



EXPERIENTIAL INTELLIGENCE BEFORE ARTIFICIAL INTELLIGENCE
HOW THE BEST GET BETTER – DAN SULLIVAN – THE STRATEGIC COACH PROGRAM
SHARED WISDOM PATTERNS SNAPSHOTS (SWPS™) HOTSPOTS OF 2D <=> 3D INSIGHT

EXPERIENTIAL INTELLIGENCE (EI) & VALUES BELIEFS CONVICTIONS® (VBC'S)

EI includes everything experienced from "womb to tomb" that impacts & shapes human self identity Choose/Rank Judgment Patterns. VBC's® define your personal legacy of "senses driven" ability to perceive and interpret everything you experience 24/7 as either a Positive/Uncertain/Negative encounter in life. A SWPS™ 7 Portrait Series Choose & Rank Thinking Tool provides a comprehensonal leap forward in better understanding the influences on one's life with your EI/VBC's Judgement Patterns decisions.

(1) The constant autonomic (unnoticed) perspective shifting with 2D<=>3D perception greatly influences interpreted meaning of any digital or printed image.

(2) The merging of Human General Intelligence Q&A thought and reasoning (HGI) with AI generated Artificial General Intelligence (AGI) programmed Q&A "thought" that creates our thinking identity.

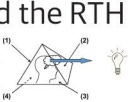
ENGAGE FUTURE – BASED SELF TO GO BEYOND ENTITLEMENT DEPENDENCY

Introducing self–success development Hotspots captured from his book "HOW THE BEST GET BETTER" created by Dan Sullivan and his team. Offering key thinking action focusing steps for breaking through "THE CEILING OF COMPLEXITY™". Sullivan's book clearly provides guidelines for achieving a "PERSONAL PARADIGM SHIFT™" using one's "UNIQUE ABILITIES™" to evolve mastering a paradigm shift into "UNIQUE TEAMWORK™". Recognize and embrace your "FUTURE-BASED SELF™" and begin to create more economic security for yourself by replacing the Entitlement Dependency Thinking expectations that are holding you back with a "NO-ENTITLEMENT ATTITUDE™". Shift your thinking to create change that addresses the reality there are "THE TWO ECONOMIES™". The TIME-AND-EFFORT ECONOMY™, and the "THE RESULTS ECONOMY™".

HOW TO COMPLETE A SWPS SERIES™ FOR AWARENESS ENHANCEMENT

CHOOSE 4 SWPS PORTRAITS

Skim/read the statements positioned around the RTH thinking head clockwise, 1,2,3,4 (or 1-8).
Then scan the content in the Summation Boxes (SB) and Conclusion Boxes (CB) on each SWPS Portrait. Review all 7 SWPS Portraits in this series. Choose your 4 favorite SWPS Portraits and note this in the upper right hand corner of your chosen SWPS Portraits. 1st "✓" here to CHOOSE this SWPS ____



REASONS NOTES

What new interpretive EI/VBC's insights have appeared? Write what you deem important on the feedback lines at the bottom of each chosen SWPS portrait.

EI/VBC's Judgement Insights:

RANK YOUR 4 SWPS PORTRAITS 1-4

Was it more EI self-awareness satisfying NOW to use your evolved complete brain focus as you rank your 4 chosen SWPS Portraits, 1-4, of this series?

Rank given to this SWPS:

1__ 2__ 3__ 4__

Now **RANK** the 4 Summation Boxes (SB) on the 4 SWPS Portraits you chose.

Rank this Summation Box: 1__ 2__ 3__ 4__

Now **RANK** the 4 Conclusion Boxes (CB) on the 4 SWPS Portraits you chose.

Rank this Conclusion Box: 1__ 2__ 3__ 4__

RECORD/RETAIN

Now RECORD the choosing/ranking numbers (#'s) from completing this SWPS Series on the Response Report (page 10). RETAIN your 4 chosen SWPS Portraits and Response Report for future reviews to enhance your life success and satisfaction.



