexic person 'just didn't listen' based on one's unrecognized assumptions about 'clear information' being sufficient.

Yet would this be unquestionably true?⁶

In similar fashion, unexamined scientific assumptions often guide the steps of data interpretation in research. And these can greatly color explanations in a hidden fashion.

⁴ Naomi Schaffer Riley, author of *The Faculty Lounges* has reported speaking with one professor who said: "When I became department chair 30 years ago, people used to bring in their research in a loose leaf [binder]. Now they bring it in multiple Xerox boxes."

⁵ Richard Vedder, a professor of economics at Ohio University, has written that: "...much research consists of obscure articles published in even more obscure journals on topics of trivial importance."

⁶ No, of course not.

This is one key in seeing how science actually works – regardless of whether it works well or poorly.

In short, the ‘givens’ in a particular moment quietly guide the way in which ‘objective’ results are interpreted. This is true regardless of whether every underlying assumption is highlighted. Occasionally, however, something unforeseen occurs without warning. And, when ‘the assumed’ is challenged by new data, scientists face a tough choice: Must we junk familiar and accepted theories? Should we make them more complicated to include the puzzling results? Or should we simply ignore such findings for now?

Second, another aspect of Maslow’s insights pertained to the basic method in most fields of modern science.

Simply put, our research approach is ‘reductionistic.’ It is rooted in deductive thinking. This model of discovery uses logic and reason to analyze data and to arrive at specific factual conclusions. It also is vital for testing key aspects of particular theories.

Reductionism comes from the same word as ‘reduce’. It refers to the discipline of separating, or dissecting, a phenomenon into its assumed parts. These smaller components are then studied individually. The aim, in essence, is to gain better understanding of ‘the whole’ by reassembling it piece-by-piece – but only after each part has been examined thoroughly.

Scientists do this kind of work with great skill. They deserve recognition for carefully studying ever-smaller aspects in rich detail. In doing so, they have developed vast amounts of specific information. Multiple fields of knowledge have expanded to a degree to that nearly beggars belief.

Indeed, many bodies of research knowledge are so large that specialists frequently address sub-areas. Yet those helpful experts are ambitious people with their own viewpoints who are deeply enmeshed in the politics and dynamics of their personal research careers. As a result, larger context is often an after-thought. And reductionism –by its very nature– veers away from integrating seemingly unrelated research outcomes in a holistic manner, particularly across disciplines.

Indeed, a researcher who might do so will be judged harshly as indulging in ‘speculation’ that strays beyond the specific data at hand. Hence, inductive thinking about the broader meanings of results (and their potential interrelatedness to other findings) becomes a lower priority, which is therefore ignored under the widely applied ground rules of journal publication editors.

So as this process pieces together fragments of information, it risks producing a grand structure that is invisibly incomplete. And internally consistent results may yield off-base interpretations. These may respect consensus while harboring mis-assumptions from various traditions of thought. Sometimes the result is a modern ‘Tower of Babel’ of ideas. To their credit, scientists nearly always state that further research is needed.

Yet the key question is: Can scientists ever reach ‘truth’ through reductionism?⁷

Reductionism is a bit like striving to determine how handwriting happens by cutting the hand apart and studying the anatomical parts in isolation. Specialists on muscle, bone, ligaments, blood flow, neurology, and so forth, would be asked to provide expert views. To this might be added mechanical studies on pen construction and ink flow plus analyses of the paper. Then, and only then, would segments of information be confidently re-assembled to explain how writing can occur.

*Yet this approach would miss the vital context: **A conscious person moves the hand holding the pen while forming an intention to write.***

So reductionistic science would deliberately ignore any consciousness ‘variables’ since underlying perception cannot be measured objectively. Hence, the writer’s mind would be omitted from consideration in our hypothetical study. And although the objective methods would be sound, such research — despite all its well-documented conclusions — would be silly.

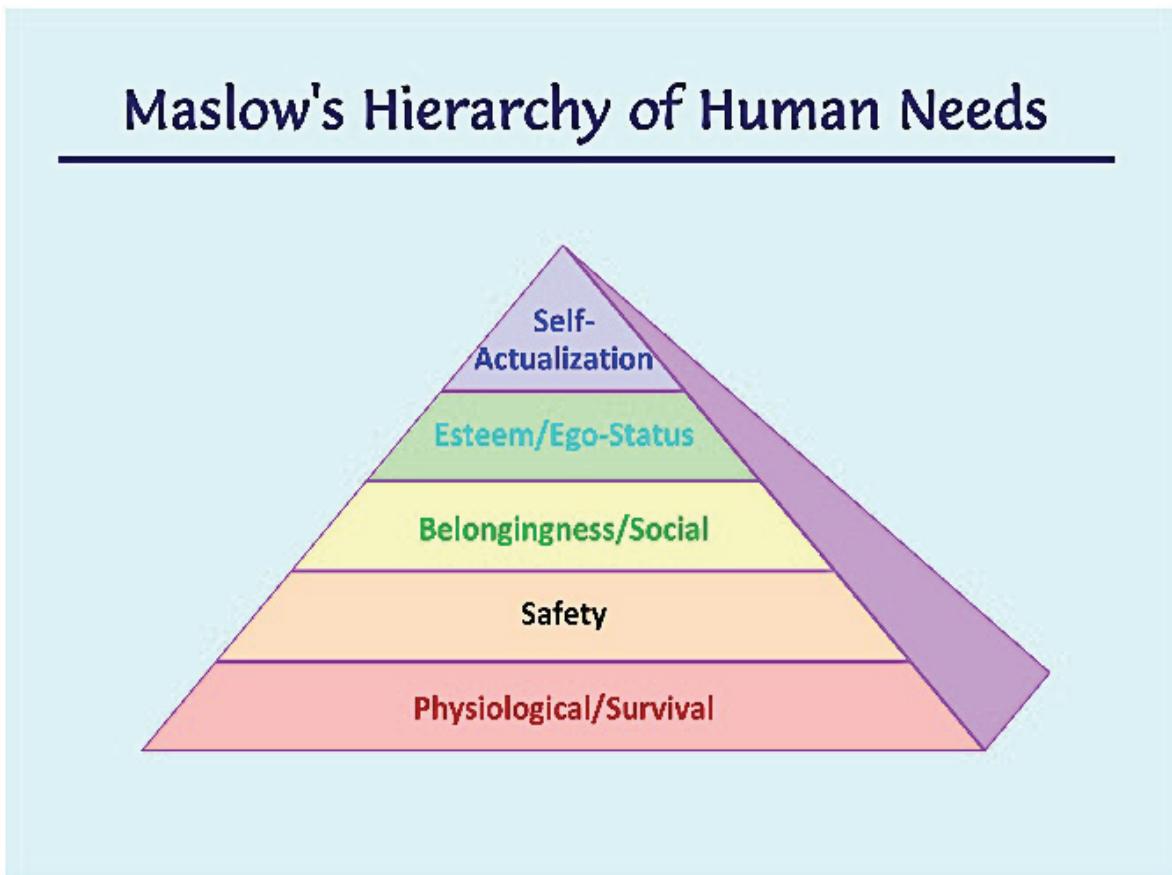
⁷ John Derbyshire, writing for *The Wall Street Journal*, has used the following metaphor in a book review of problems in scientific research:

“Like other complex human enterprises, science has a ‘front’ and a ‘back.’ The model here is a restaurant. In the front, waiters in spotless uniforms glide between tables murmuring suggestions and delivering exquisitely arranged platters. Meanwhile, the kitchen — the back — is a chaos of noise, heat, haste, breakage and rancor. Now and then a gross error in the back leaks out into the front, and a case of food poisoning shows up in the newspapers. *So it is with science.*”

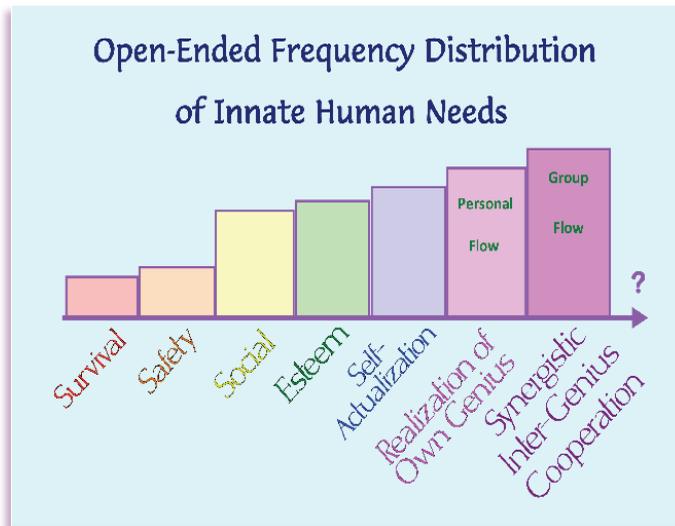
Finally, most are unaware that late in life Dr. Abe Maslow deeply regretted ever publishing (in 1943) the visual model for which he is most famous, a “hierarchy” of human motivations. The idea is commonly known as Maslow’s Hierarchy, and Abe lamented its effect upon social consciousness.

Dr. Abe’s regret was real because he deeply respected individuals’ uniqueness and he believed passionately in untapped human potential. *Yet he came to realize that his simple explanation had been so widely misinterpreted and misapplied that he felt personally responsible for creating great confusion.*

First, he saw that the pyramidal model he had chosen was elitist by inadvertently implying those at the social-economic-political ‘top’ were superior to those below. Second, he saw that he had failed to clarify that individuals varied in the intensity with which they sought to satisfy each motivation. And third, he realized that he had implied that no innate motivational aspirations exist *beyond* self-actualization since that ‘need’ was the metaphorical capstone (*viz.*, top) of his pyramid.



Maslow died in 1970, but Dr. Paul Hersey⁸ aimed to remedy these issues in 1980 by re-conceptualizing the hierarchical model as an open-ended, horizontal histogram (i.e., as a frequency distribution). That revised model allowed for individual variations in each need, for fluctuations in need intensities across time and/or



situations, and for multiple needs to simultaneously motivate people while showing that broad human desires could exist beyond mere “self-actualization”.

The nearby figure shows our adaptation of “Doc” Hersey’s revised model. We added two drives while recognizing there might be many more. Namely, our team focused upon methods for enhancing one’s access to inner resources (“personal...genius”) and tools for unleashing teams’ collective intelligence (“group flow”).

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Our consulting firm and dispersed *Gnostic* team always gave full disclosure regarding our methods and progress. We fully explained our ‘organic’ research focus and single-case experimental design framework. We further described our model of human performance as an evolving one that had advanced beyond our past notions and would be refined further over time.

Finally, we viewed the deceptive use of sham treatments (“placebo controls”) in research as both immoral and ethically questionable. It was in this context that we candidly reviewed possible benefits from unorthodox tools in the context of individualized suggestions, while affirming that accelerated

⁸ Dr. Paul Hersey was “internationally recognized as a leading authority on training and development in leadership and management. The Situational Leadership® Model he developed has been used to train more than 14 million managers in thousands of companies across the globe and is deployed in 70% of Fortune 500 companies.” [From his 2012 obituary: <http://obits.dignitymemorial.com/dignity-memorial/obituary.aspx?n=Paul-Hersey&lc=4234&pid=161837015&mid=5348521>]

development program clients were 100% free to choose to either adopt or reject their use.

The material that follows is adapted *verbatim* from written documents provided to program participants. It has been modified *only* to adjust for tense, to mask identifying references, to clarify language, and so forth. So, at a minimum, our standard professional disclosures always included the information below, which was provided both orally *and* in written summaries.

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OUR APPROACH. For many years, we provided professional services primarily focused on rapidly developing business teams and key individual contributors and leaders. Our team members brought decades of experience in working intensively with hundreds of companies in more than a dozen countries. During that ongoing process, the model herein evolved.

We steadily refined our organic approach. In particular, we were receptive to learning in every situation. Also, we applied a case study method of R&D with all clients to enhance the practical results. And since speed is clearly a competitive advantage in nearly every business, we endeavored to deliver the greatest commercial value in the shortest possible time frame.

Our specialized assessment services were designed to spotlight a range of personal characteristics that affected work and life success. Eventually, we used mostly non-traditional and proprietary tools from several fields. These included systems science, psychophysiology, obscure projective test studies, and research on human potential. We gathered assessment information during an intensive period of systematic appraisal that initially required as long as three full days but eventually became shortened to less than a half-day.

In general, our goal was to provide assessment clients with candid, confidential feedback for self-understanding and enhanced professional success. So we typically focused on issues that would affect work performance and leadership effectiveness. Eventually, we strove to determine how personal features functioned together systemically, and how they might boost career success and personal satisfaction.

Every individual assessment strategy was, to some degree, custom-designed. Our specific approach was based upon our client's industry, needs, organization, business strategy, and desired individual outcomes. We collected a wide range of personal and/or organizational data that were carefully analyzed by various team members and contractors as part of an elaborate crosschecking process. When we obtained sufficient data, we felt confident in our conclusions – while recognizing our models would be enriched over time.

Our conclusions were presented to the assessment participant in a confidential feedback discussion. This permitted our findings to be discussed frankly in light of specific concerns or goals.

When we were asked to assess job candidates prior to their selection or hire, we provided candid feedback to the assessee and *sometimes* to our client (the employer) *depending upon the agreed ground rules*. The aim was always to ensure that a person's unique talents ("genius") were clearly recognized and that new hires were integrated smoothly into existing teams and business cultures.

Our core competence was supplying targeted follow-up work that provided skills and tools for rapid professional development. Our customized development programs, which could be highly intensive, usually were provided on a one-on-one basis to leaders and key contributors. We aimed to enable them to achieve greater success while deepening personal satisfaction.

In our work with both individuals and teams, we favored approaches that produced such outcomes and other positive results in the shortest possible time frame.

Our paradigm continually evolved and matured beyond our current ideas. Hence, the framework we used at some points in time became more refined based upon cumulative experience. And we consistently found that focused, accelerated growth tools unleashed individual talents. To wit, they made it easier for people to perform at their peak with professional challenges as well as to enjoy and respond more resourcefully to the shifting dynamics of their everyday lives.

This *nearly always* had a beneficial effect upon team dynamics as well as group productivity. That outcome was hardly surprising given that research had



traced fully 65% of an organization's cultural climate directly to the style and characteristics of its leaders.

Because our firm delivered genuinely valuable results, the company prospered as our business continued to expand entirely from word-of-mouth referrals. We opened multiple global offices and had professional representatives in the western US as well as three European countries by the mid-1990s. The work spanned from Australia and North America to the United Kingdom, the Republic of Ireland, continental Europe and Scandinavia.

I often was in London during that period and lived there happily for more than a decade to spend ample time in our three European offices. The travel was exhilarating—even though I found myself on international flights so often that some crewmembers and I came to know each other by name and greeted one another like old friends. (*Yikes...what an intensely focused life!*)

Our business provided accelerated development tools to key executives and work teams. There were two congruent over-lapping, packages—one for private, individual coaching and one for enhancing success in commercial groups. The results were consistent as people blossomed into fuller potential and greater degrees of life success. This was deeply gratifying. Everything seemed 'to work' much better than any of us had ever expected.

The most potent, self-directed tool that we validated for individuals was an ancient, open-eyed focusing exercise which is used during a 15-minute quiet session each day. It is fully explained in the Volume III of this series. That summary booklet is entitled *GNOSIS ONWARD: THE ANCIENT ATLANTIAN MEDITATION*. *And the author enthusiastically invites you to consider it!*

CHAPTER 2

THE ‘CHANNEL CONVERGENCE’ APPROACH AND A SYSTEMIC HUMAN PERFORMANCE MODEL

“Our past is not our potential.”
- Marilyn Ferguson [Founder, *The Brain-Mind Bulletin*]

The approach we used for collecting and analyzing information was based on the measurement “principle of convergence”. This required redundant methods similar to data collection procedures in the physical science and engineering fields, which are based on a procedure known as 'triangulation'.

Applying the principle of *convergence* required that data be gathered from three or more 'information channels' to reach valid conclusions regarding personal features. This meant that validly estimating a participant’s potential was only possible when using *at least* three distinct measurement modes.

Our experience proved this approach to be reliable for gauging personal characteristics and crafting brief-yet-accurate assessment procedures. It was also useful in charting gains among those in rapid enhancement programs.

To consider this idea differently, imagine that you're watching a film being produced.

In a particular scene, at least three cameras are placed to record different and unique points-of-view (POV's). Each camera angle will capture different aspects of the same scene, giving more information and a fuller, richer perspective of sounds and images. This technique, in turn, allows an audience to experience greater realism and presence. Similarly, we found that an analogous ‘multi-camera approach’ -in the context of extensive experience and a practical understanding of individual

Principle of Convergence

- Similar to the engineering principle of triangulation
- Applies to biostatistical measurement of human characteristics & differences
- A methodological principle of sound psychological research
- Requires three different assessment methods for estimating characteristics

Convergence Process (During an In-Depth Assessment)

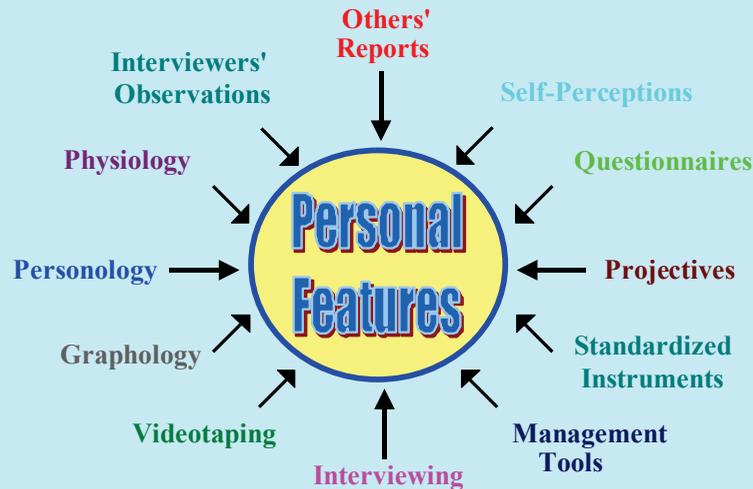


Figure 2.1

potential- enabled us to arrive accurate and useful conclusions about a particular person.

As Figure 2.1 illustrates, we generally relied on more than three assessment channels in applying the principle of convergence. For every factor about which feedback was given, we used multiple data points, observations, and interactive information to estimate the personal characteristics of greatest import. Those features were translated into a partial description of strengths and suggested development goals for key contributors and leaders.

