



## LMT3: How to Get the Five Profiles Out of Defense

### Creative Idealist in Thinker Defense

They sabotage through fear and anxiety and spinning and not being able to make a decision.

Three ways to support the Creative Idealist to come out of Thinker Defense, to get what they really want...and back to a resourceful state:

1. Never tell them to get organized or grounded!!!!!!!
2. Be irreverent and make their crazy ironic thinking fun and important!
3. Teach them that their none-presence is how they are present!

### Emotional Intelligence Specialist in Poor Me Defense

They sabotage through overwhelm and feeling hurt by others.

Three ways to support the Emotional Intelligence Specialist to come out of Poor Me Defense to get what they really want...and back to a resourceful state:

1. Never tell them to stop crying or suck it up!!!!!!!
2. Let them know you see their deep compassion and heart.
3. Remind them that their sensitivity is their greatest strength and makes them the most courageous people, not the weakest.

### Team Players in People Pleaser Defense

They sabotage through never being able to saying NO, being resentful, and being in abusive relationships where they 80% responsible and their partner is 20%.

Three ways to support the Team Player in coming out of People Pleaser Defense to get what they really want...and back to a resourceful state:

1. Never tell them to just go it alone and start their own business!!!!!!!
2. Remind them how much they are appreciated by you, and by most others.
3. Don't ask them to come up with a solution, give them suggestion.

### Charismatic Leader/Charmer in Enforcer/Seducer Defense

They sabotage through not trusting anyone and out fear of betrayal, aggression, or battling for control, or through any of the other profile defenses, especially poor me.

Three ways to support the Charismatic Leader/Charmer to come out of Enforcer/Seducer Defense to get what they really want...and back to a resourceful state:

1. Remind them that they are truly a leader and have to decide what they are for and not what they are against.
2. Tell them to go out and talk to anyone!!!!
3. Make it OK for them to live in 4-year cycles of change. They are change agents.



### Knowledgeable Achiever in Rule Keeper Defense

They sabotage through their tough inner critic that is always disappointed in their own performance or success. They push themselves unmercifully.

Three ways to support the Knowledgeable Achiever to come out of Rule Keeper Defense to get what they really want...and back to a resourceful state:

1. Remind them that they can take a step back and see the bigger picture in any situation.
2. Let them decide if what they are doing now is going to lead to the happiness and success they truly want.
3. Have them take vacations and learn to enjoy non-productive time with family.

Being able to motivate someone who is in self-sabotage is not easy, but it is so much easier when you know their profile.