

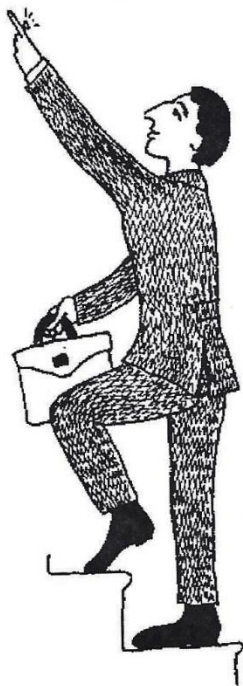


THE

Achiever

Work is more fun than fun.
—Noel Coward

Threes are motivated by the need to be productive, achieve success, and avoid failure.



**Threes at their
BEST are**

optimistic
confident
industrious
efficient
self-propelled
energetic
practical

**Threes at their
WORST are**

deceptive
narcissistic
pretentious
vain
superficial
vindictive
overly competitive

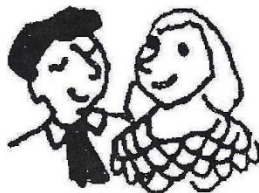
How to Get Along with Me

- Leave me alone when I am doing my work.
- Give me honest, but not unduly critical or judgmental, feedback.
- Help me keep my environment harmonious and peaceful.
- Don't burden me with negative emotions.
- Tell me you like being around me.
- Tell me when you're proud of me or my accomplishments.

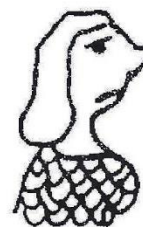


Relationships

Threes at their best in a relationship value and accept their partners. They are playful, giving, responsible, and well regarded by others in the community.



Threes at their worst in a relationship are pre-occupied with work and projects. They are self-absorbed, defensive, impatient, dishonest, and controlling.



What I Like About Being a Three

- being optimistic, friendly, and upbeat
- providing well for my family
- being able to recover quickly from setbacks and to charge ahead to the next challenge
- staying informed, knowing what's going on
- being competent and able to get things to work efficiently
- being able to motivate people



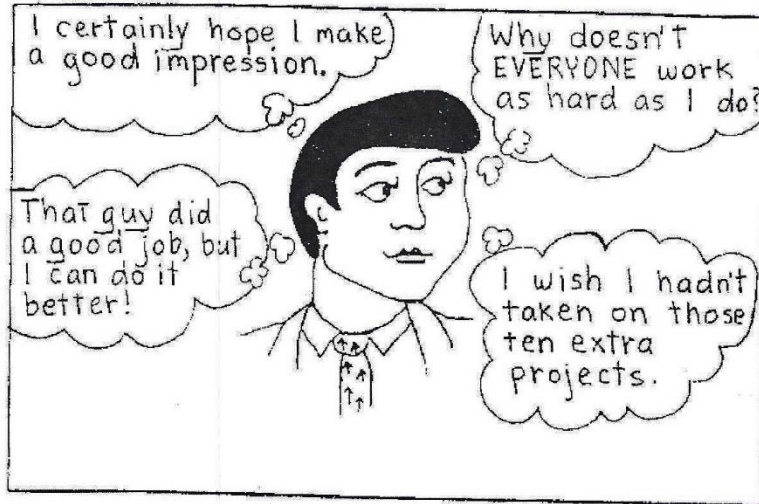
What's Hard About Being a Three

- having to put up with inefficiency and incompetence
- the fear of not being—or of not being seen as—successful
- comparing myself to people who do things better
- struggling to hang on to my success
- putting on facades in order to impress people
- always being “on.” It's exhausting.



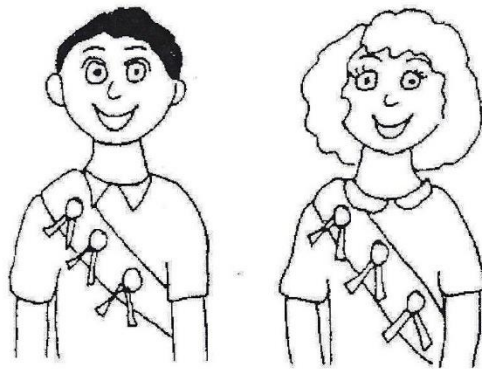
SOME people just don't understand me.

