



# *Sacred Depths* Certification

## Resistance Archetypes

Joanna: Hi, Alana. Can't hear you.

Alana: Oh, I said, hi, am I the first one here?

Joanna: It's going to just take a moment for people to pile in. There we go. Hi, Chevette. Hi, KB. Hi, Jordan. Hi, Rose. Give everybody a moment. Turn the recording. Okay, we're recording. Hi, guys, I feel like it's been a little while. I guess it's only been two weeks, but for whatever reason, it feels like the whole world has changed three times over, since we were last together. So I've been thinking about all of you and hope that you're all okay. And I know that we're all busy and I don't know if it's true for you, for me, it actually feels like things are going at lightning speed. I know things are supposed to be slower because of the pandemic, but I've had the opposite experience and it may be true for you as well. But if that's the case, I just want to remind you, I am always here and the circle is always here and love to hear from you in the Facebook group. Let me know what you need. Let me know how things are going.

All that being said, let's dive in because we've got a lot to look at today. As I mentioned in the Facebook group, what we're looking at today is one of my favorite topics to look at. So we're in a way, moving into a whole new section of sacred depths and of this experience. From when we started until our last call, that was really all of the foundational work, the foundational skills, all of the building block pieces that you need in order to co-create transformation, in order to be a practitioner of integrity, in order to go deep. The topics, the overarching topics that we covered in the foundational section of the program are topics that most likely you'll cover in standard coach trainings. Though, of course, we covered them very differently and we went much deeper. Where we're going next,

this next section of the programs are things that are not covered in other standard trainings.

And this next section, it encompasses resistance, befriending fear, looking at rewiring negative thought patterns, looking at what I call the wheel of self-sabotage, the myth of perfection, creating accountability structures. So in other words, this next big section of the program is really about supporting clients in their biggest obstacles. There's going to be an overlapping among the topics that we look at, which is a good thing, learning happens cyclically, not linearly. It's good to come back to things. And the idea with this overarching section is that I'm giving you lots of different ways to create awareness, to think about co-creating transformation with clients, especially when there's resistance in all its different forms. We obviously don't start off with this in the program because we need those foundational skills first.

And so the topic for today is navigating client resistance and looking at the resistance archetypes. And as you'll see, it'll become clear as we go through the call today, I'm using resistance in a very particular way, not just in a blanket term way. And we'll get to that. When resistance shows up, the kind of resistance that we're going to be looking at today, if you're not well-equipped to navigate that resistance with a client, it's very not fun for you as the practitioner. And in fact, the type of resistance that we're going to be talking about today most practitioners don't know how to handle it because they don't understand it, they can't even really identify it or name it. And if you don't know and understand the client motivation behind this kind of resistance, and you don't know how to really move your clients through this resistance, you're going to end up feeling drained, tired, frustrated, probably questioning your confidence in your abilities, thinking too much about the client situation off hours, obsessing about what you could be doing or doing differently, et cetera.

So there are lots of different ways to understand and define resistance, for today's class, I'm using it in a very particular way as follows. You're working with a client, you're moving through a transformational process or you're helping them work towards their goals. And an obstacle comes up in such a way that you, the practitioner, feel that you don't have the green light to continue to work on the topic with them. Now, I want to point out that this is different from obstacles that come up and overtly present as fear or limiting beliefs or self-sabotage, we're going to get to all of those, in a way, those are almost easier than what I'm talking

about here. The resistance that I'm talking about right now is way sneakier than simple fear. It feels as if the resistance to the desired goal that the client wants is being expressed as a resistance to the actual work with you, the practitioner. The resistance is so sneaky that in the most extreme cases, if you don't know how to handle it, it can actually bring the work that you're doing with your client to a total halt.

And that's because these obstacles make it seem that there's a tension in the client practitioner relationship itself, or that there's a fault in the work that you're doing together. And that's the reason why the client can't move forward. And I'll give examples of this, so you'll get more of what I mean. At its core, this resistance is fear, but it's a fear that is so entrenched and so big that in a very smart way, it masquerades as an issue that the client has with you or the work with you, or some kind of resistance to the work. If you find that a certain type of resistance to the work comes up for a client, chances are, it's not the first time it's come up for the client. Chances are, they've used this resistance as a mask or a way of avoiding moving forward in the past. We're going to look a lot more of that in a little bit.

So at its core, this is about fear, but on its surface, it presents differently. And there are endless ways that this type of resistance can manifest in a client's behavior towards you or towards the work that you're doing together. And I want to just list some of the most common behaviors that are the surface level expression of this. So you know that there's this kind of resistance if a client consistently doesn't show up on time for the sessions, you know that this kind of resistance is probably there if a client is consistently canceling at the last minute or even not showing up at all. You know this kind of resistance is showing up if the client has a bad attitude, if they consistently don't do their homework. And usually if they don't do their homework and they have an issue about not doing their homework. If the client is getting mad at you in whatever level of, there's a spectrum of mad, right? Because they're not getting the results that they want.

If a client seems to consistently get stuck in confusion, when you are looking at things together, or when they go to do their homework, when they go to take action, probably this kind of resistance is there. If a client consistently gets overwhelmed with the work that you're doing together or the homework or that kind of thing, resistance. If they consistently procrastinate, if they consistently go into a woe is me, this is all so hard, this is so big, I can't handle it. If they

consistently get stuck and they feel angry and upset about getting stuck. If they say things like, when we left the session, I had my plan, I knew exactly what to do. You laid out all the steps or we co-created the steps together, but then somehow I didn't understand it afterwards or somehow I messed it up anyway. If overtly or indirectly, you get a sense that the client feels like you didn't help them enough, or you get a sense that they're judging you, the plan you suggested wasn't good enough.

Or that in any way, overtly or indirectly, you get the sense that they feel that you as the practitioner, aren't doing enough or showing up enough. If they tell you in subtle ways that they're not sure that the investment that they made with you is worthwhile. Any of these things point to resistance. So take a moment for yourself, think about your current goals for a moment. What are the ways that resistance is manifesting for you right now? What are the ways that resistance is manifesting for you right now? Gloria is saying overwhelm can be a biggie. What else? Jordan saying, being tired, I'm glad you see that Jordan. That can be a tricky one because sometimes we really are tired and need to take good care of ourselves. But you might be using that as that mask around resistance and bolusing distraction. Yeah. Swatty is saying trying to do too many things at once. Good. Penny is saying procrastination, avoidance, is seen as yeah, getting the small things done, but not getting to the bigger pieces. Kathy's saying overwhelmed, flaky thinking, being late for class. Yep. I'm glad you're calling yourself out on that.

