



Connect With Your Vitality And Start Thriving!

Self-Coach Workbook

**Discover the power of your communication style
Expand your understanding of self and others through self-coaching
Includes the Interactive Style Questionnaire Self-Assessment**

**Marit Solheim-Witt, MA
Ingrid Serck-Hanssen, MBA, MS, LPCC**

Praise for

Connect With Your Vitality And Start Thriving! Self-Coach Workbook

The Alpha Element approach to leadership development has helped me become more confident and more aware of my communication style. More importantly, I have also gained a new perspective of how I come across to others. As a leader, that new perspective was a turning point. The four Vitality Types continue to provide a platform and a neutral language for understanding, adapting and connecting with people. This is an excellent tool for organizations to improve communication and develop teams.

- Bob Dussault
Sr. Director, Technical Operations, FastBridge Learning

I have been using the Alpha Element model for team building and workplace culture development for two years. It is a creative and effective way to help employees recognize their strengths and the gifts their team members bring to work. This book reminds us that identification with all four Vitality Types enhances our resiliency. The exercises in the book truly demonstrate how flexible and organic the model is. I find them to be very helpful as I navigate my work day. I can choose a Vitality Type to help me tap into my personal attributes needed for the task before me. This can apply to a wide variety of tasks such as writing policy or leading a meeting where I need to focus on multiple Vitality Types.

- Colleen Peyerl, MA, OCN
Redwood Area Hospital

Learning about the Alpha Element Vitalities was absolutely critical in my re-discovery of myself. When I learned that I wasn't being authentic in my communication style, I knew I needed to find out what it meant to be genuinely me and to embrace the Torchbearer side of me that I had ignored for so long. Now, I feel that how people view me is more in sync with how I view myself, and I am much more in-tune with how I communicate and respond. It was such an eye-opening experience!

- Alyssa Putzer

Connect With Your Vitality And Start Thriving!

BE less stressed and
more ENERGIZED

FEEL less disjointed and
more JOYFUL

ACT less reactive and
more PROACTIVE

Self-Coach Workbook

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Ingrid Serck-Hanssen, MBA, MS, LPCC



α l p h a | e l e m e n t

innate intelligence revealed

2017

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From The Authors

They say life is what happens while you make other plans. It isn't easy to stay focused and maintain your own health and energy while navigating personal and professional relationships and fulfilling obligations. It is our intention with this self-coach workbook to inspire you to achieve a new level of inner connection and engagement with others.

We all have automatic habits, ways of showing up and conducting ourselves in the world. However, we are often not conscious of our own interactive style: how we talk, listen and respond to others. The four Alpha Element Vitality Types provide a new view of yourself and your communication style.

By completing the activities in this workbook you can tap into your hidden resources and learn to reconnect with your vitality. Doing this work will provide you with tools and techniques to inspire you to become your own coach and best advocate. You will start thriving in a new way!

We wish you all the best on your journey of discovery.

Marit & Ingrid

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What Is A Vitality Type?

Vitality is the energy you bring into your interactions with others. We think of vitality as liveliness, vigor, life-giving energy and life force. We created the Vitality Types to illustrate four distinctive types of energy patterns that propel us forward in our communication with others: Catalyst, Torchbearer, Pathfinder and Pragmatist.

Complete The ISQ Self-Assessment

Before you go on reading, discover what energy propels you.

The Interactive Style Questionnaire (ISQ) is a free, online assessment found on the Alpha Element website <http://isq.alphaelement.com>. The benefit of completing the self-assessment before you continue with this self-coach workbook is a better understanding of your relationship to the communication styles of the four Vitality Types.

Introduction

About This Book

Welcome to Alpha Element and our self-coach curriculum! Through this self-coach workbook, you will learn techniques of four Vitality Types that you can use to proactively negotiate stressful situations and improve your life and relationships. The tools provided in this workbook create a framework where you naturally learn to take initiative, be flexible, adapt and focus on positive change.

Taking steps toward exploring your communication style takes courage and determination. A shift in communication style can yield a new level of inner connection as well as a new way of engaging with others. *Connect With Your Vitality And Start Thriving!* is a self-coach workbook that can help you align your vitality with your communication style to avoid getting bogged down by regrets or not speaking up when appropriate. Through this workbook you learn to develop a neutral language and creative skills to approach relationships and communication. Awareness of your communication style is key to self-coaching.

