

naked soma

let your body speak it's mind

The S-List

a guide to understanding
everybody (including yourself!)

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Get On The N-Train

www.nakedsomanation.com

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Dear Reader,

In these colorful and thought-provoking pages you are going to get the opportunity to experience every fear, frustration, confusion and angst you've ever encountered in trying to understand other people. In the process of unwinding all that though, you'll rediscover all the joy, triumph, clarity and purpose you've pushed away from yourself along the way. This kaleidoscope disguised as an e-book will enhance your communication on so many unnamed levels and in so many dimensions, you'll truly know the meaning of *priceless* when you've finished. So go splash some cold water on your face, take off your shoes (it's important to be barefoot for this experience) and enjoy your journey into Somaland. We'll be making very few pit stops so if you need to hit the bathroom, just bring us along! We don't mind. ☺

With that I say, travel light and let the reframes begin,

Dr. Mark

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For Openers

Look around in your world for a second. If you can back up enough, you'll see that the one constant activity human beings are engaged in is making, revising and compiling lists. From the 'to do' lists we never finish to the 'honey do' lists we get handed to us, to the projects we organize mentally, all the way up to our life plans... We are always running up, down, over and back to some kind of list. Most of those lists are out in front of us where we can see them, however some of them have made their way under our skin and into our inner world.

This is the realm of the S-List, AKA, your Soma List, where we micromanage the relationship with ourselves, other people and the world around us. This list is not optional. We assemble it experience-by-experience as we develop. Once we complete our 4th year of life, our S-List has its foundation. It's how well or how poorly we're able to build on that base that determines the quality of our communication and the extent that we're able to keep our S-List open to new input. In order to ensure that happens, we've created this e-book to help you 'defrag' your S-List and begin to recognize yourself more.

The Process

S-Lists are guided by something called PROFILING. Let me give you the Reader's Digest version of what it really is. PROFILING is the **confirmation of a preconceived other-than-conscious-idea**. When you go into your local supermarket, you're able to go down the aisle and ignore a lot of information, lots of stimuli, lots of background noise, lot of other things to focus on. All you experience is the intent to find what's on that list inside your head. PROFILING is a process of matching up the world with millions of internalized lists like that to achieve or retrieve a degree of inner resonance. When you don't match up, you feel distracted, preoccupied, tense and off center. On a grand scale, that familiar inner rhythm steers our social identity.

The wrinkle is that when we're PROFILING well we're in a rhythm, some call it flow (hippies!) and we're really not open to outside information. We have everything we need in our head so we don't have to be conscious of it anymore. So the more aware we are of the list we're sorting with, the less open we are to altering it based on new information. This gets even nastier when that information has to do with us. OK, it's time for a silly fact of life.

"...it's 9 to 1 odds against you that you'll make lasting changes to your lifestyle. "80% of the health-care budget was consumed by five behavioral issues: ... too much smoking, drinking, eating, and stress, and not enough exercise."

Change or Die: Fast Company May 2005

With stats like that it seems most of us are lousy PROFILERS. Inside that familiar rhythm our S-List provides us with something called our **Sense of Coherence** (SOC) (1). Sociologist, Aaron Antonovsky defined it this way...

"a global orientation that expresses the extent to which one has a pervasive, enduring though dynamic feeling of confidence that one's internal and external environments are predictable and that there is a high probability that things will work out as well as can reasonably be expected."

During every experience we use this SOC. It helps us manage situations using our resources, fit them into our life narrative and find emotional value for them. At an early age we get used a low, moderate or high degree of coherence. As we develop, our S-List filters experiences to us to suit what we got used to upstream. It's up to us to upgrade the standards we arranged, which brings us back to learning how to use PROFILING better.

The truth is we profile all the time. For all the politically correct arguments about racial or cultural profiling, we can't avoid our own biological instinct to protect ourselves from danger. That's one of the most important benefits of PROFILING – self-preservation. In neurobiology, it's called neuroception (2) – the nervous system's perception of itself – it tells us if we're in a safe environment or not – which is a good thing, so screw the politics here.

Important Distinction!



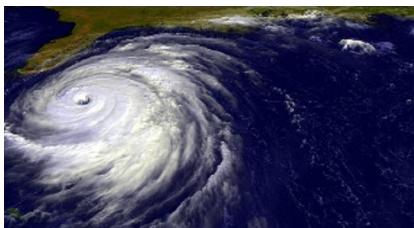
Reading is when you use a cognitive map (like a shopping list) to execute a task
Profiling is when you instinctively sort through your surroundings for a target..
Profiling is always going on. Reading is a conscious override of it.

We've been avoiding a word here that I want circle back and cover now. OK?

What's a soma?

The fast definition is a 'living body'. But we're not stopping there sapien. The hippies like to talk about 'the living body, experienced from within'. That's better. The originator of the science behind it, Thomas Hanna, was more of a techie about it. He defined it as a 'self-moving, self-experiencing, sensory-motor system'. That's cumbersome, but it's accurate. Let's cross this bridge.

These are all examples of SOMAS! I repeat, they are ALL SOMAS...



Somatics is just the definition of an obvious thing that we didn't have a subtle word for. It's the relationship between you and your environment. This thin little membrane called 'you' keeps playing a toll taker on the bridge between the internal environment and the external environment. That eternal exchange happens every time you breathe, blink, move, whatever... What orchestrates that whole process is what we are going to be talking about here in the S-list. The power of profiling is that you can start to distinguish between a person and their personality, an experience and the memory, etc... We begin to see the foreground, the conscious part of our world (the so-called 'seven plus or minus two' left brain stuff), which is the part of the brain in which we perceive free will, according to some experts. By noticing that, we become aware of the vast background, the other-than-conscious side and we begin to realize we have absolutely nothing to do with what goes on there. That can be both terrifying and exciting, depending on your S-List...

What's The Payoff?

Every time you enter a room, every time you meet a new person, every time you drive down a new street you're entering a new world that you can revisit internally once you've physically left that place. This is what PROFILING really gives you. It gives you the power to see through yourself. The S-List we've created here is loaded with people that you probably know or have heard of at some point. We are going to look at them in the way that is *not* conscious to you, that's not apparent to you now, yet it drives the way that you orient

yourself to these people. It makes them believable and it makes them credible and it makes them real even though you might never have met them in person. You've only related to them through pictures, video and sound. In order to do that we need to get a little deeper and get on the domain train...

The Domain Train

S-Lists have a biological basis. Long before you 'knew' your favorite color, ice cream flavor or holiday, you had to put down the neurological tracks for your trains of thought to run on. To build up that Sense of Coherence that we need to function fully, the brain shifts our internal experience to optimize its capacity to be in sync with the environment. Blah, blah, blah. Each of the first 4 years of our lives we emphasize an awareness from a unique perspective based on the relative complexity of the brain at that point in time. One of those four reinforces our Sense of Coherence more than the others. This is what we call our Primary Domain, our express track. The others are there to support and protect that foundation. They carry the local trains of thought.

Somatic Cinema



Let's literally enter the theatre of the mind. So imagine your own personal movie theater. There are four seats in there, pictured above. The world provides the images and the seat (which is your physiology btw) and also provides the sensations, or the feedback. Remember sape, in 'somaland' it's all about this perpetual looping exchange between you (highly evolved organism) and the environment. So the world/movie is the stimulus, the charge, and your chair/physiology is the response, the ground. Welcome to

**"The Movie" will begin in 5 moments The mindless voice announced
All those unseated will await the next show We filed slowly languidly into the hall
The auditorium was vast and silent As we seated and were darkened The voice
continued The Program for this evening is not new, you have seen this
entertainment through and through. You've seen your birth, life and death
You might recall all the rest Did you have a good world when you died???**
Enough to base a movie on?

Jim Morrison



The PHYLO Movie Experience

The first year of your life you sit in that big La-Z-Boy chair on the top left. You really can't see the picture, your eyes are a little blurry, (remember a baby's eyes don't work too well) the sound is a little muffled, you really can't hear what they are saying. You can kind of sense the tone, enough to know a friendly tone from a non-friendly one. What you *can* do is really *feel* that chair. You feel a lot of things like cold, pressure, pain, comfort, etc...So your inner 'movie' that first year has blurry images, weird sounds but a very, very familiar and comfortable but ever changing chair. Sometimes the chair feels like clay, sometimes it feels like hay. Each new sensation is a revelation, requiring your full attention. But you sleep like 16 hours a day, so most of your time is spent quietly dreaming, trying to figure out what's happening in the fascinating, but confusing movie. Popcorn anyone?

Let's get back to our S-List. This seat in the movie theater ingrains in you an internal orientation that what you feel (chair feedback) is a function of what you're touching. So whatever you come into physical contact with gives you a sense that you are safe – remember neuroception rules!- or not safe – Mommy!

Whatever fits the S-List's criteria for 'safe' you bond with and it gets internalized. So all PROFILING consists of during this 1st year of development is sorting for what's worth BONDING with and what's not. So our little SOMATIC world of self-experience boils down to 'of me' or 'not of me', which, if we're talking biology, is a SPECIES-based decision. We call this a PHYLOSOMATIC level of attention. So the whole time you're in that biological *chair* as it were you're building this prospective and you racking up the Sense of Coherence points. This orientation puts the train tracks down that later become the agenda or 'genre' of the PHYLO perspective. You haven't got into the point we have made an identity yet, you've just had the experience. You saw the movie and guess what, it's all about RELATIONSHIPS. From what you can figure out, *everyone* and *everything* that makes you feel safe is YOU. There's no visual or auditory clarity to figure out where you begin and the chair and the movie ends. Plus, you're hungry, and you need a nap, and you wish your teeth didn't hurt so much...

OK, slide over the to next chair in the theater and let's see what happens...



The ONTO Movie Experience

The second year in the Somatic Cinema puts you in a different chair where all of a sudden the visuals are getting very sharp and sounds are becoming quite familiar. You can kind of recognize not only the voice tone but certain words (like when they say your name) - isn't that fun? When they say your name, and you say things back to the screen, the pictures change, the people in the pictures are looking at you in your new chair. You are important! You really, really don't need the chair as much because what's happening is the person (you) in the chair starting to think that they are separate from the chair. That little voice in your head kicks in and says 'Tell them this, no tell them that' and mostly the word that comes up during this movie is the word 'No' Why? Well, all those experiences you had during the 1st year have become your reference points, a sort of paper trail to what makes you feel OK inside. A primitive S-List has formed. When you take that S-List into this movie, those references become preferences. You can see what you want to see, hear what you want to hear, feel what you want to feel and say what you want to say. You run the universe! S from the perspective from first year to second year I have got way more control. This movie is your personal highlight

OK, let's get back to our S-List. This seat in the movie theater ingrains in you an internal orientation that what you EXPERIENCE (movie feedback) is a function of what you INTEND. You're beginning to sense a split between the charge and the ground in this loop. Your S-List travels closer to the surface, directing you to use your voice more as your guide and not that silly chair. You have a world to run for God's sake! If you can only convince everyone!

As far as the biology of the S-List is concerned, the SPECIES vibe is now funneled down to just you. This creates an ONTO or self-referencing SOMATIC orientation. Even though you've now made the distinction between 'you' the organism, and this world you command, you're much more divided inside than you were before. As the movie ends, you begin to notice that one of the characters in the movie has the same name as you. The other characters seem to interact with him or her like they do with you in the theater. Ut oh! It's at that point that you begin to experience self-perception and the first waves of being conscious of yourself hits you deeply. Your preferences are now a rudimentary BELIEF system. You become aware of pain *before* it happens. Your cries of no! are not enough. So now what sape?

OK, slide over to the next chair in the theater and let's see what happens...



The ECO Movie Experience

Chair #3 is a beach chair. Suddenly, you feel relaxed. You're not as stuck as before. You can shift your attention from the comfort of the chair to the pleasant images, sounds and smells of the movie. Those preferences you had before have been made clear to the other characters. This having a voice thing is working out for you. You've learned how to convert a preference into deference. What was an anticipation of not getting what you want becomes participation into giving the world a chance to show you a view other than your own. You don't need as much control as you do diversity. You're really into an active "Rocky Horror" kind of movie now. Not only are things happening on the screen, things are happening with the chair, things are happening in the theater, things are happening in your organism...it's downright intoxicating. Even stuff you imagine can co-exist with what the screen presents you. You're in a movie within a movie!

OK, towel off sape and let's get back to our S-List. This seat in the movie theater ingrains in you an internal orientation that what you SENSE is a function of your ENVIRONMENT. There is a palpable aliveness to the space in the theater now. It isn't so much about you and your head telling the people on the screen what you want to them to do. It's more about all these feelings coming from every angle all at once that seems to combine the security of the PHYLO world with the influence of the ONTO one. Your S-list swims laps from the surface to a deeper, more expanded core awareness. Unlike in your PHYLO chair, you can sustain your inner images while you experience the unfolding events on the screen without having to drift off to sleep. This trance-like rhythm makes you more empathic, more transparent to yourself.

As far as the biology of the S-List is concerned, the vibe shifts back to your surroundings. This creates an ECOSOMATIC orientation. This dynamic and more fully enriched attention bounces you from reference to preference to deference, that point where you can just let it all be and feel excited, but not threatened, engaged but not defensive. This movie emphasizes how we connect through EMOTIONS and how delicate and sensitive that can be. As you leave this movie, suddenly you're invested in more than just your life...