Shanat's saying falling into comfort zones. Rosa is saying, doing other things than what's planned. Jordan has a strong urge to clean her house. Yep. So we know all of those things can point to resistance. Now, some of them, I just want to be clear, some of these things can fall into that regular fear, negative thoughts, self sabotage, those categories. We're going to get to all of those as we move through over the next few months. But some of those are this resistance that I'm talking about today, where it's like really putting a stop in the work that you're doing. Alana, did you have a question?

Alana: I did have a question. One of the things you mentioned is the clients feeling like they're not getting enough value or something. And my question about that is, when you pitch this program, we talk about in the transformational industry,

there's a lot of people not actually giving you the value or what they promise. So how do you discern between those two things?

Joanna: Yeah. It's such a great question. It's a question that I often get in this class. So there's no actual, check the marks off this, this, this, this, and this or not, this, this, this, and this, right. I guess the best way to think about it is, is the client moving forward? Are they evolving? Are they moving towards their goals? Have you shown up in the ways that you've said that you would show up, are you responding in the ways that you said that you would respond? And all of that points, are you being in integrity with the marketing and the sales promise? So I never, ever, ever say, and after we're done coaching together, you're going to have your dream business, right. Or whatever it is. That's not a marketing promise I can make, the marketing promises I can make are, you're going to know yourself better. You're going to have so much more confidence. You're going to feel more energized and motivated, depending on the thing and the person.

So I know which marketing promises I can make in integrity and also what I am saying I will show up with, if I know that I've checked those marks, then it's resistance. If I haven't checked those marks, then it's something that I need to look at as a practitioner.

Alana: I feel like I've been on the other side of the client being like, I'm not getting what I paid for, but probably more along the lines of it being resistance.

Joanna: Yeah. And you'll see, as we get into the different types, you'll see if some bells start ringing for you around that.

Alana: Thank you.

Joanna: Yeah. I'm glad you asked that. Okay. So I find that being able to look at resistance through the lens of archetypes can be really helpful for the client work. And there are certain, I call them resistance archetypes that I've developed over many years of working closely with clients and also observing all of the different resistance archetypes that I go into myself, because I certainly do. An archetype is an energy that your client takes on, a way of acting or being, or experiencing a certain situation. So again, it's an energy that they take on, the archetype or the energy that they take on when it's resistance is almost like a mask that your client is putting on as a response to fear. Let's say this again, because this is really important. The archetype or the energy is almost like a mask that your client, and

usually it's an inadvertent, puts on as a way of, we won't call it responding to fear, we'll say reacting to fear.

It's an energy that's not necessarily who they are, in most cases, the resistance archetype isn't who they are, it's just that they react when they react to this deeply entrenched fear, they put on this mask or take on this energy or this way of being. And again, in most cases, they may not even be aware that that's what they're doing. Now, this is important. Even the best practitioners from time to time are going to encounter clients who step into a resistance archetype. And that's because when a client is in the process of growth, fear can come up. So if a resistance archetype comes up, actually, usually people are like, Oh shit, what am I doing wrong? This person is in resistance. But actually, most of the time, if somebody goes into a resistance archetype, you've done something, right, if the relationship is there. Now, luckily, and I want to be clear most of the time your clients will probably be willing consciously to face their fears directly. Instead of having this fear, that's so entrenched that they take themselves out of a productive path.

But sometimes the deeper resistance and the resistance that they're not aware of is going to kick in. And when that kicks in, you really want to know how to handle it. Here's the other thing that I want you to know, and this is really important, every now and again, this isn't going to be the norm that every now and again, there's going to be a time that you're not going to be able to successfully walk a client past resistance. And it's not because you're not a good enough practitioner or communicator or leader, whatever it is, it's simply because every now and again, the resistance is so deep and so entrenched that your client isn't going to allow or be willing to look at it. It's just, they're not ready. They're not ready for it yet. Now that doesn't mean that you shouldn't look at or work with resistance because 99% of the time, especially with the tools that I'm going to give you today, you will successfully, you will be able to walk them through it and bring them to deeper awareness and start to loosen up the resistance.

But I do just really want to put it out there that for as brilliant, and I attract the most brilliant people to me, you are all brilliant, for as brilliant as we all are we aren't magicians. We're just not, we can't make anyone ready, we can't make anyone willing. The client has to be willing in order for this to work. And as an aside, for those of you that have listened to, I know it's along the five hour enrollment conversation training, this is why I bring resistance up already in the

enrollment conversation, because I want to do a litmus test to start to see does this person have resistance that is going to be overcomeable? And that's also just as another aside, why the coaching container and everything that we've been looking at around the coaching container is so important because the tighter the container, the stronger the energetics. That doesn't mean the resistance isn't going to come up, it still can, but it's going to be easier to resolve if the container is tight.

Penny's asking when that happens, can you name it as something that's present and it's not the time yet? Yeah. If that comes up in the enrollment conversation, I will. I will say it feels like there's this X piece, right? Whatever the deep, the fear that I'm seeing is, that you're either not quite ready to work on, or it might be important to work on in another way before we work together. And again, that doesn't happen a lot of the time, it's just a small percentage, but it is good to not step into a relationship with a client if you can see some flags before hand. So let me ask you all to take a moment and jot some thoughts down on this. When was a time when you simply weren't ready or willing to move past your own resistance? Either because it wasn't the right time or you weren't developed enough, when was a time that you simply weren't ready or willing to move past your own resistance? And whenever that time was, what were the judgements or criticisms or beliefs that you created about yourself because of your resistance?

What are the judgments or criticisms or beliefs that you created about yourself because you were resistant, unwilling to move through resistance, right? Because what oftentimes happens, because all of us at one time or another are just not willing to move forward on something and then we make ourselves wrong about it. I'm asking you this for your own self-awareness and also, because as practitioners, we don't want to make our client's wrong if they've got resistance that they're just not willing to move past. Here's another question to think about, when was a time either when you were acting as a practitioner or it was with a friend or a parent, or if you have kids, one of your kids or whoever, someone in your life that you tried to push the other person past their resistance when they weren't willing or ready? When was a time when you tried to push somebody past their resistance?

PART 1 OF 4 ENDS [00:25:04]



Joanna: You try to push somebody past their resistance when they weren't willing or ready.

Because that's another thing, as practitioners, we can sometimes fall into, right? And then what were the results of the pushing someone when they weren't ready?

