

Spleen +energy -fatigue

Liver and Gall Bladder +will/assertiveness -anger/aggression

Brain +clarity -confusion

Kidneys +trust -fear

Pancreas +satisfaction/joy -bitterness/disappointment

Genitals/Uterus +fertility/creativity -infertility

Working with the External Community Map

Become aware of who you have in each category and what their roles are in the different aspects of your external community. Do you have what you need? Are they supportive? Is there room for the community to expand, grow and evolve? Fill in below, or make a chart where you can identify the connection between community members from the Inner Circle to the External Connections.

1. **Inner circle** - These are your closest business collaborators and trusted advisors. Co-founders, core team members, mentors, or high-level strategic partners — people you regularly rely on for feedback, support, and shared vision. It could be a spouse or best friend if you rely on them for advice related to business or in how you show up in business.

2. **Extensions of your inner circle** - These are strong connections that you don't interact with every day, but who provide meaningful value. They might include past clients, industry peers, referral partners, or occasional collaborators whose input or presence expands your influence.

3. **External connections** - These are broader professional contacts — acquaintances, social media figures or orgs you follow, community members, or people you've met at events. You might not have a direct relationship, but they are figures or orgs that influence your industry, represent potential customers, supporters, figures or orgs that provide inspiration, or future partners.

Community and Alignment with Nature and Natural Cycles

How can your community/ies be better aligned with principles and aspects of nature and the natural world? Go through the following principles and see where you are aligned and where you may be unbalanced or lacking.

1. **Adaptability** - The capacity to adjust to new conditions in your business environment—economic, technological, or cultural. Like nature, thriving businesses evolve with shifting ecosystems rather than resisting them.

2. **Flexibility** - A willingness to bend without breaking — in strategy, leadership, or collaboration. Flexibility in business mirrors the resilience of nature, allowing you to pivot with grace rather than fracture under pressure.

3. **Flowing with Natural Cycles** - Aligning your business rhythms—launches, reflections, rest, and growth—with natural cycles enhances sustainability and creativity. Just as nature has seasons, so too does your energy, output, and impact.

4. **Intuition** - Trusting your inner compass to guide decisions that data alone can't determine. Intuition in business, like in nature, arises from deep listening and presence with your environment and team.

5. **Sustainability** - Building systems, offers, and relationships that can endure over time without burnout or depletion. True sustainability supports your business, your community, and the planet in a balanced, regenerative way.

6. **Balance and Diversity** - Just as ecosystems thrive through variety, businesses are healthier with diverse perspectives, offerings, and energy inputs. Balance ensures stability, while diversity encourages innovation and resilience.

Session 2: Communication

Working With the 3 Primary Centers of Communication

Identify your Primary Communication Center:

1. **Head People/Intellectually Centered** +insight -rationalization

The head person is intellectually oriented, thinks in words, is concerned with detail, and prefers to use logic and reasoning for problem solving.

2. **Heart People/Emotionally Centered** +perception -sentimentality

Heart people gather information by how things feel and are good at sensing shapes, forms, textures, colors, sounds, and emotions.

3. **Gut People/Action/Moving Centered** +productive -frenetic

The gut person prefers to communicate through actions, by doing things, and by brief signs.

Observe interactions within your community over the next two weeks. Take notes on instances where you can identify the primary communication styles (head, heart, gut) among your community members, including yourself. Write a short reflection on how these styles impact the dynamics of your community. Do certain styles dominate? How do they influence group decision-making, problem-solving, or daily interactions?

Sequence Map

Although each person tends to primarily display one of the communication styles, everyone has all three operating in them all the time. That said, each person tends to follow a particular sequence. The primary center tends to be the go-to communication style, the secondary style is where we get stuck, and the balancer is how we get unstuck.

Identify your sequence:

Primary	Trap	Balancer
1. Intellectual	2. Emotional	3. Action/Moving
1. Intellectual	2. Action/Moving	3. Emotional
1. Emotional	2. Intellectual	3. Action/Moving
1. Emotional	2. Action/Moving	3. Intellectual
1. Action/Moving	2. Intellectual	3. Emotional
1. Action/Moving	2. Emotional	3. Intellectual

Based on your understanding of the communication styles, develop a personal action plan outlining specific strategies you can use to adapt your communication to better align with the diverse styles within your community. Over the next two weeks, consciously apply these strategies in your interactions. Take notes of these instances and note any changes in the responses or dynamics that occur as a result.