SHARE your recorded EI/VBC's Judgement pattern report with others. Email your 4 SWPS and Response Report with your comments to **INFO@EIB4AI.COM**

TAKE A MINUTE TO REFLECT

Were you aware of any 2D<=>3D mental intentional shifting as you read the RTH Thinking Head statements? Can you recognize if you engaged your whole brain to choose your 4 SWPS Portraits? Were you aware of your EI/VBC's Judgements forming in your thoughts? Did your reasoning go from left brain to right brain and back and forth as you ranked the SB's 1-4, CB's 1-4, on your 4 chosen SWPS?

Go to **www.EIB4AI.com/NOWWHAT** for further uses and suggestions.



AWAKEN EXPERIENTIAL INTELLIGENCE THINKING

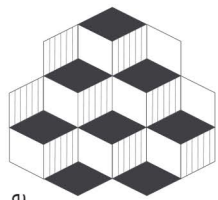
HOW THE BEST GET BETTER – DAN SULLIVAN – THE STRATEGIC COACH PROGRAM

2D <=> 3D PERSPECTIVE SHIFTING OVERVIEW

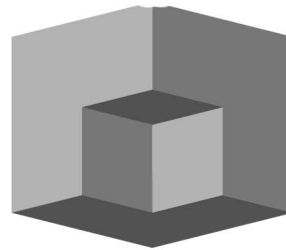
Ready to evolve your reasoning habits in a way that enhances the benefits of using your Experiential Intelligence?

Connect with your self awareness to gain perspectives of your comprehension skills from whole brain, left brain, right brain that evolves complete brain thinking.

Automatic Perspective Shifting Autonomous Reasoning

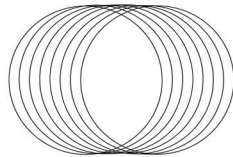


Black and White Cubes:
The figure reverses so that either 6 or 7 cubes are perceived.
(Sensation + Perception Page 321 Figure 17.15b Schiffman)



With continued inspection, the 2D drawing shifts from a cube with a corner missing to a cube in the corner. (Source unknown)

Friendly tip: Turn this page 90° to the right to enable quicker shifting.



Series of Rings: Either end of the series of rings may be seen at the near or far end of a tube.
(Sensation + Perception Pg 321, Fig 17.15d Schiffman)

Intentional Perspective Shifting Rational/Intuitive Reasoning

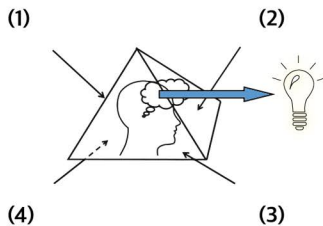
SUMMATION BOX (SB):

An introduction to the book's hotspot of the author's shared knowledge.

Reference
Book's
Pages

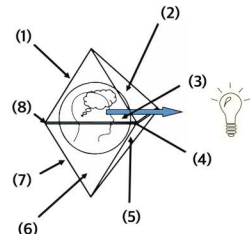
Read statements related to the hotspot topic clockwise, as they go around the 2D<=>3D RTH encapsulated thinking head.

4-sided RTH
Thinking Head Commentary Collective



The RTH Thinking Head Commentary Collective (4 or 8 sided) transcends 2D<=>3D "this or that" perception habits and escalates a complete brain understanding for viewing. The SB and CB components of the SPWS Portrait allowing a Left to Right Brain - back and forth shifting.

8-sided RTH
Thinking Head Commentary Collective



CONCLUSION BOX (CB):

Insights that add guidance to take action or a decision making process.

Reference
Book's
Pages

Retain these "Complete Brain" insights of awareness-shifting as you choose/rank your 4 chosen SWPS™.

