SIX STAGES OF PERSONAL DEVELOPMENT

COMPETITIVE STAGES OF PERSONAL DEVELOPMENT

1. YOU ARE NOT MY RULER -- YOU CAN'T MAKE ME. BIG POWER STRUGGLES
   - REACTIVE
   - Negative adapted child -- It's not fair, (avoid punishment).

2. YOU PAY ME SO I HAVE TO WORK. CONCEPTUAL MANIPULATION
   - REACTIVE
   - Positive adapted child -- It's fair, tit for tat, (get reward).

3. YOU PAY ME SO I WILL BE NICE. ABSTRACT MANIPULATION
   - REACTIVE
   - Positive adapted child -- I'll be nice so that you'll be nice.

COOPERATIVE STAGES OF PERSONAL DEVELOPMENT

4. LAW AND ORDER -- FOLLOW THE RULES FOR THE COMMON GOOD
   - PROACTIVE
   - Positive Parent-Child -- Maintain Obedience and Control.

5. RULES ARE OK -- AND IT IS OK TO - QUESTION- ANALYZE - CHANGE - THEM.
   - PROACTIVE
   - Positive Parent-Adult -- Willing to challenge and change.

6. THERE IS A LARGER PICTURE HERE ! LETS LOOK AT IT AND GET INVOLVED !
   - INTEGRATED
   - P-A-C -- All parts of a person contribute to everything.

OPINIONS AND FEELINGS ARE FREQUENTLY A PERSONAL TRIUMPH OVER GOOD THINKING
YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.