OK, slide over to the next chair in the theater and let's see what happens...



The EXO Movie Experience

Thank god there is a fourth seat in this movie theater! With this one we get a little bit of console- kind of a Captain Kirk all-purpose chair. Suddenly we have a much, much more logical situation than we had with the beach chair. Here all the things that we wanted to push away are gone. So there's no need to yield and allow things to just unfold on their own pace. All of the references are neatly filed and put into DVD's. Their relevance to the events on the screen are sorted for like a search engine. You could kind of predict what's going to go on the scene in the movie theater and its sort of like having your own frame by frame control of the things. You could actually change the scene and move things around, be a little bit more like some sort of a videographer this time. So instead of having references or preferences you have an entire library of things that's you can access. You could actually create a different way of experiencing what happened before and what's going to happen next. You have the past and future to balance out in the present.

OK, let's get back to our S-List. This seat in the movie theater ingrains in you an internal orientation that what you ORGANIZE (movie+ memory) is a function of what you OBSERVE as the best version of the story at the time. This newfound ability makes you more a critic than an audience member in the Somatic Cinema. Your time in the other chairs is integrated now and you have a well-formed sense of how this whole experience works. Unlike when you were in the director's chair during the ONTO movie, this commander's seat puts you in a position where nothing can challenge you. It's all a story.

As far as the biology of the S-List is concerned, the vibe is replaced by a steely-eyed sense of clarity, purpose and focus. This EXOSOMATIC orientation gives you permission to have an *extended* self. You could have other versions of yourself sitting in the *other* seats in that movie theater! You can have different versions of yourself at different points in time, watching different movies, having different outcomes, and having different experiences! Isn't that cool? And you orchestrate it all in your safe little console. You are in a bubble and you don't have to feel, see or hear any of it. It's like being the air traffic controller of your own world. Now you can ignore the screen! The screen could become nothing but blue daisies, you

don't care. Just think. All of this happens *outside* your conscious awareness, every single time you have an experience from year 1 to year 4 every four seconds. This is the fruition of putting down the tracks for the domain train.

As Your Leave The Cinema...

A few points to make here...Now that you've 'seen the movie', you can better grasp how your particular S-List was assembled during your formative years. Those four domains, those four different perspectives, those four different worlds are all merged together in you and tied together into what's called a worldview and by the time you finish your fourth year life, it's 80% hard-wired. So to be complete, we all have *moments* we're in a phylosomatic, ontosomatic, ecosomatic or exosomatic orientation. You could say we're composed of 4 candidate sub-somas. With somatics, one of these modes of being gets woven into our core and becomes our primary domain. The others are realized through social interaction, at the soma's cortex or surface. They're all part of an 'experiential anatomy' we're only starting to decode. How we govern ourselves is a reflection of how self-aware we are of the co-creative capacities of each domain. Discovering that, and how we play into them, leads to social harmony. To do that, we need to be able to recognize that the power of PROFILING comes from information. That information travels on your trains of thought. The tracks for those train are provided by the four domains. So knowing *all this*, let's see if we can build ourselves a life story with this S-List and get going on this PROFILING thing.

Stories & Signatures

Before we can start looking at our S-List of sample images, we need to get a clearer idea of how your Primary Domain uses it to make that leap from that Sense of Coherence (remember that?) to the formation of a closed or personal identity. If the purpose of an S-list is to establish neuroception, which again is how the nervous system perceives itself in the context of it's environment, then the security it brings *allows* us to 'test our boundaries'.

This opens us up to actively interpreting events through the filters provided by the domains. Now we have an external event and an internal story about it. Everyone has two versions of the story per domain. It gets even nuttier. We also have a voluntary/involuntary way of editing that story. To get you totally crazed we also run a sequential loop of it on the left side our brain and a non-sequential loop on the right side. Whew! To make it more overwhelming, biology has a timer on our little essay contest running too. You have from the end of the fourth year of your life to the end of 25th year of your life your brains cook up what is called a *narrative coherence*. Relax, it's just an uptown conscious way of getting that Sense of Coherence fed. To make it all just a nice, neat picture, here's the whole dealio as it plays out...

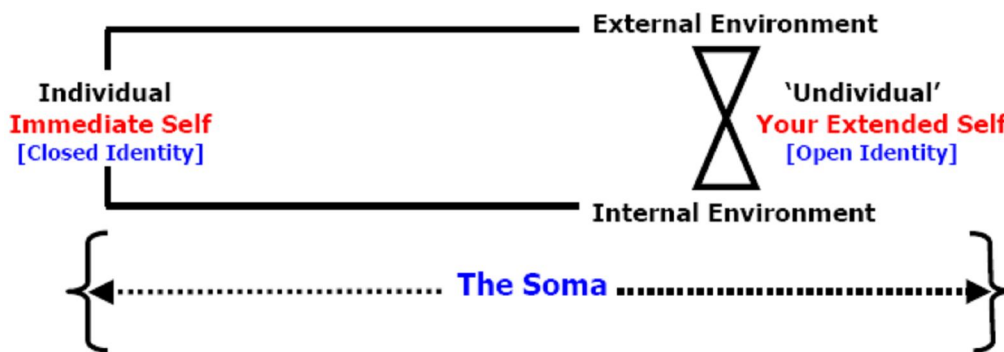
If you can just keep this next page in your mind, the rest of this is easy.
The thing to remember is that stories live through us, not vice versa.

Every Soma Has A Story, Don't It?

Identity has two dimensions...



“I ” before ‘me’...until I can see?



Get Your Story Square...

ONTO

In this SOMA STORY, the main character has an omnipotent view of the *outside* world that is justified by the belief system from the *inside* world. The SIGNATURE of this SOMA STORY is conveyed through its unique **rationale**.

PHYLO

In this SOMA STORY, the main character feels vulnerable in their relationships in the *outside* world yet obligated to fulfill their social role they play in the *inside* world. The SIGNATURE of this SOMA STORY is conveyed through its traditional **ideals**.

ECO

In this SOMA STORY, the main character feels persecuted by the *outside* world that insulated by the optimistic attitude they hold in the *inside* world. The SIGNATURE of this SOMA STORY is conveyed through its personal **passion**.

EXO

In this SOMA STORY, the main character has a centralized and objective view of the *outside* world that works to access relevant information on the *inside* world. The SIGNATURE of this SOMA STORY is conveyed through its pure **reason**.

Some Rules Of Profiling

Your S-List is not in this book. This is an S-List we created so you can begin to discover your own out there in your world. The nature of PROFILING is that it tends to allow people to settle into a narrow focus and let a lot go unnoticed. Your task is to overcome that tendency and open up your awareness and begin to see how easy it is to let your eyes fool you. If you apply the following three rules of the road, your PROFILING will not only increase in it's speed, but it will sustain it's accuracy over time. Good luck!

Pictures Not People!

The first and most vital feature of PROFILING is to realize that you are operating with the surface. Think of a city's skyline. You can tell what city it is without much information. It's already been installed in you. Try it out...



As you scan the images above, if these cities are in your S-list, at a certain point, you match one to New York City and one to Chicago. It's that wired in. But if these images don't trigger that immediate pattern recognition, your S-List will intelligently break it down to smaller and smaller chunks until you can isolate the Empire State Building on the left and the Sears Tower on the right. It would be the same game with the Arch in St. Louis or the Space Needle in Seattle. These are what SIGNATURES look like in our primary domain. They are *constant* structures we can use to move from the known to the unknown and expand our awareness. Let's try the same thing again, only one step closer to the ground and see if you 'see the city' in these pics.



Again, we're dealing with the way an image evokes a pattern search in your S-List and if there's a match – bingo – you can tell a Brooklyn slice on the left from a Chicago deep dish. Now if you're someone who no longer eats dairy and your S-List reacts with aversion, that's a different process. You're no longer PROFILING the picture. You're doing what Cheri Florance, Ph.D. calls *opticoning*. Her website characterizes people who have a tendency to relate images to feelings in this way: **opticoners**. Read it over. Is this you?

Are you an Opticoner? Do You... Have trouble lingering over intimate conversations? Love to move from mental chaos to perfect order? Recall your family members in your mind's eye? Make your mental image sit, stand, rotate? Wish people would get to the point? See relationships between systems? Watch movies in your mind? See the big picture easily? Think in logical patterns? Use checklists? If you answered yes to items on the Opticoner list, then you see yourself as someone who enjoys using the video pathway for thinking. You like to think in pictures and experience fluency in moving thoughts to long term memory in concepts, movies or diagrams. The Opticoner's Central Executive allocates fuel toward the video zoom lens for Attention and the brain's Visual Spatial Sketch Pad for creating memories."

This is contrasted to a Lexiconer...here's here criteria for that 'brain design'.

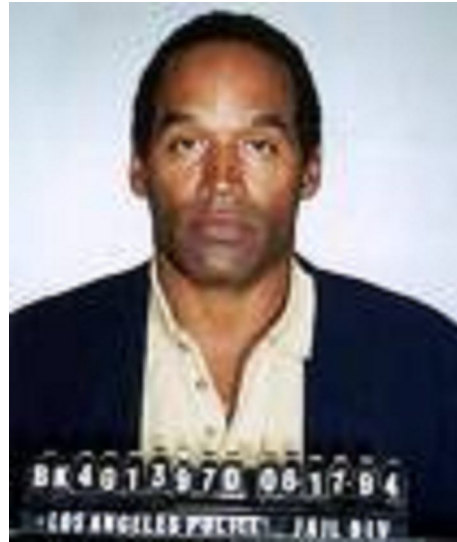
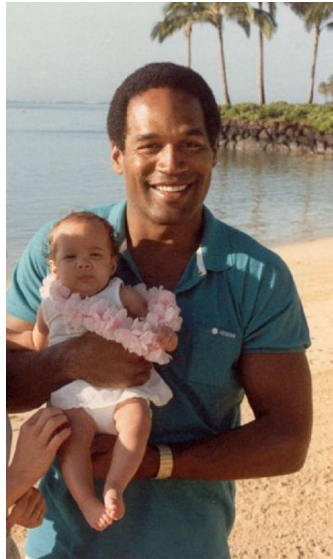
Are you a Lexiconer? Do You... Intuit how to say the right thing at the right time? Hear a voice talking to you when you think? Say things repeatedly to formulate thought? Move words around to understand? Remember conversations precisely? Have trouble visualizing scenario's? Like to talk out your problems? Have trouble building things? Enjoy lecture based learning? Feel words are your friends? If you answered yes to items on the Lexiconer list then you see yourself as someone who enjoys using the audio pathway for thinking. You like to think in words and experience fluency in moving thoughts to long term memory in word files. The Lexiconer's Central Executive allocates fuel toward the audio zoom lens for Attention and the brain's Phono Loop for creating memories.

Let's get back to PROFILING now. Consider these numbers for a moment.

- 1) 99% of sensory input is discarded by the brain. (Guyton)
- 2) 99% of learning experiences that we have nonconscious. (Jansen)
- 3) 93% of attitude and emotional communication is nonverbal (Mehrabian)
- 4) 90% of the brain's sensory input comes from visual sources. (Jensen)
- 5) The brain registers only 20% signals from the outside world and 80% pre-existing filters, memories, and beliefs. (Varela)
- 6) By age four, some 80% of the primary worldview is complete and myelinated. (Pearce)

The reason why we're so beholden to PROFILING is because consciousness has it's own biases too. It loves speed. Anything that's conscious is a speed freak because speed creates a sensation of eternity, all right. That gets a

little deep but that's what it really is. And the speed button in our universe is images. Once you start to elicit feelings and you're optocoding, you slow down and that's not the aim here. Accuracy is the achieved by using the stimulus of the image as a Source of Coherence. Here's how easy it can be.



Resist the temptation to characterize OJ Simpson. The fact that he's a flippin' PHYLO isn't the point – that's his story to live out and oofa is he! But that's NOT PROFILING. You have to allow your feelings about him to disengage and just view the image like you'd look at a street sign symbol. Once you see an image, let the body and the inner world guide you. Can you notice how the image on the left draws your eyes to it; it's a PHYLO image. If you linger with it you'll feel the whole PHYLO story arise in you. When you see the image on the right, all that drops away. Notice how flat it appears next to the image on the left; that's an EXO image. Get used to being able to distinguish the *image* of a person from the people themselves. All you're trying to get from the image is the following three things and THAT's all, OK?

- 1) Which direction does it move your focus? You to it, it to you, both or neither
- 2) Which direction does it move your energy? You to it, it to you, both or neither
- 3) What signatures can you notice that help you recognize what domain you're in?

And like everything else with PROFILING, being able to have a working knowledge of YOUR primary domain, which is the fast track to your S-list. If you can keep the images of the people in your life distinct from the meaning you attach to them, your capacity to PROFILE will feed you more coherence.

First Person Authority

You need to be made aware that no one outside you can enhance your PROFILING speed or accuracy. Your progression will be determined by your actions alone. Science for the most part has really emphasized a third person point of view. So we believe in society that truth is external. I'm here to tell you that this '3rd person first' mentality is great for the evolution of the culture, but it stinks out loud for you. I'll let Thomas Hanna, the founder of the 1st person science of somatics spell it out for you in his words.