The fact that our data analyses were based on measures from multiple assessment channels was helpful. It enabled us to steadily improve our approach based on objective experience. Prior to those revision points, we advised assesseees that our measures might include the following:

- Self-Ratings/Self-Perception....

It was vital to understand how people perceive themselves. We therefore used certain structured tools and interview techniques to gather

'self-report' data from every participant. In addition, we created a number of less formal opportunities to allow individuals to express their perspectives and unique viewpoints. We valued those inputs in identifying each assessee's unique talents or 'personal genius', and we continued to rely upon this data source until selling our business's *intellectual property* ("IP").

- Questionnaires....

We repeatedly tested the value of a range of standardized questionnaires with reference databases for comparison. Those databases comprised general population, industrial, managerial and executive samples. By themselves, questionnaires were dubiously useful. Taken together with data from other assessment modalities, they could be a bit informative. At most times, though, they were a waste of precious assessment session minutes. So we eventually abandoned using such tools.

- Standardized Tests....

At the outset and sometimes later, we used self-completed forms or interactive tests that included assessee performance and systematic examiner observations. Such tests had been standardized in previous research with normative samples from the general population and/or executive groups. This had the advantage of enabling an individual's performance to be related to a benchmark group. But our years of experience showed that, although psychologists affirmed such tests as valuable, the results were both useless and unnecessary at the senior management level. This was because they quantified irrelevant issues like narrow tactical intelligence –already obvious to co-workers– *rather than detecting broad strategic vision and systems thinking abilities*. (This difference is presented in depth in Chapter 4.)

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Although our team always included licensed psychologists, we eventually excluded psychological testing from our assessment protocol based on experience. This was for many reasons, including these six summary concerns:

- 1) Clinical Psychological and Psychiatric Measures are Nearly Always Irrelevant to Improving Performance in the Workplace and to The Everyday Lives of Talented People. Psychological measures are based upon decades-old ideas of individual dysfunction. They often were developed from the ‘clinical’ needs of psychiatrists to predict possible improvement in psychiatrically disturbed patients.

Now, of course, we recognized that there sometimes may be disturbed people who pose a threat to others in the workplace. Tragic episodes of violence in offices and factories have proven that a few disturbed or destructive individuals can do great harm. And we *did* encounter a few potential threats during two decades of service.

In our years of experience, however, people promoted to managerial ranks are highly functioning, talented individuals. Their main need was to realize more of their potential, rather than recover from mental illness or severe personality flaws. The use of clinical tests was therefore irrelevant – at best.

- 2) Psychologically-Based Capability and Standardized Intelligence Tests Are Largely Irrelevant to Career Success Among Managers and are Biased Toward in Favor of Those with Less “Underlying Candlepower” (per Chapter 4). This category of tests was developed for the convenience of educational psychologists and counselors who sought simple methods for sorting students into groups based upon how they likely would perform in future academic situations. However, it should be obvious that classroom test-taking situations and academic achievement are quite different from real-life business demands.

Furthermore, although consultants traditionally had used Intelligence Quotient (I.Q.) tests in managerial and executive selection, such scores were simply inappropriate in our view.

This was for two reasons. First, I.Q. scores are biased in favor of narrow tactical thinking capabilities, yet most managerial and leadership skills require strategic thinking as well as skill in developing sound tactics. And second, per Chapter 4 in which we present our ranking system,

people with candlepower in the 350°-365° range rank highest in I.Q. tests, while I.Q. scores tend to decline around 370° and above—which represents the giftedness level at which strategic thinking talents naturally begin to appear in population groups.

Indeed, we eventually concluded that outstanding business performance in managerial positions requires candlepower above 365°. Our early years of data collection made it obvious that the two groups (*viz.*, ‘above/below 365° in underlying candlepower’) overlapped only marginally. While strategic thinkers often could apply complementary tactical skills, the converse was rare without focused mentoring that imparted a ‘paint-by-numbers’ tactical formula for considering a known list of strategies.

- 3) Psychological and Psychiatric Tests Often Lead to Inaccurate Conclusions When Applied to ‘Healthy’ People. The I.Q. versus underlying candlepower problem mentioned in the preceding bullet is only one problem with this domain of assessment instruments. Much real life experience proved to us that people who ‘failed’ in psychological batteries often were quite successful in the real world. Furthermore, people who were successful often had ‘strange’ psychological profiles.⁹

To use a key example, optimists were flagged as having “poor reality testing” in that they tested as being “in denial” about the severity of challenges. Yet we repeatedly found that optimists could motivate and inspire others to achieve astonishing outcomes that previously had seemed to be outlandish aims. In short, they seemed to be able to bend the arc of the time-space continuum toward manifesting their

⁹ Hermann Rorschach (1884-1922) was a Swiss psychologist, in the tradition of Eugene Bleuler, and a psychoanalytic student of mental illnesses like schizophrenia.

Rorschach created a “projective” inkblot test based upon Freud’s disproven psychoanalytic ideas. Yet the test is still widely used by ‘old-school’ professionals as a fundamental assessment tool.

Furthermore, recent research has shown that Rorschach data misjudges many ordinary, normal people as suffering from *nonexistent* pathology. In short, the Rorschach inkblot ‘test’ turns up spurious “false positives” in well-functioning people by falsely signaling serious problems when, *in fact*, none are present.

So, why is such a flawed tool still being used with normal people? And are its misleading insights useful in grooming a management team? (The answers we reached were clear: It was categorically inappropriate and useless as a tool.)

'unrealistic' visions as these became understood and passionately adopted by colleagues.

As Dr. Frank Richards summarized: "All big things in this world are done by people who are naive and have an idea that is obviously impossible."

We thereby came to view such unusual qualities as 'personal genius' rather than seeing them as flaws. As a result, we valued individual differences highly – always embracing rather than condemning them.

Beyond these factors, remember that most such tests were developed using clinical patient groups (often hospitalized 'populations'). These measures may therefore identify unusual features in highly functioning people as being problems rather than as aspects of a personal 'success formula'. Again for example, several clinical tests included sensitive measures of 'reality checking'. Accurate *reality checking* is seen as key for psychiatrically disturbed people to regain their mental health. But inspirational optimists would be deemed maladjusted by this metric.

Further, this group of measures rests on underlying assumptions that came from the 'clear insights' of psychiatrists *versus* the delusional ramblings of psychotics *or* the pained over-reactions of neurotics (*e.g.*, think of characters played by Woody Allen or Jason Alexander as "George Costanza" in the *Seinfeld* TV series). Ironically, again, these tests would indicate that highly performing executives with compelling visions were disturbed in responding to present reality by foreseeing 'unrealistic' future outcomes. Test-based results would thereby misconstrue leaders' talents in creating a more successful future. Seeing up-side opportunities in challenging situations and inspiring resilience in others is a charismatic asset. It is hardly a vexing 'problem'.

4) Psychological Testing is Uncomfortable and The Results Can be Misused.

It was self-evident to our team that the process of administering psychological tests could be intimidating to participants. And "experts" reporting of ostensibly 'objective' clinical results could deflate self-esteem or even stigmatize lives and careers. This was particularly the case when appraisals or assessment center findings were used to

determine career paths or suitability for promotion. Such analytic processes perversely empowered testers as objective ‘experts’ with regard to predicting the future regardless of past performance. That commonly accepted stance was *-at best in our view-* arrogant and inherently unfair to assessees.

- 5) Psychological Testing Fails to Accurately Predict. Most psychological tests in common use have never been evaluated with regard to their track record of accurately predicting future performance. The key to business success is how well a person deals with the here-and-now *and also* how well they plan for and adjust to the constantly changing circumstances that affect the course of commercial events over time.

Measures such as aptitude testing, conceptual intelligence, and personality matrices did little more than gauge present attributes. Those results often had no connection to the leadership abilities that may vary from situation to situation, from time to time, from business to business, or from one set of circumstances to another, entirely different set.

As Yogi Berra observed: "Predictions are always difficult – especially about the future."

- 6) Psychological Testing is Limited in that Some Key Features are Overlooked. Most successful leaders achieve results *with and through other people*. In addition to the limitations covered above, I.Q. tests and other measures simply had no way of spotlighting a person’s emotional or social intelligence. In our experience, such talents were essential to leadership success. Indeed, they often were a critical difference between well-intentioned people who failed and those who accomplished greatly.

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A priori, we also advised assessees that we would be using the following methods:

- A. Videotaped Interviewing: We would always videotape at least one key interview segment to get a multi-dimensional view of a person undergoing

assessment. This video perspective permitted remote observers to give their '*blind*' input (information from individuals whose perceptions were free from influence by face-to-face contact). We also opined that video was useful for understanding communication skills, stress responses, body language, and character structure/capacity (per Chapter 3).

Finally, we disclosed that videotaped ratings of personal proclivities and thinking style could be helpful in 'typing' individual attributes relative to various *personology systems* such as 'core trait' matrices (e.g., the Enneagram of core traits or 'meta-program' operations that have been identified by NLP researchers). Our proprietary adaptation of the Facial Action Coding System (F.A.C.S.) and Ron Kurtz's methods enabled further insights. And still photos made from relaxed portions of videotape showed that facial holding patterns were useful in identifying core emotional trait patterns which could limit a person's success (*i.e.*, gauging Enneagram 'expansion' versus 'contraction' tendencies).

- B. ***Physiological Measures:*** We videotaped readings from several instruments and measurement devices, including the integrated electroencephalograph (for 'brainwave' or EEG measures), electrical skin resistance (ESR), and chromatic voice pattern analyses (from the soundtracks of videotaped interviews) to measure changes in physiology while a person was engaged in various tasks or interview topics.
- C. ***Obscure Projective Tools:*** Although we found the Rorschach Inkblot Test to be inappropriate and misleading (except -when correctly interpreted- with Group IV Character Disorders), there were several simple-to-administer tools that often were valuable in context of the convergence protocol. Most involved some active drawing task. For example, we sometimes included The Wartegg drawing completion test when a skilled 'blind' interpreter was available for data analysis. (For more info, search the Internet). In this applied context, our team deemed it to be a remarkably illuminating tool.
- D. ***Interviewer Observations:*** All of our assessors were seasoned, skilled interviewers who performed multiple tasks simultaneously. During an assessment session, our team's professionals continually made formal or

informal observations across different conditions and tasks. When there were multiple assessors, they could be simultaneously noting observational information about the same or different variables.

- E. *Handwriting Analyses*: This is one area that we usually refrained from discussing with US, UK, and Australian business leaders because they often were so skeptical of it. By contrast, many European executives tended to be more receptive to the subject.

The fact is that handwriting analysis was of interest to our firm for many years because data samples can be obtained so easily. The possible benefit of perceptive handwriting analysts was that they could provide an unobtrusive, time-efficient 'convergence channel' for assessing some aspects of personal make-up. Accordingly, for more than 15 years, we tested the abilities of hundreds of individual graphologists. We did so by supplying them with handwriting data from individuals about whom we already had obtained a complete picture via in-depth assessment tools.

In our second decade of research, we ultimately identified eight handwriting experts in graphology and graphotherapy whom we found to be highly useful; four of these were American, two were English, one was German and the last was Canadian. We established to our satisfaction that their viewpoints were complementary, their reports were reliable, and their frameworks comported our systemic model of human behavior. We generally used them for assessment input—particularly for accelerated development programs.

It would be fair to say that our experts were highly intuitive and that their intuitive faculties were as well developed as the systems that they used. Accordingly, their input eventually became a standard part of procedures, and we asked assesseees for various samples of hand-written material to carry out those analyses. We even collected seven years of samples of writing from both hands before concluding that only dominant-hand data gave relevant information.

Ultimately, we relied solely on dominant hand handwriting samples obtained in unmonitored, relaxed conditions.

F. Reports from Key Others in the Work Environment: In our more extensive assessment process, we generally conducted structured interviews with peers, direct reports or other key present and past associates. That approach, which nonjudgmentally gathered perceptions of others in the workplace, provided a 'three-dimensional' perspective.

Those interview sources of information were useful in gauging how performance capabilities and style manifested in daily business life. They were unnecessary for assessing character, candlepower and core traits—although they provided useful information for leadership programs aimed at effectively applying and enhancing one's talents.

The data from all such measures were distilled into meaningful, practical categories. Our goal was to ensure that these could be easily understood, clearly communicated, and linked to pragmatic, professional development suggestions. This aim differed greatly from a 'popularity poll' of biased reports often collected by HR (human resource) folks.

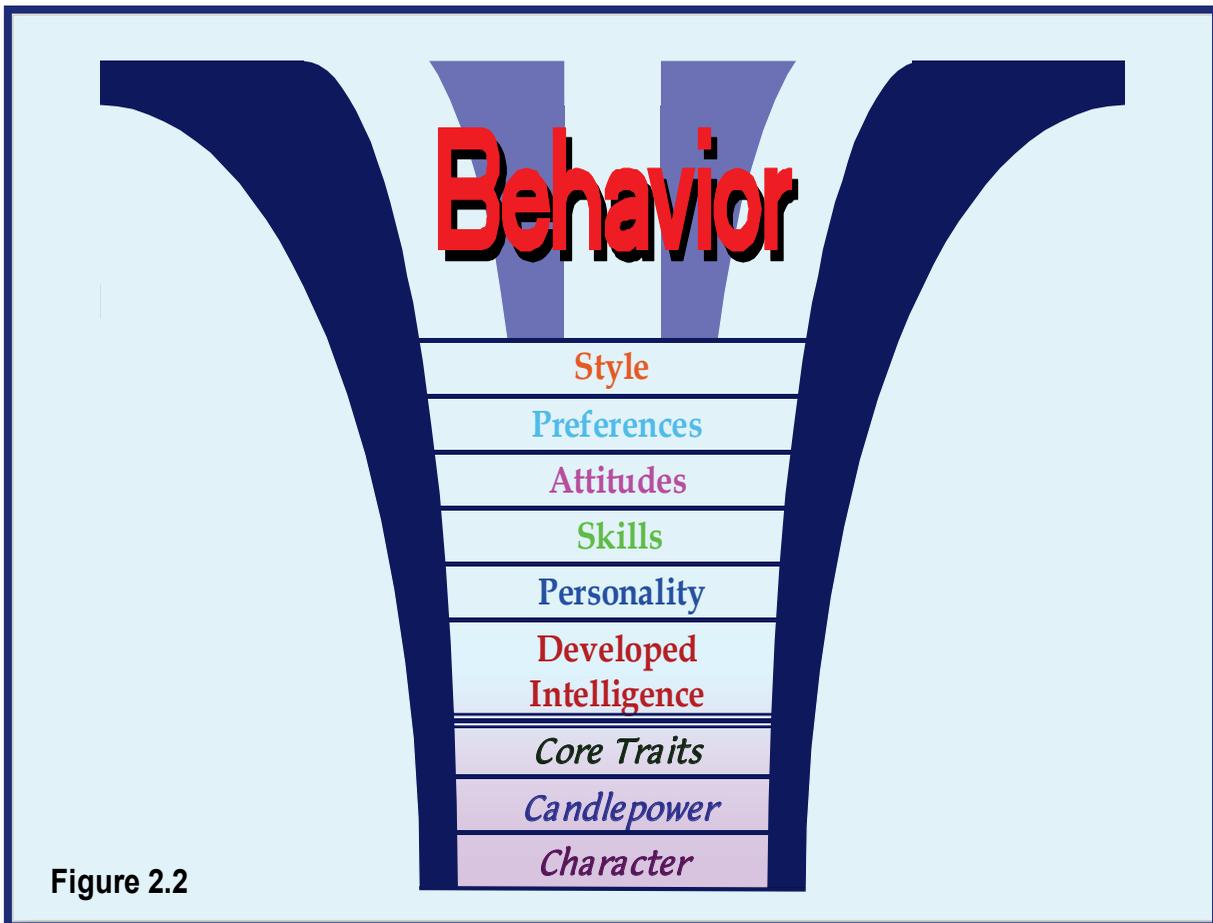
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Systemic Human Performance Model. Through experience, we created a proprietary model of human performance that eventually included nine internal substrates. It guided our fathoming of individual data in a framework that assumed human behavior is *systemically* motivated. This was a key 'given'.

In other words, a person's actions might arise from any of a broad range of internal processes and proclivities. One practical implication of this basic assumption was that the same behavioral response shown by two different people could originate from radically different internal sources.

For example, one person might show a tendency to listen poorly as the result of the need to dominate or control as an attribute of **destructive** core *character*. Yet another person's poor listening might reflect superficial conversational *style* or simple nervousness.

We identified nine levels of intra-personal features and organized them into a human performance model, which is represented in the center of fountain-



shaped Figure 2.2. Attributes placed nearer the top of the figure were more superficial. They were therefore more easily changed than those appearing lower on the fountain model we devised. (We created the fountain for visual clarity and later adopted it as our management consulting firm’s logo.)

The bottom three features appeared below the triple line, shaded in lavender, and in lighter italic font to visually suggest their virtual ‘invisibility’ in daily life despite their vast influence on personal make-up

Accordingly, to assessees we described the top three levels in this fountain – *style, preferences and attitudes*– as the most easily altered of all nine levels of internal attributes. For example, many *style* factors could be instantly adopted or discarded in much the same way as a person changes clothing. Hence, we gave targeted coaching on beneficial style adjustments that often had been gleaned from interviewer notes as well as work environment reports.

Similarly, *preferences* such as those for certain tastes in food (e.g., saltiness, sweetness, greasiness) could be changed radically within three weeks. Finally, social psychology studies had repeatedly demonstrated that even long-standing *attitudes* could be modified in relatively short intervals of time.

We therefore suggested adopting specific counter-habitual and counter-attitudinal patterns in leveraged areas.

At the middle three levels, immediately below the top trio of attributes in Figure 2.2, there were additional personal characteristics that were ranked according to the ease with which they can be modified. Those three categories of *skills, personality and developed intelligence* can be altered over time through diligent application of attention and effort. In this area, we sometimes suggested specific seminars or self-paced learning programs from established providers and suppliers.

The higher-to-lower rank ordering again applied within this middle grouping of three:

It obviously is less challenging to acquire new Skills than to further hone one's Developed Intelligence.

The foundational levels of an individual's makeup were represented in the three italicized boxes at the base of Figure 2.2. That portion was intentionally shaded in shifting hues that morphed downward from pale blue to pale lavender. The fact that the lavender color faded upward from the base into Developed Intelligence and toward "Personality" features indicated that the lowest three groups exerted hidden influence upon the features appearing immediately above.