Identifying Communication Barriers

Unseen barriers that obstruct our path to truly connecting with others and achieving collective goals. These barriers not only impede our progress but can deeply impact the trust and collaboration that bind us.

1. Negative gossip, slander, put downs
2. Forming alliances against, sabotage, passive rebellion, going behind the back

3. Scapegoating
4. Interrogation or grilling
5. Condescension or patronizing
6. Moralizing or lecturing
7. Complicated speech or use of jargon
8. Poor confrontation styles
9. Distancing Patterns: tangents, false reassurance, skirting around, coldness, intellectualizing, avoiding eye contact, pressure tactics
10. Humiliation, embarrassment, degrading, making an example of

Reflect on recent community interactions and identify any of the discussed Communication Barriers. Over the next two weeks, take notice of what barriers show up for you or others in your community. Note specific examples if possible.

Working with the Keys to a Strong Foundation

Successful Communities develop good infrastructures for communication.

1. Distinguish Between Goals and Intentions
2. Be Flexible and Adaptable
3. Respect and Honor Differences of Style
4. Respect the Other Person by Being Present
5. Let Go of Expectations that Others Be Perfect
6. Clear Up Unrealistic Expectations and Clarify What is Possible
7. Emphasize Personal Responsibility

8. Be Willing to Ask for What Is Wanted
9. Avoid the Trap of Assigning Blame
10. Validate Others at Every Opportunity

Brainstorm and list potential strategies or changes that could be implemented to build a stronger foundation for good communication. Sometimes the challenges show up first. Observe them and determine what positive action needs to be taken to improve the foundation of good communication.

Session 3: Balance

Doing and Being

Begin your day by setting an intention to become more aware of your actions and state of mind throughout the day. Commit to observing whether you are in a state of "doing" or "being" in different situations. Place subtle reminders around your environment, such as sticky notes or small symbols, to prompt you to check in with yourself regularly.

When you notice yourself engaged in an activity, assess whether you are fully present in the moment, or if your mind is racing ahead to the next task. Notice whether you feel rushed, stressed, or overwhelmed, or calm when you are in a "doing" mode. This is a process of self-awareness. Before going to bed, take a few minutes to reflect on and review your day. What could be better balanced? Set new intentions.

The 4 Aspects That Support Balance

1. **True Study (Learning)** - That which helps you to focus or become more grounded. It is so absorbing that you can forget meals or other activities because it interests you so much.
2. **True Work (Service)** - This is absorbing work that makes you feel happy and satisfied when you do it. It may or may not be related to your occupation, but it is nice if it is.
3. **True Rest (Relaxation)** - Restores you and revitalizes you so that you can get around to doing your true study or true work. What is restful to one person may not be to another.
4. **True Play (Fun)** - Also grounds you, and prevents you from becoming scattered and unproductive. It is often an energetic activity (athletics), but can be something calm (music, chess). When you do it, you have a smile on your face.

1. True Study (Learning): Reflect on moments when you felt completely engrossed in learning. What were you doing? From this list, identify patterns or themes. Write down what you identified as your True Study, or Learning: Write down at least five moments or activities that come to mind:

2. True Work (Service): Think about times when you felt most accomplished and fulfilled. What tasks or activities were you undertaking? Write down at least five such instances or activities: From your list, spot commonalities. Write down what resonates as your True Work, or Service:

3. True Rest (Relaxation): Reflect on moments when you felt most rejuvenated, not just physically but also mentally and emotionally. What were you doing? Jot down at least five experiences or activities: Analyze your list to find your unique restful activities that revitalize you, leading to your True Rest, or Relaxation:

4. True Play (Fun): Remember the last time you truly had fun? What were you doing? Write down five activities that have consistently brought you such joy: From your list, derive what constitutes your True Play, or Fun: Review & Reflect Look at the four aspects you've identified. How are they currently represented in your daily life?

Consider how you can create more opportunities to engage in each. Set tangible goals for the next month. For instance: True Study (Learning) - dedicate 30 minutes a day to engage in true study. True Work (Service) - spend at least 2 hours every week engaging in true work. True Rest (Relaxation) - spend at least 20-30 minutes per day in true rest; whatever that is for you. True Play (Fun) - Make a point of joining or doing an activity that brings you true play at least once a week.

The 9 Needs

SAFEPEACE

Security: Needs a sense of safety or certainty before making decisions.

Adventure: Need for an adrenaline rush, travel, new experiences, etc.

Freedom: Need for unfettered experience.

Expansion: Wants to build on, add on, king and artisan like, empire builder.

Power: Need to have influence, feel capable, exude confidence.