The goal of self-coaching is to get tools and strategies to manage challenging interactions.

This workbook is divided into two parts. Both parts have real-life stories and a number of activities. Through these stories and activities you learn not only about yourself; you can also learn about distinctions in the communication styles of others. Storytelling is a unique way to digest new information and develop understanding, respect and appreciation for how people talk, listen and respond.

In **Part One** you will be introduced to the four Vitality Types. Each type is presented in a separate chapter. You can read through the chapters in the sequence we have laid out or you can start with the Vitality Type that intrigues you the most. The last chapter in Part One – Tying It All Together – is intended to be read after you have completed the ISQ self-assessment, read all the chapters in Part One and completed all the activities. Part One is the foundation for Part Two of this workbook.

In **Part Two** you get the opportunity to put the Vitality Types into practice and go deeper into your communication and interactive style. You will also get the opportunity to explore aspects of your communication style that are less desirable. Through stories and activities you are challenged to overcome barriers that hinder effective and proactive communication with others.

Thank you for embarking on this journey! We hope *Connect With Your Vitality And Start Thriving!* will inspire you and spur creative as well as practical thinking about how to incorporate the language of the Alpha Element Vitality Types into self-leadership, your relationships and mind-body wellness. Connect with your vitality and start thriving!

Get The Most Out Of This Self-Coach Workbook: Guidelines

1. Keep your ISQ scores handy. They represent a baseline for how you view yourself and your interactive style; how you talk, listen and respond. ISQ scores can help you evaluate which internal resources you can draw on to be the best you and which ones to draw on if you desire a change in your life.
2. Cut out the Vitality Type Lenses on page VII and keep them on hand as you read the book. These are visual and verbal cues that will help you understand how you can apply the Alpha Element language to self-coaching. You will also need the Lenses to complete activities throughout the book.
3. Our lives are multi-dimensional. We interact with others in multiple settings at school, at work, at home and in social settings. As you go through this self-coach workbook you might find that you use different internal resources in different situations. You might also discover why you feel exhausted, anxious or overwhelmed in some situations but not in others. Be cognizant of these discoveries and use the activities to explore how you can prepare yourself – to be proactive instead of reactive – so you avoid feelings of discomfort and instead approach situations in a cool, calm and collected manner. You are then experiencing a positive shift in your life.
4. This is a workbook – use it! The activities and the space for note-taking are there to give you a chance to stretch yourself and write down observations and thoughts as they come to mind. Some of the activities are for ‘your eyes only’ but we also encourage you to do some of the activities with a family member, peer or co-worker. As you go through the workbook, you will also find that some of the material pertains more to your personal life and some to other aspects of yourself, such as how you interact at work or in more formal settings.
5. Give yourself the gift of time. You do not need to rush through this book, but if you are a speed-reader and want to see what this is all about, go right ahead. There is no right or wrong. The process we take you through in this workbook has been tested by men and women who range in age, ethnic, personal and professional backgrounds. Hence, we recommend that you generally follow the chapters and activities sequentially. Honor your own process; if that means you skip an activity and return to it at a later date, that’s just fine. Be aware that Part One is the foundation for Part Two, but within these sections you are free to jump around.

Self-care, self-awareness and self-leadership take time and effort to cultivate.

***Connect With Your Vitality And Start Thriving!* is designed to help you slow down, reflect and recharge.**

How To Use The Alpha Element Vitality Type Lenses

As you get to know the Alpha Element Vitality Types, reflect on the words and the attributes in each of the Vitality Type Lenses on the next page: CATALYST, TORCHBEARER, PATHFINDER and PRAGMATIST. It is important to remember that the attributes of all four Vitality Types exist within each of us to varying degrees. When reading and working through the activities in this workbook, we encourage you to use the lenses and think about how you can apply the energy of the Vitality Types in your daily communication. Use this neutral language to influence your internal dialog to create a desired shift. By using the ISQ scores and the Vitality Types intentionally to influence your internal dialog, you will open up to new possibilities and opportunities to ***rediscover your story!***

ATTENTION SETS INTENTION

Vitality Type Lenses

Cut out the Vitality Type Lenses and keep them on hand as you read the book. You can also use this page as a bookmark.