The lowest three internal rungs *also* were italicized to emphasize that they are *highly influential* portions of a person's makeup. They were core attributes, which exert considerable effect on behavior and performance, but were difficult to change without using specialized development tools.

Even when they can be successfully modified, transformation occurs quite slowly and achieving permanent change in core areas requires persistence and follow-up attention.

CORE TRAITS. We described these as enduring personal characteristics that were more basic than personality features. These included such attributes as integrity, truthfulness, responsibility and self-honesty.

Core traits also included certain emotional response patterns that were formed very early in life and thereafter influenced all subsequent learning and personal development. In particular, we relied on an ancient framework of nine core trait clusters that is known today as the “Enneagram”. We knew much about the original understanding, which was rich and full. It was rooted in sacred mathematics, the energies of creation, and bodily neurology, and it was understood within the context of a larger system that reflected core trait pattern nuances that seekers could transcend through conscious awareness. It was therefore a useful tool for self-awareness and more sensitive perception of others. This model is briefly presented in Chapter 5.

Contrary to rampant misunderstanding, the “Enneagram” is not a psychological typology. Indeed, it is far richer and more profound than current psychological thinkers grasp. As such, it may well be an apt subject for future writing. In part, its blueprint illuminates patterns of mind-body interplay by revealing detailed maps of how the body’s physical and energetic centers interact, in a context of sacred mathematics, while clarifying paths for reaching states of highest individual expansion.

CANDLEPOWER. We used Dr. Oscar Brunler’s lifelong findings with 40,000+ people -mostly his medical patients- as a template for the underlying mental potential with which an individual is endowed in life. Except for those using certain accelerated development tools, we found that people’s level of “underlying candlepower” appeared to remain fixed for decades.

(Each 5-point range of candlepower in the 100°-500° range has its own identifiable characteristics. Underlying candlepower is discussed in Chapter 4 to come. Please see this series’ Volume II for in-depth background on the lifetime of work carried out by Oscar Brunler, M.D.)

We strove to provide largely self-directed tools that greatly increased one’s access to underlying candlepower.

Over time, we documented that dedicated use of the most potent method expanded mental capabilities to the point that a person ultimately seemed to manifest characteristics of the next higher bandwidth. Although it took some time for all those shifts to occur, our accelerated development programs progressively altered the way participants thought, worked, reached solutions, and dealt with others in business and personal contexts. Indeed, those shifts *alone* positively affected all aspects of their lives.

Finally and most importantly....

CHARACTER is the most basic fabric of personal make-up. Its primary features are *structure* and *capacity* – as discussed in Chapter 3, which appears next. While many personal features seem to be set prenatally or early in life through a combination of innate endowment and formative experiences, character capacity can be deepened and balanced. By contrast, character structure seems to be quite difficult to change.

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THE CLOSING CAVEAT IN OUR ASSESSMENT REPORTS. Our team always advised assessees that the various models of human performance presented in our reports *were only conceptual maps*. And we warned that such 'maps' should *never* be mistaken for the 'territory' that they portrayed.

Although our models of human system performance were based upon a wide range of Western and Non-western theories and research, we explained that our team viewed them as working models rather than as *ultimate truth*. They were simply the best framework we had been able to create *at that point in time* via the insights from a wide range of fields researching individual differences, development options, and systems thinking.

In fact, we described every model of human consciousness and performance as simply a distillation of concepts, evidence, and basic assumptions. And we explained that our own model had evolved over the years to accommodate insights and explanations as practical results had refined our comprehension of complex, human situations.

Mihaly Csikszentmihalyi had addressed this issue quite succinctly in his book entitled *Flow – The Psychology of Optimal Experience*. So we quoted him *verbatim* as follows:

"Because no branch of science deals with consciousness directly, there is no single accepted description of how it works. Many disciplines touch on it and thus provide peripheral accounts. Neuroscience, neuro-anatomy, cognitive science, artificial intelligence, psychoanalysis, and phenomenology are some of the most directly relevant fields to choose from; however, trying to summarize their findings would result in an account similar to the descriptions the blind men gave of the elephant: each different and each unrelated to the others.

Hence, we informed assesseees that: "No doubt we shall continue to learn important things about consciousness from these disciplines, but in the meantime we are left with the task of providing a model that is grounded in fact, yet expressed simply enough so that anyone can make sense of it."

So, over the years from 1981-2001, our team formulated evolving models of individual and group consciousness that met this test of simplicity and factual basis. We made it our highest priority to successfully apply those models for performance enhancement with business leaders and their teams.

As implied above, *both* our individual development models *and* range of tools changed progressively over time based on experience. As we encountered new empirical data, concepts and techniques, we carefully examined and tested them for explanatory value and efficacy. Our aim was to provide clients with the most powerful, accelerated performance tools that we could verify as being worthwhile *via real-world results* – regardless of the apparent credibility of their origins or their congruence with orthodox theories.

Accordingly, we provided a written summary to each assessee that included the caveat that it represented our best systemic understanding of strengths and attributes based upon our *current* explanatory models *at that point in time*. And assessment findings were presented in the context of customized, largely self-

directed programs for rapid professional development as explained in the final chapter of personal reports that were 12-20 chapters in length.

Over two decades, we sought out, diligently researched, and steadily gravitated toward self-directed tools. The aim was to identify approaches that minimized or eliminated ongoing professional involvement—thereby short-circuiting the issue of dependency.

Again, acting upon our recommendations was optional for assessees. Choosing to do so was *entirely* a matter of each participant's personal choice.

So what follows is background information inherent to the performance model we ultimately crafted. The material encapsulates the pinnacle of our insights from experience and applied research over a 20-year span.

And, importantly, the most potent tools that we identified over two decades of applied research were self-directed ones. They are presented fully in the preceding Volume III of this GNOSIS ONWARD series.

CHAPTER 3

CHARACTER: THE FOUNDATION IN EMPOWERING AND/OR LIMITING ONE'S PEAK PERFORMANCE

*"You can easily judge the character of others by how they treat those
who can do nothing for them or to them."
- Malcolm Forbes*

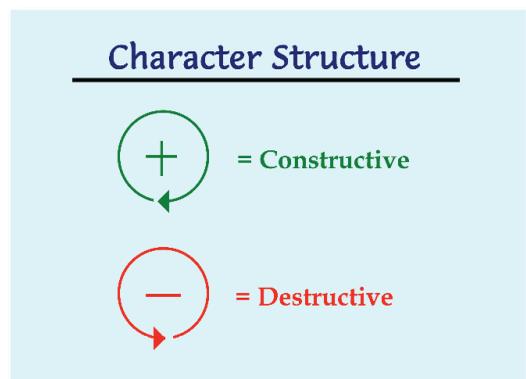
THE HIDDEN IMPORTANCE OF CHARACTER. Character is the foundation of personal make-up. It has two distinctly different dimensions: *Character Structure* and *Character Depth*.

Character Structure is the more important of the two dimensions; it is the foundation of all human consciousness. Character Structure determines the basic context from which a person perceives life. It also governs how a person operates to reach goals and how a person relates to other people. On the other hand, *Character Depth*, or capacity, is analogous to the size of the fuel tank that empowers individual performance. Most successful people drive themselves toward purposeful achievement. The points at which their personal resources become depleted greatly affect what they are capable of achieving. Character Depth determines when a person will reach such 'empty tank' points.

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DIMENSION #1 – BASIC CHARACTER STRUCTURE. Character Structure forms the essential nature of each person's mental and emotional fabric. It is the foundation upon which all other individual characteristics are acquired and expressed.

Character can be compared to an electrical charge. It exists in either a *positive* or *negative* form – with no middle ground. As the nearby figure shows, there are two basic varieties of character structure. This is true whether one is considering the operations of *either* the conscious *or* the unconscious mind.



Constructive basic character is an underlying mental & emotional foundation or 'fabric' that supports decisions and core motivations that are learning-focused and growth-oriented. People who are 'constructive' in this regard are naturally inclined to operate with an expanded view of self-interest.

In addition, they are able to experience the positive emotions of loyalty toward and genuine caring for others. They are capable of feeling deep remorse and guilt about mistakes—especially if these cause hurt or harm to others. We use a clockwise-drawn green circle with a green plus in the center as a visual icon to symbolize constructive basic character. By contrast....

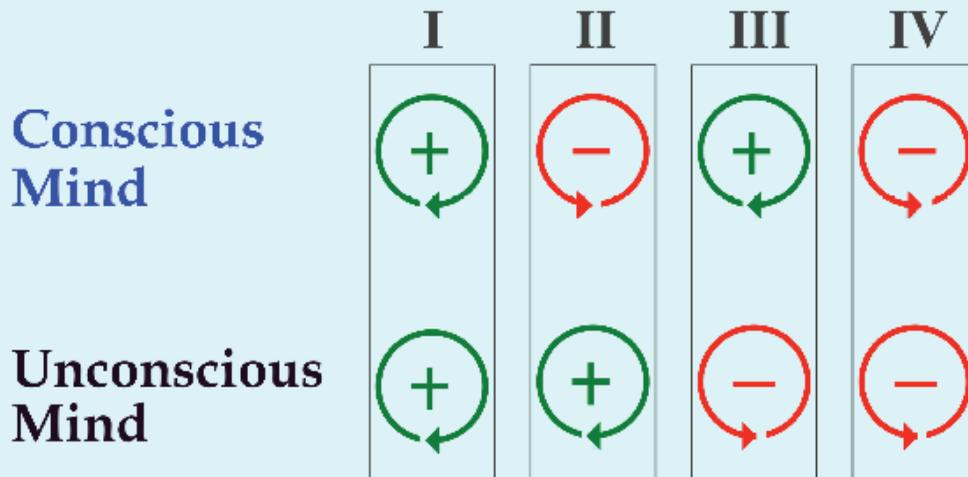
Destructive basic character represents core psychological and emotional structures that are oriented toward dominating and controlling other human beings. People who are 'destructive' in this regard make decisions from core motivations that are based on an entirely selfish view of benefits. They are inherently dishonest and cruel. They recognize their true nature and cultivate the ability to cleverly cloak their gleeful sadism.

Furthermore, they are incapable of experiencing genuine loyalty or deep caring for others. They likewise are incapable of feeling remorse or guilt. Indeed, they actually enjoy taking actions that cause others harm, pain or distress. We use a counter-clockwise-drawn red circle with a red minus in the center to visually symbolize destructive basic character.

4 MAJOR CATEGORIES OF CHARACTER STRUCTURE. Basic character structure can be similar or divergent in the *conscious* versus the *unconscious* minds. These two distinct aspects of a person's internal 'operating system' are discussed in detail in Chapter 6 and beyond. For the moment, we will define the 'conscious mind' as the domain of *intellectual activity* and the 'unconscious mind' as the domain of *emotional motivation*.

There are four major groupings for character structure. These mutually exclusive categories are formed by the various possible combinations of 'constructive *versus* destructive' at the intellectual *and* emotional levels. The four primary character groups are illustrated in the large, summary figure that appears nearby.

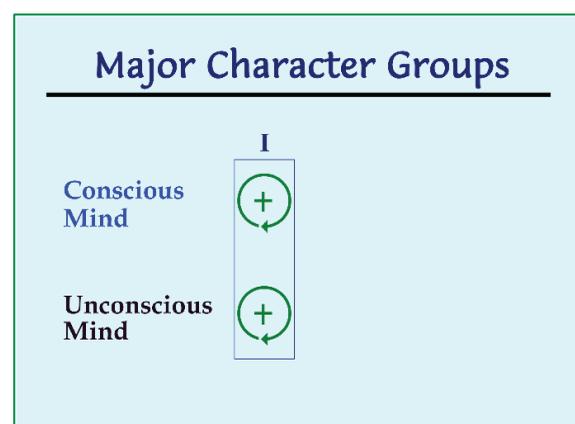
Major Character Groups



- Group I—“Normal” Character Structure.** This is the most common of the four character categories. It comprises individuals who are intellectually and emotionally **constructive**.

Our sample sizes were ample for our work but unhelpful in gauging prevalence in overall society. Therefore, we could never say for certain what frequency distribution of character groups exists in the general population.

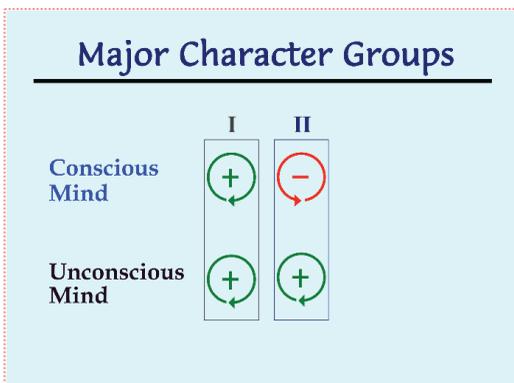
However, the most reliable available data suggested that roughly 80-85% of people in western industrialized countries were characterological “Group I’s” decades ago.



Based on extensive experience, we *eventually* worked in accelerated coaching and development programs with *only* those who were Group I characters. The aim with such individuals was to enrich their access to internal resources. Attaining greater congruence between intellectual and emotional drives brought a higher quality of life to our participants. Work performance automatically improved through this process; indeed, there was often a dramatic increase in ease and effectiveness.

Real-Life examples of typical Group I Characters appear in Chapter 13. It presents the stories of twin brothers, Peter¹⁰ and Andy, followed by the story of Janet, a successful high tech executive, and closing with Randy – a good but confused boy who altered his life. All such chapters or intra-chapter examples are based on real individuals or ‘people composites’ with names and circumstances camouflaged to preserve confidentiality.

- ② ***Group II Character Disorders.*** This major character structure grouping refers to those people who are intellectually **destructive** yet who are **constructive** in core emotional makeup.



Such individuals have deep internal conflicts that sometimes can be improved. In general, however, we found that they were nearly always poor candidates for accelerated development programs. In fact, not a

single Group II Character ever participated in an accelerated development program at company expense.

In our firm’s work, Group II individuals seemed to be uncommon among the four major character structure groups – *unless* they ran a company or worked in positions that rewarded exerting control, discovering mistakes, or spotting oddities (e.g., regulated businesses, quality

¹⁰ "Peter", "Andy" and "Janet" are fictitious names utilized to protect the identities of the real people with whom our team *actually* worked – which is also true for all other ‘client names’ used in this book.

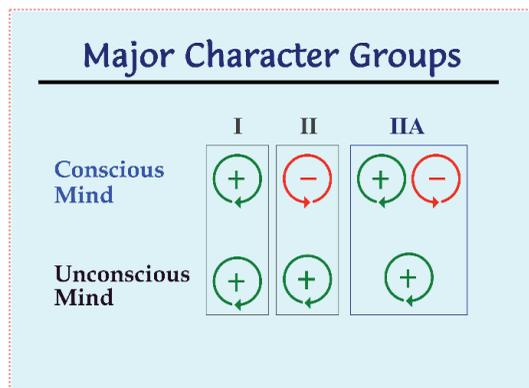
assurance, law enforcement, intelligence gathering, & litigation or the practice of law).

In our 20+ years of providing high-level corporate services, only two such executives expressed a desire to do so. One feigned confusion in the feedback session and requested a vast amount of explanatory and “back-up” material to “fully understand what I need to deal with in order to move forward in life”.

But he simply used the documents gathered after two meetings in a predictable, ‘scorched earth’ campaign of ‘shooting the messenger.’ He filed an outrageously false lawsuit and made regulatory complaints (citing the bogus lawsuit as “proof”) that cost us much time and money. And he defamed our firm to other companies, industry or business associations (*e.g.*, the BBB), and to consulting groups that recommended our services.

We also documented a IIA Sub-Group that we observed in the activities of highly ‘aggressive’ individuals, including some in professions such as law or government intelligence services. This character structure involves two alternative, intellectual character structure modes – *one constructive and the other destructive.*

Such alternate conscious mind ‘personalities’ occasionally do exist, and they are invariably perplexing to others. As far as we learned, though, the same type of split in character make-up *never* occurs at the emotional, unconscious level *except* in apparent cases of ‘multiple personality’ or spiritual ‘possession’.

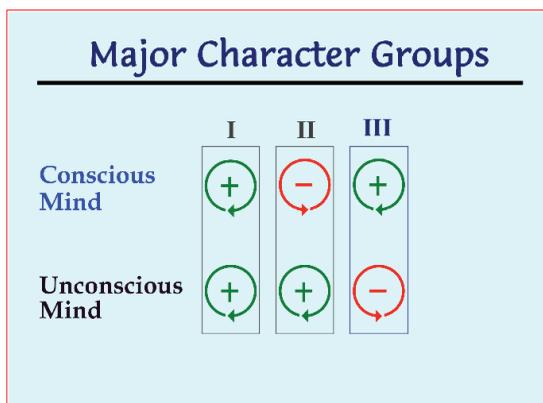


Chapter 14 presents real-life examples of Group II and IIA Character Disorders. You will find a synopsis of Charles – a wealthy attorney who gradually adapted Group II inner conflicts in a way that allowed him to enjoy a ‘split’ life of professional success and domestic happiness in part by segregating the two areas through the mental anesthetic of alcohol.

There also is the story of CEO Paula¹¹, a Group IIA Character who sadly became her own worst executive enemy.

③ ***Group III Character Disorders.*** People in this character structure group are often inexplicable to others by virtue of being intellectually **constructive** yet are emotionally **destructive**. Such individuals carry deep internal conflicts that are invisible to them due to a profound lack of self-awareness.

However, over many years, we could identify only one method that succeeded in reversing the core nature of a destructive unconscious mind. That method was the *Ancient Atlantean Meditation* presented in Volume 3 of this *Gnosis Onward* series. Despite our high aims, we



otherwise found *no* tools to offer for accelerated professional personal development among those who fitted into this third Major Character Group. And we had only one success story despite 20 years of diligent efforts—and that gentleman had several unique traits.

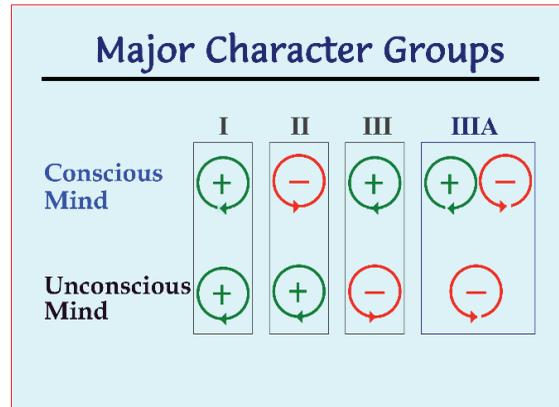
Many Group III's often appear to be highly moral or ethical people as they channel their energies toward suppressing 'bad-ness' or weakness in the world. They are commonly attracted to occupations in law enforcement, the military and regulatory bureaucracies.

