

INTUITIVE LIVING



How to Make the Healthiest Decisions Using Personality Type

*Eat, Exercise, & Relax Intuitively
According to Who You Naturally Are*

*Includes
Personality
Questionnaire*

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

Based on the world renowned
Myers-Briggs Type Indicator®

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

INFP — The Mender (Introvert, iNtuitive, Feeler, Perceiver)

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Part 1

Type and You

Introduction

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

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

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

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

What Does It Mean to Live Intuitively?

Headlines abound telling us to "live intuitively" with the hopes that by doing so, we'll be a healthier nation. A Google search of the term "intuitive living" turns up 79,400,000 results (with "intuitive eating" coming in with 28,500,000 results). There is obviously interest in being more intuitive with how we lead our lives.

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

in·tu·it·ive (*adjective*)

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

Synonyms: visceral, nonrational, spontaneous

Antonyms: logical, reasonable, coherent

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

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

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

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

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

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

You Can't Be Taught Intuition

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

their lives. They believe that if you're taught to listen intuitively to what your body is telling you, you'll respond with what your body needs. It's a great goal but there's one problem. You **cannot** be taught intuition. Reread the definition of being intuitive. You **cannot** instill in someone something that supposedly comes from one's natural tendency, something you're born with. What you can be taught is how to use that which is naturally yours — your personality type — in a constructive way to improve your health. What I believe these people are trying to teach is how to be *mindful*. Pay attention. Think before you leap philosophy. Great advice.

The supporters of the concept of intuitive eating believe that people who are overweight, who are chronic dieters, or those who may display disordered eating, are that way because they're NOT living intuitively. I argue that these people ARE living intuitively — where intuitive means living according to who they are (remember the dictionary definition of "intuitive" and Carl Jung's psychological type). These people ARE living according to their personality type. These people ARE responding to outside influences in a way that their personality type would have them respond. It may not be the most healthful all the time, but it is their *instinctive* response.

In other words, when we're acting intuitively, we're acting without making a conscious decision. Most of the time we're on auto-pilot, acting according to who we naturally are. If we have established healthy habits, great. No reason to have to make any conscious decisions about them. However, sometimes the lack of making a decision, behaving according to who we naturally are without thought, can get us into trouble. Often, when people are under a great deal of stress, it can get even worse where they do unhealthy things (like eating the whole gallon of ice cream in one sitting!) because the *shadow side* of their personality type has erupted. (We'll be discussing the *shadow side* a little later in the book once you've learned about type.)

Appreciate that we are the result of the many decisions we've made or not made and actions we've taken in our lives up to this day. Our habits, whether healthy or not, were created by our decisions — made consciously or not. Every behavior we have, every habit, every response to a situation is based on a decision or lack of one. When the alarm rang this morning, you had to decide whether to push the snooze button for another ten minutes of sleep or turn it off and get up. If only all the other decisions in your day were so simple.

So, you must be asking yourself, "Is there any hope then? I feel like I'm doomed." I'm so glad you asked. If you learn the one simple trick known as the *Z-Pattern* of decision-making, you'll be making healthier decisions *intuitively* because you'll be *using* personality type in the best possible way. This is the ultimate way to live your life *mindfully*.

The Z-Pattern of Decision-Making

The Z-Pattern is a 4-step process for coming up with a decision on how to act in a situation. You're no longer on auto-pilot. You're completely involved and mindful of the decision you'll be making using personality typing. First you collect the relevant facts about the situation using **Sensing**, one of the four preferences that make up type. Then you consider the possible consequences or alternative actions you could take using *iNtuiting*, another of the preferences. (To differentiate the preference, **iNtuiting**, from the word, intuition, I will always capitalize the "N". It would be easier to refer to *iNtuiting* as something else, but it's the term Jung came up with.) Next you weigh the pros and cons of the facts and possibilities associated with the decision you want to make with the third preference, **Thinking**. Lastly, you put your stamp of approval on the decision you arrive at using the last of the preferences, **Feeling**. Now you've got a decision that you can be comfortable with, knowing that you're in total control of your actions.