And then from there, what did you... What were some of the beliefs that you kind of believed about the person that wasn't willing to move past their resistance? And what were some of the judgments and beliefs and criticisms that you created towards yourself because you couldn't force them through it?

What were the judgments that you had of the other person? And what were the judgements that you created about yourself? I'd love to hear from one or two of you what you're seeing through this exploration. What's coming up for you? What are you seeing that feels important?

Shaunette.

Alana: I'm finding this very useful, Joanna. I've been very much looking forward to this, as you know. I'm realizing, a few years ago, I ran a chakra yoga Bali retreat in Bali, and I had a few of the women there that were very, very disruptive. And they were acting like school girls. And really disruptive and laughing when they weren't supposed to be laughing. And I realize now that's what was going on. It's really interesting. They were calling themselves the "rebels" and the "naughty girls" and all this stuff, but it was actually resistance. I wish I would have had this training then because I didn't know how to deal with it. It was really challenging. This is really fascinating.

Joanna: I'm glad you're bringing this forward. So resistance can also happen in groups, not just one-on-one. A lot of the pieces that we're looking at today will help, not just with one-on-one, but with groups. But the archetypes that we're going to look at today, some of them show up in groups, for sure. But then there's some extra special ones that only show up in groups, like the disruptors, which we won't be looking at the full psychology of that today. But just the understanding it will help, and some of the other pieces we look at today. Good.

Alana: It's really interesting. Yeah. Thank you.



Joanna: Good, thank you. Nicole is saying that some of her judgements come up for herself as, "I'm not asking the right questions." Right? When we're trying to push through. And then, "They're so stubborn."

Katie.

Katie: As much as I don't really want to share this, what I noticed when I was writing things down was like how much I think I've tried to work through my own resistance through trying to push other people through their resistance.

Joanna: Ah! I'm glad you're calling yourself on it, and also naming it in case that's [inaudible] here because that's a thing. Right.

Katie: I see it in my family. I can see it in my last relationship. I'm like, "Oh yeah." Because as I'm writing about me and about them, I'm seeing the same thing, right? And I'm like, "Oh yeah." What a great way to try and force someone else through the resistance that I have been unable to work my own way through. And then wonder why it all isn't working out very well.

Joanna: So that's such important personal awareness, and also such important awareness as a practitioner, right? Because sometimes, when we haven't dealt with our own shadows, we can just project... We can make that, "That's my client's issue." Right? And then kind of... So it's a good thing to see that. Thank you.

Katie: And I can definitely feel that energetically. Like I'm working with Penny and Amy, which is such an amazing group. There's so much space to do everything you need to do there. But it's also one of the things that there's been a lot of space to do is just notice so much of what's happening in me as I'm coaching, which, you know, the... Yeah. The various pressures and the thoughts and the... Yeah. Just the tension of making it work as opposed to the allowing, which has been much more present. Yeah. In recent-

Joanna: So two important things in there. First of all, that's why we start with energetics, and keep on coming back to energetics. That's really 50% of being an amazing practitioner is your own energetics. It really is. At least 50%. And then I love how you said, "The allowing," right? Because that's such a big piece in showing up with our full presence for our clients. Good. Thank you. Penny.

Penny: Hi. Yeah, I was just thinking about, for me, the resistance will come in on feeling like something's untenable. Like my partner wanted me to start making videos

and posting them. And I go, "I'm not doing videos! I'm not going to do that! I have to get my hair done, and I have to lose weight. And..." So it's like, you know, X and Y. I put up all these... It can happen until something happens, right? And then the judgments start coming in, you know? Feeling negative about myself and inadequate and unable to do those things. But then, the way that I get around it sometimes, is I start up... I'll find, "Okay, if I'm not willing to do that, what would I be willing to do?" So could I-

Joanna: Well, so that's great because that means it's not entrenched. You know? Like you're chipping away at it. That's awesome.

Penny: I try. Sometimes. Yeah.

Joanna: We all do. Yeah. Thank you. Gloria saying that timing sometimes comes up as a resistance to like, maybe it's not the right time because it's not flowing. That's another big one. And when we look at the archetypes, I... And you can see, Gloria, if you agree once I lay it out. I think that one falls under the spiritual one. And we'll see why when we get there.

Brynn's asking, "Are red flags considered a resistance notification that I ignore?" I'm not sure I know what you mean by that, Brynn. Is that like a question for me? Or a thought to yourself?

Brynn: Yeah. It's a question to you. Or anybody. So if I have red flags, does that mean resistance coming up? And I'm like, "Oh yeah. You know, like my intuition is giving me that information. Hey, look at this." And I'm like, "No." Like, I mean, at that blatant... Is that like... Am I resisting that red flag?

Joanna: Well, it's... I mean, if I'm understanding your question correctly, it's how you respond to it.

Brynn: Oh yeah. I ignore it. So that means I don't listen to it. So, that's resistance, right?

Joanna: Yes. Yeah.

Brynn: So, I mean, one red flag came up when I was getting married. I'm like, "I shouldn't marry this guy." I'm like, "Ah! No, I'm going to." And now we're divorced. So I mean, like... That's my resistance to my red flags, right?

Joanna: Yeah. Yeah. Not listening to your intuition is what I'm hearing.

Brynn: Okay. Thank you for clarification. Appreciate it.

Joanna: Okay. So we're going to get to the actual archetypes and how to handle each and what's involved for each in a little bit. But first I want to give you a four-part... An overarching four-part formula for navigating this type of resistance. And then we're going to see how it applies to each of the archetypes. So this is a very simple formula. That is, I think, it's just gold. It's pure gold.

So before, actually, we even get to the four steps, the first thing I want to say, and this has already been brought up in a couple of ways so far, is in order for you to be effective in navigating client resistance, you must pay attention to your own energetics. You must. Like I said earlier, the container needs to be strong. Or else there's not going to be enough trust and vulnerability and willingness on the part of the client to trust you to lead them out of the resistance. There needs to be a level playing field in order for that trust and the vulnerability. Mutual respect. You need to approach with curiosity, not with knowing all the things.

And again, also truly understanding the nature of resistance, which is that it doesn't mean that anything has gone wrong. It doesn't mean that there's anything wrong with you, and it doesn't mean that there's anything wrong with your client. Understanding that resistance is a symptom of fear, and fear comes up in the growth process. That is normal. You need to... This idea of, "I haven't done anything wrong, and my client hasn't done anything wrong, and I am whole and perfect." You know? "And my client is whole," right? Like that is essential for everything, but particularly when we get to navigating resistance.

