



Six Pathways to **EXTRA**ORDINARY

The ultimate guide to understanding your
unique approach to success
in life & career

by *Pad*

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Do you know your path to extraordinary?

Imagine being able to achieve:

- Extraordinary leverage and productivity
- Extraordinary insight and understanding
- Extraordinary effectiveness in relationships and communication
- Extraordinary results in business - by focusing on your strengths and knowing what help you need to secure from others.

The hidden path you're looking for is not half so much about *what you're going to do*; it is much more about *who you choose to be*. It's about the character you play and *how you show up* that determines your true level of achievement in life.

This guide will introduce you to a simple and yet extremely powerful way to understand how, exactly, you show up.

Once you grasp the profound concept I'm about to share, you'll quickly realise that it explains so much of *why* you do what you do – revealing the hidden values and motivations behind your typical, daily behaviours; which determine the exact results you've achieved.

You'll soon see how looking at your life this way can provide a clear path to massively improving your effectiveness at work, boosting your earning power and significantly improving your relationships.

Stepping Up

In these days of change, pressure and uncertainty; of exponential technological advancement and revolutionary opportunity, people the world over appear to be struggling to understand their place and purpose on this planet.

Stress and conflict are rife in every sector of society as family members, political parties, corporate departments and nations struggle to collaborate - and this invariably takes its toll on the individuals involved.

And yet we're also now being presented with some of the greatest opportunities ever afforded to the human race.

Such opportunities will simply drift passed the average citizen; the ones focused on maintaining the status quo and fearing anything that involves a single step outside their familiar routines.

There are, however, those who are committed to making the most of the present situation. These individuals have been inspired by exceptional people, past and present, and are determined to find a way to *make a real difference in the world*.

These rare diamonds are ready to do whatever it takes to create a positive impact and bring the world into alignment with their vision of a better future; rather than accept the norms this decade has sought to inflict upon their lifestyle and earning capacity.

“Things don’t change – people do.”

What kind of person do you need to be in order to navigate these tumultuous times?

As technology enables us to have greater control on things; amplifying our capabilities, for better or worse, it has become more important than ever to understand *why* we, as the individuals we are, actually *do what we do*.

It’s now more essential than ever that we understand the unconscious mechanisms that ‘steer the ship’ of our lives in productive, and unproductive, ways.

To find an answer profound enough to change the way we see ourselves, however, we don’t actually need to make a *new discovery*; we simply need to acknowledge something that has been with us since humans walked the earth.

Nothing New Under the Sun

There are, rooted deep in the psyche of every person on earth, inescapable and largely unconscious patterns of thinking that steer the way we look at life and drive our daily decisions.

These ‘archetypal’ patterns are both ancient and universal: they are recognised by everyone of every race and colour, every culture and

creed, every language and in every geographical location. More than that, they've been with us throughout human history.

The archetypes I'm most concerned with are six, specific character types - the kind we see repeatedly in the movies, in classic stories, myths and legends; from King Arthur to Lord of the Rings; Star Trek to Star Wars. And a mix of these types, all placed in an enclosed environment, is what makes sitcoms such compelling viewing.

There's a reason why the characters in these stories resonate so deeply with us; it's because they represent a part of what makes us who we are. We hardly need to explain them; they're *inside us* as part of 'what makes us tick', though their influence is largely unconscious.

Once we learn to identify these characters, we start to see them everywhere - in ourselves as well as those around us.

Six Universal Archetypes

Whilst there are many archetypal characters that have been identified by various psychologists and psychoanalysts over the years, there's a simple and memorable model of six, specific characters that provides a wonderful balance of characters and cover the complete spectrum of human response.



These core archetypes are recognised in the board room and the bedroom; in primary schools and maximum security prisons. They reflect our intuitive understanding of how different people, across all strata of society, typically behave – *what happens when they show up*.

Each character represents a different approach to life; with their different perspectives, values, impulses and preferred courses of action.

Looking at life through the lens of these characters can help us gain empowering, alternative ways of thinking. Individuals can find more suitable careers and gain significant promotions; corporate teams can achieve vastly improved performance as they work better together. It can also help sales agents understand their prospects' motivations, and coaches to gain rapid insights into their clients' thinking processes.