Typical Thoughts of a Three



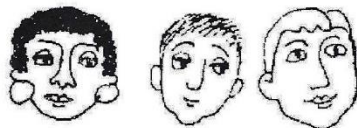
Threes as Children Often

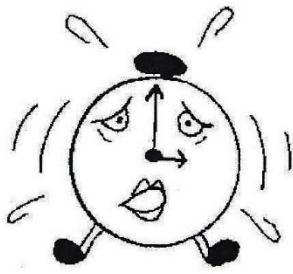
- work hard to receive appreciation for their accomplishments
- are well liked by other children and by adults
- are among the most capable and responsible children in their class or school
- are active in school government and clubs or are quietly busy working on their own projects



Threes as Parents

- are consistent, dependable, and loyal
- struggle between wanting to spend time with their children and wanting to get more work done
- expect their children to be responsible and organized





So much work!
So little time!

Careers

Threes are hardworking, goal oriented, organized, and decisive. They are frequently in management or leadership positions in business, law, banking, the computer field, and politics. Being in the public eye, as broadcasters and performers, is also common. The more helping-oriented Threes tend to go into teaching, social services, or the health field. They also become homemakers who put tremendous energy into their responsibilities.

And Free Time (If Any)

Many Threes enjoy socializing or doing volunteer work for charities and political campaigns. Some are more likely to spend free time working on hobbies and projects. Most Threes like to exercise and stay in good shape.



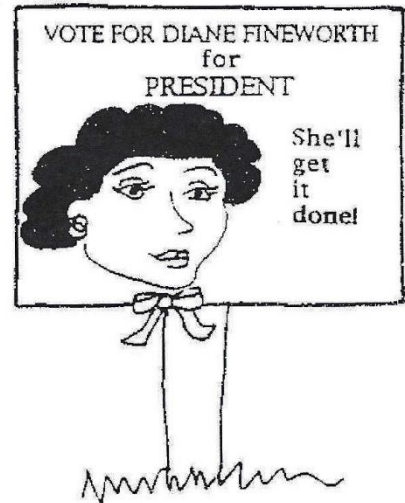
Comments About Threes

“She writes the clearest and most concise reports in my company and inspires us with her work habits, enthusiasm, and sunny disposition.”

“He is charming and has a way of making everyone feel special and important.”

“My friend is self-assured and confident, has a lot of drive, and does more in a day than most people can do in a week.”

“She is the most focused and purposeful person I know. She has made such great improvements in our community that I hope she runs for president.”