So here are the four steps. Number one: lovingly call the resistance out. Lovingly call the resistance out. You want to create awareness that this is resistance, right? That it's not just that the client keeps on showing up late or that like, "Oh my gosh, you haven't gotten your investment worth." Or, you know, whatever it is. Create awareness. Bring it out of the client's blind spot and into the light so that the client can see it instead of randomly being in resistance. Right? And then being in that energetic mask. Oftentimes, the lovingly-calling-it-out part can break that energetic kind of almost vortex of that energy that they're in with the mask of the archetype.

Next step... And we'll get to how to call it out in a little bit.

Next step: normalize it. You want to let the client know that it's totally normal to be in resistance, or to have a fear, or for this to happen, right? The more that you can normalize it for the client, the more the client doesn't feel like a freak or a weirdo or that there's something wrong with them because they have this resistance. And so therefore they can't move forward, or they're not meant to do the work, or they're not ready, or all the different things, right? Human beings, for better or worse, like to shame themselves, find evidence to shame themselves in lots of different ways. They tend to judge themselves, make themselves wrong, right? So by normalizing... And normalizing can also be like, "I tend to be like that," right? Like, "I can go to that place," right? So we want to normalize it.

Step number three: explore the fear underneath the resistance. So once you've lovingly called it out and normalized it, you're usually going to get the green light to then take a look at what's actually going on for the client.

Step number four: provide or co-create a solution for moving forward.

So we're going to... We'll see how each of these pieces apply, but those are the four steps. It's actually really simple.

So let's look at the specific archetypes. And I want to ask you... I'm going to ask you a question, but before you answer it, I'm going to give you an example. So do you have a certain way of being, or acting, or reacting in stressful situations, or potential growth situations, that feels almost like you're taking on a persona or an energy that's not yours? Do you have a certain way of being, or acting, reacting, in either stressful situations or potential growth situations where it's almost like... And this can be with a romantic partner, with friends, anywhere, where it's almost like you're taking a persona that isn't yours. So I'll give you some examples of this.

I am generally, in my core, I don't want to say like a positive person, but I tend to be hopeful. Like I... Not positive, but I'm a hopeful person. And oftentimes, when I'm in stressful situations, when I'm talking about it with my husband, I get really negative. Like it's the end of the world and I am helpless and there's nothing that can be done about this. And like I'm total victim, you know? And it's almost like, as it's happening, I'm so in it, but also in my head, there's another part of me that's like, "Who is that helpless, victimized person talking to my husband?" You know? Like it's a persona that I take on when I'm stressed out. I just... I dump,

that's one thing, I like dumping on him, but I become this hopeless person that's actually not who I am.

Or way back when, with my first business partner. My first business partner, one of the smartest people I've ever met, like she is just whip smart and sharp. But when there would be something stressful that would happen, she would like get confused. Like she couldn't get herself organized, she didn't know what was going on, it was like, here's this total smart person, but like total utter confusion, even on simple things.

So take a look at yourself. Do you have... So you've got an MO here. Like, is there a mask that you put on? When you get stressed out, or when you're about to grow and it's a big deal?

There are lots of different MOs or masks. I want to go through some of the most common ones. But these aren't the only ones.

Jordan's saying she gets overly enthusiastic or extroverted. I don't... That doesn't... That may or may not fit in, Jordan, to one of the archetypes that I'm about to mention. If you feel like it doesn't, we can also talk more about it and unpack it a little bit more. Kathy's saying she gets angry and blamed. Withdraw. Yeah. Enbala gets kind of bitchy or salty. Yeah.

Okay. So let's take a look at some of the most common ones. First one is my favorite because that's the one that I tend to fall into the most. The victim.

So sometimes the victim can sound like, "I just... I can't ever get the action steps done because I have this going on and that going on and the other thing going on! And I just like everything is against me, and so I can't get these things done." Or the victim can be like, "I showed up late. You know, the reason why I keep on showing up late is because I'm so busy during the day. And then I have to run from this thing to the next thing. And I just can't get to our sessions on time."

Or another example of the victim is, "Oh, I know other people can do that, but I'm just not the kind of person that can make that happen. No one in my family is the kind of person that can make that happen. My people could never make that happen." Right? Like I come from Jewish heritage, like it's a big one. It's like, "Our people are cursed! We can't!" You know?

"I just, I know other people have the willpower..." I know we don't need willpower to stick to diets, that's not a great example. But like, those of you who are in that industry, you can call me out on it. But just for the sake of this example, like, "I just don't have the willpower to stick to the diet. Facebook keeps on changing its algorithms. And so that's why my social media following is just... Doesn't... It sucks. I just can't, you know, because it's Facebook's fault!" Right?

"My office is too loud, and that's why I can't get anything done! It doesn't matter what I do. I just don't know the right people. And because I don't know the right people, I'm just not... I can't." Right?

So for the victim, everyone and everything is against them. They can never move forward because there's always something out of their control that is totally messing them up or standing in their way. They are powerless to the circumstances in their life. They blame anything outside of themselves. Or inside of them, like their genetics or their heritage, or, you know, whatever it is. Their body for what they're not doing or not achieving. And because of the blaming of things outside of themselves, they kind of always have an excuse for not doing what they want to do, getting done what they want to get done, and for not taking responsibility for themselves and their actions.

Now I'm willing to bet that everybody on the call today has encountered the victim in themselves or somebody else, if not yourself, at least once before. So just honesty with yourself, does this one ever show up for you? Nicole.

Nicole: Hey, Joanna. Thanks for this. So this has been coming up a lot for my clients because I work with women of color. And I hear a lot of, you know, all these systems of oppression that has impacted their opportunities or a lot of things in their life. And so I'm curious when... I want to acknowledge that, yes, that's at play. But also want to empower them to not fall into that victim mode. So I'm curious how your insight on how to navigate that.

Joanna: Yeah. It's such a great question. And particularly with the victim for people that have experienced oppression in one way or another. As practitioners, we have to be so careful and check our filters on that, right? Because oppression is also real in the world. So just, first, I'm glad you're asking the question and bringing this up because we always have to check our filters, number one.

Number two, I'm going to get into how to handle the victim. And I think you'll... It'll become clear. If not, I'll circle back around to you. But it's this honoring what is, while also calling out what's part of the MO, right? So sifting through. So this and this and this are not in your control right now because of the oppression. What is in your control? Where is your power? What can you use your power to do?

Is that helpful? And you'll see more, I'll give some more examples. But is that helpful, just to start?

Nicole: Yeah. That's a... Yeah, that's super helpful. And just, again, acknowledging but then also bringing awareness to what they have.