Keep the Vitality Type Lenses on-hand as you read the book.



CATALYST Lens: ideas



"bubbly"

QUICK
PLAYFUL
UPLIFTING
SPONTANEOUS
CREATIVE
LIVELY
FUN

This is the way of the Catalyst

TORCHBEARER Lens: action



"urgent"

FAST
DIRECT
DYNAMIC
DRAMATIC
RESULTS-DRIVEN
PASSIONATE
BOLD

This is the way of the Torchbearer

PATHFINDER Lens: relationship



"connecting"

SOFT
SUBTLE
YIELDING
SENSUAL
ANALYTICAL
INVESTIGATIVE
CALMING

This is the way of the Pathfinder

PRAGMATIST Lens: accuracy



"steady"

SOLID
CLEAR
FOCUSED
PREDICTABLE
DISCERNING
BALANCED
GROUNDED

This is the way of the Pragmatist

Figure 1



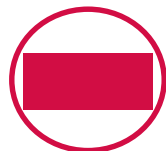
Torchbearer Vitality Words:

Direct, dynamic, zealous, passionate, trail-blazing, energetic/energizing, constructive, productive, decisive, action-oriented, results-driven, straight-forward, focused, alert, transformative, change-agent, intense, exhilarating, leader, bold, brave, valiant, courageous, fearless.



Catalyst Vitality Words:

Lively, high-energy, charismatic, refreshing, creative, enterprising, inventive, fun, flexible, social, spontaneous, sunny, optimistic, visionary, artistic, bright, sense of wonder and discovery, extroverted, idea-oriented, positive, inspiring, experimental, entrepreneurial, exciting, open-minded.



Pragmatist Vitality Words:

Sensible, alert, observant, precise, focused, firm, no-nonsense, objective, judicious, just, reasonable, cautious, measured, stable, balanced, grounded, reliable, dependable, steadfast, loyal, quality-oriented, dutiful, committed, purist, traditionalist, linear, concrete-sequential, rule-bound, clear, substantive, scrutinizing, tenacious.



Pathfinder Vitality Words:

Diplomatic, considerate, analytical, detail-oriented, supportive, attentive, devoted, tactful, sensitive, gentle, thoughtful, philosophical, introspective, low-key, process-oriented, nurturing, methodical, investigative, persistent, compromising, consensus-building, accommodating, negotiating, navigating.

My “Aha!” moment was when I realized I had fallen into a pattern in my communication with others. I was only tapping into one aspect of myself. After learning about the four Alpha Element Vitality Types it became clear that my go-to or coping behavior was not propelled by my leading Vitality Type. Incorporating my highest scoring Vitality Type into my interactive style has created a shift where I am now more mindful of how I talk, listen and respond to others.

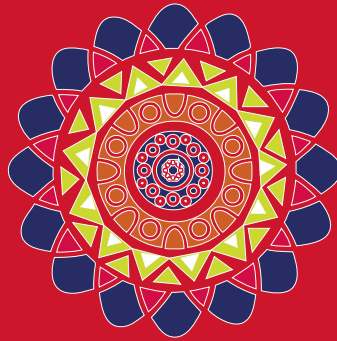
- Hanne Messerich



Interactive Style Questionnaire Self-Assessment

If you have not already completed the Interactive Style Questionnaire (ISQ), go to <http://isq.alphaelement.com> and do so now.

The ISQ is a self-assessment that helps you evaluate aspects of the communication style you bring to your interactions with others. Your style may change as you grow personally and professionally. Overall, the ISQ self-assessment provides a new awareness of how you relate to the interactive styles of the four Vitality Types. With this awareness you can learn to take charge and coach yourself to proactively redirect how you interact at work and at home.



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alpha element institute, LLC

ISQ Interactive Style Questionnaire

**Connect with all four Alpha Element Vitality Types
and Start Thriving!**

FOCUS QUESTIONS

By the end of this section you will be able to answer the following questions:

- **What are your four ISQ scores?**
- **What is the Vitality Type of your highest ISQ score(s)?**
- **What interactive style resonates the most with you?**

Once you have completed the ISQ you will receive your scores along with a feedback report. Your ISQ scores provide information about patterns in your communication style.