Other Group III characters rise to managerial positions in which they can be seen in a number of ways: As relentless perfectionists, as workaholics, as punitive authoritarians, or as emotionally volatile, aggressive or complex individuals. Because of their lack of insight and a remarkable ability to intellectually rationalize destructive behavior, they are sometimes called 'psychopaths.'

¹¹ "Charles" and "Paula" are fictitious names used to protect the identities of the real people with whom our team *actually* worked – which is also true for all other 'client names' used in this book.

If it were not for the fact that they inevitably have a toxic effect on those around them, Group III's might be considered able to make positive contributions in work organizations. In general, they are most productive when they can be isolated from others and closely monitored as they work alone.

Among Group III individuals (like the previous Group II category), there *sometimes* is a IIIA Sub-Group that involves two alternative and well-developed intellectual character structures — one *constructive* in nature and the other *destructive*. It deserves to be reiterated that although such split



conscious mind 'personalities' *occasionally* do exist, the same type of split in character make-up never occurs at the emotional, unconscious level *except* in apparent cases of 'multiple personality' or spiritual 'possession'. This fact is displayed via the coloring within the figures of this chapter.

Group IIIA characters are probably quite rare. Indeed, we identified one about every five years. *In the eyes of others, such individuals typically were perceived as puzzling Jekyll-and-Hyde-type individuals.*

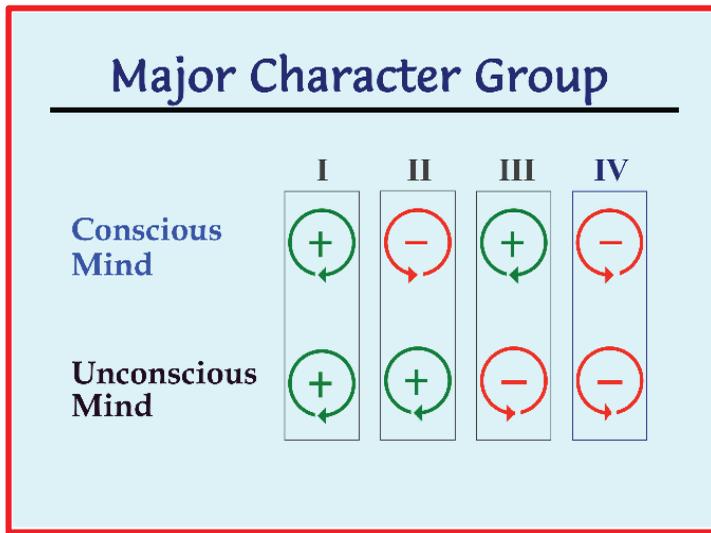
Chapter 15 first presents the real-life example of a Group III character disorder named Harvey. He presided over a highly regulated medical products business. And the regulators who lauded his no-excuses style of (invisibly toxic) leadership created years of misery for the organization's people. Next, there is the case of Mick—a Group IIIA character disorder in the transportation business who alternated between earnestness at work and pathological dishonesty at home. Finally, Chapter 15 is the happy case of Geoffrey¹², who was the *only* Group III character whose *destructive* emotional make-up was successfully reversed in our decade-plus search for solutions.

¹² Per the previous footnote, "Harvey", "Alex", "Geoffrey", and *all other names used in this book* are fictitious in order to protect the identities of the real people with whom our team *actually* worked.

- ④ **Group IV Character Disorders.** This category comprises people who are **destructive** in **both** intellectual *and* emotional makeup. Satisfying their own self-interests solely motivates such disordered characters.

The smarter they are, they more dangerous they can be in normal societies. In authoritarian contexts, the more power they have, the more ruthless and openly sadistic their actions are prone to become.

We called such individuals (*character-based*) *sociopaths*, as they had no



internal conflicts about using and manipulating others deceptively for their own personal gain or to achieve personal goals that were hurtful to others. They nearly always had recognized from an early age that they were different from other people. Yet if they had sufficient levels of candlepower,

they had steadily mastered techniques for masking their dark motivations while presenting socially acceptable external appearances, including feigned 'ordinary' emotional responses.

Perceiving the nature and patterns of thoroughly dark people is vital.

But misunderstanding among 'experts' and most mental health professionals creates rampant confusion by virtue of their interpreting ordinary emotional motivations as causing odd behavior. Accordingly, a later section of this volume (Chapter 16) presents authentic stories for this fourth major character group.

Astute popular writers like Gretchen Rubin often label such Group IV character disorders as "psychopaths", while ignoring intelligence (*i.e.*, "candlepower") variations. Rubin cites mainstream testing instruments

to list these eight common features:¹³

1. Social influence – *a tendency to seem charming, persuasive*
2. Fearlessness – *a tendency to embrace risk without fear or anxiety*
3. Stress immunity – *stays cool in difficult circumstances*
4. Machiavellian egocentricity – *a tendency to consider only personal needs*
5. Rebellious nonconformity – *a tendency to neglect social conventions and regulations*
6. Blame externalization – *a tendency to assign blame for problems or obstacles to other people*
7. Carefree lack of planning – *limited willingness to make future plans*
8. Cold-heartedness – *no guilt or remorse*

Ms. Rubin concluded her blog with the following: “Do you know anyone who fits these traits? To my great relief, I realize, I don’t.” But the key question is, how might Ms. Rubin recognize a polished, guilt-free liar who charms others with self-confident, ersatz rapport and is bright enough to keep impeccably crafted falsehoods coherent and credible?

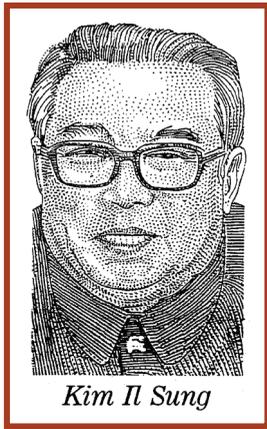
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Group IV characters are impeccable liars because they feel no guilt or remorse about misdeeds—*hence they show no signs of nervousness or inner conflict*. They probably comprise 6%-8% of the populations of North American and Western European countries.

In civilized societies with Western values, Group IV Characters are well-disguised ('closet') sadists who channel their energies toward gratifying themselves and dominating others while surreptitiously creating pain and difficulties for others along the way. They are flawless in feigning emotions so that others mis-attribute ‘ordinary’ motivations to their actions.

And generally, they will be openly cruel towards others only when they can do so with seeming impunity.

¹³ In a December 2013 blog, [http://gretchenrubin.com/happiness_project/2013/12/how-to-spot-a-psychopath/#] Ms. Rubin referenced the “Psychopathic Personality Inventory” as a content source for her ideas. [http://en.wikipedia.org/wiki/Psychopathic_Personality_Inventory]



Kim Il Sung

For example, the previous “Dear Leader” of North Korea, Kim Jong Il (eldest son of Kim Il Sung who died suddenly in late 1995¹⁴) had no need to hide his basic proclivities in a brutally repressive society that for decades had been an economically backward police state. *One telltale sign of sociopathic sadism:* Kim Jong Il was reported “to watch public executions with frenzied joy”.

In Western societies, Group IV Characters with sufficient candlepower usually behave differently...like ‘wolves’ in convincing ‘sheep’ clothing.

They espouse popular ideas and accepted values to attain social acceptance and positions of influence. Because of this, they often seem to be poised contributors, skillful politicians, astute managers, or values-driven activists. They therefore are generally viewed as valuable members of work groups. Indeed, they usually are astonishingly effective in being able to mask their dark motivations while posing as committed contributors to others – frequently appearing productive, sincere, caring and empathetic— while deftly shifting blame for problems and failures or accepting accountability when it suits them.

Despite their seeming sincerity, Group IV individuals are inherently untrustworthy people.

And they inevitably have an invisible, toxic effect on those around them. We consistently found that they were dangerous to rely upon or to hire into any commercial organization. And, unfortunately, there is no known form of therapy or personal development that can change the basic make-up of such individuals. We found them to be unsuitable candidates for accelerated professional development—indeed, universally so.

And like Group II characters, they *did* respond to performance coaching but simply failed take the feedback to heart. Instead, they predictably tended to use it in a Machiavellian manner to sharpen their ability to present convincing-

¹⁴ Kim Jong Il was father to current leader Kim Jong Un who fed his own politically allied uncle, *alive*, to more than 100 starving dogs.

yet-contrived social images to others. They also used the feedback to fathom who might be ‘speaking ill’ of them. Time after time, they then acted to skillfully silence those ‘enemies’ who had shared negative observations while adeptly camouflaging such retribution as due to unrelated, reasonable issues.

Our idealistic desire *always* was to provide every assessee with full and accurate feedback. And we naively attempted to do so with Group IV characters for several years. But we changed course after an unbroken string of power-play tactics by Group IV characters who became aware that we actually could detect them—*unlike all the lawyers, ministers, teachers, therapists or assessors that they previously had encountered in life.*

Based on consistently distasteful experiences, we finally decided that life might be ‘too short’ to deal with such dishonest manipulations, which took many forms. The discrediting ‘counter-attacks’ included false lawsuit grievances, intimidating threats of scandalous litigation that flummoxed/paralyzed businesses, baseless sexual harassment claims, fraudulent complaints to licensing overseers, contrived ‘whistle-blowing’ to taxing or regulatory authorities, and bogus reports to law enforcement agencies and investigators.

Longer, real-life case studies of each Character Group, including Group IV, appear toward the end of this volume in Chapter 16.

So ultimately, we reluctantly concluded that our openness ideals made us juicy targets for such inherently sadistic, dishonest and destructive people. As an old Yiddish expression succinctly states: *No good deed goes unpunished.*

Based on such vexing experiences, we realized that sociopaths showed a predictable MO of attacking and attempting to discredit our firm after we had been *uniquely* successfully in detecting their true nature. It thereby eventually became important for us to rule out Group IV Characters from the larger subset of people to whom we gave comprehensive feedback and provided development tools.

Otherwise, we slowly learned that it was best to abridge the full feedback presentation which included our success in applying ‘lie-detection’ techniques.

Our research revealed how to assist successfully some Group II (and one Group III) character disorders when such development program participants were *highly* motivated. But Group IV sociopaths always 'shot the messenger'. In effect, we ultimately decided to cling to our ideals while avoiding needless masochism at the hands of evil people who could create baseless problems with their false, yet seemingly sincere, complaints.

So when we discovered assessees with Group IV character structure, we slowly learned to take a different approach in the follow-up feedback session. We would simply omit this section on character structure and *only* include the next section on character depth in our oral and written reports. And, we would truthfully confide that we had no development program tools to offer.

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DIMENSION #2— CHARACTER CAPACITY IN THE CONSCIOUS AND UNCONSCIOUS MINDS. Beyond Character Structure, the intellectual (or conscious) mind and the energetic/emotional (or unconscious) mind *each* develop to their own levels of *depth or capacity*. These levels can be similar to each other or they can be quite different.

Any such differences affect a person's intellectual and emotional centers. They may well exert invisible influence on performance capabilities and personal behavioral patterns. This internal feature of capacity is independent of constructive *versus* destructive structure, and this summary therefore applies to all four Major Character Groups denoted as I-IV above.

The intellect's (or conscious mind's) capacity can be thought of as the *degree, depth, or strength of will*. This represents a person's intellectual 'staying power' for persevering with choices or aims. Similarly, unconscious capacity represents the developed size of one's emotional 'fuel tank'—the depth and durability of one's energetic, emotional resources.

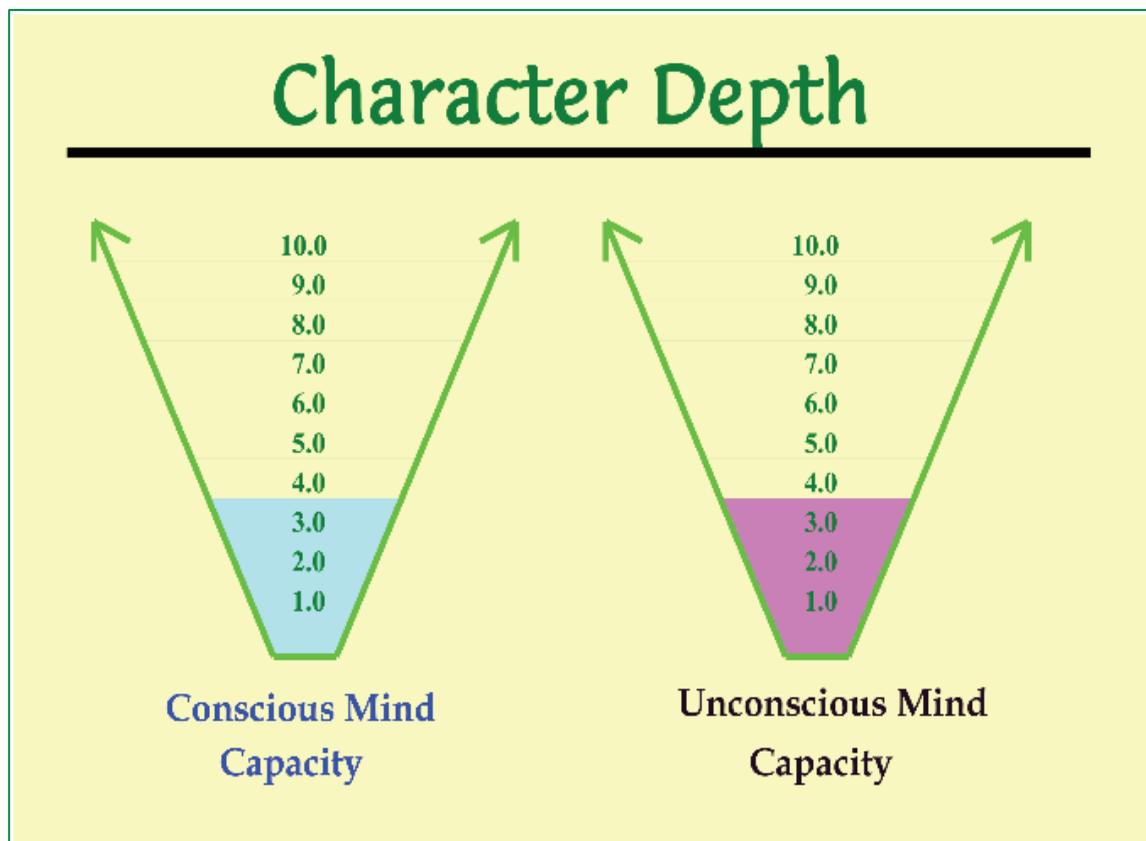
As the next figure illustrates, the average successful business executive or exceptional entrepreneur has developed his/her *capacity of will* (conscious mind capacity) to *at least* a level of 4.0 on a 10-point 'logarithmic-type' scale. The corresponding measure of *unconscious mind character depth* or *energetic/emotional*

fuel capacity is gauged using the same 10-point scale – again with 4.0 being the minimum successful level for success in upper management or executive leadership roles. To wit, we identified several clear patterns in real life.

At the 4.0 level of 'will capacity' or higher –so long as emotional capacity exists to power conscious effort– a person is capable of sustained, goal-directed accomplishment.

However, if unconscious emotional capacity is significantly below conscious mind capacity ('will-power' or perseverance) *and* below 4.0, a different pattern will emerge. People with unconscious emotional capacity significantly below conscious mind capacity will generally be able to maintain a clear mental framework long after their emotional reservoir of intuition, enthusiasm, joy, or excitement has been depleted. So they still will be able to sort, analyze, decide and persist with goal-focused tasks. However, they will tend to seem cold, robot-like, or even 'bristly' to others. At such times, any natural warmth they normally exude will seem to vanish.

Such individuals can become emotionally 'flat' or highly stressed and unhappy *even while continuing to accomplish.* Eventually, they may simply stop being



productive or will begin producing sporadic results depending on their individual fatigue level in the context of their overall amount of available resources.

Conversely, if emotional capacity is somewhat greater than will development, a person will generally have energy and staying power even while losing mental clarity.

If such a capacity difference is large and the intellectual level is below 4.0, the person will experience a loss of ability to clearly pursue goal-directed activities. This will often seem due to interfering physical or emotional factors (e.g., fatigue, illness, despair, anxiety, fear, frustration, anger, etc.). However, the underlying cause will usually remain invisible.

Finally, of course, if both capacities are above 4.0 *and* evenly balanced, neither of the patterns described above will occur. In such cases, people operating near their capacity limits eventually will become mentally and emotionally fatigued at a particular point in time. Once this exhaustion point is reached, to continue effectively with task-focus and regaining enthusiasm will require a re-charging period of rest or relaxation.

In Summary. Character Capacity is the second foundational feature of personal make-up. This aspect analogously describes the size of the two ‘fuel tanks’ of inner resources that empower individual performance. Character Capacity is unrelated to and *distinctly different* from Character Structure.

Most successful people drive themselves toward purposeful achievement. The point at which they run short of resources, or *performance fuel*, greatly affects what they are capable of achieving – and *how* they do so.

CHAPTER 16

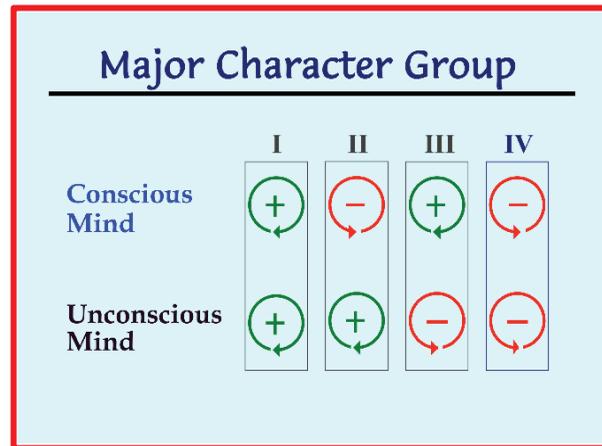
TWO CASE STUDIES ON CHARACTER GROUP IV

THE PERPLEXING MATTER OF SOCIOPATHS

“Nearly all men can stand adversity, but if you want to test a man's character, give him power.”
-Abraham Lincoln

Chapter 3 gave the example of the late Korean dictator, Kim Jong Il, as a Group IV Character Disorder. Again, this group comprises those who have a **destructive conscious mind**, or intellect, as well as a **destructive unconscious mind**, or emotional center.