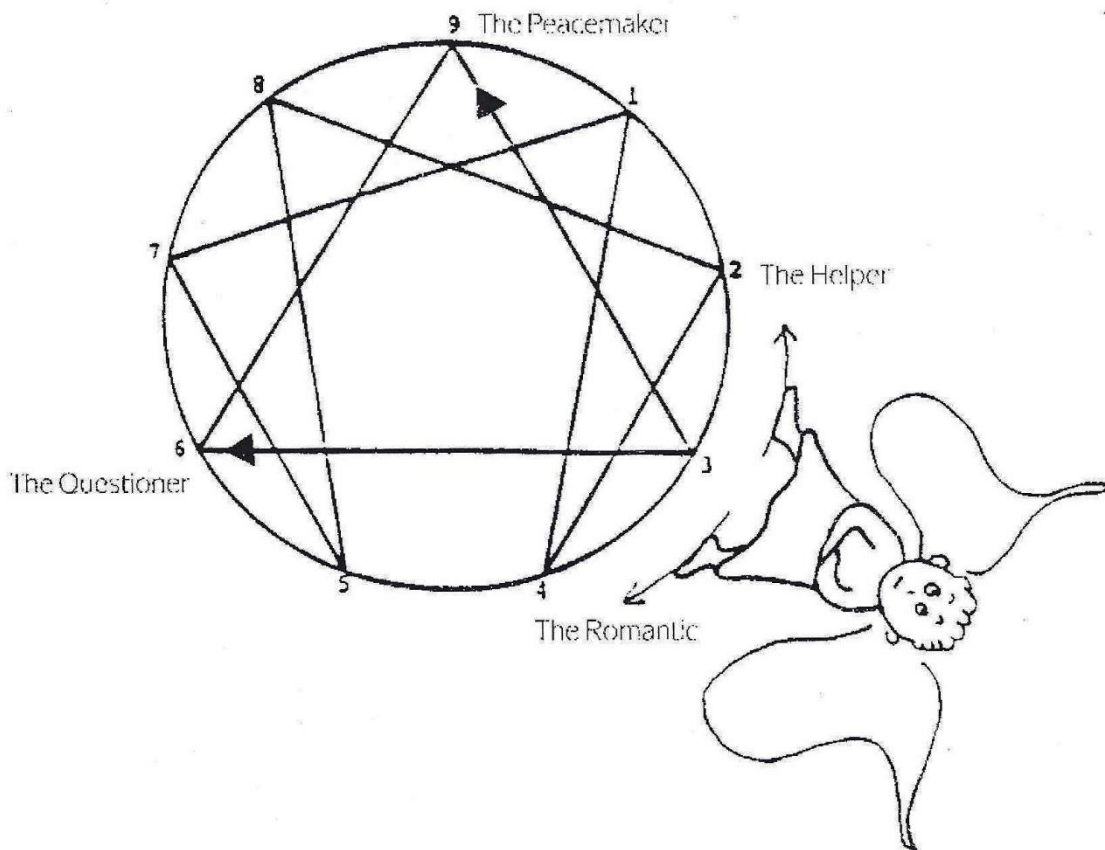


Wings

Your personality may blend into or be influenced by the types on either side of yours. A strong wing can make a big difference in your personality.

Threes with a more developed Two wing tend to be warmer, more encouraging, sociable, popular, and seductive.

Threes with a more developed Four wing tend to be more introspective, sensitive, artistic, imaginative, and pretentious.



Moving Around Within the Enneagram

Following the lines in the diagram, the Three moves toward Six in one direction and toward Nine in the other. Threes move toward the positive side of Six when they feel secure; they can also consciously cultivate these positive qualities. Threes move toward the negative side of Nine when in stress; they can consciously try to avoid these negative traits. Read the chapters about types Six and Nine to learn more about them.

When Threes Move Toward the Positive Side of Six They

- spend more time with, and become more committed to, family and friends
- value what's best for the group
- get more in touch with their feelings
- become more vulnerable

When Threes Move Toward the Negative Side of Six They

- become dependent and fear being rejected
- become more anxious and nervous
- have trouble making decisions

When Threes Move Toward the Negative Side of Nine They

- procrastinate and become indecisive
- become apathetic
- neglect themselves and possibly numb out with even more work, drugs, food, alcohol, or excessive sleep
- run in circles working or become less productive
- passive-aggressively punish people who make them look at their shortcomings

When Threes Move Toward the Positive Side of Nine They

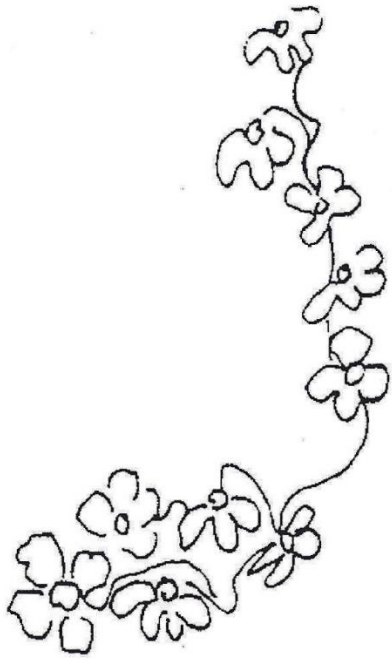
- slow down, relax, and feel more peaceful
- become more receptive
- start to see life from a broader point of view

Practical Suggestions and Exercises for a Three

1. Relaxation and Self-Nurturing

The hardest work is to go idle.