In this book, we often use the phrase information processing as an important part of communication. We think of information processing as the way we take in and interpret stimuli from the world around us. These interpretations impact our thoughts and emotions, which influence our behavior. For most of us, our behavior follows certain patterns. Awareness of these patterns provides opportunity to consciously choose which is most effective and energizing for us.

Read your feedback report and complete the activities that are part of the report before you continue with this self-coach workbook.

Your ISQ Vitality Type Indicator Tally

After completing the ISQ, record your scores in the spaces provided below:

 **Catalyst** _____

 **Torchbearer** _____

 **Pathfinder** _____

 **Pragmatist** _____

Take notice of the range of your ISQ scores. Your highest ISQ score indicates the primary pattern(s) of your interactive style. Awareness of the four patterns provides you with new self-knowledge about how you communicate and the energy you contribute in your interactions with others.

Most of us have one or two dominant Vitality Type patterns we typically use when interacting with others. **However, all four patterns symbolize a range of characteristic interactive styles that you can learn to take advantage of and foster through self-coaching.** This can help you achieve your goals as well as improve your relationships.



Part One: A New View

A New Awareness Of Your Communication Style

The advantage of linking your communication style to the interactive style of the Vitality Types is to sort out which vitalities energize you and which ones drain you. Your interactive style is a result of how you take in and process information. This in turn provides the foundation for how you interact and communicate with others.

A person who is quick to process information is typically also quick to respond. On the other hand, a person who requires more time to process information will also typically require more time before giving a response. The first step in connecting with your vitality is to be aware of how you communicate and the impact your interactive style has on your own energy as well as others. Awareness of the four Vitality Types gives you that new view.

By completing the activities in Part One, you will:

- **Learn the communication styles of the four Vitality Types**
- **Discover your first steps toward self-coaching**
- **Connect with the energy of each of the Vitality Types**

*What lies behind you and what lies in
front of you, pales in comparison to what
lies inside of you.*

- Ralph Waldo Emerson

1

The Visual Language Of the Vitality Types

The visual language of the Vitality Types illustrates patterns of words, images and behavior associated with each of them. We live in a visual world and we communicate more non-verbally than we realize! Visual language and symbols are effective and memorable because colors, patterns and shapes represent signals we recognize on a sensory level. These signals are translated very effectively into meaningful messages. For example, when you drive your car and approach an intersection, red signals stop, while green signals go.

The symbolic use of colors and patterns are examples of picture thinking. Picture thinking is an effective technique to learn new information because images are memorable. In *Connect With Your Vitality And Start Thriving! Part One*, the energy of the four Vitality Types is illustrated by connecting words with visual patterns and symbols to explain differences in communication and interactive styles. You will learn the benefit of applying picture thinking to recognize differences in patterns of energy and understand the language of the four Vitality Types.

FOCUS QUESTIONS

By the end of this section you will be able to answer the following questions:

- **How can you use picture thinking to distinguish between the four Vitality Types?**
- **How can picture thinking be applied to self-coaching?**
- **What are some examples of characteristics associated with the Vitality Types?**

Visual Patterns And Communication

To help you recognize patterns in communication, we have created a visual language of icons and metaphors to symbolize each of the four Vitality Types. Colors, shapes and patterns communicate more effectively about vitality than do verbal descriptions. In fact, colors and patterns play a special role in communicating vitality.





A black and white picture may be beautiful and impactful, but it is not until you add color that it comes alive. If we gave you a black and white picture of each season, the drawing would seem lifeless. You might even have a hard time at first glance identifying what the season is. However, if we asked you to color it by using colors appropriate to that season, you could probably do it easily. For most of us, the colors of the seasons have become a kind of shorthand for the season itself. We never think of spring when we see orange and black, nor do we think of winter when we see yellow and pink. Colors are symbolic; they are metaphoric. They convey meaning quickly, easily and wordlessly. The next person to see your colored picture would quickly be able to identify the season shown because of the colors you used.

Large studies have confirmed that the language of colors is universal because of how light and color are processed in our brains and bodies. Scientists have found that color, as well as light and pattern, function as signals between the brain and the body. While some colors may not share the same social or religious significance across cultures, there are general principles that guide our physical response as well as the naming and use of colors.

At Alpha Element Institute, we understand this and want to use the power of colors and patterns to help you regain and share your inner energy. We call this symbolic use of colors and patterns picture thinking. Picture thinking allows us to connect directly to our subconscious minds by using symbols to convey ideas.

