

THE GAME (Draft 1)

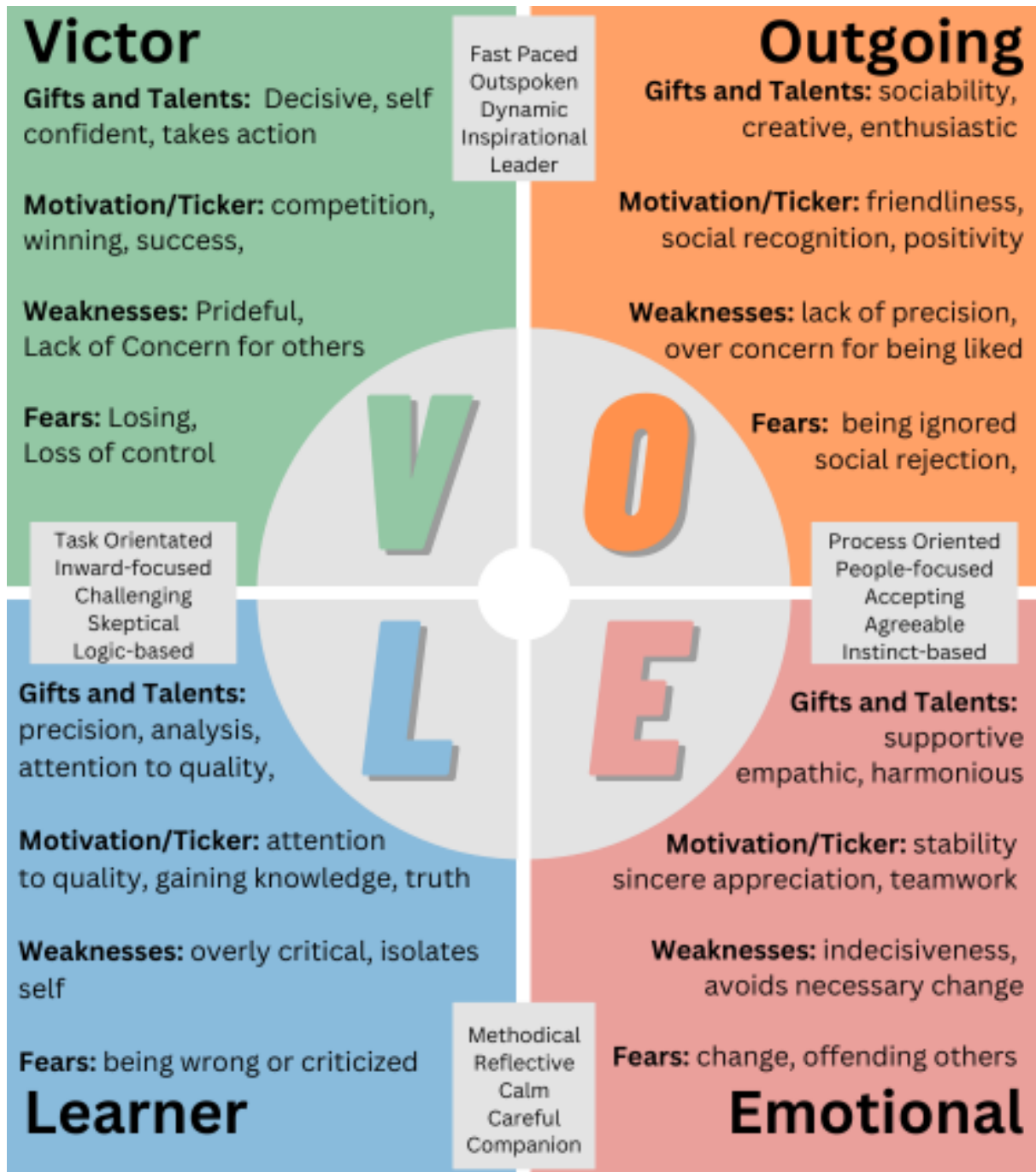
Why would God create a faith based system, a world where we can't concretely touch him or prove his existence? Why is it that when I go deep into prayer, fervently talking to God, I hear nothing back? Why would he purposely be okay with so much confusion about who he is? These are all questions I had, that I so badly wanted the answers to but never got the satisfaction that I craved for. If you have ever had these questions, whether they were a thought for a moment in time or the very reason you can't ultimately put your faith in God, you're in for something deeply compelling. If you do have a strong faith, let this serve as the roadmap to understand exactly who God is. If you don't, listen with an honest heart. The wild thing about truly understanding God, is that it completely flips your life upside down. Using this system has changed my marriage, my business, and my friendships. I am confident it will change your life too.