Joanna: Exactly. Acknowledging, honoring what is with full honoring, but then sifting out the pieces that actually don't have to fall into that.

Nicole: Thanks, Joanna.

Joanna: Yeah. Thanks for the question.

Okay. So how can you help the victim? So that they don't get stuck in, "I can't, I can't, I can't." Or so that you don't get stuck just soothing them. You know, not that you would say, "Poor baby." But like this energy of like, "Poor baby, of course you couldn't do it!" You know? Like, yes, you want to honor and acknowledge if there is, right? There is always a place for soothing. But a lot of times what happens for practitioners when they don't know how to handle this is they can get a little bit into that mode.

So first of all, let's just take a step back. So how do you identify if someone is in the victim archetype? So you want to listen for excessive excuses or blaming of others.

#### PART 2 OF 4 ENDS [00:50:04]

Joanna: Or excessive excuses or blaming of others, if there's no mention of problem solving, it's just the blaming and there's no mention of their own agency, their own problem solving. If there's a sense of powerlessness, of resignation, that situation is never going to change no matter what. If there's catastrophic negativity, if there's a commitment to helplessness and disempowerment, any of



those things, you know you're probably working with the victim. So what do you do? So number one, energetics first, love your clients' victim. Not going to get anywhere unless the very first thing is to not judge the victim, to love on it, to have compassion for it.

Remember energy follows energy, we need that for our clients to go there themselves. From there, we move into lovingly calling it out. Remember that it's like, step one. Call it out lovingly, create awareness around it. So usually, you want to move pretty tenderly through this, unless it's a client that you have a longer standing relationship with and the victim has already come up before and you've spoken about it. Then I sometimes get a little jokey about it, to start poking holes. But if it's the first [inaudible] time, you want to lovingly call it out.

So it can sound something like this, "It sounds like you're saying that you'll never be able to do it because you don't have enough time and you're never going to have enough time. Am I getting that right?" So that's one example to start to lovingly call it out. So why can that be effective? Because you're actually reflecting back what the person said, which probably will sound a little ridiculous to them and then you're asking if you're getting it right, that you'll never be able to. "Am I getting it right that you'll never finish your dissertation because you just don't have the time." That sounds kind of cuckoo, right? They're just never going to do it, but if that's what the victim has been just telling you for the last five minutes, just by reflecting that back and asking if you're getting it right, it can start to poke holes in the mask. Mirroring back the extreme idea, so this is about mirroring back the extreme idea.

Here's another way that you can lovingly call out the victim. "So interesting what you're saying, because what I hear you saying, doesn't match up with what I know about you. I hear you saying that no one is ever going to hire you, but I know you as a smart and resourceful and powerful woman that can absolutely get hired. So what's actually going on here?" So you guys see how there's another way of calling it out? You're reflecting what the client is saying and then you're sharing what you see as the truth. You're creating awareness by pointing out the mismatch between who the client really is versus how they're acting or proceeding under the vortex of the energetic mask.

You're reminding them of who they really are, which when we get caught up in the archetype of the victim, we forget our own power. Here's another way of

lovingly calling it out. "I notice that every time you try to resolve, to try a new X, whatever X is, every time you try a new marketing technique, I noticed that every time you try a new yoga pose, I noticed that every time you try a new form of creativity, on our next session, there's always an outside force that's getting in your way of actually doing it. Why do you think that happens?" So in this way, we're pointing out the pattern. We're lovingly calling it out. Here's one other way to call out the victim. "I really hear that situation after situation is stopping you from achieving your goal. Are there other places in your life where this happens, where it's simply been out of your power completely to get things done?" Do you see how that's a way of creating awareness? That they just feel like everything is out of their power?

So that's lovingly calling it out. You also want to normalize the victim. I can completely understand why you would be feeling this way, because of course it's been so hard with all the kids and the blah, blah, blah, blah, blah, blah... So validate, or, "I just want to let you know, I fall into my own victim too, it happens whenever I'm on the cusp of moving forward." Validation, normalizing is so important. So important. Kristen's asking if I can repeat the last one. It's totally normal to fall into this mode of feeling like everything is against you. "I know that's one of the things that happens to me when I'm on the cusp of doing the next thing." So that's a way of normalizing to put yourself in it.

Next step from there, going deeper, looking at the fear. So this is where you'd want to start to help them see that there's something else, that there's this fear underneath it. And sometimes I will just flat out say, "Oftentimes when the victim comes up, it's because there is a feeling of helplessness. Does that resonate for you? And then if it's a yes, what's really the fear that's going on here?"

So unpacking the fear underneath, it can just be simple questions like that, "Where does this fear come from?" Just helping them understand a little bit more what's going on there. When we get to our befriend your fear module, I'll give a ton of tools for unpacking fear. And looking at the fear also goes with the co-creating solutions. So here's some great questions for the victim around this, "How can you take more ownership of the situation?" There's a great question for the victim archetype, because it addresses this idea of empowerment and agency head-on, it takes them out of their helplessness, or here's another example, "If you were to feel fully empowered here, what would you do differently or simply what else could you do here? I hear that you tried this and this and that, and it

didn't work out and I know it feels like there's no other solutions, but if there was another solution, what would it be?"

Or you as the practitioner could suggest a solution, "Would you be willing to X this week?" Whatever the X is, "Would you be willing to tweak your copy or this or that?" Here's another great for the victim. It's a yes or no question, but it can sometimes really help a lot. "What if you had more power here than you think, what are some of the choices that you have?" You could bring that in, and the victim feels like they have no choices. "What would be at risk for you if you were to feel fully empowered?" That speaks to some of the fear too. Usually if there's a tendency towards helplessness, not in all cases, but oftentimes there's also a fear of one's power.

Here's one that can sometimes make... Especially if you have a good relationship with the victim, "What if the world was actually conspiring to support you." Turn it on its head, instead of everything being against you, "What if actually, the universe is conspiring to support you." Alana is asking if these are considered unpacking the fear or co-creating the solution? It's like, they're kind of meshed together.

I wish I could divide it, this is this and it's that, but they can serve both, some of them. We'll look at archetype of visualizations a little bit more later in the program, but I'll just throw this in for now, for those of you that already have a practice of archetype visualization, you could do a visualization with your client's victim and have a dialogue with the victim to get more information, to unpack it a bit more. Okay. We're at two o'clock and I still have a lot of archetypes I want to share, but let me pause here. Any questions? And I'd love to hear if you guys just put in the chat, what's starting to click for you either around the victim or in general, around resistance or archetypes? So any cues and what's starting to click for you, what are you seeing a lot?