For example, if we show you a picture of a heart, you know instinctively and immediately that we are talking about love. If we add a jagged line down the center, you would understand we are now talking about heartbreak. These are complicated ideas, yet the subconscious mind processes such information quickly; it can jump from image to image faster than you can blink your eyes. Yet when the connection between the picture and the idea it signifies is intuitive, you are able to follow and understand the meaning without difficulty. The use of patterns to convey meaning allows us to make an unlimited number of associations which create a fuller picture of the concept than a verbal description might allow. As you learn about the Vitality Types, you will see how easily and quickly the use of images enable you to understand differences in the patterns of the four interactive styles.

Symbolic Language Of The Vitality Types

				
Season	Spring	Fall	Summer	Winter
Element	Air	Fire	Water	Earth
Interactive Style	Catalyst	Torchbearer	Pathfinder	Pragmatist

The four seasons symbolize vitality

The four elements symbolize information processing styles

The four Alpha Element icons symbolize interactive styles

Figure 2

Connecting Icons To Communication Styles

The Alpha Element icons illustrate patterns of interactive styles. Specific messages are linked to specific icons. The stories associated with each of the Vitality Types will not mean the same to everyone. As you start to apply this information you will realize that your lens of the world might be different from that of your family members and people you work with. A person with a tendency to lean on one Vitality Type will have a different perspective than someone who views the world through another lens.



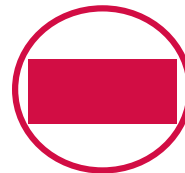
Catalyst
Discovery



Torchbearer
Action



Pathfinder
Process



Pragmatist
Structure

Catalyst, Torchbearer, Pathfinder and Pragmatist are metaphors that describe four distinct perspectives and patterns of communication.

What's Next?

In the next four sections you will learn more about the symbolic language of the Alpha Element Vitality Types. Through stories and activities you will gain a new awareness of the impact each of the four Vitality Types has on your communication style. Learning to identify which interactive style you most often draw on in your interactions with others is important if you want to develop new and effective communication skills.

Below is an overview that connects the Vitality Types to a characteristic aspect of their interactive style:



The Catalyst icon illustrates the spark that generates discovery.



The Torchbearer icon illustrates the trigger that inspires action.



The Pathfinder icon illustrates the flow that leads to process.



The Pragmatist icon illustrates the clear-cut impetus for structure.

The key words – DISCOVERY, ACTION, PROCESS and STRUCTURE – provide a holistic approach to self-development. They each provide a necessary component to support your interactions with others.



2. Inspiration

Generate Spark with Catalyst Vitality

Catalyst Vitality is all about discovery, possibility, ideas and wonder. In this section you will learn about the communication and interactive style of Catalyst Vitality along with techniques to connect with Catalyst spark to get inspiration. The activities in this section will help to gain awareness of the uplifting energy associated with Catalyst Vitality.

Catalyst Vitality challenges you to ask the question **what if?** As a result you will not only start to access your creativity and imagination, you will also be able to proactively use Catalyst Vitality as a resource to frame and reframe situations that you otherwise might experience as limiting or challenging. In other words, instead of being trapped by limiting beliefs, by using Catalyst Vitality you open yourself up to new discoveries.

FOCUS QUESTIONS

By the end of this section you will be able to answer the following questions:

- **What are key attributes of Catalyst Vitality?**
- **How can you bring out your inner child?**
- **What part of Catalyst Vitality inspires you?**

Catalyst - Inspiration

The essence of a Catalyst is to spark activity. This activity generates inspiration by providing a sense of possibility, ideas and wonder. Literally bubbly at its core, Catalyst Vitality expands its boundaries.

This Vitality Type needs variety, spontaneity, stimulation and social interaction. People with a lot of Catalyst Vitality contribute to their surroundings by radiating charisma and optimistic energy. The definition of a catalyst is to spark activity without becoming involved, hence the impulse of this vitality is to initiate – not necessarily implement or follow through. There is a freedom in recognizing our limitations as well as our gifts. Inspiration is necessary in life, so regardless of your ISQ score, use the Catalyst lens to stimulate out-of-the box thinking to lift you up.