"Failure to recognize the categorical difference between first-person observation and third-person observation leads to fundamental misunderstandings in physiology, psychology, and medicine. Physiology, for example, takes a third-person view of the human being and sees a body. This body is an objective entity, observable, analyzable, and measurable in the same way as any other object. The universal laws of physics and chemistry are brought to bear on this body, because-as an observed body it richly displays universal physical and chemical principles. From a first-person viewpoint, however, quite different data are observed. The proprioceptive centers communicate and continually feed back a rich display of somatic information which is immediately self-observed as a process that is both unified and ongoing. Somatic data do not need, first, to be mediated and interpreted through a set of universal laws to become factual. First-person observation of the soma is immediately factual. Third-person observation, in contrast, can become factual only by mediation through a set of principles. It should be understood that this difference in data is neither a difference in truthful accuracy nor of intrinsic value. The difference is that the two separate modes of cognition are irreducible. Neither mode is less factual or inferior to the other: they are coequal. When a subject is looking back at you, it is not easy to pretend that the subject is merely a complicated rock." (5)

Notice how Hanna makes sure to emphasize how the truth changes when you shift from the rules of 1st person experience to the rules of the 3rd person view. When an event is experienced first hand, say you stub a toe. It is self-evident to only you. If I try to 'prove' that you hurt yourself from my 3rd person objective vantage point, I'm *interpreting* what happened, not experiencing it directly. When you are PROFILING, as we discussed earlier, the only responsibility you have is to relate to the image that is presented. Of course, in real-time, the images are in motion, so it's more complex than what we're doing here. The moment you start to go beyond the point of getting oriented to the image, you're losing your 1st person authority. So in order to know if you're 'in the zone' or not, there's a simple way to find out.

Home is where you are feet are. So all you have to do to ground yourself in this PROFILING process is find your feet. That basic act allows you to meld the inner experience of the image you're aligning with to the sensation of your organism engaging its physical world. It's the somatic marker that

signifies you are; awake, alert and the author of your story. Think of the common phrases like being 'light on your feet' or getting 'swept off your feet'. Those metaphors are the verbal way of communicating a loss or downright surrender of your 1st person authority. It's great when it's done in order to allow another person into your world or vice versa. But for the purposes of entraining your S-List and being able to use PROFILING fully, it's the exact opposite effect. Here's a short sensory experiment to try to refresh your awareness and begin to cultivate this important 'default setting'

From The Ground Up

- 1) Sense your feet
- 2) Sense your feet, Listen to your surroundings
- 3) Sense your feet, Listen to your surroundings, Focus on your breath
- 4) Sense your feet, Listen to your surroundings, Focus on your breath.
Wait for the impulse to move...I said WAIT!

Try with your eyes open and eyes closed. It helps to be looking at a natural scene that is vast and open. Whichever one flows better is the one to use for that cycle. Have fun with it.

I'll close this thought with two images you can use to practice this principle.



The one on the left is called an Ouroboros. The wiki scoop on it says: "The Ouroboros, also spelled Ourorboros, Oroborus, Uroboros or Uroborus is an ancient symbol depicting a serpent or dragon swallowing its own tail and forming a circle. It has been used to represent many things over the ages, but it most generally symbolizes ideas of cyclicity, unity, or infinity." (5) It's an EXO image of 1st person authority. The one on the right is a *personification* of the 'find your feet' rule we've discussed. It's a baby, but it's an ONTO image! If you can stay VISUAL with both of these images, and resist trying to interpret them, just experience them, you're the boss, *baby*!

OK, enough rules. Let's preview how you're going to use this stuff on the street. It's time to bring this all back to life, *your* life.

Profiling In Public

If you're lazy (and intelligent), you'll use this page as your way of replaying the highlights of the concepts we've introduced. So circle this page for that. But before we launch whole hog into the S-List proper, let's take one more flyover of what we've covered so far and prepare you for how you can expect to use this in your daily life. We began by exploring this mysterious thing called an S-List, AKA a Soma List. The process of PROFILING supports this biologically internalized neural network of experiences. We loosely described PROFILING as the confirmation of a preconceived other-than-conscious-idea. Does your hair hurt yet? All of this is bound by the developmental need to achieve something called neuroception, which is the socially driven mechanism that tells us if we're in a safe environment or not through our felt-sense awareness.

All of that, whew, helps us create what's called our Sense of Coherence – our internal compass for coordinating our experiences into what eventually becomes our life narrative. Still with me, sape? OK, so we use all of *that* to fashion our personal or closed identity on the inside. But we're here to become more aware of our socially-shared, open identity. To do that, we need to reverse engineer our S-Lists by examining the PROFILING process from the inside-out. To do that, we walked you through the developmental shifts we made as we progressed through the first 4 years of life. This introduced the concept of the 4 Domains, and their role in establishing our 'train of thought'. This 'domain train' took us through an ever-changing Somatic Cinema, which established 4 distinct internal perspectives, which were then organized into one primary or dominant domain (based on that Sense of Coherence process) and three supportive or secondary domains.

Again, all of this was accomplished *outside* our conscious awareness using that S-List we still haven't really cracked open to this point in our musings. What we did next was examine some general 'rules' for optimal PROFILING. The first thing to lock in is that once you recognize how the domains filter your perception through the stories and signatures they possess, you need to make a concerted effort to distinguish the image of a person, from the person themselves. This 'pictures not people' policy helps us to focus on the task behind PROFILING; aligning ourselves with the image mentally and allowing our body to become oriented to it physically. This rolls over to the next 'rule' we discussed, which builds on the last one. Since most of our internal processing, social communication and personal development happens *outside* our conscious awareness, the one portable way to sort of step into the biofeedback loop is to link all of what we're doing in the name of being a good profiler to FINDING OUR FEET. If we can simply sense our dogs while we interact with ourselves, others and the world at large, we're

able to reclaim our influence on how our social identity evolves. Which brings us to where we are now, standing in the doorway between theory and practice, about to take all these wildly abstract ideas out the door with us...

Expect This

When you first get your PROFILING chops you'll find yourself walking around labeling everybody, and feeling very, very proud about it. It's a natural stage to experience. It's no different than a little kid, when they learn new vocabulary. They start labeling everything, "Chair, cloud, traffic cone... "Hey, what's that, what's this?" This is because to name it is to own it again. A big part of first person authority is reclaiming the things that you've been giving up to social conditioning is getting back to this biological sense of self-preservation. *"I've got my orange crush, I've got my four domains."*

But this is not the magic bullet. This is simply just an expanded sense of awareness that you had before and now you figured out how to use it. What we're doing here, PROFILING in public, is going through that through a stage of people watching and soma spotting and looking at magazines and getting very savvy about the way society conditions us towards certain perspectives. You'll become sort of a *media critic* in a way. You'll be a bit of social commentator for a while. Don't let it fool you. Otherwise, it'll flatten out fast.

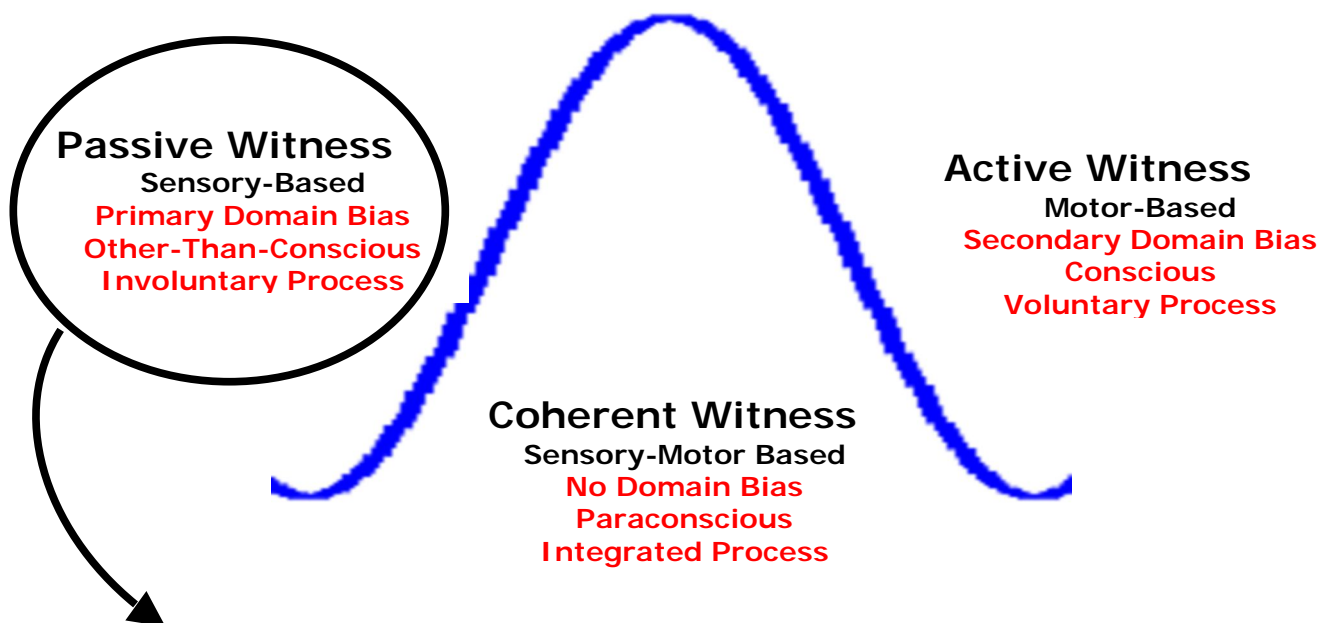
One of the limitations of PROFILING is that you think that once you've profiled something, just like when you've named something, that's all it is. Aristotle is dead, okay? You can't get away with that. Language will never save you from this stuff, because it's bigger than what you can say in words. Remember the big bad world? Yeah, it's still big and bad out there. So PROFILING in Public really comes down to putting things into context, so that you understand two things; what you are and what they are.

And when you understand those two things *in the moment*, and we'll talk about that more as we get into the examples, then you could start understanding what they are over time. That's the big fish. The little fish is what's happening right now; what am I, what are they? It's vital to see the primary domains. Those are reliable indicators and once you get familiar with it you'll make that first distinction: PHYLO/not-PHYLO. Celebrate that! That's the moment this work moves from a map to a terrain again. You leave the training wheels and begin to pedal on your own. The reality of both your Sense of Coherence and the existence of your S-List arrive. You're a soma Charlie Brown. From now on, the verbal world is accountable to you on a felt-sense level. You'll be more attuned to voice tones, pauses in conversations, all kinds of subtle stuff. The labeling phase will fade into a fluid, more organized focus that'll ultimately integrate you with your world.

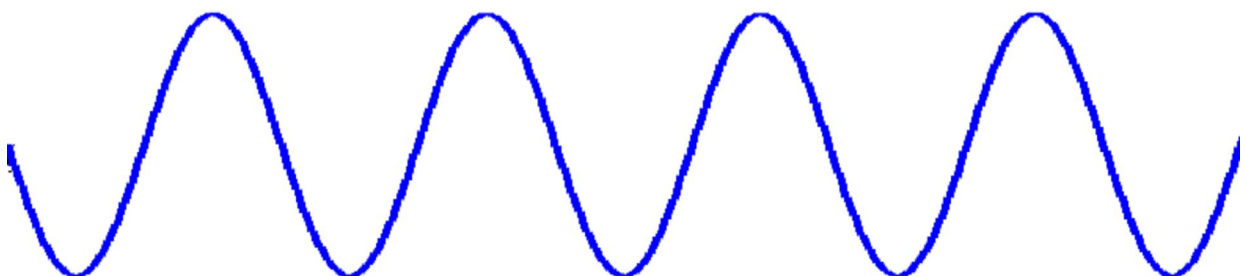
Last Exit Before The Bridge

Before we get to the toll booth and begin to wade our way through the 100 sample images of this S-List and you get the intoxicating message that you suddenly understand where everyone is coming from, I have to confess to you that everything you're learning here is HALF of the truth. I'm so sorry. ☹

The Whole Profiled Truth



What we're awakening in this e-book is your **PASSIVE WITNESS**. This is where all the **PROFILING** juice is flowing. The more you can allow that to register and let the 'domain train' to do it's job, the easier it gets to override them with your active 'course-correcting' motor system that is wired into your S-List and with it your Sense of Coherence. So it's not one or the other, sape. It's both of them, working in rhythm that helps you 'find your feet' and open your identity up.



What **PROFILING** in Public consists of is the search for that coherent, social rhythm on smaller and smaller scales, until you're reunited within.

Some Final Words Of Advice

The S-List you're about to traverse is designed to reinforce the basics of PROFILING. Remember, it's just static images that give you no head fakes or false faces (literally). So just follow along and let yourself question, get stuck, feel your resistance well up, all that yucky stuff we do so little of in life. And as you begin to see these celebrity images distinct from your optcoded biases you have lurking in you (it's OK, we all have them), you'll be entraining a practice that'll whittle its way into your inner circle of sapes.

References

1. <http://en.wikipedia.org/wiki/Salutogenesis>
2. <http://www.psych.uic.edu/bbc/pdf/Neuroception.pdf>
3. <http://www.cheriflorance.com/testYourself/index.jsp>
4. <http://somatics.org/library/htl-wis1.html>
5. <http://en.wikipedia.org/wiki/Ouroboros>

Audio Recaps

You can listen back to the "S-List Openers" on our Desktop S-List page...

