

By David Emerald



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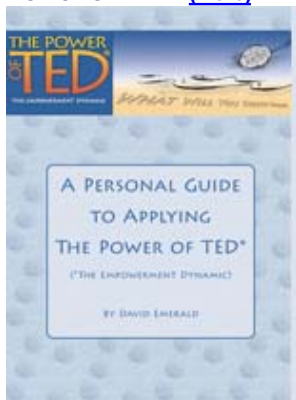
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[\(See the printer friendly pdf on the Power of TED* Website. - available within 24 hours of this email.\)](#)

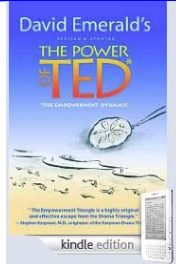
Public Workshops on The Power of TED* coming to Richmond, VA and Seattle, WA. [See more](#)

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We are pleased to announce that The Power of TED* is now available as an e-book!

[TED* for Amazon's Kindle](#)



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Reactive Strategies

"When you inhabit any of these three roles, you're reacting to fear of Victimhood, loss of control, or loss of purpose. You're always looking outside yourself, to the people and circumstances of life, for a sense of safety, security, and sanity.."

From the Chapter 3 ("A Drawing in the Sand") of *The Power of TED** ([The Power of TED*](#))

Imagine this:

you awaken one morning to find yourself living among giants who clearly have power over you and have significant influence over the choices you make about how you spend your time and energy.

Actually, you HAVE had that experience! It happened long ago and, for most of us, this experience has long receded into the background of our lives. According to [Karen Horney, M.D.](#) - a pioneer in the field of psychotherapy and highly regarded for many of her theories on personality formation - we form fundamental assumptions about how to make our way into and through the world and how to feel safe. According to Horney, we make these decisions by the time we are 8 years old or so.

I first learned about Horney through my long-time work as a Senior Consultant with [The Leadership Circle](#) (TLC) - an association I continue to have and for which I am deeply grateful. TLC's ground-breaking Leadership Circle Profile provides deep, valuable and (often) life-changing insights to leaders who take the Profile. It helps them understand the perceptions that lie in the wake of their leadership. These perceptions are the result of their conscious and unconscious behaviors and the impact it has on others.

Recently, while reviewing Horney's book, [Our Inner Conflicts](#), it struck me how deeply related to the roles and dynamics of the [Dreaded Drama Triangle \(DDT\)](#) the process of taking on reactive strategies may be. The process begins when we - as a child realize that we have a separate identity from our parents and the other "giants" (i.e. adults) around us. This sets into motion the "drama" of determining one's stand in life.

Depending on the family and social environment in which we find ourselves, Horney's theory goes, we tend to adopt one of three strategies as our predominant approach:

1. **Moving Toward People** - Horney describes those who adopt this strategy as having "a marked need for affection and approval. However these needs may vary in their expression, they all center around a desire for human intimacy, a desire for 'belonging.' He (or she) becomes sensitive to the needs of the others... (and) tries to live up to the expectations of others... often to the extent of

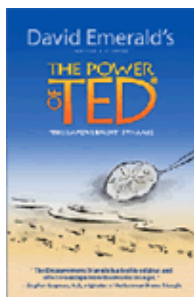


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What People are Saying about TED*:

The following are statements that have been shared on Facebook and via email:

“ Mr. Emerald's method of using what he calls part autobiography and part fiction intertwined around a fable to tell his story is unique and interesting... The author's informal, easy-going narrative style makes for a quick read. The drawings scattered throughout the book add a sense of visual appeal and tend to remind the reader he/she is reading a fable. The book's design is well thought out, the text arranged in easy-to-read style. The chapters are short so readers don't feel pressed to keep reading if they want to take a break. Finally, the book's size makes it easy to slip into a purse or backpack for 'reading on the go'. ”
Writer's Digest

“ I first spoke to you when you returned my call for a book order last year (or was

losing sight of (their) own feelings.”

In The Leadership Circle Profile (TLCP), we refer to this as the "Complying" strategy. In the DDT, those whose primary role is that of [Rescuer](#) are usually driven by this strategy.

4. **Moving Against People** - This strategy, she observed, involves the assumption that "life is a struggle of all against all... (and) everything is geared toward being, becoming, or at least appearing tough..." in which the "primary need becomes one of control over others... (and the need) to excel, to achieve success, prestige, or recognition in any form." In doing so, there may be "a strong need to exploit others, to outsmart them, to make them of use... (in which) any situation or relationship is looked at from the standpoint of 'What can I get out of it?'"

This is referred to as "Controlling" in TLCP. For those who adopt this as their primary strategy, quite often they are perceived by others as a [Persecutor](#) to one degree or another.

5. **Moving Away from People** - At the center of this strategy is the crucial "inner need to put emotional distance between themselves and others" and which involves "the most striking... need for *self-sufficiency*" and "the need for utter independence." This independence, Horney pointed out, "has a negative orientation: it is aimed at not being influenced, coerced, tied, obligated." This may take the form of projecting an aura of superiority as a way of maintaining detachment.