As you read about the uplifting and positive aspects of this vitality, you will realize that inspiration does not have the same meaning to everyone. In reading the paragraph above, you might nod your head and say to yourself *this is how I roll*. However, you may not align with all aspects of Catalyst Vitality, but recognize parts, such as the concept of ideation: *Yes, I have a creative mind* or simply *I am creative!* Or you might conclude *this is not me*. If you do not recognize much Catalyst Vitality in your interactive style, we hope this section provides tools to explore how you might benefit from Catalyst patterns, thinking and behavior.

Key Words:

- Wonder
- Ideas
- Possibilities
- Discovery

Meet a Catalyst

Next, you will read about a person who radiates Catalyst Vitality.

When he enters a room, people immediately sense his uplifting energy. Some of this energy is visible and very tangible, such as his smile. Less tangible, yet still very real, is the lift in energy he brings with him as a result of his playful and lively behavior. People are drawn to him and enjoy being in his company. The Catalyst Vitality he projects creates excitement, inspiration and positivity, and he is always open to new ideas. While his vitality is generating positive energy, he is not always aware of how his many ideas can be overwhelming to others and can be perceived as unclear or erratic.

In a meeting with this Catalyst leader and his direct reports, we learned that the members on his team appreciate his optimism and his open-mindedness. However, one of the team members who leads with Torchbearer interactive style reported that she finds too much ideation and exploration to be frustrating, because as a Torchbearer she tends to make quick decisions and take action right away. Torchbearer tendency is to demand an immediate yes or no. That is not the way of the Catalyst. After the meeting, this Torchbearer team member reported the benefits of understanding the predominant Vitality Type of her boss:

I am now able to recognize that he is just throwing ideas out there – not that they necessarily are going to work, but he is throwing them out there. He asks, ‘Why not try?’ or ‘Why not ask?’ because that is what a Catalyst does. As a person with a combined interactive style of both Torchbearer and Pragmatist Vitalities, for me, his process of exploration is stressful. Realizing the distinction between our Vitality Types has been really helpful to me.

Knowledge of the Catalyst Vitality Type provides a new awareness that allows this team member to suspend her instinctive need to act and instead actively listen to her boss. This new view enhances her self-control which benefits interpersonal communication.

Her boss, in turn, had his own “Aha!” moment:

I was unaware of how sharing my ideas and being on the look-out for new opportunities can create confusion. While on the one hand these are assets, I now understand that my Catalyst interactive style can be counterproductive and I am more mindful about pacing myself and what I choose to communicate.

As the story above illustrates, awareness of different interactive styles can improve listening skills that lead to mutual understanding and acceptance.



Activity 1 – Connect With Catalyst Vitality

The purpose of this activity is for you to create your personal connection with Catalyst Vitality.

Catalyst Vitality and effervescence can help people reframe and come up with new ideas instead of getting bogged down by routines and default decisions. Having the awareness of how this vitality can inspire positive change and development is as helpful in workplace collaboration as in family interactions.

When you feel your reactive instinct is to say “no” or you feel strict or judgmental, explore how you can interrupt your reactive pattern by drawing on Catalyst words to lighten up and discover new possibilities.

Catalyst Vitality Words:

Lively, high-energy, charismatic, refreshing, creative, enterprising, inventive, fun, flexible, social, spontaneous, sunny, optimistic, visionary, artistic, bright, sense of wonder and discovery, extroverted, idea-oriented, positive, inspiring, experimental, entrepreneurial, exciting, open-minded.

Circle the Catalyst Vitality Words that inspire you. Whether or not you scored high in Catalyst Vitality, you can benefit from using these words to help you reframe stressful situations.

Choose as many of the following statements that apply to you. Next to each statement add a Catalyst Vitality Word (listed above) to reframe. If you have other ideas use the Notes section on the next page to create your own affirmations. Consider how Catalyst Vitality benefits you.

When I need motivation: _____

When parenting my kids: _____

When interacting with my spouse: _____

When meeting with a co-worker: _____

When easing tension: _____

When I need fun: _____

When spending time with friends: _____



Activity 2 - Play With Catalyst Vitality

The purpose of this activity is to bring out your inner child by using Catalyst Vitality.