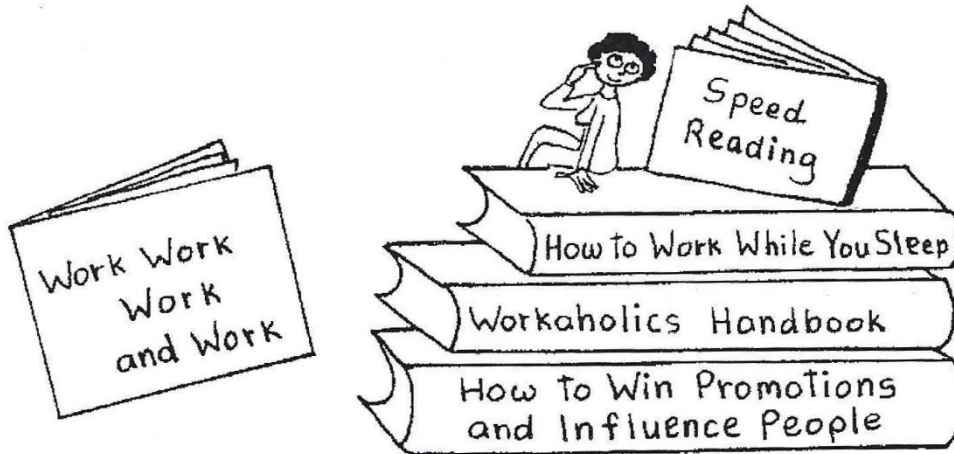
—Jewish proverb



- Since the stress of overworking can lead to physical and emotional problems, schedule time every day to rest, and practice meditation or stress-reduction techniques. Include massages, steam baths, or saunas.
- Make time for doing some of the activities you value aside from work.
- Reduce stress by appreciating and accepting your present level of success.
- Try to become more aware of your real desires and preferences.
- Take a vacation and leave all your work at home.



Take time to smell the flowers.



2. Work

- Realize others are probably not as efficient as you are. Many people do not have your energy or ability to focus.
- Beware of the negative impact that forging ahead on your own can have on others. Have other work available to do while you wait.
- Make a special effort to show appreciation and acknowledge others' contributions.
- Beware of being overly hasty in making decisions; take time to factor in all sides, including the human element.
- Explore work that satisfies your inner self. Threes sometimes choose careers that don't nurture their deeper needs.

3. Relationships

- When writing your weekly schedule, include time for hanging out with friends and family.
- When a loved one comes to you with a problem,

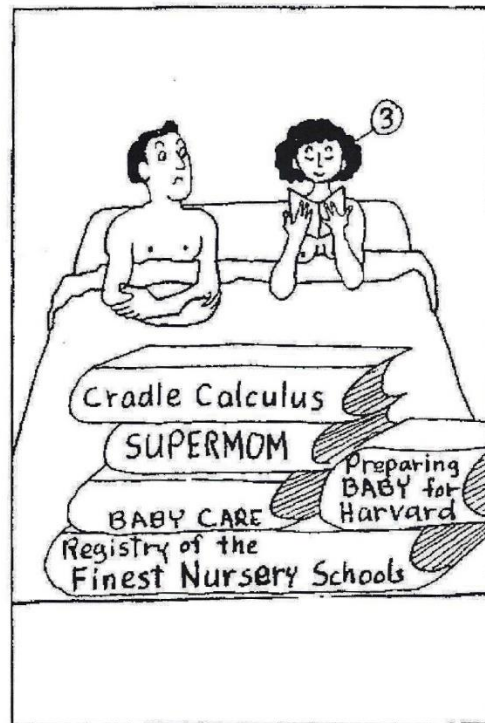


listen without giving advice unless it is asked for. He or she may be in need of a sympathetic ear.

- Remember to express appreciation to your partner. Some Threes think they are the more important one of the couple because they accomplish so much.



- Do volunteer work, where you give to others purely for the sake of giving.
- Search for the grain of truth in people's criticisms of you.
- Try to stick to who you really are. Threes sometimes try to win people over by changing colors like a chameleon, which backfires when relationships deepen.
- Notice undesirable traits about yourself, for instance, "I do not pay attention to my partner when she needs to talk, but I expect her to give me her full attention when I talk."



For Parents

- Be aware of your high expectations. Excessive pressure on your children will create emotional problems for them.

4. Feelings

- Become aware of the difference between your real feelings and feelings you “put on” because they seem appropriate for the occasion.
- Notice the habit of jumping into activity when anxiety begins to arise.
- Allow yourself to be vulnerable: express your hurt and disappointment.

Things Threes Would Never Dream of Doing

- not making a list of goals for an entire week
- saying nothing about their accomplishments at their high school reunion
- refraining from using the “seductive-eye technique” on the person they are interested in
- not taking over the meeting when it is being run inefficiently or ineffectively
- seeing a job that needs doing and not making a note of it
- spending one week just sitting at a silent meditation retreat



'THREE' Hell

Positive Things to Say to Yourself

My feelings are at least as valuable as my accomplishments.

The most profitable work I can do is to take time to relax and to grow.

I measure my worth by my own standards.



I am loved for who I am —
not for what I do.