This is a "Protecting" strategy, in the language of TLCP. While one can make the argument that such an approach is an attempt to minimize the chances of being or becoming a [Victim](#), it would be unfair to say that it is the exclusive territory of this strategy. Both Persecutors and Rescuers have their own fears and reactions about becoming victims themselves.

All of us have access to - and draw from - all three strategies from time-to-time. However, most of us gravitated toward one as the primary way of making our way into and through the world.

The gift that these reactive strategies provide to us as children, and later as adults, is that they allow us to survive in the "big bad world." We limit our effectiveness, however, when these strategies dominate our life and prevent use from being the creators, coaches and challengers we find in [TED* \(*The Empowerment Dynamic\)](#).

Mine was the path of "moving toward" and Complying. For much of my life, I gave away my power and purpose by adopting a "just tell me who you want me to be" approach. The assumption was that, if I would just fulfill those expectations, I would be safe. The gift of this reactive strategy - which I think I have been able to retain, while also reclaiming my "center" and connecting to my purpose - has been the ability to quickly establish rapport and relate to a wide variety of individuals.

As we become aware, once again, of our own reactive tendencies and strategies, we can then learn to be "at choice" in deploying those gifts by connecting with others as a [Coach](#) (rather than Rescuer); creating outcomes as a [Creator](#); and - when called for - to be a [Challenger](#) to others to learn, grow and develop.

it the year before?). You were kind enough to autograph a copy and it is dog-eared from following me around. It has been lovely to watch your message grow, and I am now enjoying more of your writings as a friend of TED's on Facebook. Your book has made a powerful impact on me personally, but also in the lives of my co-workers and clients with whom I have been sharing *The Power of TED**.

We spoke briefly about how shifting from DDT to TED could help my clients in particular. The folks I work with are primarily mandated by law to attend counseling for domestic violence offenses. I observed how many of them deeply identified with the victim mentality - whether it was just a result of a real or perceived injustice within the legal system or as a result of their SES status or Family of Origin experience. Whatever the reason, many of them have been able to recognize the value in shifting their perception and reactions to pursue what they want vs. defending themselves from what they don't want (many times causing them to move from Victim to Persecutor). Thank you for that! ”
M.H. (Austin, TX) in an email

In *The Power of TED* you provide the keys for positive, powerful living. You give complete information in brief, concise, easy-to-remember word pictures and stir it into a deeply engaging story. I love that you not only introduced the positive counterparts of negative characters, but also describe exactly how to shift to that positivity and creativity in easily doable ways. *The Power of TED* is an incredible tool for anyone who wants to cross a fairly short bridge to a much more dynamic and vibrant way of living... TED* totally has the ability to make anyone's life a whole lot more positive....it takes only a little time and an amazingly small amount of effort to practice the dynamic principles and watch magic happen. ”
P.M. in an Email

“ I just finished the workbook and want to thank you for this insightful work. I am so glad I stumbled upon *The Power of TED** a few months back. BTW - I've lost a total of 30 lbs ... 17 of them have been recent right after I learned of the DDT and the victim role. I've moved to a creative role and am taking EXCELLENT care of ME! ”
N.

“ We had a great session on TED*(*The Empowerment Dynamic*). So useful for community health workers and other social service providers and who often feel pressure to give answers and advice and "fix" people. ”
S.S. on Facebook

Putting TED* into Practice

Reread the descriptions of the reactive strategies above. Which one do you think has been your primary strategy? What was - and is - the gift inherent in that strategy? How can you consciously and creatively express that gift as a Creator, Challenger, or Coach?



TED* News, Updates & Sightings

PUBLIC WORKSHOP ANNOUNCED FOR RICHMOND, VA & SEATTLE, WA:

Discover TED (*The Empowerment Dynamic)* - This one-day workshop provides an in-depth overview of the concepts, frameworks and tools found in *The Power of TED**.

Richmond, VA - April 17th at Virginia Commonwealth University
Seattle - June 4th at the Dreamclinic Massage Center

For More Information and to Register: <http://www.powerofted.com/seminars.html>

LISTEN TO THE INTERVIEW FROM THE DR. PAT SHOW

My conversation with Dr. Pat Baccili on "Upgrade Your Personal Operating System to The Power of TED* - *The Empowerment Dynamic™" is archived and [available here](#).

Check out these references to TED* that appeared on the web this month:

- on [A1 Articles](#)
- on [NatTV](#)
- on [Abundance Blog at Marelisa Online](#)
- on [SmashHits.com](#)

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“TED* rocked my world!”

T.J. in an email from a client

“ I think daily about TED*. My daughters (5 and 6 years old) are quite ingrained in the victim role these days, and I'm finding it helpful to ask what they want or remind them that they have the choice to be or act how they want. The construct that you introduced continues to serve me well.

Thanks for that!”

D.L. in an Email

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To the Creator in you!

David Emerald

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