If your inner Catalyst is buried deep inside you, the “let’s play with it,” or “I wonder,” approach might not come naturally or easily for you. However, unless you try you will never succeed. Keep in mind the adage *practice makes perfect* and approach this assignment as a way to develop your innate, but dormant inner Catalyst.

Below are a few suggestions of how to bring out your inner Catalyst. These suggestions are ideas to boost your energy and bring Catalyst playfulness to life. Choose the suggestions that appeal to you and try them! Ask lots of questions with a big smile on your face.

1. Get to know new people. Engage in a conversation with at least three different people within a week.
2. Imagine yourself flying a kite. Or better yet, go do it!
3. Pick up colored pencils and start doodling.
4. Get into the habit of asking others for their opinion and listen to what they have to say before you start a dialog around the topic.
5. Jump in puddles.
6. Interact with others as if you don’t have a preconceived opinion – you are just interested in learning something new.
7. Play games!
8. Take dance lessons.
9. Play happy music in your car or at home.
10. Talk to your dog or sing to your cat.

You can also brainstorm to make your own list of out-of-the-box Catalyst behavior that will spark the fun element in you. Additional Catalyst behaviors I’d like to try:

Catalyst Communication Style

Upbeat and Charismatic



The spiral in this icon represents the Catalyst's outgoing and non-linear approach to communication.