So without further ado, let's play a game. Can you find yourself somewhere on this chart?

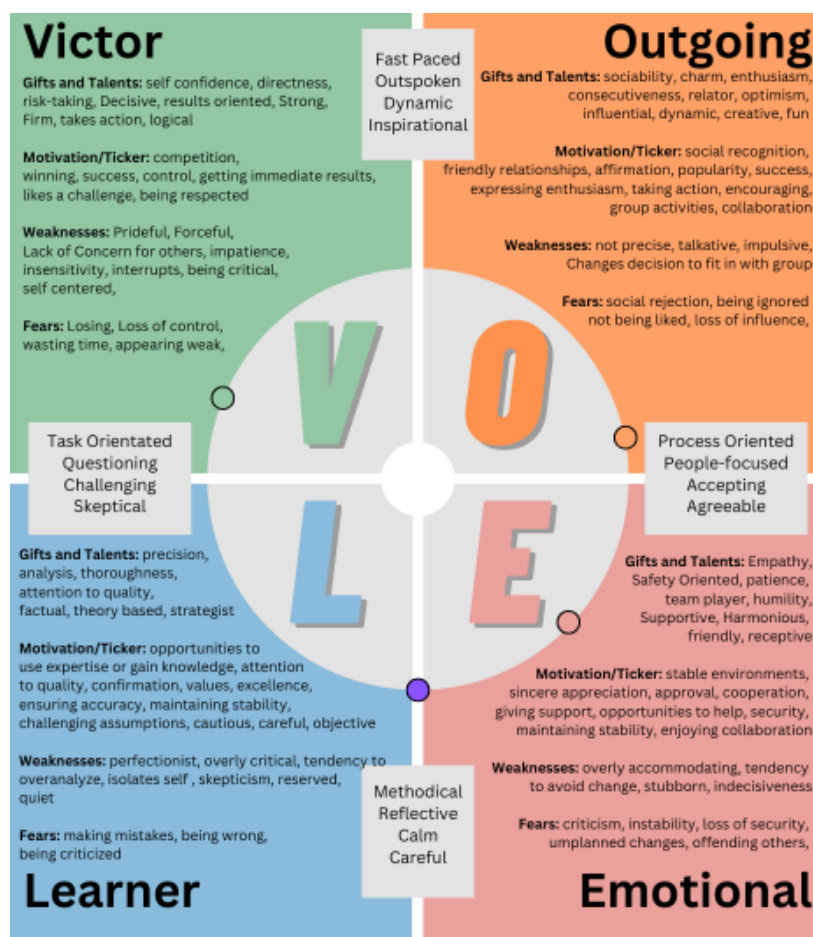
Here are the rules: You must pick a pinpoint location on the outside of this chart.

Hint: Read through all the descriptions carefully. Don't worry about being stuck in a "box". The location you choose doesn't mean that you don't have the ability to do things outside of your "box"; It just represents you more to your core. You may have to think back to your childhood years and think of which area came most naturally to you.

The chart doesn't tell us what a person does or what they are restricted to do, it tells us why a person does what they do. To identify where someone is on the chart just tells us what their true motivator is. Everything that resides on the chart can be a learned skill through intentional decisions. You are trying to identify where your largest gifts and talents come from. You may exhibit traits from all of these areas on the chart, but there is one area, ever since you were young that came the most natural to you. All traits can be learned but down to your DNA, there is a way that you are hardwired.