Rank this Summation Box: 1 ____ 2 ____ 3 ____ 4 ____

SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through*

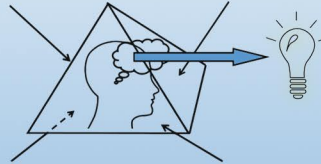
Global forces, unleashed by the application of microchip technology, are causing entrepreneurial revolutions everywhere. The changes that have occurred constitute only a beginning: we haven't seen anything yet. Those who are entrepreneurially-minded are delighted with this transformation because it allows them to access extraordinary capabilities and opportunities. Many others – whose security and status remain based on bureaucratic systems – are deeply disturbed and threatened. As the patterns of human activity over the next 10 to 20 years may prove, there seem to be three different responses to the growing tide of entrepreneurialism in the world:

Book
Pages
8, 9

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. The Best Get Better: The most successful entrepreneurs are taking advantage of new capabilities to create greater wealth and autonomy for themselves, while providing new opportunities for millions of others.

2. The Beginners Get Braver: Those entrepreneurs at the beginning levels of success, and those dissatisfied and open-minded bureaucrats who know they must become entrepreneurial, are gaining confidence and direction from the example of the best entrepreneurs.



4. Entrepreneurs Are Global Role Models And Teachers: The best entrepreneurs have learned how to escape, bypass, and transcend bureaucratic structures. They see the past as a resource, they are innovative in the present, and visionary with respect to the future: these abilities are necessary to succeed in a world based on evolving technology.

3. The Bureaucrats Become More Resistant: Those hardcore bureaucrats who cannot imagine any other existence for themselves, are doing everything possible to impede entrepreneurialism. Even though bureaucratic resistance is still very strong in the world, bureaucratic leaders are no longer seen as role models. Evolving microtechnology disintegrates bureaucratic structures – government, corporate, military, religious, trade union and academic – are no longer seen as desirable role models.

Rank this Conclusion Box: 1 ____ 2 ____ 3 ____ 4 ____

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency*

The entrepreneurial example is inspiring and instructive to billions of others who also desire to be resourceful, innovative, and visionary. Because entrepreneurs have a non-bureaucratic concept of how the world works, they are able to focus strategically on their most important abilities, relationships, and opportunities – with the passionate long-term commitment that is impossible for bureaucratic individuals to match. A global society needs a new global education approach. The concepts and strategies of the most successful entrepreneurs are the foundation of this new approach.

Book
Pages
8, 9

Gained EI/VBC's insights: _____

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

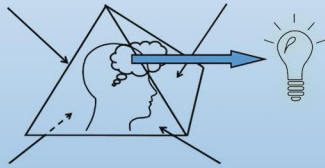
SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through*

All the growth in an individual's life occurs in stages. Within each stage the individual comes to a point where it is not possible to base further growth upon his or her existing knowledge and skills: the individual has reached a "Ceiling of Complexity™." Sometimes the ceiling is permanent, which is why many individuals fail to grow beyond a particular stage of development.

Book
Pages
10, 11

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. THE PROBLEM IS EXPERIENCE: Within each stage we gain experience by solving problems and transacting business. However, this experience has a price – each solved problem, every transaction, adds complexity to our lives. At a point, the growth of complexity prevents any further growth of capability, performance, or achievement.



2. A NEW STATE OF SIMPLICITY IS REQUIRED: No further progress is possible because the existing stage of growth is filled with the complexity of experience – the message, stuff, details, complications, conflicts, and contradictions that come from doing things a certain way for a long time. One thing immediately becomes clear: working harder and longer in the existing stage no longer works, in fact, it becomes counterproductive. A new set of concepts and strategies are needed to achieve a new state of simplicity. It is this new simplicity of thinking, communicating, and performing that enables one to break through the Ceiling.

4. A NEW SET OF GOALS IS REQUIRED: New goals – higher and more demanding goals – automatically force us to develop new relationships, structures, and habits. New relationships will provide us with larger opportunities and better results. New organizational structures will provide us with the support necessary to obtain larger opportunities and better results. New personal habits will enable us to obtain higher levels of performance and achievement. All this means that our current state of complexity must be left behind. When we choose the future over the past, we enter a new stage of individual growth. We break through the ceiling.