The *Z-Pattern* is based on your understanding the basics of personality type and how to apply that to your life — YOUR WAY. You'll never have to second guess your actions. You'll never have to say

you've been "bad". The only reason people consider themselves bad is that they think they've broken some rule. Whose rules, by the way? The way you live your life should be — and will be — determined solely by you. Feeling bad, ashamed, guilty? Gone! Just remember,

It's your personality type that's intuitive.

Your personality type can predict and affect what decisions and actions you take.

How's Your Decision-Making Going?

I guess you're reading this book because you believe that you could be doing more for your health. Maybe you have some weight to lose. Maybe you wish you'd exercise more. And you certainly can't want the stress in your life even though it feels like it's just a natural part of living. But, it doesn't have to be.

Believe it or not, you may not realize it, but every day you are choosing the life that you are leading. If you're not content with it, then you're not making the most effective decisions. Once you start using the *Z-Pattern* of decision-making you will wish you had known about it sooner.

Away With Rules—Instead, Decisive Living

Diets work in the short-term because most of them reduce calorie intake. In addition, most diets include a bunch of rules. The hope is that by making dieters follow a lot of rules, they'll stay more conscious of the dieting process. Stray, and your weight-loss attempt is hopeless. Diets fail because what they require can't be maintained for a lifetime. When the Cabbage Soup Diet was popular, cabbage soup was about all you were supposed to eat. Can you see doing that for a lifetime?

Rules can be your worst nightmare when it comes to managing your weight, exercising, and reducing stress in your life. Having rules sets people up for failure, because a rule will be forgotten, ignored, or temporarily put aside—leaving them feeling guilty for not "being good". They now see themselves as "bad". On the other hand, if each time you have an opportunity to eat, exercise, or relax, and you ask yourself a series of questions that lead you to a decision, **you own it**. Whatever the decision (and decisions may change over time), it belongs to you. So, no reason to feel guilty. You're in charge — you're not being controlled by a set of rules. This, then, is *you living life according to YOU*. Isn't that what you want?

Sadly, because obesity has gotten to epidemic proportions, people who think they have found the answer create and/or promote one diet after another (sometimes even saying it's *not* a diet) to help people lose weight. Every one of those approaches is just another set of rules. You may follow their advice for a while, hoping to win the battle of the bulge. But then it dawns on you that you've lost your control over YOU. You're doing things that don't feel comfortable, which can be very draining. That's probably why people go on and off many diets in a lifetime, hoping the next one will be the answer. But then it isn't. Get the control back in your life and live happily by using *personality type*. Hundreds of people have followed this approach and become the better for it.

I hope you're ready to take control of your own health. To be quite honest, it's not that hard. **Food is not your enemy** as many proclaim it is. Stop treating it like it is. **You are not in a relationship with food (good or bad)**. There's no reason to have to make peace with it. **Food is nourishment**. That's it. (By the way, nourishment can be pleasurable. There's nothing wrong with that!) The more you say you can't have something, the more you're going to want it.

In fact, why would you say you can't have something? Probably because, from everything you hear and read, you already have a list in your head of "good" and "bad" foods. You've determined that if you want to lose weight, all "bad" foods must go. Of course, those "bad" foods are probably the ones you

enjoy the most. It's time to let go of that thinking. Depriving yourself leads to cravings, bingeing, feeling guilty, etc. The only decisions you need to make are: *what*, *when*, and *how much*. That's it.

Keep in mind, the **decisions are yours**, not those determined by someone else's rules. Whatever you decide to eat, **take ownership** of that decision. Then there's no reason to feel guilty about that decision. And if you don't like the result, make another decision **next time**. There's always room for improvement, as you work toward your goal.

Staying in Charge

Life comes down to being in control of what you pay attention to, what you think about, how you feel, your actions, and the goals you set for yourself. As Socrates said, "know thyself". This book is written for you to better understand what makes you tick based on your personality type and to love yourself for who you are. When you do that, you no longer have to compare yourself to others, which can be demeaning (we rarely compare ourselves with those we don't admire). You'll no longer be thinking that others are better, more capable, more beautiful, more whatever than you. As the supermodel, Brooke Shields, once said—"The sooner you stop comparing yourself to other people, the more attention you get to put on yourself!" Throughout the book you'll learn why you naturally do what you do and decide whether those actions are good for you or not. If not, then **you decide** what and how to make appropriate changes for the better.