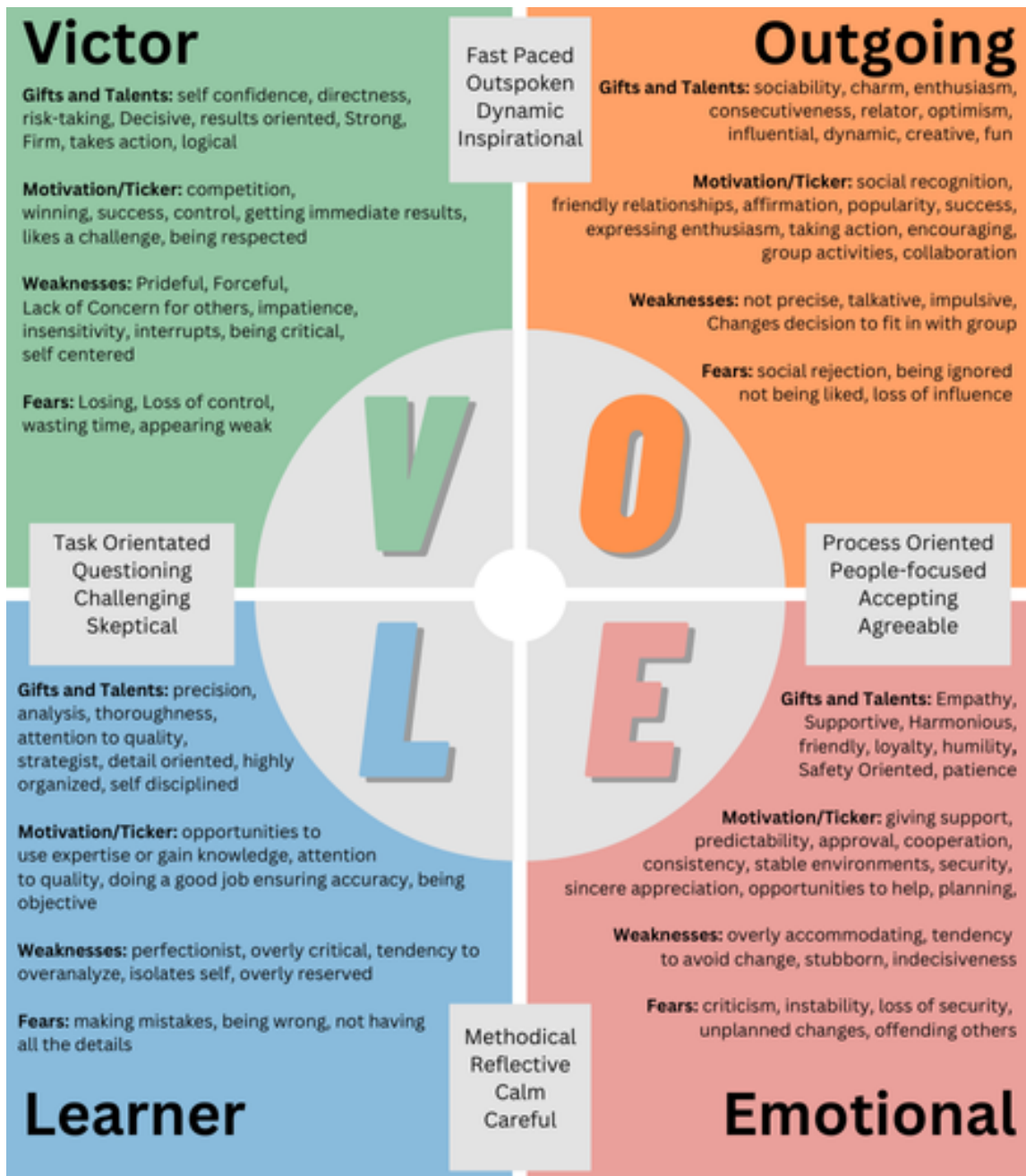


Not 100% sure if you picked the right spot? This might help. Check out the green dot on this chart. That's me, I'm Matt. I definitely fall into the "Victor" category. If my 8 year old daughter gets a board game out, I'm not satisfied if I don't kick her butt and come out with the win. But if I read the boxes in between the other two categories I find that I lean more towards the "Questioning / Logic-focused" box. I certainly am "Active and Fast Paced" but I would definitely say I lean heavier towards the L category. And then there's Drew, he is the Orange dot. We call Drew an "O" that leans "E". He picks the "Outgoing" category but he strongly resonates with the "Emotional" category. The "Accepting / People Focused" box resonates with him very strongly but he would say that he ever so slightly leans more toward the "Outgoing" category over the "Emotional" one. Now Jean is a different case. She is what we call a straight "E". She is emotion based. She cares deeply about stability, safety, humility and becoming a team player. Lastly, there is Ian. Ian is what we call a straight "L/E". That middle box perfectly describes him, and he simply can't make his mind up between what motivates him more between the "Emotional" box and the "Learner" box.



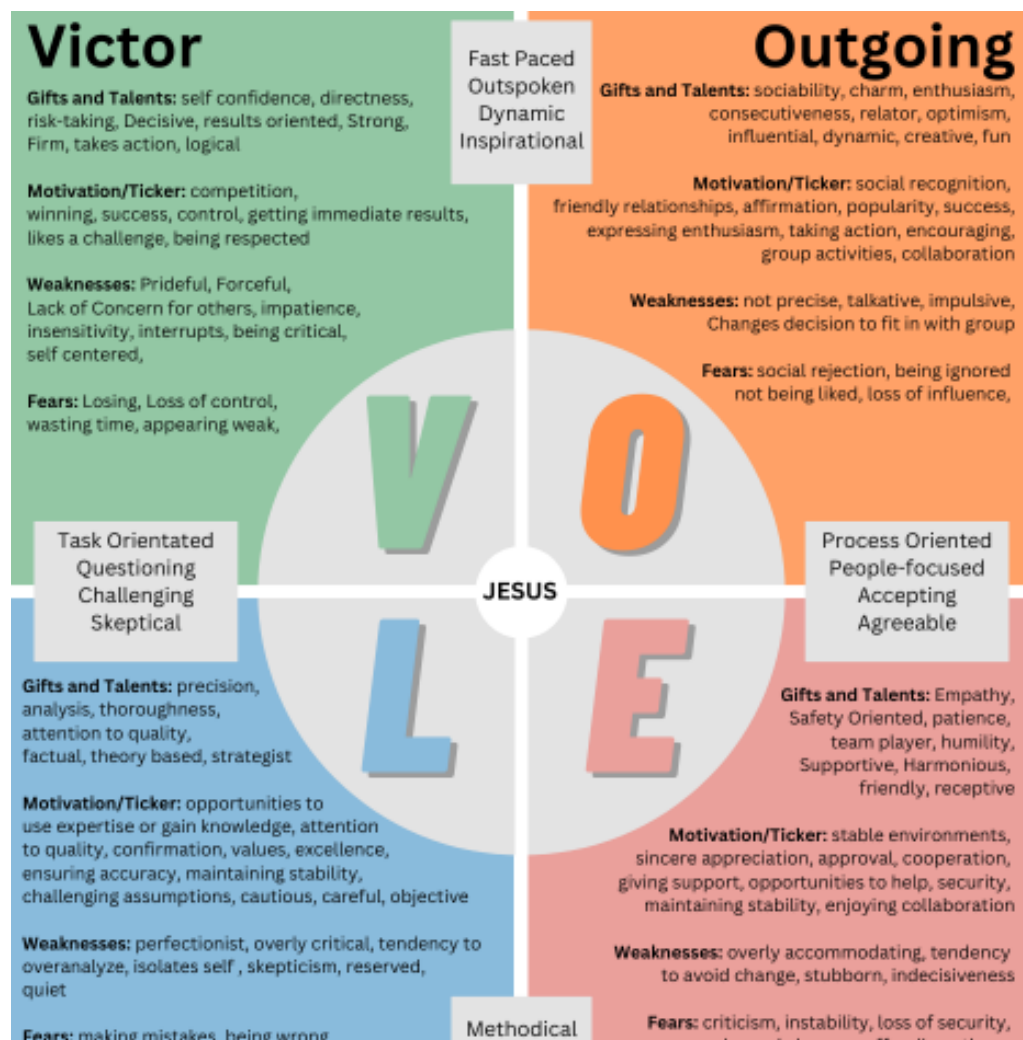
Do you understand a little better now? Try again. This game is a lot easier if you are with someone who knows you well.