We called such people (*character-based*) *sociopaths*, as they completely lack internal conflicts about using and manipulating others deceptively for their own personal gain and enjoy achieving personal goals that are hurtful to others. They nearly always recognize from an early age that they are different from other people and -if they have sufficient



power- progressively craft techniques for masking their dark motivations while presenting socially acceptable external appearances. This includes adeptly feigned emotional responses that ‘ordinary’ people show to perfect their public camouflage.

Group IV Characters are impeccable liars because they feel no guilt or remorse about misdeeds. In civilized societies with Western values, they often are well-disguised ('closet') sadists who channel their energies toward gratifying themselves and dominating others while surreptitiously feeling joy when they cause pain and difficulties along the way. They are flawless in feigning emotions so that others mis-attribute ‘ordinary’ motivations to their actions.

Hence, they are skilled ‘politicians’.

In general, they will be openly cruel towards others only in situations in which they believe they can do so with impunity.

Perceiving the nature and patterns of thoroughly dark people is vital. But misunderstanding among 'experts' and most mental health professionals creates rampant confusion by virtue of their assuming normal emotional motivations as causing odd behavior. Accordingly, this chapter presents two authentic stories for the fourth major character group.

REAL-LIFE EXAMPLE #1 – A GROUP IV CHARACTER DISORDER: This is the story of Canderlee (Candi) and 'Josoph' (born "Joseph"). Candi had come to us for teambuilding services. And she agreed to our proposal to assess her first to provide leadership tools before progressing on to a team session.

In the assessment session, we learned that Candi felt she'd always had problems with "people-pleasing and weak boundaries" Her description of unresolved team conflicts supported the accuracy of this self-view. But the most telling data about these personal weaknesses emerged from the EEG and skin conductance (ESR) data when Candi described marrying Josoph when in her mid-twenties. He was charismatic and self-assured as top of his pre-medical class and well-paid for part-time work as a laboratory technician.

They had less than 10 dates for which Josoph had sometimes failed to appear as mutually agreed, and Candi noted this as a "pattern warning". So she finally informed him after "four no-shows" that their personal connection was over. She felt demeaned but simply told him that his "flakiness about commitments" was unacceptable even though they both lived in California.

Josoph then dropped to one knee and tearfully admitted that he had "problems with commitment" due to being "sexually abused for years" as a young child. He begged Candi's forgiveness, proclaimed that he was scared as he knew vividly that she was "the *only* one" for him. And the Josoph proposed. Candi was moved by this seemingly sincere display, felt remorseful about her "uninformed judgments", and accepted the tearful proposal then and there. But the EEG display showed that Candi's access to inner intuition became fully blocked whenever she discussed Josoph. Her ESR measures indicated extreme

panic while delta, theta, and alpha brainwaves simply vanished on the Mind Mirror display and slowly returned when other topics became the interview focus. This odd pattern deserves scrutiny.

We had only seen this amplified 'fight-or-flight' pattern among those who had been in close contact with a character disorder – hence, a lengthy account is needed.

Despite her early reservations, Candi plunged forward. She intended to teach commitment “by example”. So she insisted on an early wedding date. Her friends attended the outdoor ceremony and expressed joy for her. And she felt loved as a first-time bride with vast social approval from her personal network. Then the couple moved into the valuable home that Candi had received as an inheritance from a relative. So when Josoph claimed after a few months that he had “gnawing fears” Candi’s “true depth of commitment”, she quit-claimed a 50% ownership share to him as a joint tenant to assuage his worries.

As a premedical student, Josoph then stayed home “to study without distractions” for his medical school entrance exams (MCAT’s) while Candi solely supported the couple by working an exhausting, travel-heavy schedule as a sales rep. But Josoph complained he found it hard to study due to growing violence in their metropolitan area, which could mean he would “never be a doctor” due to being distracted while facing fierce competition for few slots.

Every night when Candi returned home, Josoph showed her newspaper clippings of metropolitan area crimes, including gruesome rapes. He said they “must be safe” as a first priority and began to press for “selling *our* house” and moving to a more rural, cheaper, safer area. Candi resisted this until a gang-related, drive-by shooting happened in their neighborhood. At that point, she became rattled and felt endangered.

But economic shifts had occurred and the home’s ‘market value’ had dropped 30% (relative to comparable sales) immediately after the 11th of September 2001 – a horrific day that most recall instantly.

Candi believed that it would be better to wait to sell until home prices recovered. But Josoph’s “objective research” suggested that the drop in value might well be semi-permanent and that a slow slide in prices would continue.

Every night he continued producing even more newspaper clippings that affirmed his viewpoint. These included crime reports along with speculation from 'gloom-and-doom' "experts" who darkly warned homeowners to brace themselves for a decade of depressed values. The alarmists also forecast that it might take "years for the market to bottom out".

So, Candi finally relented and agreed to sell the house at a below-market price to close on a deal fast "before the whole world went to hell".

Incidentally, that housing market fully recovered and *even increased* 10% in the following 14 months. But the die had been cast. And the young couple traveled to rural areas of the Western US in search of their "country dream home". They found one in the wilds of Wyoming. A well-built but poorly-insulated house with mountain top views—yet miles from the nearest paved road. They put their California home sales proceeds into the deal for full ownership, only retaining \$108,000 in a joint account as an "emergency fund" just in case Candi was unable to work for an extended period.

Once they had moved to "the middle of nowhere", Josoph radically shifted. His "personality" changed from an open, kind, and intelligent "Dr. Jekyll" into a judgmental, intrusive, controlling, and punitive "Mr. Hyde". He unilaterally set a nightly curfew for Candi, demanded that she disassociate with friends he disliked, spoke disparagingly to and about her, and informed her employer in a lawyer's letter that overnight business trips were "not authorized". This required Candi to downgrade to part-time status and leave home very early to drive great distances (or catch a flight) with fewer paid hours plus great stress over needing to return home that same night "to avoid his wrath". Josoph would "go ballistic" over unavoidable weather delays and would demand convincing explanations from Candi that they "really" had happened.

In other words, once Josoph got Candi rurally isolated, he steadily tightened a demeaning noose of domination and control.

Candi's few new friends found Josoph "indescribably strange" and gradually drifted away. Eventually, she found herself enjoying only one social event each week—a three-hour evening of aerobics (5:30-8:30 pm) in a private home with roughly six other women followed by sharing a single bottle of wine over "girl

talk". Every time she returned home, Joseph the titular was in a tirade. He angrily accused Candi of having an addictive personality, ignoring his needs, and gaining "a reputation as an alcoholic by going out and carousing with women in the community until all hours of the night". The torrent of abuse continued until she locked herself into the guest bedroom and fell asleep.

And eventually, to mollify Joseph, she abandoned the aerobics group entirely.

About a week after that, Joseph approached Candi and apologized "for my angry antics". He seemed to have returned to his old charming self. He confessed that he had a clear insight into what had been bothering him: They had never discussed birth control in detail, and he knew "too much medically" about potential birth defects. And he recited a long list of possible risks to a fetus from prenatal exposure to alcohol. The result would mean raising a "deformed or defective kid for decades. Do you *really* want to *have* to do that if you get pregnant unexpectedly?".

But Candi assured him that this was impossible as she had an intra-uterine device ("IUD") *and also* took oral contraceptives. In response, he expressed alarm about "totally unnecessary contraceptive overkill" and *especially* the IUD's potential side effects. As an aspiring physician, he insisted that her health required having the intra-uterine device removed ASAP, and he invited her to rejoin her girls group *if* she allowed him to monitor and assist her with her "pill regimen...to be doubly safe...from a surprise pregnancy". She agreed and showed him "the hiding place" for her oral contraceptives, which he promised to check and help with each day. He then called her doctor and booked an appointment to remove her IUD the next week.

So Candi returned to her aerobics group as Joseph remained good to his word by driving her to it, insisting she stay an extra hour with her friends, gallantly supplying three great bottles of wine each week, and insisting that he be called to provide return "taxi service at least an hour before the girl fun ends".

This switch back to a gallant and charming Joseph warmed Candi's heart. And she felt her inflamed resentments fading. She kept fearing a return to 'Mr. Hyde', but the re-emergence of a kind man gradually won her over. Joseph even encouraged her to enjoy wine in their "dry house". He helped

fastidiously as her “pill partner” by bringing her the morning tablet each day. And their physical intimacy resumed – especially after aerobics night.

About six months into their “new, happy life”, Candi visited her doctor with complaints about “weird spotting” during menstruation. And the diagnosis dumbfounded her. She was estimated to be more *at least* three months pregnant! But when she asked how this could happen when she was on “foolproof birth control”, the physician explained that oral contraception was only 99% effective, which was less than 100%. “So these rare events *do* happen *sometimes*.”

Candi wondered: “What to do?”

She was shocked and confused as she spoke with Joseph that night. He was warm, empathetic and supportive while admitting to being “stunned senseless”. They discussed alternatives as Candi wavered between the options of “abortion *versus* biting the karmic kid bullet”. Although Joseph was “personally opposed to abortion”, he assured Candi that he would support her decision to terminate the pregnancy if she made it “without conflicts” after discussing it openly with her parents. So she phoned them the next day.

Candi’s parents were staunch Catholics who initially were ecstatic. This warmed Candi’s heart as her “biggest approval-neediness challenge was the parental hot button”. But her folks were outraged and condemning when she raised the possibility of having an abortion. They told her she “should have been more careful”, and “you made this bed, so you need to lie in it”. “So, if you’re really not ready to be a mother, then give the baby up for adoption through a Catholic charity after it’s born.”

Candi was even more conflicted when she debriefed with Joseph who listened patiently to her feelings and ideas.

First, she described the difficult conversation with her parents. Then she said carrying the baby to term and giving up for the infant for adoption was out of the question for her. She said that she was ready to move ahead with aborting the fetus despite grave reservations. Joseph next reminded Candi that he had promised to support her decision to terminate the pregnancy if she could

choose to do so “without conflicts”. But he pointed out that she was obviously conflicted by citing her words, tone, and body language. He then “pulled the Pre-Med card” by summarizing his “vast knowledge” of long-term emotional problems that “medical research” had found *even* among women *without any* inner conflicts. He said that he loved Candi too much to support her in taking a step that would bring her so much self-harm, which would mean the painful step of divorcing her. Then they discussed the option of bringing the child into the world with fanfare. Joseph assured Candi: “I make lemonade from life’s lemons. And I will shock you as a father.”

That final statement certainly turned out to be true – but in an entirely different way than Candi ever expected.

So Joseph cheerfully attended Lamaze classes with Candi. They took “family album” pictures of her growing waistline. And Candi continued to work until her seventh month of pregnancy. Joseph studied for the MCAT “at the library” six or seven days per week. So he rarely answered the telephone at home. But he checked messages every hour and would return calls from a pay phone. He expressed frequent dismay about being “dead weight” and said that he wished there was something he could do to “bring in gobs of money” *before* graduating from Med School. His goal was somehow to create enough wealth to allow Candi to “take at least a year off after the baby is born”.

When Candi was eight months along, only one month before the birth, Joseph arrived home after the library and announced that he had “some awesome news”. He had used most of their home sale nest egg (\$100,000+) to buy high-end audio equipment to launch a lucrative career as a “high-end DJ”. He had done research, made connections, bonded into “a dynamite network”, and was poised to make “\$10,000 a month, minimum” with his own equipment as an entertainer, hotel party host, and DJ in upscale area of Jackson Hole, Wyoming. In other words, he had spent nearly all their money, but the upside was “huge from *only* part-time, evening work” as their “nest egg grows and grows”.

Candi was shocked and alarmed. She had assumed their financial ‘nest egg’ would enable her to enjoy at least six months of maternity leave after delivery. Now, she had stopped working, and they had less than \$5,000 for essentials

and recurring expenses with annual property taxes due in a month or so. Yet Josoph reassured her in dulcet tones that all would be “more than fine”. And he began to depart for many evenings and most of every weekend to “learn the business and cement connections”. He claimed that he did “hand off a gig” when Cando’s water broke, and he was present for their son’s delivery.

Newborn James was in great health despite prolonged labor and some delivery complications that should have extended Candi’s hospital stay. As they had no insurance, Josoph took Candi home against medical advice the next day “to save money”. Then, he left a few hours later for “a really huge gig” from which he returned late the next morning. Candi had struggled on her own to care for the infant, but the propane had run out after deliveries were stopped for nonpayment. So, she had gone outside in a nightgown to split wood for a warming fire. But she had torn out her episiotomy stitching due to the exertion. Josoph’s work had produced no funds to date, and he said that most venues were “slow payers” who issued checks “quarterly at best”. So he resolved, despite expressing wishes to be at home, to spend more time “growing the job to bring in our ship”. And he spent increasing amounts of time away. Candi was isolated and stressed but she coped.

Candi continued to split wood for fires to warm their home’s indoors as there was no money to buy food and pay an \$800 propane bill as well as a large hospital invoice. She tore out her episiotomy sutures three more times. The final time, was when James was four months old. Josoph offered to look after James so that Candi could to her doctor and wait for needed medical attention.

When she arrived back to an empty home, armed officers and “investigators” from the Department of Family Services (DFS) greeted her, sat her at their kitchen table, and began asking a series of odd questions. She asked repeatedly about her son’s whereabouts, only to be brushed off. Finally, she slapped her palm on the table and demanded. “Tell me now! Where is James?” One of the investigators replied and his words stunned Candi to the point of dizziness.

“Obviously you have hysterical tendencies, emotional problems, and an alarming potential for violent outbursts. That’s why we’ve placed your son into the protective custody of his father. You are barred from contacting your

husband in any way, and you will permanently lose all custody and visitation if you defy this directive.”

It seems that Joseph had been making covert DFS complaints for months, falsely alleging that Candi frequently had threatened suicide, handled James in a harmful way when she was angry, and expressing fears that the infant was in “grave danger of great bodily harm or fatal injury”; hence, he had shut off their propane supply to avoid a “suicide-homicide scenario from gas poisoning”.

Candi was splitting wood for fires when divorce papers were served three weeks later. Joseph sought full custody of James and a court order to sell the home with a 50/50 split of net proceeds. In the negotiations, Joseph had a lawyer while Candy was solo. He smoothly claimed that his expensive electronic equipment had been stolen and admitted that he was living with a was still-lactating friend who had recently lost an infant to crib death. That “friend” had been caring for and breastfeeding baby James.

Candi inwardly seethed with rage as Joseph calmly, smoothly recounted one false tale after another; but, since Candi had no money for court, she agreed to a private settlement that gave up her custody rights while permitting her one weekend with James each month and the right to keep (rather than sell) their home unless she relocated more than 50 miles away.

During that one weekend a month, Candi’s life was hell. Her lactation had ceased due to lack of breastfeeding, and she was unable to calm James through maternal suckling. Police officers frequently woke the baby when they appeared at late hours “responding to an anonymous complaint”. They performed sobriety tests, suicide checks, noise investigations, weapons inquiries, and “welfare watch walk-through’s”. James would then spit out his pacifier and cry for hours. Each unsolicited police visit added more pages to a growing “criminal folder”. Finally, Joseph suggested that Candi move into her parents’ California home for a while “to get perspective”. When she returned, he promised to shift to 50/50 custody.

While Candi was away, the house mysteriously burned down, and she had no longer had a local home for her monthly custody weekend as the fire insurance policy had long ago lapsed due to nonpayment after Joseph’s electronic buying binge.

Josoph immediately contacted her and offered a deal. If she moved back to Wyoming, he would fight through DFS to revoke all her custody rights and enforce her paying him in cash for his “loss” of 50% of the home’s value. But if she relocated out of state, he would permit her two full weeks of custody over the Christmas and the New Years’ periods. Candi took his deal, once again.

But since they still had an ongoing issues, our firm became tangentially involved in a major court battle more than a decade later when we were called as a assessment experts by Candi’s side. Strangely, Josoph insisted that we assess him, at Candi’s expense, hear his views “about that delusional woman”. We agreed and we were able to carry out an abbreviated assessment. After all, Josoph had passed every previous mental health or psychological assessment with flying colors. And, as he confidently stated, he had “nothing to hide”.

*This is how we discovered Josoph to be a bright sociopath –a Group IV Character Disorder– and finally understood Candi’s strange EEG profile speaking about him; Josoph had a **destructive conscious mind**, or intellect, as well as a **destructive unconscious mind**, or emotional center.*

In our firm’s work, this was the first in a series of Group IV Characters we unexpectedly discovered in social situation. So we reviewed the history with fascination.

We concluded that Josoph had adopted a long-term plan to sadistically dominate and demean Candi when she had first announced a break-up years before due to his “no-shows”. Everything he had done since –including moving to the country, giving her B-12 tablets instead of oral contraceptives, spending all her money on electronic equipment, cheating on her for years, and seizing custody of James based on fabrications forming an “official record”– were all actions in support of his thoroughly **destructive** aims. Plus, Josoph was one of the top two liars I had ever met. His 390°-395° aided his cleverness.

And he was quite resourceful in remembering every nuance of what he had said, had an Awakened Mind EEG profile, never showed the slightest physiological arousal even when lying outrageously, and frequently reminded us that the interview content was “strictly confidential”.

Josoph easily could have passed a polygraph on whether he had any role in Candi's house fire. I suspected that he did based on several factors, including his plummeting ESR readings when confronted. Further, he showed convincing-but-phony 'insight' at all the perfect points—which is key to duping psychologists. ("I'm really not proud of it, but the truth is...that *is* what I did even though I feel embarrassed to my toes.")

Fortunately, as the case settled before trial, our methods and conclusions remained safely concealed in that Candi relocated to Belize after we gave her the inside scoop as the paying client.

REAL-LIFE EXAMPLE #2—A GROUP IV CHARACTER DISORDER: This is the story of Anthony, the newly hired Executive Vice President (EVP) of Worldwide Sales in a publicly traded global company. Tony reported to the President and CEO, who was also President of Sales. We came to know Tony and his team via a broad 'succession planning' project that our firm was hired to complete.

Tony, like Josoph, had a **destructive conscious mind**, or intellect, as well as a **destructive unconscious mind**, or emotional center. But he was quite a dangerous man due to his 410°-415° candlepower and his equally balanced 5.5-6.0 depth of character. Such substrate talents would serve a master criminal quite well.

And they served Tony well indeed.

What follows is the brief but astonishing account of a complex white collar crime that *actually* happened in real life. It was a clever 'heist' of sorts that Tony carried out with impunity as there was no personal liability for covertly betraying his employer's trust. The example will be curtailed and disguised to protect against liable claims.