<http://www.somaspace.org/slisted.html>

S-List #1 – The PHYLO's!

Below is a list of names of pop culture icons you may or may not know. That's really the point of this part of the process. Words, especially people's names, trigger us to create, recall or associate images we have inside us. For example, if you grew up and had a friend named Paul who you have positive images of, and then you meet a new person at work named Paul, your **narrative bias** for the new Paul would prompt you to be more open and receptive to him, and you won't even be aware of it most of the time. When it comes to celebrities, we have a tendency to be more conscious of our affinity or lack of affinity for them. So before we get into the real practice of profiling, let's get some of that addressed with this little exercise.

Jay Leno
Will Smith
Arnold Schwarzenegger
50 Cent
Brad Pitt
Tom Brady
Alex Rodriguez
LeBron James
Adam Sandler
Tim Russert
John McCain
Osama Bin Laden
Jessica Alba
Heidi Klum
Kelly Ripa
Rachel Ray
Britney Spears
Jessica Simpson
Terri Hatcher
Katie Couric
Paula Abdul
Alyssa Milano
Miley Cyrus
Anne Hathaway
Piglet

PHYLO WORD PURGE

Before we begin, let's check your eyes for reactivity. Simply close them and then look up. If the eyelids flutter or twitch involuntarily, take a deep breath and hold it and see if it slows it down or stops it. If not, try again in about 15 minutes before proceeding.

When you're ready, read each name listed to the left *to yourself* and then close your eyes and look up. If your eyelids flutter a bit, just put a check next to their name. If you don't feel that flutter, great, go on to the next name. Once you have your 'check list', go back and read the name out loud and then move your eyes left, right and then close them and look up again. If that doesn't stop the flutter, we'll address it again later.

When you're ready, let's move on.

Are You A PHYLO?

Before you can understand or appreciate how deeply influential profiling others is, you need to first learn how to profile yourself. The golden rule in somatics is that it's all a 1st person experience. In that sense, there's no need to label people with these tools. What you're learning to perceive is how their behavior *reflects* the perspective a particular domain expresses. To get there, you'll need to learn the NARRATIVES of each domain first. By having even a basic idea of these, you can find out which one your organism internalized during the early stages of your social development. We'll be repeating this step each time through the S-List, so get used to the drill...

The way you choose to describe yourself reveals your 'closed identity', which is 80% hard-wired by the time you're 4 years old. This core is used to build the reality *only you* experience. When you ask yourself or any individual this question, their true colors are slowly revealed.

Read the following narrative three different ways...first to yourself as you seem them here. Then print them out and read them in a mirror, as if you're trying to converse with your reflection. Then, if you're up to it, read them to someone else. All of these experiences are universal; self-talk, self-recognition, and self-disclosure. What you'll discover is one of these narratives captures your life story more naturally than the others. The words will flow easier, the biological level of your belief system will buy one these narratives more readily...and you will have identified your PRIMARY DOMAIN. From there, the closed world you had can open.

I'm somebody who needs people around me all the time to be at my best. I value and nurture my relationships and enjoy many long-term friendships. I can easily bond with others and feel a profound sense of loss when that's not possible. I'm a team player and thrive in group settings where I can contribute. Some would say that I'm overly sensitive, but in fact I need to make some kind of contact in order to know I'm fully interacting. My feelings are my guiding force, and I'm very aware and respectful not to offend other people. I like being considered a good neighbor, relative and citizen. More than anything, I want a long, happy life.

Remember, read them three ways to be sure...

- 1) Self-Talk - just read them to yourself as you see them on the screen
- 2) Self-Recognition - print them out and read them to yourself in a mirror
- 3) Self-Disclosure - read them to someone else

Still not sure if you're a PHYLO or not?

Read on...

PHYLO 101

The narrative you read describes the worldview of this domain. It would feel like something you believed as the words flowed during your initial time through it. When you read it out loud into a mirror, you looked, felt and sounded natural. And when you read it to someone else, they believed you.

Why? Here's a short explanation...

This is the life story that is held by the lion's share of the population (68%). It features the elements of our original somatic orientation, which goes back to that mother-child bond from the 1st year of life. People with this PRIMARY DOMAIN are the more instinctive somas that seek that nurturing vibe from other people. Their attention focuses on deepening that species-based connection, which makes them very sensitive to changes in their social world. They draw their coherence from interpersonal sources and use a felt-sense awareness to access it. Their reference point for wholeness is usually their family, their close relationships and the security they get from having physical contact with those people. They learn best in steps so a linear, sequential approach is favored. They can also easily model or emulate others. Their optimal interpersonal distance is what's known as 'intimate space', which is from 0-1.5 feet from other people.

Each of the narratives you'll be reading in this e-book represents one of the four 'core' perspectives or somatic orientations we can take in any given moment. Each of these perspectives are our personal connection to the broader domains they represent. It is these domains that direct our attention through a subtle and complex conversation we have with our environment every four seconds or so. This forms the foundation for what's been identified as our social intelligence and all the research on interpersonal neurobiology that has been piling up on top of it recently.

The 'lingo' of the domains tells you where each of the narratives you'll read draws its coherence, or inherent clarity from. Once you experience how these stories are really a blended whole, you'll begin to notice when you shift from one to another as you interact socially over time AND in moments of agreement within yourself. The paradox is that the narratives will often conflict and that's why it's valuable to learn the signatures of your PRIMARY DOMAIN since you rely on it in times of extreme stress and when you face any major transition point in your life that shows up.

Remember, the aim with The 4 Domains is to not type-cast yourself into these stories, but to enrich them by aligning your awareness of what's PRIMARY to you with what's PRIMARY to the task at hand, to the needs of others around you, and to your long-term health and well-being.

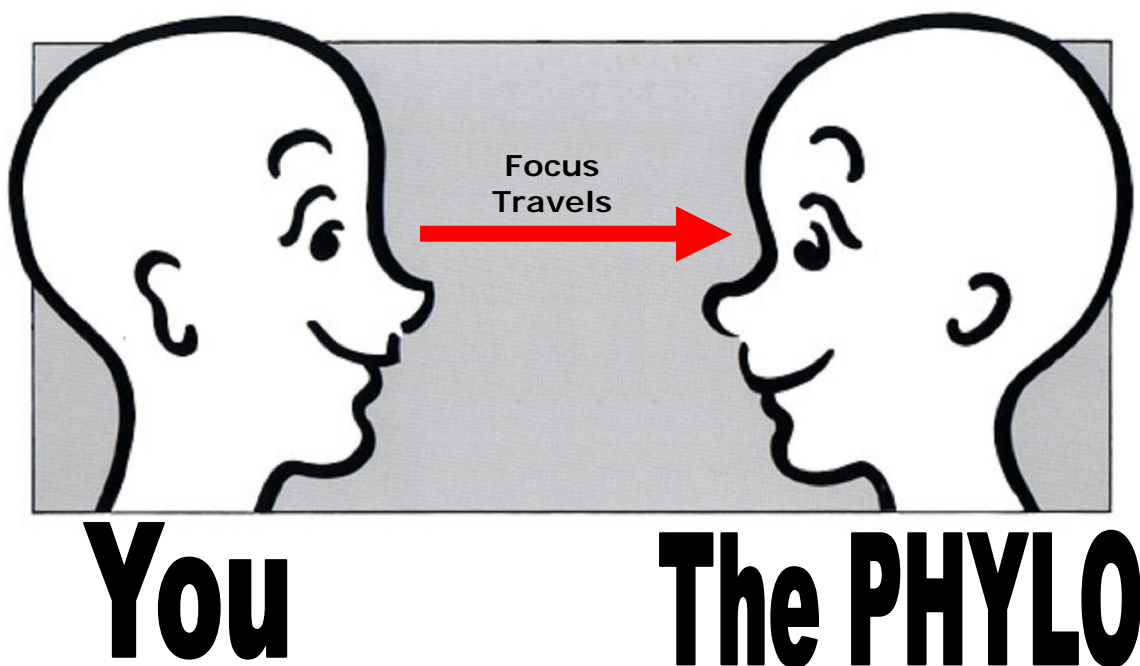
But enough about you? LOL Let's shift gears back to profiling others.

Image Exercises

So now that you have a general idea how a PHYLO acts, thinks and feels, let's learn the practices you'll use to notice how someone else expresses them. In that sense, what you're really PROFILING is someone who is engaged in PHYLO-ING, since all we can do is perceive these signatures in action. What you'll need to learn here is how to break that process down to simple and reliable practices that you can easily incorporate into your day.

Mirroring

When your eyes meet a PHYLO image (pictures not people!) your brain verifies it by using your mimetic muscles in your face as the barometer. You literally 'make that face' for a split second. And when you sense a matching image on the face your encountering you classify the image as PHYLO – of my species and non-threatening. The visual side of that is all of your focus goes to the image, towards them. It's that signature (depicted below) that you can use when you're entraining the PHYLO S-List later. To paraphrase Robert De Niro in the movie *Taxi Driver* – you *really are* looking at them. Like this...

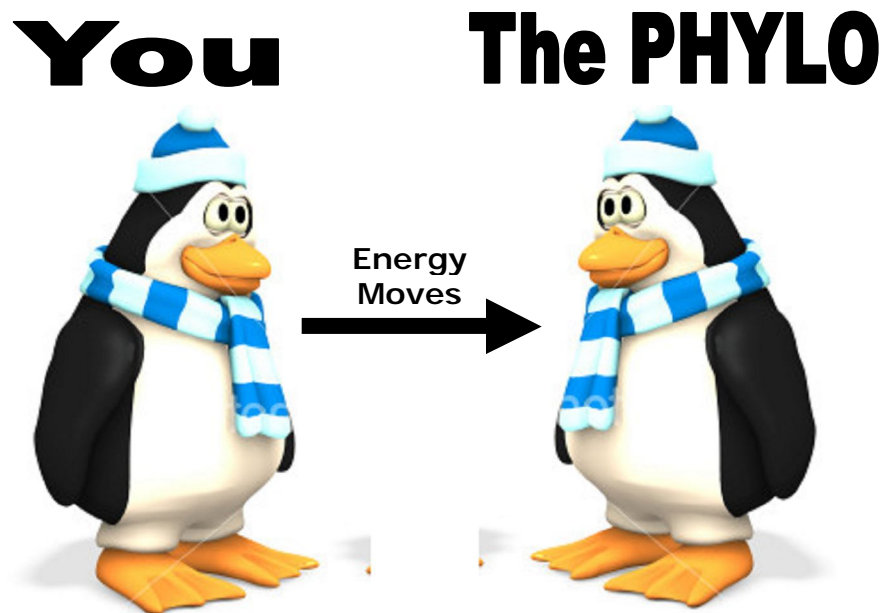


Here's another self-profiling exercise to try to test your own image out on your brain. Remember, you're profiling the picture, not the person (even if it's you!).

- 1) Find a mirror to work in. Full length is ideal, but the bathroom one is just fine.
- 2) Lock eyes with your reflection. Take a few slow, deep breaths as you do this.
- 3) Now for the somatics...
 - a) If your reflection is looking at you, you're PHYLO-ING
 - b) If you're looking at your reflection, you're ONTO-ing
 - c) If it oscillates back and forth, often splitting left and right too, you're ECO-ing
 - d) It's just a mirror image and you feel no connection at all, you're EXO-ing

Attending

The next filter to open is more a bodily/energetic one. When a PHYLO image enters your interpersonal space (or better yet, crosses your mind) you feel an unmistakable pull towards it/them. That receptivity is the signature you're sorting for in the PROFILING process. It instills a sense of familiarity and security in you without any words being said. Why do you think so many PHYLO celebrities are used to promote new and improved products to an audience of mostly PHYLO's? Right! There's just like me they think. Call it somatic endorsement. Here's what that signature looks like if we were to depict the process.



Observing

Finally, some science! Well, it's as close to it as we'll get anyway. As you get used to MIRRORING and ATTENDING the PHYLO image, you'll begin to be able to bypass that and use the physical appearance of the person's eyes to establish their DOMAIN-ING. Again, even if you say their PHYLO-ING and you have your MIRRORING and ATTENDING experiences as your 'evidence', all that means is that in that moment you perceived those signatures. Ultimately it's up to each individual to self-profile to determine which narrative best fits their life story on a broader scales than an isolated interaction. On the other hand, the more exposure you have to a person or an image or even an idea, the deeper and more anchored your PROFILING becomes and with that your accuracy improves. With PHYLO's, you odds are the highest since most people run that narrative anyway. But now we're in the objective phase of PROFILING. The only thing needed to learn it is a children's animal book.

The PHYLO eyes are characterized as BUNNY EYES, DOE EYES, even PUPPY EYES. Just a quick glance at these examples tells you what your looking for when tagging PHYLO's...



PHYLO Gallery – Female Images

This is the female INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the PHYLO image registers in you.



The cross-check is to go back and do the **PHYLO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

PHYLO Gallery – Male Images

This is the male INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the PHYLO image registers in you.



The cross-check is to go back and do the **PHYLO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

Profiling In The Wild

Practicing the image exercises helps you amplify the way you recognize the PHYLO signatures in their static form. To do it dynamically in the rhythm of your everyday life takes a different type of awareness. You have to begin by being able to distinguish the image of the person, whether they're standing right in front of you or if they make a cameo in your dream from the actual person. As I've said a million different ways, the somatic worldview is 100% about illuminating your 1st person authority. When you notice *anything* changing inside or around you, that's when the PROFILING process is activated. So get used to that as you entrain (which roughly means to biologically internalize a rhythmic pattern) this material. Always remember, PROFILING goes on whether you're aware of it or not. The idea is to raise your level of awareness of it and expand and deepen your sources of coherence...