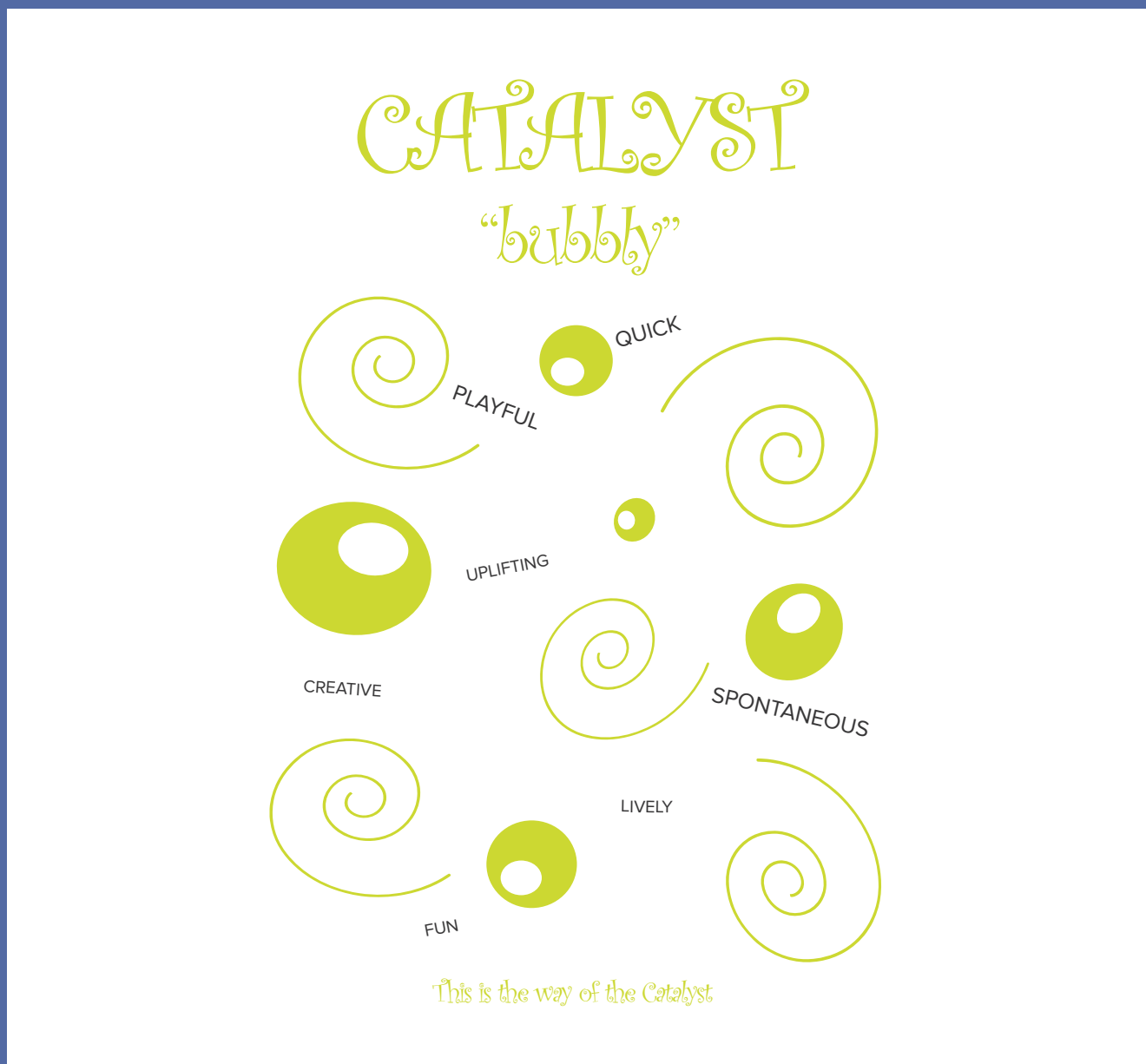


Figure 3

CATALYST LENS

This lens illustrates the verbal and visual language of Catalyst Vitality. People with lots of Catalyst Vitality tend to be social, unpredictable, up-beat and inventive. Their communication style is generally extroverted, animated and bursting with ideas.

INTERACTIVE STYLE: SPARKS INSPIRATION

The essence of a Catalyst is to spark activity; this generates inspiration by providing a sense of possibility, ideas and wonder.

IMPULSE: DISCOVERY

The Catalyst impulse is to expand and spiral in every direction.

INFORMATION PROCESSING: MULTI-DIRECTIONAL

The Catalyst principle of information processing is high speed, bouncy and multi-directional.

Key Question: WHAT IF?

Stimulate Catalyst Engagement:

Catalysts listen for **POSSIBILITIES**. If you want to connect with Catalyst Vitality and learn to listen and problem-solve with this frame of mind, explore the following questions and statements:

1. How about we try _____?
2. What if we do it a different way this time?
3. Imagine if _____.
4. I have an idea!
5. The possibility I see _____.
6. This is a good idea because _____.
7. I wonder what would happen if _____?

Catalyst Vitality Words:

Lively, high-energy, charismatic, refreshing, creative, enterprising, inventive, fun, flexible, social, spontaneous, sunny, optimistic, visionary, artistic, bright, sense of wonder and discovery, extroverted, idea-oriented, positive, inspiring, experimental, entrepreneurial, exciting, open-minded.

Recap

In this section, you have learned that when you feel stuck in a rut or need to try something new, you can use the Catalyst lens to inspire you to break out of your box and take action. Through the activities, you have practiced not taking yourself too seriously and instead challenged your comfort zone. You have had the opportunity to experience life by using a playful, spontaneous and creative approach. Behavior is energy. When it comes to changing habits, frequency beats intensity. In other words, if you want to bring out your inner Catalyst, start by making small changes and practice them daily!

An essential part of self-coaching is to discover new or different approaches, breaking old habits and learning to take action with confidence and self-assurance. In the next section you will learn how to use the Torchbearer lens to ignite action and produce results.

Catalyst attributes are:

- PLAYFUL
- QUICK
- UPLIFTING
- SPONTANEOUS
- LIVELY
- CREATIVE
- FUN

WORDS HAVE ENERGY AND SET INTENTION

Connecting with my Vitality Types has allowed me to learn more about myself, how I communicate, and how I process information. This in turn taught me how to communicate clearly, leverage stressful situations and understand what drives others to act (react) the way they do.

- Kristin Warehime, MA, Teacher

Learning about the Alpha Element Vitality Types increases self-awareness about key behaviors and how they impact interaction with others. The main insight: how to make better use of your dominant Vitality Type characteristics and at the same time learning to use your non-dominant Vitality Types to address situations that might have been particularly challenging in the past. Better yet, the detailed self-coaching available in this book supports the difficult task of changing old habits, providing effective but simple tools to do so. The combination of insights is actionable, easy to implement and extremely valuable. Highly recommended!

- Roberto Evaristo, Ph.D., Outthink LLC

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- Free up stifled energy and improve your relationships and communication
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- How to take control of your communication
- Recognizing communication styles in others
- Learning new tools and techniques to manage stress
- How to become a better listener
- Reenergizing by using new ways to face your barriers
- Being fully present and engaged in life and work

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Find more information about how to connect with your vitality online by visiting www.alphaelement.com.