Alana: So my question, and I'm not trying to be resistant in my question, I feel afraid I'm going to be called out as being resistant. Sometimes I'm trying to discern... And this is more for myself personally than a client. Although probably understanding it myself will help me with my clients. But how do you discern it's really resistance, deep resistance or your client's way of being that doesn't fit... You've talked a little bit about people having a different... I don't remember what you

called it, but, there have been times in myself where I've pushed for something and it's actually been very bad for my nervous system.

And it's like, I have a different way of being, my success works differently than the model that I think is kind of the typical model in the entrepreneurial world, which by many practitioners, I feel like would just be called out as being resistance. "Oh, you're resistant." And sometimes, maybe it is, it's really hard for me to discern when it's that and when it's like... My nervous system doesn't work the way that everybody else does, or it doesn't fit the patriarchal model of capitalism and success. And am I then a failure? Am I then resistance? It's complicated and I know it's personal, but...

Joanna: No, but it's such a great question. So remember back in our strategizing model, I went through some of the different natural rhythms. If you're working either with yourself or you're working with a client and you're not sure what's going on, is it resistance or whatever, have the natural rhythms conversation and help them identify, uncover together, what is their natural rhythm? What is the way that their nervous system functions fast. And that will give you as the practitioner so much information to know more, when it's resistance, the kind of resistance that we're talking about today, versus true intuitive resistance, because it's not right for them.

Alana: And even in those different paces of natural rhythms, you can still have resistance, no matter what your natural rhythm is, so it can get kind of complicated, but...

Joanna: Right. Yeah. I mean, there's right... And also questions around like, "What's really right for me? Is this a moment in my life where I'm meant to push forward or not?" And like to support the client in letting go of expectations or other people's judgements, so that they can see for themselves, if that makes sense.

Alana: Yeah. I feel like it's like a longer deeper thought, but yeah, it's a helpful beginning. Thank you. I feel like I need to go back for myself maybe and look at the natural rhythms...

Joanna: Yeah, I think you should, for sure. Look at the natural rhythms and then also thinking about the cycles, and we'll get to this also. I know I keep on saying, "We're going to get to this." But we are... But when we get to embracing the mystery, a piece in that isn't... And we've already actually looked at this a little bit,

knowing when we or a client is in a winter phase. When they actually need rest or a reset or silence or whatever it is, we have to be mindful of the four phases of cycles, as well as people's individual natural rhythms.

Alana: And I feel like in that natural rhythm piece, it can also be like, sometimes you might need to come up with a new strategy for moving forward. Maybe the strategy isn't working and it needs to be re-imagined.

Joanna: Absolutely a hundred percent. Awesome. Thank you. Tella's saying she's recognizing threshold dynamics and thinking that maybe the victim shows up when there's freeze or collapse present. A hundred percent, so glad you're bringing this up. Tella, so a lot of times these resistance archetypes can show up as our survival mechanisms when we go into fight, flight, freeze, [inaudible 00:01:05:52]. Cindy's saying she's having a huge realization about a woman that she consults for and how the difference in energetics right off the bat in their relationship has overflowed. Good. I'm so glad you can see that, Cindy. Okay. Let's keep on going. Can you guys see me? I feel like it all of a sudden got really dark in here. Hold on. I just want to turn the light on.

Alana: Does anyone remember which call the natural rhythms was on? Just so I can go back if anyone remembers that...

Joanna: It's the strategizing call.

All right. Let's look at the judge. The judges related, in some ways, can be actually related to the victim. I find that there's often crossover between the victim and the judge, but there are some differences. So the judge is always judging either themselves. So in that can sound like< "I suck. I'm not flexible enough. I'm not this enough." Or the judges are judging other people, other people are always doing something wrong. "I couldn't do that because you didn't explain it well enough." Or, "My marketing doesn't work because all the people out there are blah." Whatever it is. So, the judge, maybe will always judge the suggestions that you make as a practitioner. Things like that. Now, Similar to what Alana asked earlier in the conversation, I want to mention this again and be really clear about it. If a client brings up a grievance, there should always be an honest conversation about it, where you do look deeply to make sure that you are in integrity, fulfilling what you said you would fulfill, all of the things, when it's actually a judge, like the resistance archetype coming up versus a legitimate grievance.

I don't want to say this... A lot of times, you'll actually also know because you feel it energetically. Remember archetypes are energies that almost come and wrap around us when it's a resistance archetype. And I'm sure all of us have felt this before, if we've got the judge in front of us, this energetic, it's almost like a lunging or a judgment. Now that's not fail-proof, you still want to look at yourself for sure for full integrity. But usually if you can feel that energetic, it's the archetype. Does that make sense? Is that helpful to think about? Here's the other piece that's important. When you're confronted with the judge, the only way that you as the practitioner are going to be able to identify that you've got the judge in front of you, is if you are managing your own energetics, if you know that you're good enough, if you trust yourself. If you are feeling not good enough, not trusting yourself, bad about yourself, all the things, the judge can not only be sneaky and trick your client into thinking you've done something wrong, that energy can trick you into thinking you've done something wrong.

And then what can happen is, you take the judges judgements and you try to fix things and you try to be better and you take over responsibility when really that's not what was going to be needed or good for you, but also most helpful for your client. What was going to be most helpful would be to address the resistance. You guys with me on this? This is really important. Okay. So how do you know if you've got the judge aside from this like energetic piece that I've about? So excessive criticism, overtly or underhandedly of you, of others or of themselves. An energy of bitterness or passive aggressiveness. If the client is looking for a way out of doing the work, achieving their goals, by making judgements of other people.

If you get the sense that your client is telling you that you are not good enough, that you're illegitimate.

Oftentimes a demand for perfectionism in themselves or others. So again, take a moment. Does the judge ever show up inside of you? I know it does in me. So how do you handle the judge? By the way, just starting to understand all the things that we're talking about and you, as the practitioner, having awareness of all of these things is going to help you immensely. So number one, just like we want to love the victim, sometimes it's harder to love the judge. We want to love up our clients' judge. We do not want to judge the judge. We don't want to get into a shadow dance, a judge shadow dance or a victim judge shadow dance. And by the way, we're not going to get too much into shadow, but what we're talking about

today really is an aspect of shadow. It's when we've got this thing going on, that is entrenched and we don't see it. Lovingly, create awareness around the judge. So it can sound a couple of different ways. For example, "It sounds to me, like you're being really hard on yourself right now. Do you notice that too?"