Behavior Patterns

The PHYLO world operates on the principle of repetition. Here's a simple checklist of their more prominent ways to navigate a conversation that you can use as 'fast reads' to learn where a person is drawing their clarity from in their interactions with you. The more PHYLO-ing you can spot, the easier it is to BOND with others in the moment and over time.

Friendly, Open Greeting
Receptive, Disarming Body Language
Intent Listening & Inquisitive, Subservient Voice Tones
Tactile-Oriented Word Choices {sticky situation, slippery people, rough road}
Polite, Affectionate Bodily Contact
Attention to Continuity, Past to Present, Upholding the Status Quo

Communication Habits

PHYLO's are more interested in HOW you speak, than WHAT your saying. Keep these tips in mind and if you're in a jam with them, these verbal 'jug handles' will help repair the bumps.

Initiates Small Talk
Absorbs One Idea At A Time, Don't Overload Them!
Look For "The Nod Of Support" From Them When They're Listening
Traditional Values Matter [family, religion, country, community, etc...]
Touch Their Left Shoulder To Reinforce New Ideas, Right Shoulder For Old Ones
Use Safe Words For Change: {Amend, Revise, Alter, Tweak}

PHYLO Spotting

Here's a simple list of signature behaviors you can use to develop your PHYLO radar more

PHYLO WALK – short strides, choppy, plodding steps, subdued, understated arm swings
likes to hold hands when walking with family, friends, partners, often trails behind them too

PHYLO TALK – loves to gossip, sorts for drama, reactive in conversations

PHYLO TECH – prefers text chat, instant message, i-Phone, anything interactive

PHYLO WORLD – works to avoid worst case scenario, holds pessimistic view of the future

Video Profiler

Check out how S-Lister John McCain demonstrates these on <http://snipurl.com/2slbf>

S-List #2 – The ONTO's!

Below is a list of names of pop culture icons you may or may not know. And that's really the point of this part of the process. Words, especially people's names, trigger us to create, recall or associate images we have inside us. For example, if you grew up and had a friend named Paul who you have positive images of, and then you meet a new person at work named Paul, your **narrative bias** for the new Paul would prompt you to be more open and receptive to him, and you won't even be aware of it most of the time. When it comes to celebrities, we have a tendency to be more conscious of our affinity or lack of affinity for them. So before we get into the real practice of profiling, let's get some of that addressed with this little exercise.

John Stewart
Mike Ditka
Alec Baldwin
Regis Philbin
Howard Stern
Roger Clemens
Kobe Bryant
Peyton Manning
Dr. Phil
Simon Cowell
Jerry Seinfeld
Bill O'Reilly
Julia Roberts
Hillary Clinton
Beyonce Knowles
Paris Hilton
Madonna
Oprah Winfrey
Eva Longoria
Arianna Huffington
Shannen Doherty
Sarah Jessica Parker
Carrie Underwood
Shania Twain
Wilma Flintstone

ONTO WORD PURGE

Before we begin, let's check your eyes for reactivity. Simply close them and then look up. If the eyelids flutter or twitch involuntarily, take a deep breath and hold it and see if it slows it down or stops it. If not, try again in about 15 minutes before proceeding.

When you're ready, read each name listed to the left *to yourself* and then close your eyes and look up. If your eyelids flutter a bit, just put a check next to their name. If you don't feel that flutter, great, go on to the next name. Once you have your 'check list', go back and read the name out loud and then move your eyes left, right and then close them and look up again. If that doesn't stop the flutter, we'll address it again later.

When you're ready, let's move on.

Are You An ONTO?

Before you can understand or appreciate how deeply influential profiling others is, you need to first learn how to profile yourself. The golden rule in somatics is that it's all a 1st person experience. In that sense, there's no need to label people with these tools. What you're learning to perceive is how their behavior *reflects* the perspective a particular domain expresses. To get there, you'll need to learn the NARRATIVES of each domain first. By having even a basic idea of these, you can find out which one your organism internalized during the early stages of your social development. We'll be repeating this step each time through the S-List, so get used to the drill...

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Read the following narrative three different ways...first to yourself as you seem them here. Then print them out and read them in a mirror, as if you're trying to converse with your reflection. Then, if you're up to it, read them to someone else. All of these experiences are universal; self-talk, self-recognition, and self-disclosure. What you'll discover is one of these narratives captures your life story more naturally than the others. The words will flow easier, the biological level of your belief system will buy one these narratives more readily...and you will have identified your PRIMARY DOMAIN. From there, the closed world you had can open.

I'm someone who needs to be on my A-game and in control of what I'm doing. I value and nurture my ideas and enjoy many creative moments. I can accurately advise other people and feel a profound frustration when that's not welcomed. I'm a team leader and thrive in group settings where there's a clear goal. Some would say that I'm overly assertive, but in fact I need to make some kind of impact in order to know I'm fully interacting. My thoughts are my guiding force, and I'm very aware when they are clouded or upset. I like being considered a peak performer. More than anything, I want to leave an unforgettable legacy.

Remember, read them three ways to be sure...

- 1) Self-Talk - just read them to yourself as you see them on the screen
- 2) Self-Recognition - print them out and read them to yourself in a mirror
- 3) Self-Disclosure - read them to someone else

Still not sure if you're an ONTO or not?

Read on...

ONTO 101

The narrative you read describes the worldview of this domain. It would feel like something you believed as the words flowed during your initial time through it. When you read it out loud into a mirror, you looked, felt and sounded natural. And when you read it to someone else, they believed you.

Why? Here's a short explanation...

This is the life story that is held by a solid eighth of the population (12%). It features the elements of our initial individuating somatic orientation, which goes back to 'terrible two' phase during the 2nd year of life. People with this PRIMARY DOMAIN are the more intellectual somas that seek that a more purposeful vibe from other people. Their attention focuses on deepening their self-referencing connection, which makes them very sensitive to changes in their conceptual world. They draw their coherence from intrapersonal sources and use a rich cognitive awareness to access it. Their reference point for wholeness is usually their personal beliefs, experiences, memories and ideas and the validation they get from sharing them with other people. They learn best in levels, since they seek to prioritize their actions. A progressive movement from concrete objectives to abstract meaning is favored. They are highly competitive and enjoy a goal-based atmosphere. Their optimal interpersonal distance is what's known as 'personal space', which is from 1.5 to 4 feet from other people.

Each of the narratives you'll be reading in this e-book represents one of the four 'core' perspectives or somatic orientations we can take in any given moment. Each of these perspectives are our personal connection to the broader domains they represent. It is these domains that direct our attention through a subtle and complex conversation we have with our environment every four seconds or so. This forms the foundation for what's been identified as our social intelligence and all the research on interpersonal neurobiology that has been piling up on top of it recently.

The 'lingo' of the domains tells you where each of the narratives you'll read draws its coherence, or inherent clarity from. Once you experience how these stories are really a blended whole, you'll begin to notice when you shift from one to another as you interact socially over time AND in moments of agreement within yourself. The paradox is that the narratives will often conflict and that's why it's valuable to learn the signatures of your PRIMARY DOMAIN since you rely on it in times of extreme stress and when you face any major transition point in your life that shows up.

Remember, the aim with The 4 Domains is to not type-cast yourself into these stories, but to enrich them by aligning your awareness of what's PRIMARY to you with what's PRIMARY to the task at hand, to the needs of others around you, and to your long-term health and well-being.

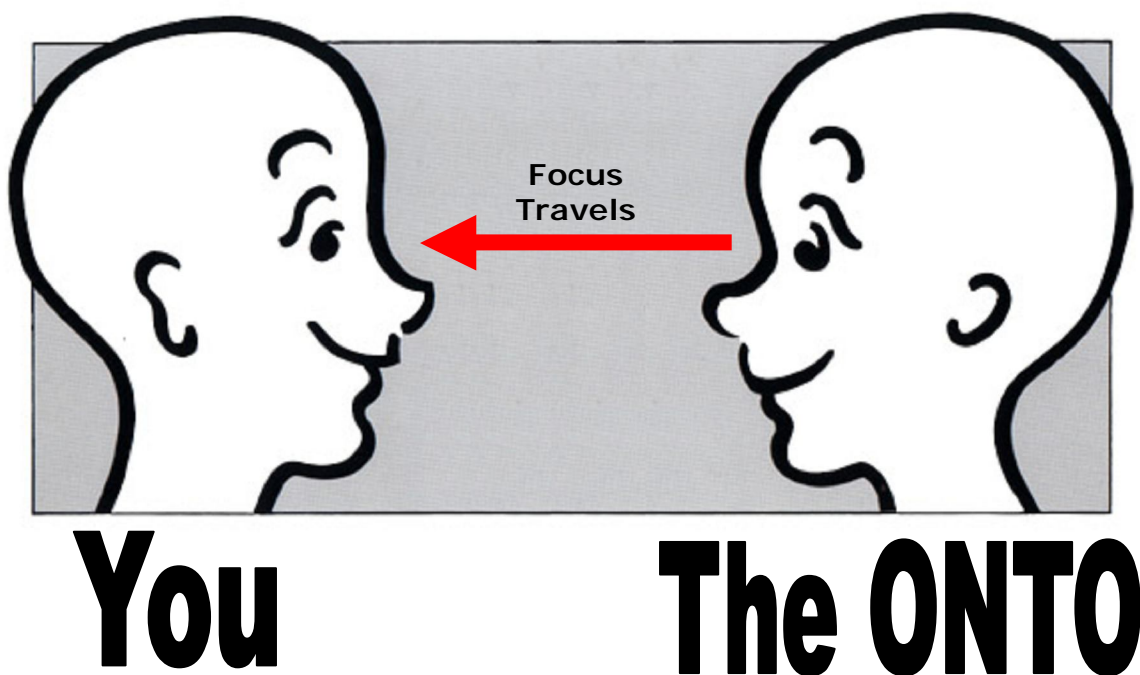
But enough about you? LOL Let's shift gears back to profiling others.

Image Exercises

So now that you have a general idea how a PHYLO acts, thinks and feels, let's learn the practices you'll use to notice how someone else expresses them. In that sense, what you're really PROFILING is someone who is engaged in PHYLO-ING, since all we can do is perceive these signatures in action. What you'll need to learn here is how to break that process down to simple and reliable practices that you can easily incorporate into your day.

Mirroring

When your eyes meet a ONTO image (pictures not people!) your brain verifies it by using your mimetic muscles in your face as the barometer. You literally 'make that face' for a split second. And when you sense a matching image on the face your encountering you classify the image as ONTO – of my species and threatening. The visual side of that is all of your focus comes from the image, towards you. It's that signature (depicted below) that you can use when you're entraining the ONTO S-List later.

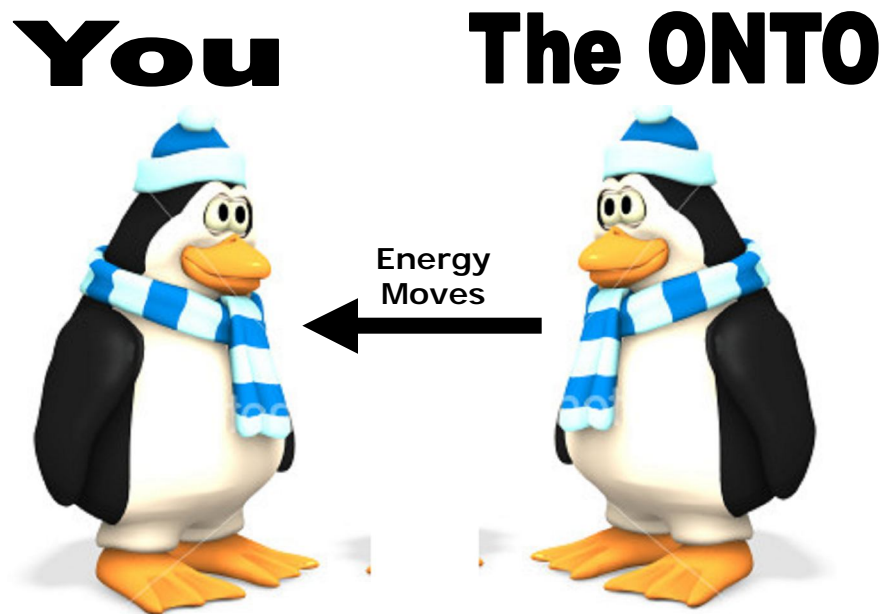


Here's another self-profiling exercise to try to test your own image out on your brain. Remember, you're profiling the picture, not the person (even if it's you!).

- 1) Find a mirror to work in. Full length is ideal, but the bathroom one is just fine.
- 2) Lock eyes with your reflection. Take a few slow, deep breaths as you do this.
- 3) Now for the somatics...
 - e) If your reflection is looking at you, you're PHYLO-ING
 - f) If you're looking at your reflection, you're ONTO-ing
 - g) If it oscillates back and forth, often splitting left and right too, you're ECO-ing
 - h) It's just a mirror image and you feel no connection at all, you're EXO-ing

Attending

The next filter to open is more a bodily/energetic one. When a ONTO image enters your interpersonal space (or better yet, crosses your mind) you feel an unmistakable push from them, towards you. That intensity is the signature you're sorting for in the PROFILING process. It instills a sense of novelty and motivation in you without any words being said. Why do you think so many ONTO celebrities are used to endorse established products to an audience of mostly PHYLO's? Right! There's know better than me, they think. Call it a somatic entitlement. Here's what that signature looks like if we depict the process.