All stages of individual growth come from having goals – desiring something new, better, and different. At first, goals liberate and motivate us; once achieved, they hobble and hinder us. Working to achieve a set of goals motivates us to develop specific relationships, structures, and personal habits. Once the goals are achieved the same relationships, structures, and habits – now firmly entrenched – become the "Ceiling of Complexity™" that prevents the new stage of growth. Individuals become prisoners of their own success, sometimes for the rest of their lives.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency*

THE CEILING OF COMPLEXITY™ IS A FACT OF LIFE FOR EVERYONE, EVERYWHERE:

Individuals, groups, organizations, industries, and countries run into the Ceiling of Complexity. Global society is running into ceilings – overpopulation, starvation, pollution, terrorism. All current stages of growth in all areas of human activity eventually coalesce into new ceilings. Learning how to break through the Ceiling of Complexity, therefore, is perhaps the most important life skill that any individual can develop.

Book
Pages
10, 11

Gained EI/VBC's insights: _____

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

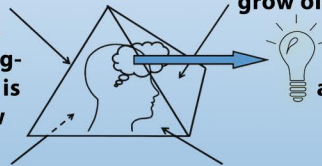
SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through*

The first thing necessary to the development of this skill is to change our belief system to accommodate the following concept, "The Personal Paradigm Shift™." A paradigm is a belief system about how things work. This concept, first introduced in relation to scientific theories (Thomas Kuhn - *The Structures of Scientific Revolution*). It has been subsequently applied to all human activities. In every field of human activity there is an overall paradigm, which the vast majority of people believe. Paradigms are important because, for a while, they make sense of everything, establish relationships between things, and make predictions possible. Paradigms are also applied by individuals: each individual has a dominant belief system about his or her own life – present, past, and future. All people use their conscious/subconscious VALUES BELIEFS CONVICTIONS® (VBC's) judgments to drive the **Choosing/Ranking of any action they take every moment of their lives.**

Book
Pages
11,12,13

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. **CRISIS CAUSES SHIFTS:** often, in order to overcome a crisis, new information is required. New information may point to deficiencies in the dominant belief system: the paradigm may cease to explain how things work. At first the new information is resisted and suppressed because it raises questions regarding the individual's investments in the existing paradigm. Human beings hold onto their paradigms until a series of crises forces them to change. Gradually new information overwhelms the old belief system, and a new paradigm emerges. The old paradigm is abandoned, and a belief is now redirected – sometimes suddenly – to a new system. This is called the "Paradigm Shift."



2. **PARADIGM 1 – "RUGGED INDIVIDUALISM™":** It is expressed by the phrase, "I can do it myself," or "I don't need any support or assistance." This paradigm is critical to the early life development of individualism and self-reliance. But after a while, in this rapidly changing world, rugged individualism is disabling: it prevents further development of an individual's "Unique Abilities™." As individuals grow older, those who hold firmly to the Rugged Individualism Paradigm are trapped by their weaknesses; this makes it difficult, and then impossible, for them to develop their unique talents and opportunities.

4. **PARADIGM 2 – "UNIQUE TEAMWORK™":**

The Rugged Individualism gradually prevents an individual's Unique Abilities from developing into extraordinary performance and achievement. A new paradigm is needed: Unique Teamwork. Individuals with different unique abilities linked together so that their weaknesses are transformed by others' strengths.