Unlocking the Neural Pathways

The great thing is that you don't need to be a trained psychologist or have a PhD to understand all this.

These characters are already so familiar to us all that it's easy to see which ones we, and those around us, reflect the most. It's then immediately clear that approaching any situation would get a different result in the face of any challenge. It's often a case of 'horses for courses' as we learn to delegate the right person to a task.

They can help us understand our typical reactions, change our perspectives, change our approach and thus change our real-world results - sometimes dramatically.

**Archetypes help us to understand our typical responses to life's challenges,
To change our approach, and achieve a much more positive result.**

Your Six Pack

Let me introduce you to the six, specific characters that I have found best explain the ways we approach life.

They are: the Sovereign (King or Queen), the Warrior, the Sage, the Mystic, the Lover and the Jester.

These archetypes operate at a deep and fundamental level, and give us a huge amount of leverage for performance improvement - helping us in our quest to become *extraordinary*.

As you review the descriptions that follow, you'll undoubtedly find that some of the typical traits you see outlined for each character strongly reflect the way you currently approach life - and others that are practically alien to you.

That's to be expected, and it's these different traits that make us the unique individuals we are. So, let's see which you identify with the most.

Sovereign



Like a king, a queen, an emperor, a tribal chieftain or a captain of industry, the Sovereign is commanding, decisive, self-assured and secure in their position of power. Just, fair and supportive, the Sovereign establishes the vision, takes responsibility over their people by providing direction, empowering others, creating order and setting fair and positive boundaries.

Confident of their innate authority, the Sovereign's primary purpose is to direct the affairs of their realm to bring peace, order and prosperity for all.

Warrior



Warriors take action and accomplish missions. They courageously overcome challenges by using appropriate strength and determination, and are responsible for ensuring boundaries are enforced. They are skilled, capable and competitive and often confrontational. They will always stand up for themselves and express themselves openly and passionately.

Warriors are direct in their dealings, disciplined, loyal and dependable – prepared to endure pain and driven to finish the task at hand. Life, for the Warrior, is about getting things done.

Sage



Wise, intelligent, perceptive and hungry for truth, the Sage is known for their remarkable knowledge and discernment.

Rational and logical in their approach, they have a certain detachment from people and events, and tend to be less comfortable expressing their emotions.

The Sage seeks a factual understanding of things, searching out hard evidence until they arrive at the truth.

Mystic



Visionary, creative and enigmatic, Mystics are very good at bringing transformation and evoking change.

With an air of fascination and evident delight in mystery, the Mystic seems to draw upon unearthly powers of intuition and foresight. They naturally (or is it supernaturally?) spread a sense of hope, a belief that somehow all will come good and this bigger picture view keeps them stable during crises and good at mediation.

They can be very influential characters; inspiring others with their visions of a better future. The Mystic thinks that life is all about making dreams come true.

Lover



Lovers feel life deeply. They are trusting and open with others; seeking empathy and harmony with all. Comfortable in expressing their emotions, they are playful and spontaneous all the while building relationships and nurturing connections. Lovers tend to have an appreciation of beauty and are drawn towards the creative arts, poetry and music.

Lovers are not just the Romeos and Juliets of the world; they are those whose primary focus is on other people, believing everyone has their own, intrinsic value. The Lover thinks that life is all about connection, harmony and true feelings

Jester



The Jester excels at finding the funny side to any situation. Refusing to get too serious, they share their light-hearted view of life with those around them - though not all would find this welcome. They are colourful, playful and unpredictable and they're determined to live life like it's all just a game.

Boring old rules, rigidity and monotony will often spur them into action often making them appear disruptive, because the Jester thinks that life is all about making things fun.

Type Casting?

As you read the descriptions of each archetype, it's likely you immediately sensed which characters you typically reflect the most - explaining what is driving your present approach to life.

And I do emphasise the plural, *characters*, because it's very important that we don't use any one of these character names as crude 'label' that pigeon-holes any individual into only one type.

Whilst certain archetypes might naturally define your general character, they're *all* within you to some degree and you can access the traits of any one of them you choose, if you feel the need.

The most dominant archetypes do, however, guide your thinking and are therefore key to understanding your highest values and essential perspectives. They can also reveal your likely areas of weakness and even the kinds of stress you are most likely to experience in life.