Observing

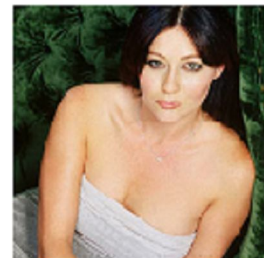
Finally, some science! Well, it's as close to it as we'll get anyway. As you get used to MIRRORING and ATTENDING the ONTO image, you'll begin to be able to bypass that and use the physical appearance of the person's eyes to establish their DOMAIN-ING. Again, even if you say their ONTO-ING and you have your MIRRORING and ATTENDING experiences as your 'evidence', all that means is that in that moment you perceived those signatures. Ultimately it's up to each individual to self-profile to determine which narrative best fits their life story on a broader scales than an isolated interaction. On the other hand, the more exposure you have to a person or an image or even an idea, the deeper and more anchored your PROFILING becomes and with that your accuracy improves. ONTO's are more obvious to PHYLO's & ECO's, so knowing your narrative matters more. But now we're in the objective phase of PROFILING. The only thing needed to learn it is a children's animal book.

The ONTO eyes are characterized as TIGER EYES. Just a quick glance at these examples tells you what your looking for when tagging ONTO's...



ONTO Gallery – Female Images

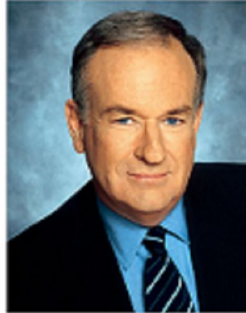
This is the female INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the ONTO image registers in you.



The cross-check is to go back and do the **ONTO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

ONTO Gallery – Male Images

This is the male INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the ONTO image registers in you.



The cross-check is to go back and do the **ONTO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

Profiling In The Wild

Practicing the image exercises helps you amplify the way you recognize the ONTO signatures in their static form. To do it dynamically in the rhythm of your everyday life takes a different type of awareness. You have to begin by being able to distinguish the image of the person, whether they're standing right in front of you or if they make a cameo in your dream from the actual person. As I've said a million different ways, the somatic worldview is 100% about illuminating your 1st person authority. When you notice *anything* changing inside or around you, that's when the PROFILING process is activated. So get used to that as you entrain (which roughly means to biologically internalize a rhythmic pattern) this material. Always remember, PROFILING goes on whether you're aware of it or not. The idea is to raise your level of awareness of it and expand and deepen your sources of coherence...

Behavior Patterns

The ONTO world operates on the principle of innovation. Here's a simple checklist of their more prominent ways to navigate a conversation that you can use as 'fast reads' to learn where a person is drawing their clarity from in their interactions with you. The more ONTO-ing you can spot, the easier it is to BEND others in the moment and over time. LOL!

Fast, Direct Greeting
Strong, Definitive Body Language
Intent Listening & Commanding, Dominant Voice Tones
Visually-Oriented Word Choices {foggy situation, slimy people, unpaved road}
Political, Manipulative Bodily Contact
Attention to Continuity, Past to Future, Altering the Status Quo

Communication Habits

ONTO's are more interested in WHEN you speak, that WHAT your saying. Keep these tips in mind and if you're in a jam with them, these verbal 'jug handles' will help repair the bumps.

Perpetuates Small Talk
Seeks The Top Priority, Don't Waste Their Time!
Look For "The Head Shake of Disapproval" From Them When They're Listening
Abstract Values Matter [philosophy, grand visions, master plans etc...]
Stand Off to Their Right To Reinforce New Ideas, Left Shoulder For Old Ones
Use Assertive Words For Change: {Fix, Transform, Revolutionize, Renovate}

ONTO Spotting

Here's a simple list of signature behaviors you can use to develop your PHYLO radar more

ONTO WALK – long strides, rapid, powerful steps, crisp, assertive arm swings likes to "walk & talk" when strolling with family, friends, partners, often leads the pack too
ONTO TALK – loves to sermon, sorts for priorities, proactive in conversations
ONTO TECH – prefers v-mail, e-mail, blogging, anything where they can screen & vent
ONTO WORLD – works to alter the base scenario, holds a creative view of the future

Video Profiler

Check out how S-Lister Hillary Clinton demonstrates these on <http://snipurl.com/2slbf>

S-List #3 – The ECO's!

Below is a list of names of pop culture icons you may or may not know. And that's really the point of this part of the process. Words, especially people's names, trigger us to create, recall or associate images we have inside us. For example, if you grew up and had a friend named Paul who you have positive images of, and then you meet a new person at work named Paul, your **narrative bias** for the new Paul would prompt you to be more open and receptive to him, and you won't even be aware of it most of the time. When it comes to celebrities, we have a tendency to be more conscious of our affinity or lack of affinity for them. So before we get into the real practice of profiling, let's get some of that addressed with this little exercise.

Jimmy Kimmel
George Clooney
Jack Nicholson
Bruce Willis
John Travolta
Snoop Dogg
Bill Clinton
Donald Trump
Jack Black
Jesus
Johnny Depp
Robin Williams
John F. Kennedy
Ellen Degeneris
Angelina Jolie
Rosie O'Donnell
Carmen Electra
Amy Winehouse
Drew Barrymore
Lindsey Lohan
Courtney Love
Cyndi Lauper
Lucille Ball
Queen Latifah
Cher
Homer Simpson

ECO WORD PURGE

Before we begin, let's check your eyes for reactivity. Simply close them and then look up. If the eyelids flutter or twitch involuntarily, take a deep breath and hold it and see if it slows it down or stops it. If not, try again in about 15 minutes before proceeding.

When you're ready, read each name listed to the left *to yourself* and then close your eyes and look up. If your eyelids flutter a bit, just put a check next to their name. If you don't feel that flutter, great, go on to the next name. Once you have your 'check list', go back and read the name out loud and then move your eyes left, right and then close them and look up again. If that doesn't stop the flutter, we'll address it again later.

When you're ready, let's move on.

Are You An ECO?

Before you can understand or appreciate how deeply influential profiling others is, you need to first learn how to profile yourself. The golden rule in somatics is that it's all a 1st person experience. In that sense, there's no need to label people with these tools. What you're learning to perceive is how their behavior *reflects* the perspective a particular domain expresses. To get there, you'll need to learn the NARRATIVES of each domain first. By having even a basic idea of these, you can find out which one your organism internalized during the early stages of your social development. We'll be repeating this step each time through the S-List, so get used to the drill...

The way you choose to describe yourself reveals your 'closed identity', which is 80% hard-wired by the time you're 4 years old. This core is used to build the reality *only you* experience. When you ask yourself or any individual this question, their true colors are slowly revealed.

Read the following narrative three different ways...first to yourself as you seem them here. Then print them out and read them in a mirror, as if you're trying to converse with your reflection. Then, if you're up to it, read them to someone else. All of these experiences are universal; self-talk, self-recognition, and self-disclosure. What you'll discover is one of these narratives captures your life story more naturally than the others. The words will flow easier, the biological level of your belief system will buy one these narratives more readily...and you will have identified your PRIMARY DOMAIN. From there, the closed world you had can open.

I place myself at the cutting edge and need a variety of activities to be at my best. I value and nurture my environments and enjoy many sacred and special places I go to mentally and physically. I can easily commune with others and feel a profound sense of dread when that's not possible. I'm a team mascot and thrive in group settings where I can improvise. Some would say that I'm overly flamboyant, but in fact I need to make some kind of overt gesture in order to know I'm fully interacting. My actions are my guiding force, and I'm very aware when I've gone too far, but I usually just keep going. I like being considered a maverick, an innovator and a free spirit. More than anything, I want to experience the unknown and share it with everyone.

Remember, read them three ways to be sure...

- 1) Self-Talk - just read them to yourself as you see them on the screen
- 2) Self-Recognition - print them out and read them to yourself in a mirror
- 3) Self-Disclosure - read them to someone else

Still not sure if you're an ECO or not?

Read on...

ECO 101

The narrative you read describes the worldview of this domain. It would feel like something you believed as the words flowed during your initial time through it. When you read it out loud into a mirror, you looked, felt and sounded natural. And when you read it to someone else, they believed you.

Why? Here's a short explanation...

This is the life story that is held by that magical 'critical mass' number of the population (11%). It features the elements of our communal somatic orientation, which goes back to that explorative 3rd year of life. People with this PRIMARY DOMAIN are the more visceral somas that seek that empathic vibe from other people. Their attention focuses on deepening that environmental connection, which makes them very sensitive to changes in their natural world. They draw their coherence from extrapersonal sources and use their emotional intelligence to access it. Their reference point for wholeness is usually nature, (think light, color, sound, form) and their cultural relationships in their 'tribe' are highly valued. They learn through trial and error, so a rhythmic, but improvisational approach is favored. They prefer process to outcome, so they tend to lose their focus in order to experience more angles. Their optimal interpersonal distance is what's known as 'social space', which is from 4-12 feet from other people.

Each of the narratives you'll be reading in this e-book represents one of the four 'core' perspectives or somatic orientations we can take in any given moment. Each of these perspectives are our personal connection to the broader domains they represent. It is these domains that direct our attention through a subtle and complex conversation we have with our environment every four seconds or so. This forms the foundation for what's been identified as our social intelligence and all the research on interpersonal neurobiology that has been piling up on top of it recently.

The 'lingo' of the domains tells you where each of the narratives you'll read draws its coherence, or inherent clarity from. Once you experience how these stories are really a blended whole, you'll begin to notice when you shift from one to another as you interact socially over time AND in moments of agreement within yourself. The paradox is that the narratives will often conflict and that's why it's valuable to learn the signatures of your PRIMARY DOMAIN since you rely on it in times of extreme stress and when you face any major transition point in your life that shows up.

Remember, the aim with The 4 Domains is to not type-cast yourself into these stories, but to enrich them by aligning your awareness of what's PRIMARY to you with what's PRIMARY to the task at hand, to the needs of others around you, and to your long-term health and well-being.

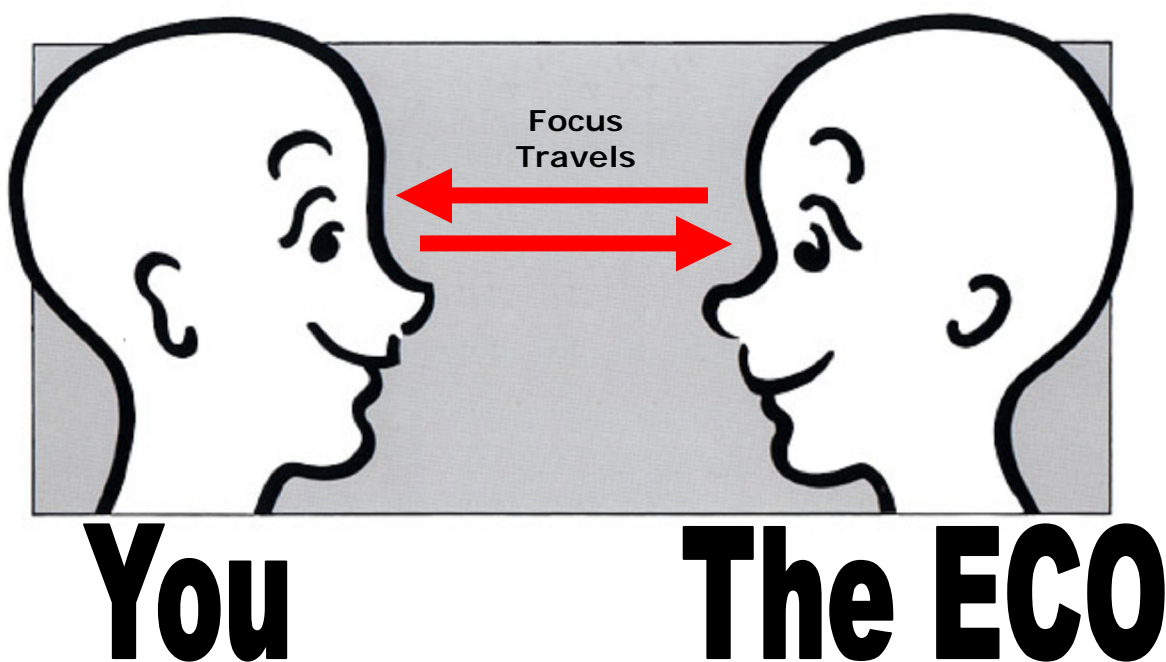
But enough about you? LOL Let's shift gears back to profiling others.

Image Exercises

So now that you have a general idea how an ECO acts, thinks and feels, let's learn the practices you'll use to notice how someone else expresses them. In that sense, what you're really PROFILING is someone who is engaged in ECO-ING, since all we can do is perceive these signatures in action. What you'll need to learn here is how to break that process down to simple and reliable practices that you can easily incorporate into your day.