Expression: Need to be heard, seen, felt. Artistic.

Acceptance: Need to be loved, nurtured, cared for.

Communion: Need to be with people all the time. Tribal, extroverted.

Exchange: Need to exchange information with people when with them

See if you can identify your three most important ones. See if you can identify the ones important to members of your community. This is a process of observation. Ask yourself if your primary needs are being met. If not, set some practical intentions to make changes where they are needed. If you are responsible for creating an environment for others in a workplace, are their primary needs for balance being met? And, if not, how can you begin to create a more balanced situation for all?

Session 4: Strategies for Success

Working with Configurations

1. **Creation/Inspiration** - this position brings new energy into the system. They are the source of vision, innovation, and fresh perspective—sparking movement and offering possibilities not yet realized.

2. **Power** - This position is held by those who catalyze action and provide momentum. They lead with decisiveness, drive outcomes, and often hold the authority or confidence needed to advance the mission.

3. **Knowledge** – This position is held by those who provide depth, clarity, and reflection. They offer context, expertise, or analytical insight—bringing understanding and helping to guide the group with informed intelligence.

4. **Support** - This position holds the structures, relationships, or people that sustain and stabilize the whole. Whether through caregiving, logistics, financial resources, or emotional presence, they ensure others can thrive.

Identify your quadrant connected with business, and/or business projects. Are they stable? If you don't have a quadrant, how can you rectify that?

Sources of Vitality

Vitality pertains to the overall energy, enthusiasm, and resilience of individuals, organizations or community as a whole.

People/Relationships: To yourself/essence, significant other/spouse, family, community, mentors/mentees, support people. Any relationships with whatever supports you life, family, business, projects, or community.

Practices: Service, silence, meditation, concentration, study, fasting, verification, assimilation of lessons, generosity, humor, gratitude, social time, balance practices, breaks in our routine, or any activities that vitalize us or bring us satisfaction.

Environmental Sources: The Earth, Sun, Moon, and astrological patterns, ley lines, power spots, land configurations, volcanic area, earthquake fault zones, geometric forms, building configurations (feng shui), animals, plants, fresh foods, cold clear spring water, fire, elements, minerals, the physical body.

Important Times and Transitions: Sunrise, sunset, important times of day, seasonal changes, solstices, times of the month, year, life (birthdays, graduations, marriage, birth of a child, etc.), internal monads, ceremonies, any beginnings or endings, new moon and full moon, the start of a new project, a new client, or a new hire.

Energy Leaks

An energy leak takes place when vitality is shunted toward the activities of the ego. Through observation, identify the energy leaks within yourself and your community.

Psychological Leaks: Complaining, judging, worrying, whining, slandering, gossiping, fantasizing without purpose, sexualizing, projecting, rationalizing, obsessing, compulsive behavior, addictive considerations, illusions-ascending, etc.

Relationship Leaks: Jealousy, excessive competition, poor boundaries, scapegoating, living through another, enabling, neediness, resentment, shutting out, smothering, abandoning.

Behavioral Leaks: Posture deflated, rigid, withdrawn, inflated, etc. eating too much, talking too much, routines and addictive behavior, sleeping on stomach or back (except for medical reasons), shallow breathing, speech-sarcasm, passive, not listening.

Physical Leaks: Dead food, excessive food, food phobia, excessive tobacco, excessive alcohol consumption, noise, physical location, elements like wind, damp, depends upon body type.

Begin to track your habitual patterns. What can you change?

As you wrap up this workbook, take a moment to acknowledge the insights, shifts, and intentions you've set in motion. The PIVOT framework is not a checklist to complete, but a system to live into — one that challenges conventional business thinking by integrating timeless, energetic principles with clear, strategic tools. If you've made it this far, you've already begun the process of re-patterning. But insight alone doesn't create transformation — sustained awareness and aligned action do.

Take what you've uncovered here and keep working with it. Return to the maps. Revisit the sequences. Notice what changes in you and around you as you shift. And if you find yourself stuck, or wanting to go deeper, coaching is available. Working one-on-one can help clarify blind spots, support energetic integration, and bring momentum to the areas where implementation matters most. Contact Daisy at the Power Path office to schedule your coaching session with Dave McCormack, or Steve Vierra.

<https://thepowerpath.com/about-pivot/dave-mccormack/>

<https://thepowerpath.com/about-pivot/steve-vierra-2/>

This work is not for everyone. But if you're drawn to lead, build, and relate in a way that is deeply authentic, energetically clean, and structurally sound — you're in the right place. Let the pivot continue.