If you've got a judge where you're sensing that energy that I was talking about, sometimes creating awareness can sound like, "What do you notice about the tone of your voice right now?" Or, "What do you notice about your energy towards me and the conversation right now?"

Any type of "I'm hearing that," Or, it sounds like, "I'm hearing that you feel, I didn't notice you enough in our session last week. Am I getting that right?" Again, sometimes just reflecting back what you're hearing, it'll make them be like, "Oh wait, no, you did really see and hear me." Just that can sometimes break the spell. "I hear that you feel I'm steering you in the wrong direction, am I getting that right?" And of course, sometimes it's not just that one question that will get you into a conversation about it.

And if they do, by the way, they're like, "Oh my gosh, I know, you were seeing me." A follow-up question can be, "Have you had that feeling before in other situations where someone isn't really seeing or feeling you?" That will get into the... Sometimes we can't do all the things in order with the normalization next, but that will get into the unpacking of some of the fears. Or another way to create awareness. If a client is like, "You did blah, blah, blah, blah, blah." "That wasn't my intention at all and I'm so sorry that, that happened. I'm wondering if you experienced this in other places." So it's calling it out, it's starting to create awareness around the pattern. Or, "I noticed that when I make suggestions, that really stretch you..."

### PART 3 OF 4 ENDS [01:15:04]

Joanna: When I make suggestions that really stretch you, your reaction is to get a little judgmental. Would you agree with that? Do you know this response from other areas in your life?

So this is almost like I think about it, it's almost like we're creating a puncture a little bit in that energy vortex by just starting to create the awareness. We want to validate and normalize again. I'm not going to go for each of the archetypes how



to validate and normalize because it's the same, right? You just tell them it's normal. A lot of people, this can happen to you it's happened to me or whatever it is. So for the victim, the antidote is empowerment. Showing that they have choices, you're giving them agency, showing them that they have the agency. For the judge the antidote is love celebration and acceptance of self and others, love celebration and acceptance of self and others. So when we get to steps three and four, again, they can co-mingle, they looking at the fear and also the co-creating next steps. Whatever we want to do in those steps is about supporting the client to really find that love, to really find that self-acceptance. So an example is, what would self-compassion look like in this situation?

Or if they've been judgmental on someone else, you wouldn't necessarily do it if they'd been judgmental for you, what would compassion for your mother look like here? And here's Just another little piece I'll give, if a client is being judgmental to someone else or they're being judgemental to you, it's shadow right? So what that means is that they've probably also really judgmental of themselves. So You can still ask a self-love or self compassion question, even if the judgment has been on you and it will still activate that energy that they need to move even more out of it. Does that make sense?

[Teil] is asking, do you find that the judge struggles to fully receive the love? That can be in some cases for sure, tell and again always with resistance the steps I gave you, you can apply that to anything. So I would lovingly call it out. I know that it can be really hard for you to receive the love, right? And I want to create space for you to have the love right now. Are you willing to go there a little bit? That makes sense. Good. Okay.

Oftentimes what you can do with the judge, any of these archetypes, again, is like a visualization, have them see what the judge looks like, really connect in. One thing that, that will do is just number one, it'll separate themselves from the judge, right? So when we have a shadow, any kind of shadow, and again, these are shadows inside of us. We inadvertently, we think it's all of us. It takes up all of who we are when we can separate the persona out or the energy out. And they can see it as a part of themselves. And all of a sudden, it's not all them. They're not all wrapped up in it anymore, if that makes sense. Yeah. Okay. So you can do a visualization with the judge and find out more information and get to the judges highest wisdom, right because the judge does have wisdom.

Sometimes you can ask when you're critical of others or when you're judging others, what feeling or thought is it distracting you from? Or what are you actually frustrated about? Or what are you angry about right now. Sean it's asking, is this similar to parts work? A hundred percent. Yeah. Okay. I'm going to keep on going and get... I'm going to get through as many of these archetypes as I can. Today I told you guys we'd go a couple of minutes over whatever I don't get to make a recording for you. Okay. Next I want to talk about, there are actually three different archetypes, but I'm going to put them all into one. They each have their own little flavor, but we can look at them together. The confused one, the flake or the disconnected one.

So the confused one, gets confused. The flake, it's just like, Oh, they just flaked out on the homework. They just, Oh, I didn't realize I had our call on the calendar today. I, didn't... that Kind of thing. The disconnected one, it's like almost they get disconnected from the situation. So for each of them again, they each have their own different flavor. But I find a helpful way to think about these is that what their core thing is, is that there's the fear of moving forward shows up as being confused or lost or ignorant, any of that. Usually this is someone who's actually whip smart, like I was sharing before, but when the energy takes over, they become disorganized or ditzy or whatever it is. And the fear of moving forward in whatever they're working on is getting in the way of retaining the information that they need to move forward.

Sometimes, like I said, it can be simply not showing up, not bringing themselves fully present to a session if they feel distracted, disconnected, or not bringing themselves fully present to a task at hand, becoming MIA for weeks at a time. All of that. So for them oftentimes not always, and by the way, everything that I'm sharing, it's not always the case for each of these architects, but I find this most of the time the case, right? Always coach the what, based on the who. Oftentimes there's a fear of facing reality for these people. So the antidote to that is supporting the client to get comfortable with what it is, to get comfortable with the reality and to build resilience.

So in the steps three and four, I'm going to assume that you guys are going to... you get the steps one and two lovingly call out and normalizing. I've given a lot of different types of examples. Some of what you would ask is maybe what would be scary if you were to fully show up or what would be scary for you here if you were to fully comprehend the situation. Or what do you think your disorganization is

covering up? Or what do you think your disorganization is distracting you from? What are you scared might happen if you were to fully show up here? Could you repeat the... what would be scary if you fully comprehended this situation? Right, so for the confused one, that's like, I don't understand, right? What would be at risk for you if you were to fully comprehend this situation.

Sometimes for the flake or the disconnected one, the confused one on a strategic level... you want to address the inner pieces, but on a strategic level what can really help them is breaking things down into baby steps. Sometimes, not always, but sometimes these archetypes they can kind of get... because they have trouble facing reality so they get overwhelmed with the big picture. And if you can break things down and not look too far into the future, but keep things present next step, next step, next step it can be really helpful for them.

All right, I'm going to keep on going a few more minutes and then I'll open up for cues. Couple of other archetypes, the needy one. So this is a person who, when they go into their place of fear, they start to feel like they can't do anything on their own. And they really need you to hold their hand. They need more feedback from you. They need to email you and send you voice messages all the time and they really want you to hold their hand through every little thing. And of course that's not only is that annoying or hard as the practitioner, but it's not empowering for the needy one. There's a lot of different emos, but one of them is the fear of being alone and on their own, or a lack of self-trust. For some of the needy ones. There's also a flavor of an excessive need for outside validation.