The brazenly devious scheme slowly came to our attention through a series of organizational interviews. As a first step, in October the old year-end, Tony had demanded that his people give their most optimistic sales projections for the upcoming fiscal-calendar year. Then Tony summarily rejected all sales forecasts for the year and unilaterally increased them by 20% while accusing

his Sales Directors of “unacceptable sandbagging”, or underestimating their likely success.

We had already collected assessment data from Tony, but were analyzing it slowly as reports from his people were key to certain of our conclusions (on Skills, Personality, Attitudes, Preferences, & Style). The first telling puzzlement came during the first interview with Derek, one of Tony’s 14 subordinates.

Derek informed us that succession planning was unnecessary because “Tony’s already chosen his guy”. Upon probing, we gleaned more information by promising to hold the information in strictest confidence. *Tony already had promised Derek during a private “one-on-one dinner” that he would be promoted to EVP when Tony retired in 1-2 years if he, and he alone, would revise his team’s sales projections upward by 50% – regardless of whether he came anywhere close to meeting the “super-stretch” goal.*

Derek did raise his forecast by 55% and glowingly told us some other tidbits of that “strictly off-the-record dinner conversation of a lifetime” as Tony had called it. He was Tony’s “go-to guy” and “a giant who’s head and shoulders above all those other mediocre midgets”. It was clear that Derek had no idea how to reach the first 20% forecast boost, much less the 55% “super-stretch” number. But the practical effect was that Derek’s group’s final sales forecast was over 185% of what they had originally projected based on actual prospects.

Yet, Tony had rated Derek as one of the weaker members of “the pathetic team” that he had “inherited” by grading Derek as a D+, while giving his peers ratings as high as B-.

We noted this strange interview and wondered whether Derek might simply be “a legend in his own mind” and afflicted with poor reality testing. But we then heard the same information from Rich, another of Tony’s 14 direct reports, in the second organizational interview. The dinner conversation Rich described was eerily similar right down to the promotion promise and the laudatory “head and shoulders” compliment. Then we heard exactly the same story from Wayne in the third organizational interview.

When the dust settled, we had probed 14 Sales Directors in confidential discussions in several countries. Each and every one of them sincerely believed

that they had shaken Tony's hand and privately received his "word of honor" guaranteeing a promotion to EVP "when Tony moves on in two years at the most". The *quid pro quo* was identical in every "strictly off-the-record dinner conversation of a lifetime". Each Director had boosted his sales forecast by 50-60% while believing that his outlandish projection was unique, and there would be no downside for failure if he merely "tried". It was as if they had been kept incommunicado as if in separate cells and unable to 'compare notes'.

We proceeded with our analyses and discovered Tony to be a brilliant sociopath –a Group IV Character Disorder– with subgenius candlepower (410°-415°) and huge, equally balanced character depth (5.5-6.0) at both the intellectual and emotional levels.

We initially had assumed that Tony used a deplorable 'false promises' motivational style. Once we confirmed his sociopathy and unusual resources, we realized that something more sinister was afoot. Our first clue came in January of the new fiscal year when millions of dollars flooded from offshore in derivative transactions that 'shorted' the stock. Shorting a publicly traded stock is essentially making a monetary wager that stock value will decline over a specified period. If the value increases, the short bet loses all its wagered funds and has to "cover" by paying the broker for the full value of shares that the short seller never actually owned. If the stock value declines, however, the short seller wins the bet, and the broker pays out money equivalent to the drop in value. This stock-shorting process steers clear of all governmental restrictions on "insider trading" as no stocks are actually traded by the bettor.

Tony's company narrowly achieved its first quarter sales projections with the aid of some creative accounting and the soaring stock value remained strong. But instead of dropping, the short sale bets (by an anonymous off-shore party or parties) strangely increased –growing by tens of millions of dollars. When dismal second quarter financials were released, the company had missed its sales forecast by 70% and its stock quickly tanked. Again, short sale bets were made by many parties, which further "routed" the stock into a prolonged value "free fall". This dire picture steadily grew worse as the year went along.

In the fourth quarter I was approached by the outside Directors in a private session to explain what our firm believed was happening. I was

straightforward with them and delivered ‘the bottom line’ –namely, that the pattern suggested Tony was somehow behind the stock shorting which was yielding millions of dollars in profits *for someone*. After all, Tony had known from the outset that the company would never achieve the outrageously high sales projections that had so excited financial analysts whose “Buy” recommendations initially had caused the company’s stock price to soar. But the Board demanded “conclusive evidence”, which I could not supply. Besides, the Directors opined that Tony could never be involved in such conspiratorial tomfoolery in that “he’s always cool as a cucumber and his stories *always* match.” I was asked to leave the room while they debated in private.

When I was summoned to return, the outside Chairman said: “Thank you for your time, doctor. We’ve discussed your ideas and also know that liars *always* have a ‘tell’. But Tony’s a straight-shooter who says the same things –even when we’ve waked his tired ass up after a long, international flight. And I’m sorry, but you’re asking us to swallow your findings from some weird measurements that no one in business has ever heard of, *instead of* believing in the guy we know? With all due respect, this story is beyond the pale –even for a smart consultant like you. So this sideshow is now done for us, and we ask that you leave at this point. Again, thank you for your time.”

At the year-end Board meeting, the Directors grilled Tony who seemed calm but glum. He adroitly cited product issues, production missteps, and team weaknesses as causes for “this horrible year”. Then he pivoted and stunningly announced: “But there are *no* acceptable excuses; the buck stops with me. As the executive in charge, I am fully accountable for this unholy mess. And you won’t need to fire me, because I resign effective immediately, which voids the severance payout [guaranteed] in my contract. My desk has already been cleaned out. Gentlemen, I apologize from the bottom of my heart. My tail’s between my legs because I am truly sorry for this *very* public failure.” And with that, he turned and left the room in incredulous silence.

That was the last Tony was seen on company property. And he seemed simply to vanish from any public or business networks. But as fate would have it, someone I knew quite well spotted Tony at a ritzy marina nearly a year later.

He was preparing to sail off after taking delivery of a large, new, custom-finished yacht; hence, I concluded that –in the end– Tony adroitly got away with a brazen, complex, international, sociopathic scheme to enrich himself at the expense of many others.

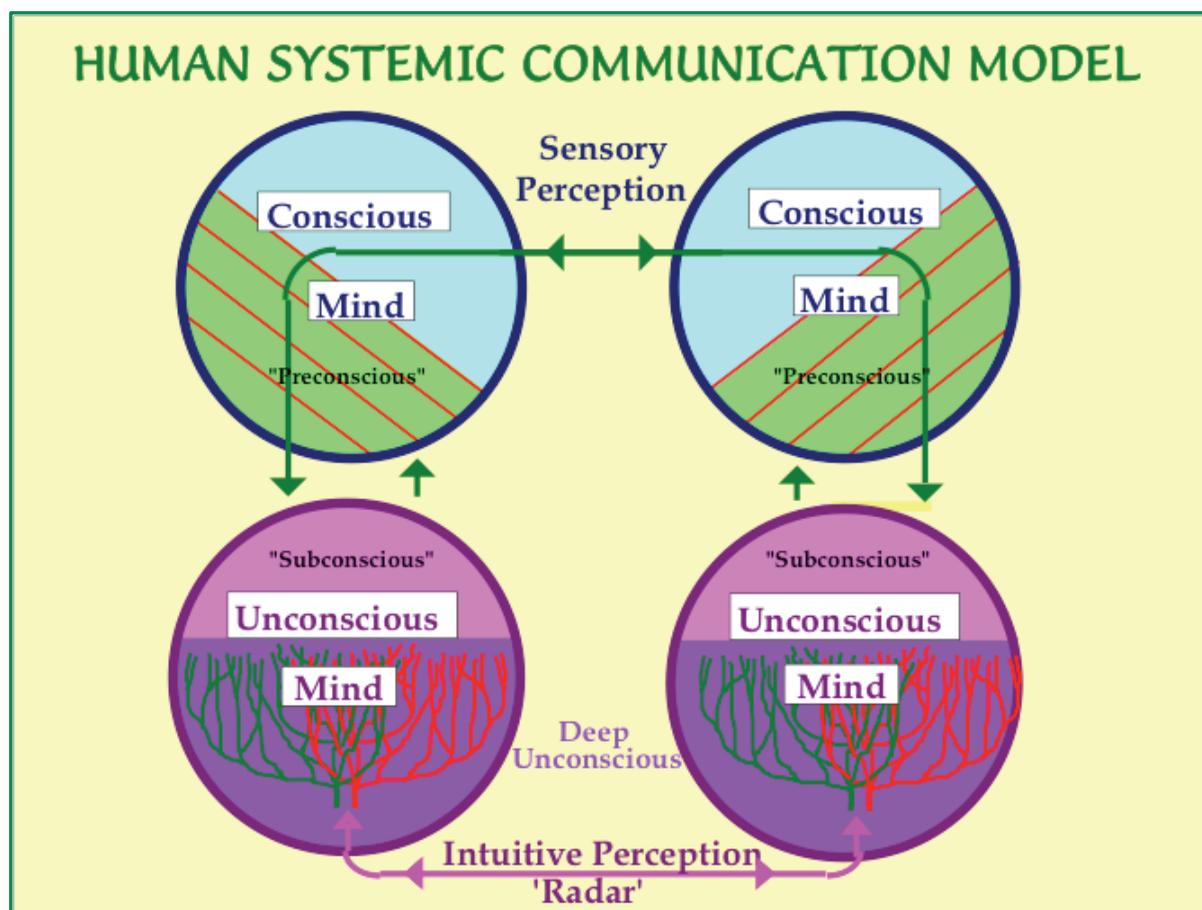
HOW DO GROUP IV CHARACTER DISORDERS, OR SOCIOPATHS, GET WAY WITH IT?

This is the key question. Chapter 3 recounted the essay by Gretchen Rubin, who concluded her blog with the following: “Do you know anyone who fits these traits? To my great relief, I realize, I don’t.”

But as I asked earlier, how might Ms. Rubin mentally recognize a polished, guilt-free liar who charms others with self-confident, ersatz rapport and is bright enough to keep impeccably crafted falsehoods coherent and credible?

As any prison counselor will admit, this is the conundrum with sociopaths inasmuch as they are flawlessly convincing liars.

The core problem is the unseen fact that information receipt occurs at two levels: (1) via sensory input, including “the sender’s” images, sounds, and so



forth (facial expressions, posture, words, tone of voice, etc.) as perceived by the conscious mind, and (2) via intuitive radar as unerringly detected by the unconscious mind.

When two Group I Characters interact, communication occurs between **constructive** intellects and **constructive** emotional centers. The more each is internally integrated, the richer and fuller their interchange will be.

But when a Group I Character interacts with a Group III or IV Character disorder, things go awry for the normal person.

The **constructive** intellect gets *irreconcilably divergent information* from the truth as perceived by the **constructive** emotional center. The intellect hears and sees convincingly 'normal' sensory input. By contrast, the intuitive self detects **danger** from the other party's **destructive** unconscious mind drives to callously dominate and control in sadistic fashion, per Walter Kirn's latest book.²⁸

So the Group I Character instantly contracts into extreme 'dissonance' that can only be managed by suppressing intuition and internally 'disconnecting' – analogous to cutting the power to an alarm bell, as reflected in a tell-tale EEG profile in which only thinking activity is activated while all the lower, slower bandwidths are de-energized.

Since the normal person is reduced to processing *only intellectual information*, without any input from an intuitive truth center, a Group IV Character disorder can operate maliciously and lie convincingly. After all, the conscious mind can retain only about 10-15 seconds of real-time information and has no other memories of its own. By contrast, the sociopath remains *fully* resourceful.

Hence, normal people are 'soft targets' for any polished, guilt-free liar who can charm others with self-confident, ersatz rapport. This is particularly true when a sociopath is bright enough to keep impeccably crafted falsehoods coherent and credible.²⁹

They walk among us....

²⁸ *Blood Will Out* is the captivating case study of Christian Gerhartsreiter, *a.k.a.* Clark Rockefeller.

²⁹ Even plants show the ability to perceive and drain energy from each other. See this link: <http://www.nature.com/ncomms/journal/v3/n11/full/ncomms2210.html>].

CHAPTER 17

OPTIONAL: MULTIPLE PERSONALITIES AND POSSESSION

*“The one who follows the crowd will usually get no further than the crowd.
The one who walks alone, is likely to find himself in places no one has ever been.”*
-Albert Einstein

This final chapter deals with dicey topics. I had qualms about including the material due to concerns that some readers would find this presentation ‘too wild’. This is because it is a significant departure from the observation-rich ground covered prior. And it might prompt some readers to react by questioning everything in this book. Yet I feel possession is a topic that must be addressed just as the late and courageous psychiatrist M. Scott Peck, M.D. did in his 1983 and 2005 works.³⁰ It is hard for me to imagine a spiritual psychology treatise as complete without broaching the subject.



And the bottom line throughout the entire *GNOSIS Onward* series is that each person is free to accept OR reject anything, or even everything, presented in these books. So, feel free to pause as you read, while accessing your birthright of a fail-safe ‘truth meter’ that provides reliable inner knowing. And if this final chapter does seem *too wild*, you may simply skip it. It is optional material.

In my clinical training as a mental health professional, we examined the puzzle of multiple personalities (now called “DID”). But we *never* saw *even* a single example in our outpatient clinic, which was attended by students and upper crust folks in the university community. Finally, on internship I spent the first six months working on an in-patient ward with several “psychotics”. One of my patients –Marvin– was a veteran who heard voices. Hence, the staff supervised him each day in swallowing several different anti-psychotic medications as he had been diagnosed with “paranoid schizophrenia” as well as “chronic alcoholism” and “latent suicidal ideation”.

All of Marvin’s medicines were high potency dosages. So he was dazed and weird during our sessions. Yet he *occasionally* blurted out something like: “If I

³⁰ Scotty Peck was a personal acquaintance that knew the aim of this book. He committed in 1999-2001 to provide an endorsement and urged me to include this chapter. But, sadly, he passed away in 2005.

kill myself will you finally shut up? Get thee hence, Satan!" Although I heard nothing, Marvin believed he was "fighting off a dark devil" that talked non-stop. He said that it had "invaded" when he had been on "a month-long drunk". And he could "barely resist" the invisible enemy when the medicines sapped his strength. He asked sincerely whether I knew "a man of God to deliver" him. I responded by describing neurology in lay terms and urging him to have faith in psychiatric science rather than primitive superstitions.

One Monday I came to the locked ward for a 'therapy' session with Marvin, who was uncannily cogent and coherent. When we discussed his bright mood, he finally admitted to fooling "the naïve new nurse" for days in "only pretending" to swallow his medicines by "palming and cheeking" the drugs he had been prescribed. He said that he could best "stiff-arm this nasty devil in my ear" only when he was strong, which meant medicine-free. I cautioned him about trying to handle things on his own in that everyone needs help *with something*. I later informed the staff of these events at the next morning's "Grand Rounds" review of the status of each ward patient.

The staff coached the new nurse on "medication monitoring" before making a fateful decision: Marvin's dosages would be "upped" and delivered by fool-proof injection for at least a month until the staff could be sure that he was "back on the reservation".

But Marvin's functioning quickly deteriorated as he shuffled around the ward between stupors in his bed that the medical staff described as "napping". At first, he began loudly arguing *even more* with invisible antagonists. And within a week he broke a glass bottle in his room, using a sharp shard to slash his wrists. That suicide attempt was an alarming sign. So Marvin's medication dosages again were boosted to suppress his suicidal urges. The result was that he began shuffling *even more slowly and zombie-like* but rarely spoke out loud to unseen parties, which medical staff called "significant clinical improvement".

But early one morning, after Marvin crawled out through his ground floor window during a shift change, he died by hanging himself with a knotted bed sheet despite his "significant...improvement".

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WHAT IS “DISSOCIATIVE IDENTITY DISORDER”—PREVIOUSLY KNOWN AS “MULTIPLE PERSONALITY DISORDER”?

In the years after two atomic bombs in Japan ended World War II, a curious phenomenon began to emerge. It initially was called “Multiple Personality Disorder”. Years later, psychiatric authorities renamed the ‘syndrome’ as “Dissociative Identity Disorder” (“DID” for short).

“According to the fifth *Diagnostic and Statistical Manual of Mental Disorders* (DSM), DID includes ‘the presence of two or more distinct identities or personality states’ that alternate control of the individual's behavior, accompanied by the inability to recall personal information beyond what is expected through normal forgetfulness. In each individual, the clinical presentation varies and the level of functioning can change from severely impaired to adequate.”³¹

Among ‘professional experts’, the reality of DID and its possible causes are hotly contested issues. Some believe that DID is real and somehow results from trauma. Others argue that it is simply other “mental illness” syndromes in disguise. Still others suggest that what appears to be DID is therapist-induced via errant hypnotherapy sessions in which the counselor subliminally leads a client to fabricate dramatic symptoms.

Meanwhile, our entertainment industry has released lurid film depictions of “true” stories, such as *The Exorcist* that ostensibly was based on a Missouri case of ‘spiritual possession’.³² Audiences willingly suspend disbelief to be thrilled by such chilling tales. But once outside the cinema, they revert to our modern explanations of neurological malfunctions and psychiatric “illness”.

And just how useful is our enlightened approach?

Did it stop the 2012 Newtown, Connecticut school shootings? In that tragedy, the ‘mentally ill’ Adam Lanza –a “psychotic” who heard voices– killed his own mother, broke into her locked safe at home, stole her guns, and then murdered

³¹ http://en.wikipedia.org/wiki/Dissociative_identity_disorder

³² <http://www.indystar.com/story/news/2014/01/25/the-dispossession-of-latoya-ammons/4892553/>
<http://www.dailymail.co.uk/news/article-2449423/Devil-Roland-Doe-The-Exorcist-based-real-life-Missouri-possession.html>

For an illustration of public interest in supernatural topics, readers may also see this link:
<http://wvexplorer.com/five-most-haunted-places-0665/>

26 people –mostly children– at the school where his mom worked. The political response was to blame the “availability” of firearms.

Many also called for new laws mandating stricter background checks on gun buyers. But, Peter Lanza, Adam Lanza’s father, succinctly described his son’s killing spree using stolen weapons as intentionally sadistic actions that “couldn't get any more evil”.³³

So, while mentalistic ‘experts’ can (and do) argue endlessly about intellectual concepts, esoteric sources offer the simple answer that DID’s strange symptoms are exactly what results from entity possession – hence, exorcism sometimes may bring a genuine cure.