3. Unless a shift away from Rugged Individualism is made, an individual's time and effort are spent on activities where he or she has little ability. The demands of a complex and changing world become greater than the individual's overall comprehension and abilities. Things that once worked, no longer do. Knowledge and skills that previously led to success, now lead to failure, and the individual's confidence in the future decreases. At the same time, Rugged Individualism prevents the individual from recognizing, seeking, and using the abilities of others. Isolation and frustration continually increase.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency*

Instead of being trapped by their weaknesses, individuals in this paradigm are free to focus entirely on their strengths. Unique Teamwork continually expands and adjusts in response to the opportunities of a complex and changing world. Rugged individualism is left behind. In order to break through the Ceiling of Complexity caused by Rugged Individualism and make the personal paradigm shift to Unique Teamwork, it is necessary for an individual to have a picture of the future that is not based on who he or she was in the past. This leads to the third concept in Sullivan's book, "The Future-Based Self™."

Book
Pages
11,12,13

Gained EI/VBC's insights: _____

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through*

Every individual has 3 selves: a **Past-Based Self**, a **Future-Based Self** and a **Present-Based Self**. The **Past-Based Self** is what an individual thinks he or she used to be: this self-concept is influenced by powerful memories. The **Future-Based Self** is who the individual imagines he or she is going to be: this is influenced by powerful goals. The **Present-Based Self** is a combination of the other two selves, with either the past self-concept or the future self-concept dominating.

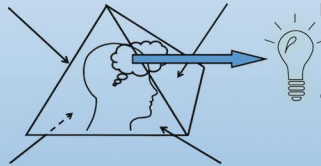
Book
Pages
14, 15

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Which concept – Past-Based Self or Future-Based Self – an individual allows to dominate his or her present thoughts, decisions, communications, and actions determines whether he or she will lead a successful, satisfying, and significant life. This determination makes all the difference in the world.

2. THE PAST-BASED SELF RESISTS ANYTHING NEW:

A person whose present is dominated by his or her Past-Based Self finds life increasingly difficult, unsatisfying, and threatening. These individuals have difficulty adapting to new situations, this is why they find the present world of global change so frightening. Everything that is important, pleasurable and meaningful in their lives has already occurred. The future goal of these individuals is to return to the patterns of the past. As a result, they are resistant to new knowledge, opportunities, and challenges because anything new and different prevents the desired past from being re-created in their futures.



4. LIVING ACCIDENTALLY OR INTENTIONALLY IS A CHOICE: Most people do not consciously create their lives; they react to life, and only retrospectively differentiate between important and unimportant experiences. People dominated by their Past-Based Selves, build the meaning of their lives around things that happen to them by accident: they do not intentionally participate in their lives. Future-based individuals function differently: the future-based self is conscious and intentional. It is continually created over the course of a lifetime through imagination, risk-taking, and focused effort.

3. THE FUTURE-BASED SELF RESPONDS TO NEW AND BIGGER CHALLENGES: A person who is present is dominated by the future-based self, on the other hand, is attracted to new things. To them it is essential to have a continuous flow of new and bigger challenges. He or she is continually creating, modifying, and improving a powerful future self-image. What has occurred in the past is not rejected – those experiences serve as an endless resource that is transformed into building blocks. The purpose of the present is to enjoy constant growth and improvement while laying the foundation for even greater growth and improvement.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency*

THE FUTURE-BASED PERSON ACHIEVES FREEDOM FROM THE PAST: Every individual faces his or her own self-generated Ceilings of Complexity. However, individuals must also break through the Ceilings of Complexity caused by the combined resistance of all the past-based individuals who are operating in society at any given time. No individual can change society. But a Future-Based Self – who is continually creating a more powerful future self-image – dramatically changes his or her position in society. The future-based person escapes from his or her own past, and then, escapes from the control and influence of all past-based individuals.

Book
Pages
14, 15

Gained EI/VBC's insights: _____

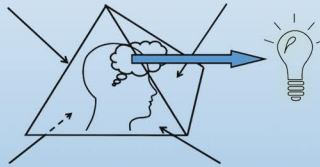
Rank this Summation Box: 1 ____ 2 ____ 3 ____ 4 ____

SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through THE TWO ENTREPRENEURIAL DECISIONS™.* The French word "entrepreneur" means someone who undertakes a venture—someone who creates something new. Entrepreneurs are always out for their own self advantage, but their creative activity invariably benefits many others. The greater the number of entrepreneurially minded individuals in a society, the greater the advantages and benefits that flow to everyone. There is a direct correlation between the number of entrepreneurs in the country and the standard of living that everyone enjoys. Conversely, countries with few entrepreneurs are often more impoverished and backward.