Mirroring

When your eyes meet an ECO image (pictures not people!) your brain verifies it by using your mimetic muscles in your face as the barometer. You literally 'make that face' for a split second. And when you sense a matching image on the face your encountering you classify the image as ECO – of my species and empathic. The visual side of that is half of your focus comes from the image, towards you and half goes to the image, towards them. It's that signature (depicted below) that you can use when you're entraining the ECO S-List later.

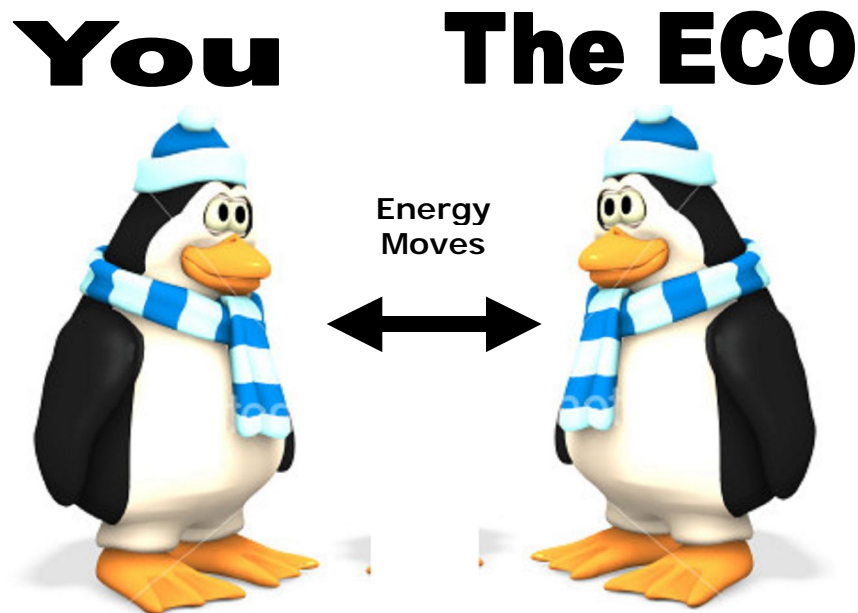


Here's another self-profiling exercise to try to test your own image out on your brain. Remember, you're profiling the picture, not the person (even if it's you!).

- 1) Find a mirror to work in. Full length is ideal, but the bathroom one is just fine.
- 2) Lock eyes with your reflection. Take a few slow, deep breaths as you do this.
- 3) Now for the somatics...
 - a) If your reflection is looking at you, you're PHYLO-ING
 - b) If you're looking at your reflection, you're ONTO-ing
 - c) If it oscillates back and forth, often splitting left and right too, you're ECO-ing
 - d) It's just a mirror image and you feel no connection at all, you're EXO-ing

Attending

The next filter to open is more a bodily/energetic one. When an ECO image enters your interpersonal space (or better yet, crosses your mind) you feel an unmistakable push and pull between you and them. That instability is the signature you're sorting for in the PROFILING process. It instills a sense of novelty and trust in you without any words being said. Why do you think so many ECO celebrities are used to market brand new products to an audience of mostly PHYLO's? Right! They're ideas appear safely provocative to them. Call it somatic entertainment. Here's what that signature looks like if we depict the process.



Observing

Finally, some science! Well, it's as close to it as we'll get anyway. As you get used to MIRRORING and ATTENDING the ECO image, you'll begin to be able to bypass that and use the physical appearance of the person's eyes to establish their DOMAIN-ING. Again, even if you say their ECO-ING and you have your MIRRORING and ATTENDING experiences as your 'evidence', all that means is that in that moment you perceived those signatures. Ultimately it's up to each individual to self-profile to determine which narrative best fits their life story on a broader scales than an isolated interaction. On the other hand, the more exposure you have to a person or an image or even an idea, the deeper and more anchored your PROFILING becomes and with that your accuracy improves. ECO's are more obvious to ONTO's & EXO's, so knowing your narrative matters more. But now we're in the objective phase of PROFILING. The only thing needed to learn it is a children's animal book.

The ECO eyes are characterized as HORSE EYES. Just a quick glance at these examples tells you what your looking for when tagging ECO's...



ECO Gallery – Female Images

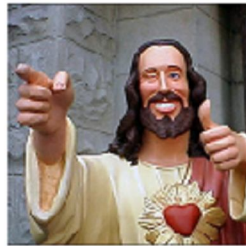
This is the female INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the ECO image registers in you.



The cross-check is to go back and do the **ECO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

ECO Gallery – Male Images

This is the male INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the ECO image registers in you.



The cross-check is to go back and do the **ECO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

Profiling In The Wild

Practicing the image exercises helps you amplify the way you recognize the ECO signatures in their static form. To do it dynamically in the rhythm of your everyday life takes a different type of awareness. You have to begin by being able to distinguish the image of the person, whether they're standing right in front of you or if they make a cameo in your dream from the actual person. As I've said a million different ways, the somatic worldview is 100% about illuminating your 1st person authority. When you notice *anything* changing inside or around you, that's when the PROFILING process is activated. So get used to that as you entrain (which roughly means to biologically internalize a rhythmic pattern) this material. Always remember, PROFILING goes on whether you're aware of it or not. The idea is to raise your level of awareness of it and expand and deepen your sources of coherence...

Behavior Patterns

The ECO world operates on the principle of variation. Here's a simple checklist of their more prominent ways to navigate a conversation that you can use as 'fast reads' to learn where a person is drawing their clarity from in their interactions with you. The more ECO-ing you can spot, the easier it is to BOUNCE with others in the moment and over time. LOL!

Flippant, Informal Greeting
Deceptive, Seductive Body Language
Selective Listening & Inquisitive, Emotive Voice Tones
Visceral-Oriented Word Choices {juicy situation, fishy people, dizzying road}
Provocative, Affectionate Bodily Contact
Attention to Discontinuity, Disconnect Past & Future, Deviate from the Status Quo

Communication Habits

ECO's are more interested in WHY you speak, that WHAT your saying. Keep these tips in mind and if you're in a jam with them, these verbal 'jug handles' will help repair the bumps.

Initiates Deeper, More Intimate Talk
Juggles Multiples Ideas At The Same Time, Please Don't Bore Them!
Look For The "Head Tilt Of Interest" From Them When Listening
Existential Values Matter [peace, authenticity, freedom etc...]
Touch Their Left Knee To Reinforce New Ideas, Right New For Old Ones – It's OK!
Use Ballsy Words For Change: {Mutate, Remove, Swap, Warp}

ECO Spotting

Here's a simple list of signature behaviors you can use to develop your PHYLO radar more

ECO WALK – uneven strides, sloppy, slicing steps, sporadic, exaggerated arm swings
likes to sing when walking with family, friends, partners, often trips or gets feet tangled up
ECO TALK – loves to banter, sorts for cutting edge information, interactive in conversations
ECO TECH – prefers listservs, message boards, chat rooms, anything open source
ECO WORLD – works to experience best case scenario, holds optimistic view of the future

Video Profiler

Check out how S-Lister Bill Clinton demonstrates these on <http://snipurl.com/2slbf>

S-List #4 – The EXO's!

Below is a list of names of pop culture icons you may or may not know. And that's really the point of this part of the process. Words, especially people's names, trigger us to create, recall or associate images we have inside us. For example, if you grew up and had a friend named Paul who you have positive images of, and then you meet a new person at work named Paul, your **narrative bias** for the new Paul would prompt you to be more open and receptive to him, and you won't even be aware of it most of the time. When it comes to celebrities, we have a tendency to be more conscious of our affinity or lack of affinity for them. So before we get into the real practice of profiling, let's get some of that addressed with this little exercise.

Conan O'Brien
David Letterman
Robert DeNiro
Clint Eastwood
George Carlin
Eli Manning
Tiger Woods
Barak Obama
Stephen Colbert
David Ducey
William Shatner
James Spader
Scarlett Johansson
Nicole Kidman
Diane Sawyer
Faith Hill
Jenna Jameson
Natalie Portman
Bea Arthur
Jeanne Tripplehorn
Cynthia Nixon
Lucy Liu
Uma Thurman
Danica Patrick
Dilbert

EXO WORD PURGE

Before we begin, let's check your eyes for reactivity. Simply close them and then look up. If the eyelids flutter or twitch involuntarily, take a deep breath and hold it and see if it slows it down or stops it. If not, try again in about 15 minutes before proceeding.

When you're ready, read each name listed to the left *to yourself* and then close your eyes and look up. If your eyelids flutter a bit, just put a check next to their name. If you don't feel that flutter, great, go on to the next name. Once you have your 'check list', go back and read the name out loud and then move your eyes left, right and then close them and look up again. If that doesn't stop the flutter, we'll address it again later.

When you're ready, let's move on.

Are You An EXO?

Before you can understand or appreciate how deeply influential profiling others is, you need to first learn how to profile yourself. The golden rule in somatics is that it's all a 1st person experience. In that sense, there's no need to label people with these tools. What you're learning to perceive is how their behavior *reflects* the perspective a particular domain expresses. To get there, you'll need to learn the NARRATIVES of each domain first. By having even a basic idea of these, you can find out which one your organism internalized during the early stages of your social development. We'll be repeating this step each time through the S-List, so get used to the drill...

The way you choose to describe yourself reveals your 'closed identity', which is 80% hard-wired by the time you're 4 years old. This core is used to build the reality *only you* experience. When you ask yourself or any individual this question, their true colors are slowly revealed.

Read the following narrative three different ways...first to yourself as you seem them here. Then print them out and read them in a mirror, as if you're trying to converse with your reflection. Then, if you're up to it, read them to someone else. All of these experiences are universal; self-talk, self-recognition, and self-disclosure. What you'll discover is one of these narratives captures your life story more naturally than the others. The words will flow easier, the biological level of your belief system will buy one these narratives more readily...and you will have identified your PRIMARY DOMAIN. From there, the closed world you had can open.

I consider myself a very intricate and precise person and need structure to be at my best. I value and nurture information and enjoy customizing new technologies to suit myself. I can easily ignore others and feel a profound sense of irritation when that's not possible. I'm a team organizer and thrive in group settings where I can analyze their productivity. Some would say that I'm overly serious, but in fact I need to make some kind of classification in order to know I'm fully interacting. Data is my guiding force, and I'm very good at methodically tracking multiple layers of detailed information. I like being considered an expert translator, synthesizer and skilled worker. More than anything, I want the world to become more open to the facts that run our lives.

Remember, read them three ways to be sure...

- 1) Self-Talk - just read them to yourself as you see them on the screen
- 2) Self-Recognition - print them out and read them to yourself in a mirror
- 3) Self-Disclosure - read them to someone else

Still not sure if you're an EXO or not?

Read on...

EXO 101

The narrative you read describes the worldview of this domain. It would feel like something you believed as the words flowed during your initial time through it. When you read it out loud into a mirror, you looked, felt and sounded natural. And when you read it to someone else, they believed you.

Why? Here's a short explanation...

This is the life story that is held by the overlooked and most embedded part of the population (9%). It features the elements of an autonomous somatic orientation, which goes back to that relatively self-sufficient 4th year of life. People with this PRIMARY DOMAIN are the more perceptive somas that seek that formal, more functional vibe from other people. Their attention focuses on deepening that systemic connection, which makes them very sensitive to changes in their highly structured world. They draw their coherence from impersonal sources and use an analytical awareness to access it. Their reference point for wholeness is usually their tools, technologies and methods. They strive for the most universal and objective level to relate or communicate. They learn best in observational, predictable settings so a more regimented approach is favored. They can also easily gravitate to multimedia formats. Their optimal interpersonal distance is what's known as 'public space', which is from 12-25 feet from other people.

Each of the narratives you'll be reading in this e-book represents one of the four 'core' perspectives or somatic orientations we can take in any given moment. Each of these perspectives are our personal connection to the broader domains they represent. It is these domains that direct our attention through a subtle and complex conversation we have with our environment every four seconds or so. This forms the foundation for what's been identified as our social intelligence and all the research on interpersonal neurobiology that has been piling up on top of it recently.

The 'lingo' of the domains tells you where each of the narratives you'll read draws its coherence, or inherent clarity from. Once you experience how these stories are really a blended whole, you'll begin to notice when you shift from one to another as you interact socially over time AND in moments of agreement within yourself. The paradox is that the narratives will often conflict and that's why it's valuable to learn the signatures of your PRIMARY DOMAIN since you rely on it in times of extreme stress and when you face any major transition point in your life that shows up.

Remember, the aim with The 4 Domains is to not type-cast yourself into these stories, but to enrich them by aligning your awareness of what's PRIMARY to you with what's PRIMARY to the task at hand, to the needs of others around you, and to your long-term health and well-being.