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My 13+ years spiritual training were mostly in (‘Hawaiian’) *Huna*³⁴ and Native American lore. Those ancient traditions conveyed wisdom about possession and exorcism in a matter-of-fact manner. In essence, the teachings were that some weakening of a person’s spiritual/psychic boundaries could allow a disincarnate, malefic³⁵ entity to progressively usurp control of an individual’s body while siphoning off vital energy, or life force, for its own nefarious uses and leaving the host bereft of memories about ‘voluntary’ actions or events.

Indigenous traditions view the soul as an immortal being of consciousness. This means past lives are taken for granted and the possibility of spiritual invasion by one of the rare, pernicious, disincarnate spirits that we’ve called ‘character disorders’ sometimes *does* occur.³⁶ Broadly, such non-Western traditions describe the three major stages of possession as follows:

- I. ***Infestation*** in which a dark, disincarnate spirit begins to probe a person’s psychic boundaries in search of weak areas or weakened moments. Such weakness can be inflamed by various stressors—including intense

³³ <http://bigstory.ap.org/article/conn-shooters-dad-you-cant-get-any-more-evil>

³⁴ For a pithy overview, see *HUNA: THE ANCIENT RELIGION OF POSITIVE THINKING* by William R. Glover (published by Huna Research, Inc., June 1988).

³⁵ **DEFINITION** – “causing or capable of causing harm or destruction, especially by supernatural means”

³⁶ Jim Tucker, M.D. is a psychiatrist who has explored reincarnation. His immaculately researched 2013 book is: *Return To Life: Extraordinary Cases Of Children Who Remember Past Lives*.

emotional upsets, sleep deprivation, shock, physical trauma, or heavy use of intoxicating substances.

- II. ***Obsession*** in which the dark, disincarnate spirit finds some weakness in a person's boundaries. The entity then pushes to infiltrate and induces its target to engage subliminally, which is the key phase in which 'voices' begin to be heard. If the person begins interacting with –rather than ignoring – the 'voices', this furthers the entity's success in invading.
- III. ***Possession*** in which the entity '*gets inside*' the target's psychic membrane and step-by-step attempts to fully invade the body. It progressively and aggressively seeks to assume control of the person's seemingly 'voluntary' actions for longer and longer periods. Although there is a partial-to-full gradient in this third phase, anything that suppresses the target's energy to resist makes this hijacking easier (*e.g.*, strong emotional upsets, physical shock/trauma, sleep deprivation, inebriation from alcohol or drugs, *etc.*). Again, targets fail to retain any memories of seemingly willful actions that 'they' took when fully possessed. It is noteworthy that every possessing entity I have indirectly known about has exhibited features of a Group III or Group IV Character Disorder.

Once an entity succeeds in usurping complete control that enables it to 'come and go' at will, only exorcism –which can be quite simple and varies in approach depending on possession severity– can reverse the successful spiritual takeover of the person whose innate consciousness has been shoved aside by an invading spirit.

This progressive framework led me to muse about Marvin for the first time in many years. He was thrilled and seemed nearly normal when he felt he had bested his "dark devil" in only pretending to swallow his anti-psychotic meds.

But his functioning had worsened dramatically after injections commenced. And his "suicidal ideation symptoms" obviously matured to the point that he succeeded in ending his own life after only one failed attempt.

Had modern psychiatry unwittingly caused Marvin to slide down the possession gradient from Stage II to Stage III by virtue of 'fool-proof' chemotherapy that weakened his already fragile boundaries?

Finally, the conundrum of fathoming the ‘archaic’ notion of possession also has been debated for some time by Western spiritual and theological thinkers. For example, here is a popularized summary:

Who or what, for example, does Jesus of Nazareth encounter when meeting someone with an “unclean” spirit or possessed by a “demon,” as the Gospels describe?

The Scottish Scripture scholar William Barclay once proposed two possibilities. Either we relegate demonic possession to the realm of primitive thought and conclude that this was a way of understanding illness in a pre-scientific era, or we accept the action of the demonic both in New Testament times and today.³⁷

I have two aims in this chapter: (1) sharing first-hand experiences that suggest our ‘modern view’ is myopic, and (2) supporting readers’ discernment regarding spiritual matters. What follows are several true stories, with fictionalized names, suggesting that our models may be too narrow. You are free to accept these accounts, reject them in whole/part, or skip this final chapter altogether.

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REAL-LIFE ‘SIMPLE’ POSSESSION—IN-DEPTH EXAMPLE: This is the story of a well-known celebrity who shall remain nameless. He shall be deemed male for this summary and will be called “George”.

George had been arrested for a second DUI but managed to avoid jail time by enrolling in outpatient rehab and agreeing to cooperate with a random series of alcohol and drug tests. He failed three of those tests but maintained that he had “absolutely no idea” how the forbidden substances had gotten into his system. His rehab counselor then terminated George’s outpatient treatment program and informed the court that the former patient was “in hopelessly deep denial about his obvious substance dependency issues”. The counselor also opined that only jail time would get George’s attention and end his “pathetic efforts at gaming the system”.

³⁷ The author offers sincere thanks for the educational use of this quotation and credits: “Is the Devil for Real? To paraphrase C. S. Lewis, I’m not particular about the horns and the hoofs” from *Time (eMagazine) – Articles*, by the Rev. James Martin S.J., 08 October 2013.

George's lawyer then successfully argued that his client deserved "a second shot at rehab" with a counselor who was better at developing rapport. So, George came to us after a 'final chance' court order for mandatory substance abuse treatment. Successful treatment would mean avoiding incarceration. Failure would bring a minimum sentence of six months in county jail.

Surprisingly, we found George to be open, insightful, cooperative, and highly motivated – just the opposite of a 'game-player'.

Yet the assessment data we gathered over two sessions were perplexing. The first session was fun with 'garrulous George' making one hilarious wisecrack after another. The second session was unpleasant as George seemed quite tense, and our team's psychologist informed me that even a surface view of the data indicated *extreme* inner conflict. So I then sat down alone with George and asked whether he might be resisting urges to consume drugs or alcohol. His reply was intriguing. "No, and...I am battling *something*. But if I talk about it, you'll tell the judge I'm crazy."

I suspected that George was feeling suicidal and promised to keep the court 'in the dark' about whatever conflict he was afraid to discuss *unless* it involved danger to someone else. I also told him that my deeply held spiritual view was that people had the moral right to end their own lives so long as no one else was harmed. At the word "spiritual" George perked up, and he asked a simple question. "Are your spiritual ideas from traditional religion?" I replied in the negative. He next asked an open-ended question. "Would you tell me *everything* you can about your spiritual views – *no matter how long it takes?*"

We then had a fascinating conversation about a rich range of subjects. These included incarnation, life paths, life after death, re-incarnation, soul wisdom, character, "*halas*" (wounds), "*heias*" (psychic infections), and "*kalas*" (cleansings) of physical space.

George listened quite intently to the last topic. Then he looked me in the eye and asked a direct question. "Can a *kala* be done on a person?" I replied yes, but explained that the *kala* steps with people were used in something called exorcism to remedy something called possession that he might find "too wild" a topic to consider.

George's reply stunned me. "But possession is the one thing I *really need* to talk to somebody about. I'm on a knife's edge of losing myself and being taken over by something that I can hear but can't see. I can push it off most of the time. But when I'm dead tired, like today, it's everything I can do to fight off the laser-tongued son-of-a-bitch."

This led to George's "no-holds-barred" recounting of his personal history, which will be shortened to key life events.

Several years before, George had become romantically "smitten" with a New York celebrity whom he was dating ("a *truly* world-class crush"). One night, two foreign friends visited and proposed smoking "primo" opium. George's 'girlfriend' instantly agreed, and he also went along "to be cool" – despite the fact he was a complete novice with any narcotic.

George described descending into a "trippy dream" before awakening to a persistent male voice repeatedly saying "*Now You're MINE*". As his stupor lifted, George realized he was stretched out alone on a sofa, no one else was around, and it was the next day. Whose distinct voice had he clearly heard? He was confused so he asked a question aloud. "Where'd you go, man?" The answer came immediately. "I'm right here with you, man. I'll *always* be right here." George's initial reaction was positive. Since boyhood he had wanted "an invisible friend". Now he finally had one!

But George's unseen friend later turned despicable, and George began arguing with it about "some of the nasty things he dared" him to do.

The more George argued internally, the more intrusive the entity became. Then, one night, after three days of sleep deprivation and a shot of Kentucky whiskey, George had his first "Blackout" episode. That night his first DUI arrest happened, and he "came to" in a communal jail cell with no recollection of how he got there. His blood alcohol level had been almost three times the legal limit. As this was his first offense, George paid a large fine and received 12 months of probation.

Five months later, George landed in the USA one morning after a very long international flight from Asia. He knew he needed to reset his body clock,

which meant staying up all day without napping and going to bed at a normal hour in his home time zone. Sometime after 6 o'clock in the evening George had another "Blackout" episode. He came to, again, in a holding cell after a bizarre DUI arrest around 3 in the morning. Apparently, he had tried to call the White House from a police radio. *But he could recall nothing at all.*

George's highly paid lawyer was skillful in persuading the judge to rule that jail was unnecessary so long as George undertook outpatient rehab and cooperated with random alcohol and drug tests up to four times a week at the discretion of his rehab counselor. Each of the three 'surprise' tests George later failed was called the day after another baffling "Blackout". This is why he had "absolutely no idea" how the forbidden substances had gotten into his system.

To shorten a very long story, I came to agree with George's view and deemed that he was well on the way toward full possession.

George sincerely requested help with exorcism. So I asked Kahuna Lani (Ho'anoiwahinenuho'aLani per Volumes 1-2) to discuss all this with him in person. At that meeting, George pleaded with Lani to proceed immediately, and Lani finally relented – agreeing to do so and completing a 'touch-free' *kala* in less than 20 minutes. Lani simply breathed deeply 40 times to accumulate excess life force, contacted George's 'high self' or 'guardian angel' (*Aumakua*) via his own *Aumakua*, and invisibly transmitted his excess life force to empower those spiritual beings in "cleaning house".

Lani then opened his eyes and nodded with a humble smile. At the end, George grinned even more broadly and spontaneously exclaimed, "Free at last.... I'm free at last!"

I kept in touch for nearly a decade and documented George's progress. In short, he maintained complete sobriety with the support of local AA meetings. He faithfully attended these in whatever English-speaking city he happened to be working.

His three-year probation ended successfully with a perfect record of random substance-abuse (urine and hair follicle) test results. And his public career blossomed anew as his 'bad boy' reputation gradually faded.

But the 'bottom line' in George's semi-public situation is that his life changed permanently after about 15 minutes of silent, spiritual intervention – which is notable if you believe that results matter.

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REAL-LIFE 'SIMPLE' POSSESSION – BRIEF EXAMPLE #1: This is the story of Phil, one of Harvey's team members. He was the one "troubled subordinate" as described in Chapter 15. Originally, he had been Harvey's chosen successor as "head-and-shoulders above" his peers. But Phil's performance had faltered over time and he had "fallen out of favor".

Phil was clearly the most sensitive team member with a superconscious level of candlepower we estimated to be in the upper portion of the 405°-410° sub-bandwidth. Unfortunately, he had learned to cope with Harvey's strange environment and "natural decompression needs" when home in a maladaptive manner – namely, by drinking to excess. And he often passed out as a result.

Phil's data set appeared much like George's would look years later. It indicated *extreme* inner conflict. In retrospect, it showed Stage II signs along the Possession gradient (*i.e.*, "Obsession"). But I was still a bit 'left-brained' about such issues at that time. So, I offered Phil the option of *Feng Shui* services from an Asian Master as a discrete late-at-night way of "realigning the energy" in his office and home when he soon would be traveling on the opposite coast for a week. Phil said yes, provided us with keys, and invited our team to do *anything* we might be helpful. As he said: "I know I've got some *real* problems...and they're getting worse."

We did perform the *Feng Shui* services, of course, while Kahuna Lani also completed a spiritual *kala* that erected shields against penetration by hostile entities, which thus would have to 'remain outside' Phil's office and home. The results were remarkable. Harvey had just announced a medical leave of absence, "Hat Trick Danny" had assumed the interim presidency in an acting role, and Phil soon returned to his vigorous and mostly sober self as his historical competence re-emerged.

Ultimately, Phil was successful as successor CEO when Harvey retired; and, the business blossomed, as you already know.

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REAL-LIFE 'SIMPLE' POSSESSION – BRIEF EXAMPLE #2: This is the true story of “Sean” who was an Irish “builder”, *i.e.*, contractor. (It was the first exorcism that I led ‘solo’ in that Kahuna Lani’s poor health would have prevented him from traveling to Europe in 2001. Happily, the intervention was successful.)

I was in Western Ireland that January to give yet-another European seminar to gather ‘religiously-educated audience’ reactions to the material that ultimately appeared in the *Gnosis Onward* series. The second weekend was about *Huna* and esoteric Christianity. And, on the second day, an unexpected visitor arrived. Sean had heard about the seminar from a friend who was attending, and he appeared just before the lunch break asking for “spiritual help”. So we privately strolled along Galway’s River Corrib while chewing a take-away sandwich as Sean told me his hair-raising story. Briefly, then, here it is....

Almost 10 years before, Sean had had far too much to drink at a football match. Friends drove him afterward to his cousin’s home where he planned to drive the half-mile to his own home across back roads on the private estate owned by his extended family. But his cousin, who wished to celebrate the sports victory, persuaded Sean to share some *poitín*, or *potcheen*—*potent* Irish moonshine. Sean only remembered having the first drink when he awoke in his car with a bloody head the next morning. He had struck a fencepost and driven the car into a ditch before passing out for hours, only 50 yards from his own garage.

The concussion was somewhat serious. Sean was treated, stitched up, and told to take a week off work to recover. However, since he continued to feel “absolutely strange”, he stayed off work for nearly a month—which was easy since he was the boss. But the first day back, problems ensued. He began climbing an extension ladder to inspect a completed roof but felt himself “blacking out” as he climbed past the second story and became distracted by “somebody talking loudly”. He came to consciousness on the ground and first assumed that he had fallen. However, witnesses said he had deliberately thrown himself off the ladder and that no one on the job site had been talking.

This pattern of blackouts preceding falls from height continued until Sean was deemed disabled, was banned from driving, and was forced to retire nine years before.

I told Sean that his pattern sounded to me like possession that began with boundary weakening by inebriation and physical trauma. He told me that he

knew this, and his local priest had reached the same conclusion. But the priest had no spiritual resource, as there was no area exorcist. He asked me if I could expel “the unclean spirit”. I said that I knew how to do so, and reviewed the steps, but explained I would need to enlist the aid of a dozen seminar volunteers to feel confident in moving ahead by dinner. He agreed and, when I presented the need to the group that afternoon, 12 sensitive people volunteered to help. It seemed the entire community already knew Sean’s sad story.

When Sean returned at 6 p.m., we talked as a group about *kalas*, exorcisms, how the process would work, and our respective team roles. We then formed a circle around Sean and did the Ancient Atlantean Meditation for 15 minutes as we built up surplus life force through deep, diaphragmatic breathing. At the close, I invoked the presence of Sean’s guardian angel (*Aumakua*), each person transmitted life force to his or her own *Aumakua* to empower Sean’s *Aumakua* in dislodging the possessing spirit, and I chanted a power of protection in Hawaiian. At the close, I opened my eyes and saw the most sensitive group member nodding happily. Dr. Mary Helen Hensley *actually had seen* the dark spirit depart during the ancient Huna chant.³⁸ Sean said that he felt “cleansed”.

Irish seminar participants kept me informed of Sean’s progress as he soon recovered from disability status and returned to productive full-time work, which he continues to enjoy more than ever; and, his recurrent blackout problems have never returned.

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REAL-LIFE SEVERE POSSESSION—EXAMPLE #1: This is the true story of 20-year-old “Jared”. Our account begins when a guileless, elderly psychotherapist – “Dolores” – saw him for *anger management and impulse control* problems.

Jared initially complained of difficulty in “relaxing” during several data-gathering sessions. Eventually Dolores, a committed helper, began the fourth session by first taking Jared through a ‘vanilla’ session of PRT (“progressive relaxation training”). This was followed by a mild hypnotherapy session intended to defuse stress triggers. *But during the hypnotherapy session, something quite chilling emerged: An enraged possessing entity seemed to take control over Jared’s voice and body, which led Dolores quickly to zoom in with her video camera lens as ‘the client’ spoke in a menacingly ‘metallic’ voice.*

³⁸ <http://www.maryhelenhensley.com/> and <https://www.youtube.com/watch?v=zVuNv3F40Vs>

Jared's face changed completely as his eyelids began to appear hooded and his face contorted angrily. He shouted: "Leave him alone, stupid woman. He is MINE!" Dolores replied: "In the name of God, leave him alone." After Dolores ended the hypnotherapy session, Jared had no recall of what had happened. So she rewound the videotape and showed him. He was alarmed and asked for spiritual help. She booked a new session and also gave him her wise minister's number. Jared called and arranged a meeting in two days.

They met for spiritual counseling and the minister, at Jared's insistent request, attempted an exorcism on the spot; but, it was only partially effective as Jared got into a public bar fight later that day and ended up in jail overnight.

After release from jail for disorderly conduct, Jared's functioning appeared more deteriorated than ever. He had no recall of drinking heavily, bar brawling, or being arrested. So his parents complained to the psychotherapy licensing authorities; who investigated for a few weeks before bringing ethics charges against Dolores. *What were her crimes in this 'open-and-shut case'?* First, failing to seek an "independent second opinion" before making a ministerial "referral". And, second, "use of the word 'God' in a psychotherapeutic session, which was unrecognized as a valid treatment technique by professional consensus".

As a licensed Psychologist at that time, I was hired as an expert witness for Dolores' hearing. But it was more like 'a witch trial' with a pre-ordained outcome. Frankly, I was astonished by the narrow mindsets of the authorities.

To prepare, I had closely reviewed all counseling session data including the videotapes, which I watched last. And, to say the least, the visual record was compelling. It was chillingly apparent that Jared suddenly became controlled in session four by something both powerful and sinister. Indeed, the hideously grotesque, writhing, hostile personality that emerged under hypnosis like a 'Jack-In-The-Box' monster was unrecognizable to me as a human being.

But I never got the chance to testify.

Under relentless pressure, Dolores accepted "a plea deal" to avoid criminal prosecution and jail time for "public endangerment". And she agreed to the revocation of her psychology license and an end to her livelihood. For my part, I began to question the integrity and basic assumptions of the professional licensing framework – especially its sheep-like valuing of consensus.