So share each of these things with you again, so that you can formulate, you know how to work with them. You can look for things. A good antidote for the needy one is supporting them to really see that they are supported and self-sufficient all at once. That they can be supported as well as self-sufficient at the same time. So some of the entry way in could be something like, I really trust you to take this next step on your own. And I promise I will be there in case you need help with it. What would it take for you to trust yourself, to take this next step on your own or an exploration of self-sufficiency, or Sometimes, you can say something like our relationship is an opportunity for you to find the sweet spot between being supported while also standing on your own two feet. What would that look like for you?

It may be before that, of course you explore, ways in the past where they haven't been able to be self-sufficient or where they felt like they haven't gotten enough support from others, or they really need holding you. You do want to remember that step three is to look deeper into some of the patterning in the fears.

Sometimes you'll get the know it all, or in a group setting, I call this one the teacher. The know it all already knows it. You're saying it like, I know that, I know that, I did that, blah, blah, blah. In a group, it's like the one who's trying to be the teacher and teach others instead of receiving for themselves. Oftentimes for that one, the core thing is I'm not cherished enough or I'm not given enough credit or people don't think I'm smart enough. And just to say this is different from the one, it's like I already did that and it didn't work, and I did that and it didn't work. That's more of the victim. This is more of, you're not telling me anything I didn't know kind of thing.

So the antidote for that, we want to know as practitioners is the more that we can show this client that we see them, that we celebrate them, that they're wise, are expert or talented, whatever it is they want to be seen for, right. Again, we want to call out the resistance. We want to do all the steps, but we want it with this flavor.

The spiritual one. This is a newer one that I wasn't aware of really until a year or two ago. It's a tricky one, especially for those of us that work with spiritual people and are part of the spiritual industry. So the spiritual one can show up in a bunch of different ways. It can be like, this isn't spiritual enough for me. I don't want to look... looking at it that is so negative. I'm all about loving, that kind of thing. I don't like to look at the blah, blah, blah, blah, blah. I really like to stay positive about things. One of the reasons why I said Gloria, why the timing thing can sometimes be that, it's like, it's okay if I'm late, I just need to be in the flow. Of course, sometimes we really need to be in the flow, for sure, for sure, for sure. But if that's being used as a wedge between what they actually really need or need to do for themselves. Oftentimes what's in the... [Shanon] saying I'm so high vibe, yeah exactly.

So sometimes, a lot, not all, but a lot of times for the spiritual one, what can be at the core of it. So first there just... it might just be the persona of meeting to the spiritual, but for others, a lot of the times it's like something really terrible is going to happen. If I just opened my eyes to look at anything messy or unsavory or negative. It's like they're scared they're going to open up a whole Pandora's box

if they look at the shadow or the difficulty or own up to the gaps or to what's not going well or that kind of thing.

So for that like an antidote is to support them to really see that all of life is made up of light and dark that we need both, right. That the one supports the other. Last one I'll mention for today, the jokester. This one isn't as common, but the jokester is the like something really big is about to happen and not that we can't bring levity to things we actually can, but it's almost like they joke their way out of the thing. They make light in a way that really demotes this big thing that just happened. [Shawmut] in the experience you gave of the group before, You can maybe put those women into the jokester category too.

Oftentimes what's at the core of that is, it's scary when things get too serious, I can't handle anything too deep or too heavy or too big. And oftentimes an antidote to that is to support the client through different ways to see that they're resilient, that they have a resilience that they can handle it. Okay. Real quick, a couple of things. So when do you resistance? So just number one, as it comes up, right. If a resistance archetype comes up, you're going to do all the work that we looked at today. I also like to address the resistance at the beginning of the relationship, right? So I ask in, sometimes in the welcome packet, how will I know that you're in resistance? What are some of your tendencies? We may have part of that conversation in our first call.

Any group program I always addressed it on the first call. I addressed it with you guys on our first call, I had a whole protocol for groups. Sometimes when you're about to start something really edgy with a client, or a big stretch for them that they're ready to go for, just be like, "Okay, what are the ways that you're going to show up in resistance? Let's just name them now." [Lorna] us asking, "yeah, I've got a document with all of them." The last couple, they're not as common and I put more just like the antidote, all the different things, but you'll get a whole document. Would perfectionist tendencies be the judge? Yeah. I mean perfectionism oftentimes it's the judge.

However, that being said, when someone is caught in perfectionism, it could show up in any of these expressions, just depending on what they're most comfortable response to the fear or reaction to the fear is. And again, that's why I

sayed coached the what, based on the who, I'm giving you guys guide the lines here, but some of this is mix and match depending on the person.

Okay. So take a moment and write down, what are you really taking away from our time together today? And two takeaways, what are you taking away for yourself personally and then what's your biggest takeaway as a practitioner.

And I want to hear some of your takeaways, but I also want to say, I'm going to start a post in our Facebook group, and I just really, really want to invite you guys also to share it there for you and also just so that we can all see it's important. You've got... I want to hear those in a minute and I'm going to take questions in a second, but just a couple of things you've got some homework. I want you to pick an archetype, one of the archetypes we spoke about today, or you can make up your own, totally you can make up your own, whatever you identify the most with, and I want you to write a letter to yourself from the energy of that archetype, right? So for me, I would close my eyes, move into the energy of my victim and I would just write dear Joanna.

And then from the voice of my victim, whatever my victim wants me to know. You can ask the archetype, why are you present in my life? Where did you come from? Who modeled you? What can I learn from you? Mind this energy for information. It's got stuff to tell you. I also want you to track your resistance over the next week. The more you can catch it as it's happening, the more agency you have to shift it as it's happening.

Make a list of all of your clients, or if you don't have clients, people that you know in your lives, which of the archetypes that we looked at today or another one, are they most prone to fall into, do they usually fall into. And see if you can identify why based on what you know about them. Now for your practice calls, it's hard to manufacture resistance on the spot, right? Because it's something that we're so unaware of as we've been talking about.

But I do want you to open up the conversation in the practice call, ask where are you feeling resistance to the work that we're doing, that you're doing together, or the project that they're working on, that they've been sharing with you, maybe unpack resistance together a bit. I wish we could manufacture the actual resistance energy, but it's hard to do that.

PART 4 OF 4 ENDS [01:38:29]