The Power of Self-Awareness

The influence of these archetypal characters is inescapable; we simply can't get away from them, and yet most people are not even conscious of their permanent presence – calling the shots from behind the scenes.

Because of this, even a basic knowledge of these characters can enormously elevate your self-awareness and provide benefits in

many arenas of life. They can help individuals to improve their personal relationships and performance at work, and also help professional teams to anticipate, communicate and collaborate far more effectively on their projects.

We can either respect the different traits we display; harnessing them to create powerful collaborations, or, alternatively, despise them and use them as an excuse for division and rivalry between ourselves and others.

Every psychologist knows that, when under pressure people tend to 'return to type'. Once you know your dominant archetypes, you'll realise - possibly for the first time - why you respond to life the way you do. You'll also then quickly understand how events would unfold in a very different way if you choose the approach of a different character when facing situations at both home and work.

Putting Archetypes to Work

Once we're clear about the range of archetypes we have available to us, the way forward hinges on two simple questions. These I highly recommend you make a regular practice, whenever you feel a challenge arising:

"Which archetype is steering my current response?"

"Which archetype is likely to provide a more effective response?"

Whatever your dominant types may be, you can actually *choose* to step into a different character and see where that takes you.

It takes purposeful effort to do this, of course, as you're seeking to activate 'programs' that have previously been underused. If you take the time to practice, however, you are likely to find yourself significantly expanding in your sense of personal power, capability and confidence.

There are actually some highly effective techniques you can use to develop the character traits you feel you'd benefit from having strengthened. By adopting the typical physical posture, mental focus and language patterns of a specific archetype you can 'activate' whichever character you need the most - positively impacting your approach and achieving dramatically improved results.

If you are stuck in any particular situation in life, it is almost always because you have been approaching it with an *ineffective* archetype.

Your Archetype Power Profile

If you're interested in gaining a rapid and accurate view of your two most dominant character types, you can complete your online 'Archetype Power Profile' at www.teamme.app

This will only take about 2 minutes and will provide you with further details on the characters currently driving your decisions – strengths you can utilise and weaknesses you need to be aware of.

There are multiple dimensions of the Team Me model we will have to leave for further study; left-brain/right-brain types, complementary opposite types and shadow states, as well as common points of stress, to name just a few.

Your Onward Journey

Simply becoming aware of these six, universal character types can provide an enormously empowering perspective that can help us understand why we, and those around us, do what we do.

The six characters define six distinct paths to creating an extraordinary impact in both our personal and professional lives.

Armed with this understanding of ourselves and others, we quite naturally improve our communications, reassess our approaches to challenges and make much better decisions in life.

My desire for you now is that you tap into the extraordinary power of your innate archetypal characters to step up and show up in the



days to come. This way I know you can significantly boost your impact and influence, increase your flexibility in the face of challenge and uncertainty, and surround yourself with people who complement your unique strengths to amplify your achievement in the days to come.

Endorsements by Industry Leaders

"This is wonderful ...shows you how to unlock your full potential for success and achievement."

Brian Tracy – Multiple Bestselling Business Author

"I had the privilege to work with Pad at the London ICF conference. His work is brilliant! Team Me is both simple and profound."

Marcia Reynolds, PsyD – International Speaker, Author and past President of the International Coach Federation (ICF)

"What Pad has created with Team Me provides a unique gateway to an understanding of the different patterns of personality that we all display. I have no doubt that this simple but effective method will give you a significant edge in your personal and professional performance."

Floyd Woodrow, MBE DCM. Former Major in the British SAS

About the Author



Pad is the Creator & Chief facilitator of TEAM ME Leadership Profiling tools and training for Entrepreneurs, Managers & C-suite Executives. This system will identify your teams' full potential, so you can create a strong culture, improved productivity & better profits for your organisation. Endorsed by Psychologists, Leaders in Business and the Military, as well as Master Coaches around the world, Team Me is the #1 tool your business needs for success in 2020 and beyond.

An international speaker and success coach, Pad is the author of several ground-breaking books, including Team Me, Team Guy, Crossroads, and Life Reactivation.

He is Director at Come Alive Success Coaching ltd. in the UK, and has appeared on ITV, BBC World Service, Premier Radio and Radio5 Live as well as being quoted in The Guardian, The Independent and The Telegraph.

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