Unless you stay consciously aware of the choices available to you, it's easy to get sucked into impulsive actions. Let's say you pass a candy store and temptation is staring at you from that window. If your mind is preoccupied with something, your impulses could jump into action and guide you into the store. Impulses and decision-making are complete opposites of each other. There is no thought involved with impulses; whereas, with the *Z-Pattern*, there is. Decision-making requires becoming intuitive. In other words, calling on personality typing to think of the facts of the situation, the pros and cons of being in the store, what you might buy, and determining whether you believe your decision, whatever it is, is a good one. Then whatever you do, you do without regrets or chastisement. You're in control.

Impulse is an urge to act. Intuition through the Z-Pattern is an understanding of whether to act.

Staying mindful is the only way to stay in control. When you find yourself taking actions without any thought, you need to redirect yourself back to the *Z-Pattern*. It's something like meditation. Instructors of meditation will tell us that as we try to still our brain, if we find our thoughts wandering, we should gently bring our attention back to neutral. Refocus. The same approach is true for the mindless and less-than-productive actions you may take without using the *Z-Pattern*. You just need to refocus. Realize that the more times you repeat a healthy action, the more quickly it can become a healthy habit and you won't need to consciously work on it after that.

As Alice Walker, author and Pulitzer Prize winner, was quoted in Reader's Digest (June 2019) saying, "The most common way people give up their power is thinking they don't have any." That candy (or any food, person, or thing) has no power over you unless you hand it over.

A Work in Progress

We're all a work in progress. If you find that one decision didn't get you closer to your goals, then you have to rethink that decision and come up with another. It's a matter of moving two steps forward and occasionally one step back — instead of the usual one step forward and two steps back. You don't have to be perfect. Missteps are part of the process. There will be times you forget to use the *Z-Pattern*. Don't beat yourself up over it. But also don't get lazy. The *Z-Pattern* is there to help you reach your goals.

When you see yourself getting nowhere, ask yourself if it's because you've gone back to your old way of doing things.

The biggest problem we face is that outside forces and influences, whatever they are, are never going to go away. Food advertisers aren't going to stop advertising. Bullies aren't going to stop bullying. Social media isn't going to stop showing you celebrities who have abs of steel. Temptations will always be around us. What we need is a game plan — the *Z-Pattern*. This book is all about *who you are* and how best to use your strengths. In this book, I'm NOT going to tell you what YOU need to do. In other words, **ditch the rules — learn the process**. This time, YOU are in charge.

Bottom line: You can't be taught to be intuitive, because you already are who you are. However, you can be taught how to use your personality type to become a healthier you through the decisions you make.

What to Expect

In Part 1 (Type and You), you'll take the Personality Profile Questionnaire (PPQ) to discover what your type is according to the Myers-Briggs Type Indicator®. Then we'll go into more depth about the various preferences that make up type. The more you understand about the preferences, the better will be your use of the *Z-Pattern* of decision-making.

In this section, we'll also discuss the *shadow side* of each of the 16 personality types. People don't often experience their *shadow side*. But it may help to explain why we sometimes act out of character and do unhealthy things (like downing the whole gallon of ice cream) without thinking of the consequences.

Once you know more about type and, specifically your type, we'll go into depth on how we normally make decisions (which is usually not optimal), followed by understanding how the *Z-Pattern* works and why it **is** optimal. You'll see how numerous people like yourself have learned to solve their everyday decisions with the *Z-Pattern*.

People are very good at coming up with reasons (better known as excuses) for why they haven't reached their goals. So in Part 2 (The Excuses) I share many of those excuses I've heard through the years. As you read them, think about how using the *Z-Pattern* could have stopped someone from coming up with the excuse and what, instead, would be a healthy alternative action.

In Part 3 (Lifestyle Know-How), I provide you with information you can use when making a decision using the *Z-Pattern*. As I mentioned earlier, the first step in making a decision is collecting as much information as necessary to begin the decision-making process — whether it be about what you eat, exercising or how to relax.

In the Appendix, there's an in-depth description of each of the 16 personality types, covering each type's Attributes, Assets, Challenges, and Stressors. Also, check out the list called Secrets of Healthy People, which that you might find helpful.

Have fun on your journey to a healthier you!