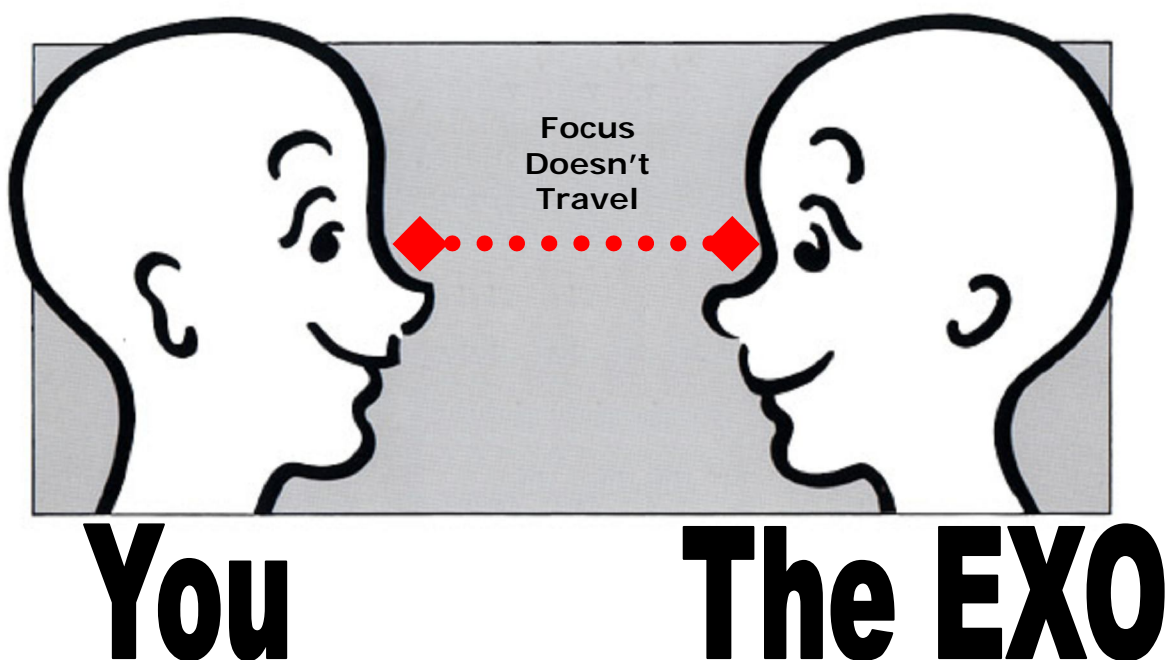
But enough about you? LOL Let's shift gears back to profiling others.

Image Exercises

So now that you have a general idea how a EXO acts, thinks and feels, let's learn the practices you'll use to notice how someone else expresses them. In that sense, what you're really PROFILING is someone who is engaged in EXO-ING, since all we can do is perceive these signatures in action. What you'll need to learn here is how to break that process down to simple and reliable practices that you can easily incorporate into your day.

Mirroring

When your eyes meet an EXO image (pictures not people!) your brain verifies it by using your mimetic muscles in your face as the barometer. You literally 'make that face' for a split second. And when you sense a matching image on the face your encountering you classify the image as EXO – of my species and not empathic. The visual side of that is your focus doesn't travel at all. It just stops and there's no connection with the image. It's that signature (depicted below) that you can use when you're entraining the PHYLO S-List later.

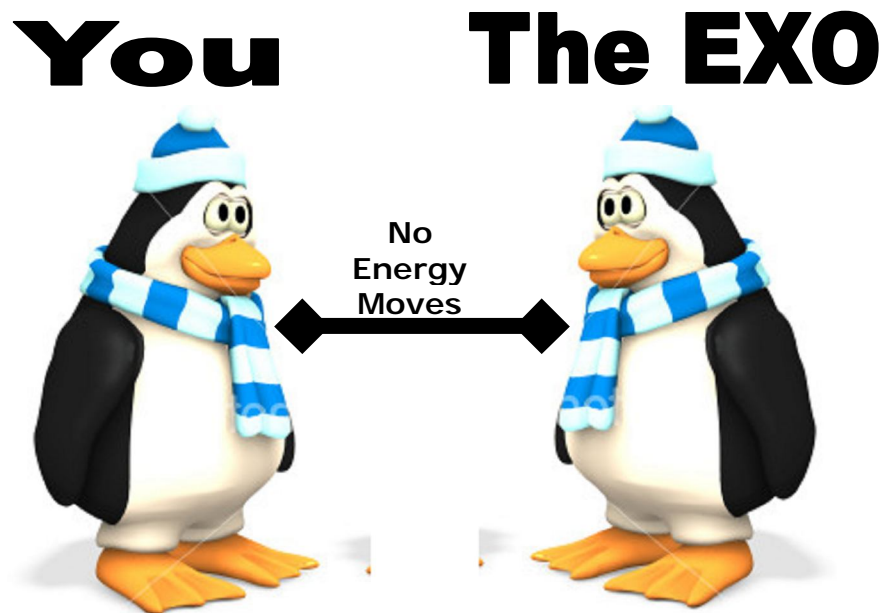


Here's another self-profiling exercise to try to test your own image out on your brain. Remember, you're profiling the picture, not the person (even if it's you!).

- 1) Find a mirror to work in. Full length is ideal, but the bathroom one is just fine.
- 2) Lock eyes with your reflection. Take a few slow, deep breaths as you do this.
- 3) Now for the somatics...
 - a) If your reflection is looking at you, you're PHYLO-ING
 - b) If you're looking at your reflection, you're ONTO-ing
 - c) If it oscillates back and forth, often splitting left and right too, you're ECO-ing
 - d) It's just a mirror image and you feel no connection at all, you're EXO-ing

Attending

The next filter to open is more a bodily/energetic one. When an EXO image enters your interpersonal space (or better yet, crosses your mind) you feel an unmistakable absence of any pull or push between you. That frostiness is the signature you're sorting for in the PROFILING process. It instills a sense of formality and influence over you without any words being said. Why do you think very few EXO celebrities are used to promote any product to an audience of mostly PHYLO's? Right! There's not like me at all, they think. Call it a somatic censorship. Here's what that signature looks like if we depict the process.



Observing

Finally, some science! Well, it's as close to it as we'll get anyway. As you get used to MIRRORING and ATTENDING the EXO image, you'll begin to be able to bypass that and use the physical appearance of the person's eyes to establish their DOMAIN-ING. Again, even if you say their EXO-ING and you have your MIRRORING and ATTENDING experiences as your 'evidence', all that means is that in that moment you perceived those signatures. Ultimately it's up to each individual to self-profile to determine which narrative best fits their life story on a broader scale than an isolated interaction. On the other hand, the more exposure you have to a person or an image or even an idea, the deeper and more anchored your PROFILING becomes and with that your accuracy improves. EXO's are more obvious to PHYLO's & ECO's, so knowing your narrative matters more. But now we're in the objective phase of PROFILING. The only thing needed to learn it is a children's animal book.

The EXO eyes are characterized as SHARK EYES. Just a quick glance at these examples tells you what you're looking for when tagging EXO's...



EXO Gallery – Female Images

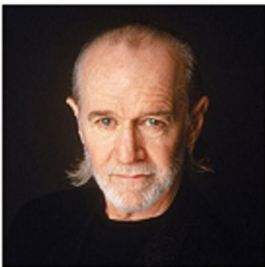
This is the female INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the EXO image registers in you.



The cross-check is to go back and do the **EXO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

EXO Gallery – Male Images

This is the male INSTALLATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how the EXO image registers in you.



The cross-check is to go back and do the **EXO WORD PURGE** and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

Profiling In The Wild

Practicing the image exercises helps you amplify the way you recognize the EXO signatures in their static form. To do it dynamically in the rhythm of your everyday life takes a different type of awareness. You have to begin by being able to distinguish the image of the person, whether they're standing right in front of you or if they make a cameo in your dream from the actual person. As I've said a million different ways, the somatic worldview is 100% about illuminating your 1st person authority. When you notice *anything* changing inside or around you, that's when the PROFILING process is activated. So get used to that as you entrain (which roughly means to biologically internalize a rhythmic pattern) this material. Always remember, PROFILING goes on whether you're aware of it or not. The idea is to raise your level of awareness of it and expand and deepen your sources of coherence...

Behavior Patterns

The EXO world operates on the principle of integration. Here's a simple checklist of their more prominent ways to navigate a conversation that you can use as 'fast reads' to learn where a person is drawing their clarity from in their interactions with you. The more EXO-ing you can spot, the easier it is to BUILD with others in the moment and over time. ;)

Formal, Closed Greeting
Perceptive, Understated Body Language
Alloof Listening & Matter of Fact Voice Tones
Analytical-Oriented Word Choices {given situation, inferior people, unsafe road}
Polite, Detached Bodily Contact
Attention to Continuity, Future To Present, Upgrading the Status Quo

Communication Habits

EXO's are more interested in WHAT your saying, than HOW you speak. Keep these tips in mind and if you're in a jam with them, these verbal 'jug handles' will help repair the bumps.

Concludes Deeper, More Intimate Talk – Lots of Awkward Silence
Dovetails Multiples Ideas Into One Activity, Please Don't Interrupt Them!
Look For "The Stare Of Validation" From Them When They're Listening
Practical Values Matter [production, usefulness, relevance etc...]
Gesture To Their Right To Reinforce New Ideas, To Their Left For Old Ones
Use Pragmatic Words For Change: {Scrap, Improve, Redesign, Overhaul}

EXO Spotting

Here's a simple list of signature behaviors you can use to develop your PHYLO radar more

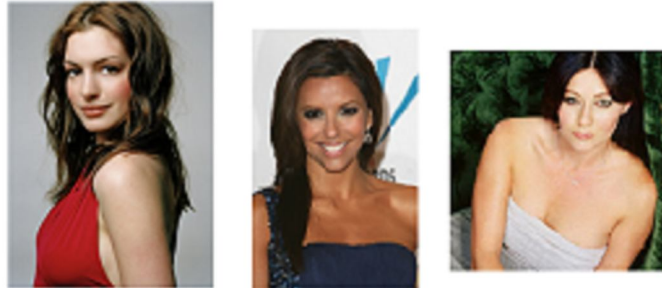
EXO WALK – careful strides, rolling steps, subdued, sporadic arm swings
likes to offset the pace when walking with family, friends, partners, often wandering ahead
EXO TALK – loves to analyze, sorts for evidence, preemptive in conversations
EXO TECH – prefers RSS feeds, meta-search engines, databases, anything fact-sorting
EXO WORLD – works to optimize current case scenario, holds organized view of the future

Video Profiler

Check out how S-Lister Barak Obama demonstrates these on <http://snipurl.com/2slbf>

Exploration Gallery – Female Images

This is the female EXPLORATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how these male image register in you.



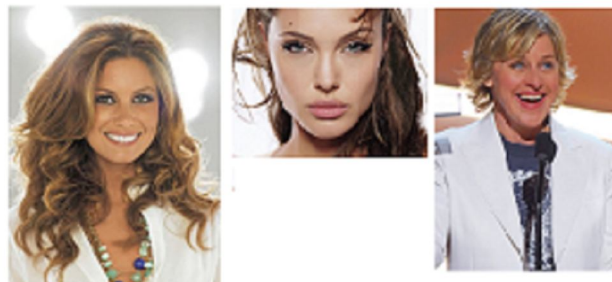
Find the PHYLO image in these three pictured above.



Find the ONTO image in these three pictured above.



Find the ECO image in these three pictured above.



Find the EXO image in these three pictured above.

The cross-check is to go back and do *all* the **WORD PURGES** *again* and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

Exploration Gallery – Male Images

This is the male EXPLORATION gallery. Spend a few moments with each image and allow yourself to go through all three image exercises: MIRRORING, ATTENDING and OBSERVING. You want to walk away with is a sharper sense of how these male image register in you.



Find the PHYLO image in the three pictured above.



Find the ONTO image in these three pictured above.



Find the ECO image in these three pictured above.



Find the EXO image in these three pictured above.

The cross-check is to go back and do *all* the **WORD PURGES** *again* and see if the ones you checked off have cleared out or if more of them are showing you discharge and triggering the eye flutter reaction. Food for thought sapien.

Further Work...

Thanks for taking a 'guided tour' with us here at Naked Soma. We're looking forward to hearing about your experiences with the S-List. Please feel free to e-mail us directly at nakedsoma@gmail.com or just join us at Naked Soma Nation - <http://nakedsomanation.com/> and post your own S-List for us!

Be sure and tune into our weekly rant & rave fest on BlogTalkRadio...

Host Channel: <http://www.blogtalkradio.com/nakedsoma>

Dial In Number: (646) 478-4847

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Now that you've been *formally* introduced to our work, just pop us an e-mail and put IAMENTRAINING in the subject line and we'll send you a code to get discounts on all our online products and web services we're cooking up here.

Contact Information

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E-mail (we covered that but here it is again): nakedsoma@gmail.com

V-mail: (914) 403-8570

S-mail: Soma Space

178 Myrtle Blvd. Room 105

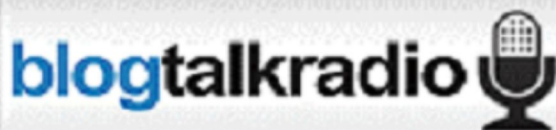
Larchmont, NY 10538

AIM: <http://www.somaspace.org/chatlivenow.html>

About The Author



Mark R. Filippi, D.C. has practiced behavioral chiropractic for the last 17 years in private practice. In addition to being a peer-reviewed published clinical researcher, Dr. Filippi has also been a field consultant and post-graduate instructor since 1997. He has made over 40 formal presentations at interdisciplinary conferences and was chosen Chiropractic Researcher Of The Year by the World Chiropractic Alliance in 2001. He has served as Associate Editor for the Journal of Vertebral Subluxation Research since 2001. His current work is being applied to the role of neurobiology in social relationships and the entrainment of both prosocial and antisocial behavior.



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