Book
Pages
16, 17

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. Entrepreneurs distinguish and separate themselves from non-entrepreneurs by making TWO FUNDAMENTAL DECISIONS: these can be made consciously or unconsciously. **The FIRST DECISION is to depend entirely on their own abilities for economic security.**



2. The SECOND ENTREPRENEURIAL DECISION is to expect opportunity in life only by first creating value for others. These two decisions, taken together, automatically liberate the entrepreneurial individual from political, economic, social or bureaucratic ceilings of complexity that limit and diminish the lives of non-entrepreneurs.

4. ENTREPRENEURS ACHIEVE FREEDOM FROM ENTITLEMENT: The attitude of entitlement says "I am owed something – by society, by government, by the company, by my family." This attitude imprisons the individual in a lifetime of unfulfilled expectations, grievances and self-pity – these results are further described in the next Portrait (**THE NO ENTITLEMENT ATTITUDE™**). By making this second decision, the entrepreneur says, "I am not owed anything by anyone. Any opportunity I want must be created by providing something of value to others." As a result of the second decision, the entrepreneur's life becomes a never-ending process of learning, creating, and growing.

3. THE FUTURE-BASED INDIVIDUALS ACHIEVE FREEDOM FROM DEPENDENCY: All dependencies, especially bureaucratic dependencies, limit an individual's ability to create a powerful Future-Based Self. With this first decision, the entrepreneurial individual is saying, "No one else has to support me, no one else has to take care of me." Having made this decision, he or she never again has to operate according to the procedures of a bureaucratic organization.

Rank this Conclusion Box: 1 ____ 2 ____ 3 ____ 4 ____

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency ANYONE CAN MAKE THE TWO ENTREPRENEURIAL DECISIONS:* these decisions can be made by anyone, under any circumstance – regardless of age, gender, race, education, status, wealth, or place of origin. The moment the decisions are made, the limitations imposed by dependency and entitlement disappear. New abilities and opportunities become apparent. New decisions and actions become possible. One immediately begins to see life through entrepreneurial eyes.

Book
Pages
16, 17

Gained EI/VBC's insights: _____

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

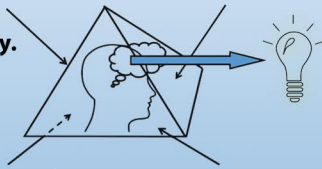
SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through*

The most successful, creative and happy people – in every field of human activity – are those who have a **NO-ENTITLEMENT ATTITUDE**. This, more than anything else, is what distinguishes the best entrepreneurs from everyone else. Entrepreneurs know right from the beginning, that their lives and prospects are in their own hands. They constantly create opportunities for themselves, rather than waiting for someone else to do so for them. As a result, their lives are an endless progression of moving to higher, more rewarding, more satisfying opportunities. While others complain and wait, they create and move upward. To understand how important – and unusual – this attitude of **NO ENTITLEMENT** is, it is also important to understand the history of the past 50 years.

Book
Pages
18, 19

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. PEOPLE EXPERIENCE DISSATISFACTION IN THIS AGE OF ENTITLEMENT: Since the end of the Second World War, Americans and Canadians, especially, have been living in the "age of entitlement." The chief feature of this age is that during a period of unprecedented progress and prosperity, never have more people been more dissatisfied. The reason for complaint and dissatisfaction lies in the pervasive acceptance of the entitlement belief system in our society.



