

# COMMON MISCONCEPTIONS

## PEOPLE ARE JUST ONE SHAPE.

### REALITY:

All five shapes co-exist within each of us. We have all been different shapes at different times in our lives. We can have a dominant shape within us at any given time, depending upon the circumstance, and typically our natural Shape Strengths are a blend of our primary and secondary Shapes.

We are blessed with the ability to access all shapes. This ability is the foundation for the Art of Communicating. We can Flex from one Shape to another as we adjust and adapt our Shape to the needs of others. This is called Shape Flexing.

## PEOPLE ARE THE SAME SHAPE ALL THEIR LIVES.

### REALITY:

Just as we Shape Flex to adjust to people in various situations on a daily basis, we also flex naturally throughout life. As our bodies and minds age, and we mature, we begin to see life differently through the lens of the Rectangle, which is the Shape of Change and Growth. As we grow older, the things that once seemed so important, no longer seem vital. Another way of describing this change in perspective is Shape Evolution.

There are some predictable Rectangular phases, also known as life stages, that occur for many people. These have been identified in recent years by sociologists and psychologists. During these life stages people often find a different shape emerging within them to adapt to that phase of their lives. Most people evolve and move from shape to shape given life's circumstances. The Rectangle is the gateway to this evolution.



## FREQUENTLY ASKED QUESTIONS

### 1. I'm a toss-up between two shapes. So, which am I really?

*Ask the participant if they are one more at work and one more at home. This is most often the case. This simply means that a person is adapting to the differing environments with the shape that works best.*

### 2. I chose one shape from the left-brain and one from the right. What does this mean?

*Tell the participant that this is a sign of a good flexor! People who align closely with shapes from both hemispheres are able to move easily from one brain hemisphere to the other. This helps them communicate with others most effectively.*

### 3. I'm a Squiggle working with a Box. Do we have a chance?

*Explain that people are often drawn to the opposite shape. The Squiggle provides excitement and ideas for the Box, whereas the Box gives the Squiggle much needed stability and a plan to execute ideas. The relationship works if both communicate through the open-minded lens of the Rectangle, with a touch of Circle.*

### 4. I'm pretty equal in all five shapes. What does that mean?

*Tell the participant that they are either an excellent flexor, or they are probably a Rectangle right now. Ask if the person is going through life changes like a new job or a new relationship? This is usually the reason. There is also the chance that the person is a Circle, consciously or unconsciously using all of the Shapes to be whatever Shape others need them to be.*

### 5. I'm a Rectangle. How long will I be this? It seems like I've always been a Rectangle.

*Explain that a high score in Rectangle typically indicates change. On average, a personal transition lasts 3-18 months. If they are not experiencing change, then a Primary Rectangle indicates an underlying Squiggle because there are many similarities like change, confusion/disorganization, frequent change of mind, and reluctant to commit long-term. Ask the participant if they are often a Squiggle? If so, they may simply thrive on change. Some people may say they are naturally good at being open-minded; however this is most often a learned skill, not a natural strength.*