As my friend the late Dr. Michael Crichton used to say: "Science is not consensus. And, consensus is not science."

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REAL-LIFE SEVERE POSSESSION –EXAMPLE #2: This is the story of Darryl, one of Sociopath Tony's extended team members. Now, readers should know that I am a normal, constructive, Group I Character with a large-capacity 'fuel tanks' at both the intellectual and emotional levels. But this case unnerved me more than anything I have ever encountered in my 'white collar' professional life and the story will be severely truncated.

It began with an assessment of Darryl who was a financial analyst and Chief Controller who was "having problems". When we initially shook hands at the start, I felt suddenly weak. And, sometime during the first hour of that session, I felt myself becoming weaker as Darryl told the chronology of his work life.

Apparently, I passed out.

As I came to Darryl was laughing fiendishly, pointing at me, and saying something like: "So where is your great guardian angel? So who can help you now?" As I again began to slip back into a stupor, I saw that his eyelids appeared hooded, his voice sounded abrasively metallic, his reddened face was contorted in rage, and his canine incisors appeared longer than normal.

We both awoke simultaneously sometime later and made small talk. Nothing seemed to have happened and all seemed normal. So we closed off the session, which I left feeling alarmed as well as perplexed. I next went to Kahuna Lani who listened carefully and asked probing questions. At the end, he went outside to smoke his pipe privately. When he returned, he said: "You met the powerful Black Angel who has high-jacked Darryl's life. This is a case of demonic possession by an entity stronger than the two of us put together." We must proceed with wisdom or else we both could die, *literally*."

Ultimately, we proceeded just as with Phil. Lani and I carried out a discrete late-at-night *kala* in Darryl's office. We also did the same at his home a month later with the surreptitious support of his wife. I cannot describe how strange

these simple clearings were, as well as several interim episodes. For example, electronic devices went haywire, ghoulish figures and body parts visually appeared, intimidating sounds screeched from invisible sources, and several precise poltergeist-like, telekinetic events occurred. (In particular, when we were cleansing Darryl's multi-room office suite, an overstuffed filing cabinet somehow moved in front of the office door we had entered and fully blocked our exit for 20 minutes – until we slowly could rock it out of our way!)

It appeared the dark spirit world was peeved with our efforts, yet Darryl's life improved immediately – despite the lack of direct intervention.

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A COSMOLOGY OF GOOD VERSUS EVIL: So, if spiritual darkness is real, a key question naturally arises. *From what source does evil originate?*

Huna cosmology is simple and intriguing in this regard. It views creation's progression as growing sentience – *the universe becoming self-aware through form.*

Per Volume 1, only 4% of the universe consists of visible physical matter. The other 96% is composed of Dark Matter (*Aka* or essence) and Dark Energy (*Mana* or Life Force). This invisible 96% is the guides and powers dynamic creation.

*Early in the evolution of creation, the very first galaxies to form were dense, tightly-packed, somewhat-flattened, spherical clusters of stars.*³⁹

Those star clusters were the physical places in the cosmos that hosted the first life to appear. Although life evolved, it began with primitive, insect-like features. To wit, it was centralized, hierarchical, invariant, and lacking in free will. Elliptical (or spherical galaxies) are thought to have formed from large, irregular clouds of hydrogen and helium gas that likely were created in the first few minutes of the universe.



By contrast, the very first spiral or pinwheel-shaped galaxies –like our Milky Way– formed billions of years later.

³⁹ The European Space Agency (ESA) currently operates the COSMOS survey – a project studying how galaxies form and evolve by gathering observations from various ground- and space-based telescopes.



Spiral galaxies are messy places with much empty space where new stars form out of nebulae clouds of dust and gasses. They have long, irregular ribbons of stellar arms that trail behind in curved tendrils as the flattened pinwheel rotates around a slower-turning center.

Such star clusters were the physical places in the cosmos that hosted the life that appear much later. It had evolved, beyond the initial, insect-like features. To wit, it is decentralized, individual-centric, variegated/non-uniform, and with an inherent capacity for free will.

Elliptical (*spherical*) galaxies have been observed to collide with spiral galaxies throughout the cosmos and the result is always the same: A larger spiral galaxy emerges.

Huna describes these collisions as a quickening of mass consciousness in which relatively advanced life enables more primitive life to advance rapidly by assisting “fellow travelers who are behind on the path of soul evolution”. But the collisions occur over hundreds of million of years. And they are experienced as struggles between good and evil. Eventually, good triumphs and life comes out far ahead. But it seems to take a long time to souls enmeshed in the fray. Our Milky Way is still digesting a collision with the Sagittarius Dwarf Elliptical Galaxy (Sgr dE or Sag DEG). Hence, life in our cluster is transforming both. Yet we are burdened with the primitive, controlling, insect-like fractal of evil for a while.



The greatest quickening of conscious evolution in the spiritual realm occurs when spiral galaxies merge and then re-form into a much larger spiral cluster—as has been observed by space telescopes such as Hubble. And this exactly what is happening in our ‘local neighborhood’. The Milky

Way is colliding with the Andromeda galaxy, a larger spiral.

*But be patient as the ultimate merger is expected to take at least four billion years.*⁴⁰

⁴⁰ From *Wikipedia*: The **Andromeda-Milky Way collision** is a [galaxy collision](#) predicted to occur in about 4 billion years between the two largest galaxies in the [Local Group](#)—...although the stars involved are sufficiently far apart that it is improbable that many of them will individually collide.

WHAT TO DO IN THE MEANTIME: Since Free Will is a key feature of ‘spiral galaxy life’, this means that individual responsibility is paramount. Each reader can therefore choose whether to adopt the most potent self-enhancement tools that our team validated over more than two decades of systematic research.

Each of us is the ultimate author of our own ‘conscious novel’ – choosing all plot twists and the ultimate outcome.

The Atlantean symbol focusing method is the core and only essential practice in self-directed program of rapid personal growth. That ancient meditation and several optional tools will plant ‘seeds’ that blossom into happy reality in one’s own future. You can learn how to fuel positive future outcomes *without micromanaging the specific ways by which they unfold into material reality.*

Volume 3 presents several elements in a self-directed program of personal transformation that is available to each reader. The steps are simple:

1. Completing a 15-minute, daily, open-eyed meditation using the first three ‘letters’ of the flat Atlantean alphabet of symbols – based on simple and succinct instructions in the low-cost Volume III booklet.
2. Downloading and using (whenever possible) the meditation timing sounds created from sacred mathematics and the Music of the Spheres’ scale to deepen the meditative state and eliminate time-keeping concerns. These are available at low cost from major MP3 websites, including iTunes, eMusic, AmazonMP3 (*viz.*, \$2.97 / £2.37 / €2,67).
3. Considering the adoption of optional language tools for refining your perceptions of ‘external reality’. This is done via small adjustments that progressively enhance the clarity of one’s consciousness in everyday life.
4. Feeling free to use optional Huna visualization and/or ‘prayer’ tools for shaping the future by altering the space-time continuum. This is done via consciousness in implementing spiritual techniques long known to the ancients.

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The tools in Volume 3 are all simple and quite easy to use. Yet sticking with them requires that one be strong-of-heart and focused in will.



All the core material has been made available within a non-religious, spiritual outreach. It is one charitable successor activity to my firm's international business.

This author sincerely offers each reader best wishes on the path of your personal choosing.

GNOSIS *ONWARD*
VOLUME IV

IMAGE CREDITS

IMAGE CREDITS AND ACKNOWLEDGEMENTS—IN ORDER OF THEIR APPEARANCE IN VOLUME IV*

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15. Maslow's Hierarchy, Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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23. Summary display of Four (4) Major Character Groups. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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30. Sketch of the late Kim Jong Il, Credit: ***The Wall Street Journal***.
31. Illustration of Character Depth Estimates. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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33. Revised Presentation of Dr. Oscar Brunler's Candlepower Scale. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
34. 350°-410° Sub-Presentation of Dr. Oscar Brunler's Candlepower Scale. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
35. Summary of Measured IQ Scores *versus* Underlying Candlepower Estimates on Dr. Oscar Brunler's Scale. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
36. Representation of the Enneagram of Core Trait Types. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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38. Summary of Curriculum in Pythagorean School of ancient world mysteries, Credit: Gnosis in the Turning of the Ages Assemblage.
39. Motivational Substrates of the Enneagram of Core Trait Types. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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43. Three Core Personal Traits: *Non-Intellectualization*. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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55. The Emotional Coefficient of the Unconscious Mind. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
56. Underlying Candlepower *versus* the Emotional Coefficient of the Unconscious Mind. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
57. The Line of Stress from Differences in Underlying Candlepower *versus* the Emotional Coefficient of the Unconscious Mind. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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63. Cumulative EEG bandwidths relative to conscious-unconscious features and functions. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
64. The Four (4) Cumulative EEG bandwidths that simultaneously appear in the “Awakened Mind” profile discovered and researched by Dr. C. Maxwell Cade. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
65. Mind Mirror cumulative EEG measurement device created by Dr. C. Maxwell Cade and Geoffrey Blondell (Audio Ltd. – London). Image Credit: <http://www.mindmirroreeg.com/w/equipment/mm1and2.htm>
66. The Three (3) Cumulative EEG bandwidths that simultaneously appear in the “Meditative Awakened Mind” profile discovered and researched by Dr. C. Maxwell Cade. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
67. Representation of the Initial, Actual Cumulative EEG profile of one of our esteemed team associates. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
68. Typical human system performance constraints due to an invisible, “ceiling”. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
69. Improvements in human system performance constraints as one’s invisible “ceiling” rises as a benefit from accelerated tools for personal development. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
70. A “Learning Organization” model of leadership and team development. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
71. Improved candlepower access as a benefit from accelerated tools for personal development. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
72. Major Character Group I. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
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76. Major Character Group IIA. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.

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81. Systemic Communication showing Conscious/Unconscious Mind Operations in Two (2) People. Image Credit: Successors of TSA/The Stanford Associates, Inc., including Serena K. Vit (Switzerland), Georg Muri (Norway), V. E. Clench (UK), the Estate of [the late] Alan. H. Brooks (UK), and other intellectual property holders.
82. The late M. Scott Peck, M.D. Credit to <http://www.mscottpeck.com/>
83. Photo of Elliptical (spherical) galaxy M87. Credit to: The Anglo-Australian Observatory and David Malin. The original image can be found at <http://www.seds.org/messier/objects.html#galaxy>
84. Edge-on view of spiral galaxy NGC 4945, which is much like the Milky Way but with a brighter center harboring a super-massive black hole. Credit: ESO
85. Merging Spiral Galaxies, Credit: NASA, ESA, M. Livio and the Hubble Heritage Team (STScI/AURA)Star Birth Clouds, M16, Credit: NASA, ESA, STScI, J. Hester and P. Scowen (Arizona State University).
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GNOSIS *ONWARD*
VOLUME IV

A FINAL NOTE FROM THE AUTHOR

FOR THE RECORD: A Final Note from the Author: A key aim of these books is to remind readers that they may rely upon their own infallible internal knowing, or *Gnosis*, as a divine birthright. Hence, you are encouraged to research and intuit upon each and every issue throughout.



This *Gnosis Onward* series was a tremendous undertaking and written in unorthodox fashion based on decades of research. The original draft of the 1st edition of Volumes 1-3 was more than 600 pages in length. After being greatly pared down, it was then published as a set of author's galleys about which many diverse readers (*from lay readers, to religious authorities, to European academics, to Hollywood award winners*) were enlisted to give input and pose questions. Their varied contributions were priceless.

The follow-up e-book on Amazon's Kindle site was designed to continue this process with readers unknown to the author. And that work ultimately was divided into two separate volumes in response to persuasive reviewer input upon a subsequent, 2nd edition, printed version which enjoyed select circulation. Volumes I and II of the 3rd Edition were offered as free downloads from www.grahamhancock.com in conjunction with this writer being honored as October 2012 Author of the Month. Public and private input from message board participants was greatly helpful in creating the 4th Edition of Volumes 1-3. Every 'understanding-related' issue raised by even a single reader was addressed via revisions and clarifications.

This Volume 4, however, was different. There was only one reviewer/editor. As an inductive distillation of discoveries, I feared that "*too many cooks [could] spoil the broth*". Besides, it is a given that some readers will skeptically view content herein as scientifically unproven⁴¹, spiritually suspect, or even foolish.

So I wished to avoid any temptation to rewrite offending portions, to remove controversial ideas, and to dilute this story. Such bargaining and negotiating with reviewers might delete information valuable to some readers.

⁴¹ As archaeologist Gary Haynes (University of Nevada-Reno) has observed: "Anyone advancing a radically different hypothesis must be willing to take his licks from skeptics."

*And the bottom line in **GNOSIS Onward** is that each person is free to accept OR to reject anything, or even everything, herein.*

So do pause as you read, while accessing your internal truth meter. And consider the value of forming a clear intent to keep it fully activated in everyday life.

This will be key in creating your own, optimal path forward....

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Finally and next, I have closed with a copy of my final letter to State licensing authorities regarding my resignation as a California Psychologist. It was written sincerely and sent almost 15 years ago. And this book *hopefully* might make its meaning clearer.

By the way, I never received a single reply to any such letter!

P.O. Box [REDACTED]
LA JOLLA, CA 92038

01 April 2000

Board of Psychology
1422 Howe Avenue, Suite 22
Sacramento, CA 95825-3200

Dear Board of Psychology Professionals:

Thank you for your 1999 letter regarding the return of mail to a past address. I never received any response to my 29 June 1999 letter about it. *So once again, this is to formally request that you change my address in your files to:*

P.O. Box [REDACTED], La Jolla, CA 92038

Because your renewal notice did not reach my current address, the form you sent last year stated that renewal of my professional license was "delinquent". As I wrote to you in July 1999, my non-licensed status was intentional. At that time I also notified you in writing that I was surrendering my license to practice psychology as a matter of principle. My reasons included -but were not limited to- the following:

First, I have neither worked as a psychologist nor had a psychology practice since 1981. Second, for nearly 20 years my work has been in peak performance with individuals and teams—primarily in business settings using non-psychological models. Also, I have focused on creating spiritually themed books and screenplays as executive Managing Director of a firm that served diverse businesses worldwide.

Third, my work since the latter 1980s has been primarily international. And, as business travel often took me to London where I have lived for the past ten years, most of my Continuing Education work has been done in the UK. I learned in 1999 that European courses would not qualify for CE credit with the Board of Psychology. Although I have learned an immense amount through many high-quality programs, and *have far more than exceeded* the annual CE hours required, your accreditation rules have denied credit for my extensive efforts. The accreditation standards apparently never envisaged a traveling or international professional lifestyle such as mine. Accordingly, I am unable to document California Continuing Education compliance.

Fourth, a profound issue has complicated my life. To wit, I was *again* ordained (for a second time) as a Minister in March 2000. This was after a 13-year program of study and stewardship with a Native American shaman and Kahunanui of the *Huna Heiau*. Subsequent to my first 1999 ordination by the *Temple of Knowledge*, it soon became apparent that my spiritual views and ministerial duties were at odds with nearly all aspects of modern psychology. Indeed, the embedded assumptions of the two paths are often mutually exclusive—thereby bringing me into acute inner conflict.

Board of Psychology
01 April 2000
Page 2 of 2

Please know that I have never viewed psychologists as mal-intended. Rather, I have seen them as doing the best they can within a deeply flawed worldview that rejects spiritual wisdom about the maze-way of human life on Earth. Psychologists truly do operate like Robert Ornstein's analogy of science in general and psychology in particular as like...*a community of fisherman -all possessing nets with holes that are three inches in diameter- who run the serious risk of ignoring, or perhaps even denying the existence of, two-inch fish.*

The learning and growth I have acquired in the years since I began pursuing the path of psychology have been extraordinary. Initially, the professional training I received offered great hope. Since my younger brother's death in 1986, I progressively have recognized that hope for humanity lies elsewhere.

In this way, the in-depth study of psychology has led to disappointed expectations that have been instrumental in guiding me toward other horizons. I therefore look back on my time as a psychologist as an important stage in growing toward the light.

In closing, I once again request your cooperation with two (2) open matters:

1. First, I never received my actual Psychologist's certificate, probably because of address changes. Therefore, I would be grateful if you could furnish an original or a certified copy of it for my personal, business and tax records. I worked hard for the certificate, valued its issuance greatly for many years, and wish to have proof that I earned (and maintained since the early 1980's) the very certificate that I voluntarily have chosen to surrender. If you can supply this, please mark it as "void", "cancelled", "resigned", "surrendered", and/or however you wish to evidence that it is no longer valid.
2. Second, please advise me of any further steps for perfecting my resignation and completing this self-initiated termination of my professional license. If you fail to respond, I will deem such silence as confirming that my resignation as a psychologist has been perfected, and you have acquiesced to a surrender and return of my license to the Board of Psychology and fully cancelling it.

Thank you for your help in *finally* resolving these two long-outstanding matters.

Sincerely yours,

Lewis E. Graham

Lewis E. Graham, Ph.D., D.D.

Formerly Licensed as California Psychologist # [REDACTED]

“An engaging exploration of the human psyche, blending modern methods with ancient wisdom.”

- Mark Grant, Author, *A Tale of Two Synchronicities*



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J. Hester and P. Scowen (AZ State Univ.). NASA

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About the Gnosis series

Volume 1 in the *Gnosis Onward* series (*The Story of How We Remember*) clearly described the world's true history from 20,000+ years ago until the Lost Civilization, which Plato called Atlantis, simply vanished in a related series of worldwide disasters. Likewise, Volume 2 (*Weaving Science, Spirituality and Hidden History Into the Fabric of Your Future*) unveiled the world's true history over the last 13,500 years as humanity re-emerged after a spate of global cataclysms in which the Earth nearly died. Volume 3 (*The Ancient Atlantean Meditation*) presented potent self-directed tools for those interested in spiritual equanimity as well as rapid personal growth. Also, the book succinctly recapped the hidden tale of *The Greatest Story Never Told*.

This Volume 4 is different. It summarizes the preceding books and gives results from two decades of applied research on four continents. In part, it is an informed follow-up to the late M. Scott Peck, M.D.'s 1983 *People of the Lie: The Hope for Healing Human Evil*. It also presents an integrated model of human functioning based upon features of character, underlying candlepower, and core traits that invisibly underlie personal differences. Camouflaged, real-life examples bring the model to life.

The Rev. Dr Lewis E. Graham was privileged to train as a scientist and a shaman. The author brings both traditions plus 20+ years of international business experience to this innovative view of human consciousness.



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Gnosis ONWARD VOLUME IV

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