2. SOCIETY WAS PROMISED IMMEDIATE AND TOTAL PERFECTION: After the Second World War, especially in North America, there was extraordinary economic growth for a 25 year period. There was so much wealth and opportunity for bureaucratic expansion that government, corporate, and union leaders began claiming that modern society could be perfected, and in the very near future. Certainly this could be achieved by the year 2000! It then seemed as if there would always be more than enough money to do and fix everything. The problems of society – poverty, inequality, crime, disease, unemployment, and others – would all be solved through government programs and employment in large bureaucracies.

4. But as these foolish and unrealistic promises made by bureaucratic leaders could not be fulfilled, many people felt outraged and cheated; they looked for someone to blame. The period since 1970, with its incessant budget-cuttings and downsizings, has been shocking and infuriating to those who believe in the entitlement society. Many individuals and groups – regardless of the entrepreneurial prosperity and progress that exists around them – have come to see themselves as permanent victims of society. They are trapped within a closed universe of dependency, disappointment, and grievance.

3. People were promised perfection, and most took the promises seriously. Any obstacles they face as individuals should now be eliminated, wrongs righted, and deficiencies remedied – by someone else. The major message of the age of entitlement was that individuals were no longer responsible for themselves; a bureaucratic "entitlement society" was now responsible for everyone.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency*

EVERYTHING IS CREATED AND EARNED: In order to escape the world of dissatisfaction and complaint – the universe of bureaucratic dependency – it is necessary to have an **Attitude Of No Entitlement**. No Entitlement means that no one owes you anything; everything must be created and earned through individual initiative and cooperation. The person with a No Entitlement Attitude achieves a sense of freedom and capability in a world of unlimited opportunity and growth. Such people are not trapped by unrealistic expectations: they do not expect perfection from the surrounding world. A strong No Entitlement attitude permanently enables us to transcend the endless stagnation and unhappiness of the entitlement society.

Book
Pages
18, 19

Gained EI/VBC's insights: _____

Rank this Summation Box: 1 ___ 2 ___ 3 ___ 4 ___

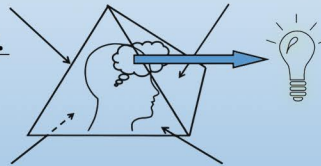
SUMMATION BOX (SB): *The Ceiling of Complexity - Learning to Break Through THE TWO ECONOMIES™*

The Time-and-Effort Economy™, accounting for 80% of all people who work, is based on the desire for job security, predictable activity, and guaranteed income. **The Results Economy™**, consisting of the remaining 20% of the working population, is based on the desire for greater opportunity, income and freedom of action.

Book
Pages
20, 21

Experience intentional 2D<=>3D shifting below: read statements clockwise around the RTH encapsulated thinking head

1. These Two Economies are sharply separated from each other by a "risk barrier" that can only be crossed by making the entrepreneurial decision outlined in (SWPS Portrait #4 Summation Box - Book page 17). Most individuals start off in **The Time-and-Effort Economy**, and remain there for their entire lives. However, the combination of new technologies and bureaucratic downsizing around the world, is causing a great number of individuals to cross over to **The Results Economy**.



2. To make this transition from one economy to another requires one to give up one's bureaucratic dependency – an attitude of entitlement. The concept of **The Two Economies** explains many things that are present in today's world, most of all, why there is inequality of resources, opportunities, income, and wealth in the world – and why these inequalities are likely to increase during the 21st century.

4. People who work in the **Time-and-Effort Economy** experience loss of control: In the **Time-and-Effort Economy**, individuals do not create their own economic opportunity, instead they sell their labor to someone else. In this bargain they lose control of their working time, abilities, and activities, and they lose control of their future. The billions of individuals who belong to the **Time-and-Effort Economy** deprive themselves of greater opportunities when they sell their labor. Employers tell them what, when and how to do their work, and how much money they can make for doing it. At the same time, employers are constantly striving for greater productivity: this prompts them to seek cheaper labor or automated alternatives. Ironically, individuals whose economic focus is security are most in danger of losing it.

