

# Welcome to a World of Discovery about our Human Nature

Until now these brilliant discoveries have been recognized and put to use by very few people outside scientific and academic circles. And that's a shame because they explain so well why so many of us don't have a clue who we really are and fail to understand others near and dear to us. Most of all, this includes our spouse, our children and our peers at work—anyone and everyone.

The sad result is conflict and pain that could be so easily lessened or avoided altogether. That's why we wrote UNLOCKING THE T-CODE and why we're pleased to provide you with these free charts taken from it. They are based upon these and other truths discussed in the book:

- Each of us is born with a basic temperament that rules how we view and experience life.
- You and every other human being falls within each of four basic types with four sub-categories within each—adding up to 16, as you can see on the enclosed chart.
- It is a human failing to believe that everyone else views and experiences life the same way we do. They do NOT.
- Each of us tends to believe our way is the RIGHT way. That means their way (that of people with a temperament different than ours) is WRONG. You know all too well the result of this.
- You can have a child with a temperament completely different from yours or that of your spouse. It happens all the time. And that child cannot change his/her basic temperament any more than you can. So does it make sense to try to change that child into something he/she cannot be? We don't think so!
- The career or job you or your child will find satisfying and rewarding depends upon his/her temperament. How sad it is that so many of us do not know this. “Blessed is the child that is allowed to be who he or she was born to be,” we say in the book.
- Answering just four basic questions found in the book will tell you what your temperament is—or that of anyone else, for that matter.

Now a few words about the charts that might prove helpful. As you scan them, we realize there's a lot to look at. Please don't feel overwhelmed as it's not important to totally understand everything at this point.

But do notice how the people in the top half of the charts are different in very important ways from the people in the bottom half. (Not better or worse—but different.) The population is about evenly divided between Feelers and Thinkers. Also notice how the people on the left side differ from those on the right side. We call those on the left side Inners (referred to as introverted by some) and those on the right Outers (extraverted by some).

Further, you'll see that within each of the four quadrants are equal subdivisions that give a balance within each group.

It is really a beautiful design that shapes how our world works. Look at any quadrant and notice how the opposite quadrant differs from it. The Expressives are totally opposite from the Analyticals and the Amiables are opposite from the Drivers by their inherent natures.

Where do you fit in—and other people important to you? Ah, that's the question we all want answered. Because that's the key to living a calmer, happier, more productive and satisfying life.

We hope these two charts will serve as a beginning of this glorious quest for you. And, of course, we invite you to explore this fascinating and rewarding subject much, much further in UNLOCKING THE T-CODE. We are convinced this journey can literally change your life for the better. It did exactly that for each one of us.

Sincerely,

D. Scott Trettenero, DDS

and

George A. Scott