3. Those who live out their lives in the **Time-and-Effort Economy** are faced with limited and diminishing prospects, while those who have made the jump to **The Results Economy** are experiencing expanding capabilities and unlimited opportunities.

Rank this Conclusion Box: 1 ___ 2 ___ 3 ___ 4 ___

CONCLUSION BOX (CB): *Future-Based Self - Freedom from Entitlement Dependency*

HOW TO CREATE VALUE AND OPPORTUNITY: **The Results Economy** is different: instead of focusing on security and guarantees, entrepreneurs focus on creating greater value and opportunity. People who become entrepreneurs give up all notion of guaranteed jobs or incomes. By taking this risk, they actually achieve the possibility of lifetime security – or the opportunity to live by their creativity and capability. Once entrepreneurs prove to themselves that they can make it on their own, they have no need for an employer or a job. What is needed is the opportunity to create value for others. Because entrepreneurs have no guarantees, they must maximize the results of their time and effort: they must seek new methods, markets, and niches. For this reason, seek change, cause change, and take advantage of change: those in the **Time-And-Effort Economy** fear change, while those in **The Results Economy** thrive on it.

Book
Pages
20, 21

Gained EI/VBC's insights: _____



AWAKEN YOUR EXPERIENTIAL INTELLIGENCE (EI) THINKING
HOW THE BEST GET BETTER – DAN SULLIVAN – THE STRATEGIC COACH PROGRAM
YOUR EI/VBC'S® JUDGEMENT PATTERNS RESPONSE REPORT

ENTER YOUR CHOOSING/RANKING NUMBERS BELOW THAT YOU RECORDED ON
 YOUR 4 COMPLETED SWPS™ PORTRAITS LEFT TO RIGHT ORDER 1, 2, 3, 4 BELOW

4 OUT OF 7 SWPS™ SERIES CHOICES:
 SWPS#__ SWPS#__ SWPS#__ SWPS#__

4 CHOSEN	_____	SUMMATION	1	_____
SWPS	_____	BOX (SB's)	2	_____
PORTRAIT	_____	#'s RANKING	3	_____
#'s	_____		4	_____

4 CHOSEN	_____	CONCLUSION	1	_____
SWPS	_____	BOX (CB's)	2	_____
PORTRAIT	_____	#'s RANKING	3	_____
#'s	_____		4	_____

RANK YOUR 4 SWPS CHOICES				
4 CHOSEN	_____	SWPS	1	_____
SWPS	_____	PORTRAIT	2	_____
PORTRAIT	_____	#'s RANKING	3	_____
#'s	_____		4	_____

EI/VBC'S® TRANSFORMS REASONING HABITS

This new method of thinking, "2D <=> 3D perception & perspective shifting," reveals insights as you record both obvious and hidden judgments while you recognize your choice-making patterns. Ultimately, you're using your personal legacy of VALUES BELIEFS CONVICTIONS® (VBS's) that influence and define all aspects of your daily identity.

Use your EI/VBC's Choose-Rank-Reasons-Record-Retain (CR4™) pattern-revealing report to communicate multiple dimensions of meaningful feedback. Articulate new or evolved questions and possible unforeseen answers/solutions, as this SWPS™ series prompts you.

NAME (optional): _____

AFFILIATION (optional): _____

**OUR VISION:
 AN ONLINE SWPS™ PATTERN
 MATCHUP CENTER**

Let's use AI to discover ways to meet humanity's needs and provide fulfillment. Together we can compel Change Agents and Influencers to build an online space where SWPS™ are correlated and matched-up by a beneficially focused algorithm. The possibilities for improving mental health at all ages of life are endless and may build an exciting new frontier of hope, positivity, and unity.

Yes! This SWPS™ Series motivated me to impact social media/digital tech's future development. I am sending my CR4™ response report & my selected 4 SWPS™ with my feedback/suggestions to the email below.

INFO@EIB4AI.COM