Go ahead and put a dot on the circle where you are.



Do you want to know something wild? This dot represents what makes you, “you”.

Do you like games? I know I do (I am a V guy). Do you know who else likes games? God does. If he's anything like me, he is a "gamer". But you know what? God is just like you as well. God is the ultimate "Friend", he is the ultimate "Empathizer", and he certainly has a love for learning, he is all knowing after all. In fact if we go back into history and think of the person of Jesus Christ. He showed extremely strong traits from each of these categories. Everyone expected Jesus to be a "Victor" as any king should be, but what surprised people the most about him was that he was the ultimate "Empathizer". He cared deeply about others. People flocked to him as he was also the ultimate "Social Butterfly". People couldn't get enough of him and simply just loved hanging out with him. And of course we can think back to 12 year old Jesus in the temple teaching everyone about who God is. Jesus seemed to always know the perfect answer to anything.



Our environment can change how we see the world but when you were born, this is how God made you. But how did he do this? God created a game. He formed the universe, he formed the world, and then he pulled pieces of himself apart. He decided that Matt would get the “Victor” part of himself, Drew would get the “Outgoing” part of himself, Jean would get the “E”, Ian the “L/E” and so on... God created a game called “Life”. He put us all on the Earth, formed us from his image and LIKENESS (our personality). He created us to become like Jesus Christ. But what does that mean? It means that we must perfectly embody the 3 other parts of the chart. Jesus exuded all 4 dispositional traits PERFECTLY. So how can we be “Christ-like” unless we have a hunger for knowledge, a social butterfly, not settling for anything less than success, and lastly care for others before yourself. THIS is what it means to become Christ-like.

So how do we do this? To go outside of our “box” so to speak, it requires true intentionality. When I discovered this, I was so stuck in only considering the possibility that my “ticker” was the only correct way to look at the world. I simply didn’t understand another view point. But now I know that these other people were born inherently different from myself and with a totally different ticker. BUT it is important to remember how they came to be this way in the first place, God literally pulled pieces of himself apart to create these other people. So my way of looking at the situation in regards to my way being right and their being wrong was totally off the mark. In reality, with 2 different viewpoints, we are together seeing a more complete part of the picture. And it really helps to know exactly the thing that’s making that other person tick, because now we can speak to it.

I have found that there are only two reasons for conflict. Number one is that two people don’t have the same information about the topic. This could be from a long line of events that occurred from our two different environments. It could also be a short term misunderstanding. But if we both understand the situation completely the same as one another the only possible way there can be a conflict, is that we have two different dispositions. Two different viewpoints, two different “tickers”.

Here is an example. Take my wife and I. I am a “V” and she is an “E”, which by the way is the toughest path to perfect marriage. (Married to someone across the chart) My wife, Jean, asks me to pull out a mattress delivered in a tiny box from Amazon and let it air out in the garage. It's finely rolled in the box suction wrapped to minimize it's space to fit in the box. I drag the box to the garage, pull it out and notice the floor of the garage litter with snow, and dirt from the last storm. I immediately realize that this mattress cannot go in the garage so I start cutting the plastic open and bringing it inside. I would have to find a room to set it out in so that it can expand to its full height. “STOP” she says. “It needs to air out in the garage.” So I explain to her that it can’t because of the snow and dirt. Its releasing chemicals, she says. “Well, we can’t put it in the garage” I say. Then I hear that classic line, “Can’t it be enough to do it because I asked you too. It should be enough that I asked you to do it! Just put a tarp under it” I stop in my tracks out of frustration. (Mind you this is only a week after discovering how to use this chart). I was upset but I pulled myself together, not saying a word and huffed off the barn to find a dirty tarp

that was out in the barn somewhere. But as I am walking out to the barn, I realize that she was speaking from her “E” perspective. She was thinking of stability and safety. She was expecting that I would react to her request from a place of empathy and care. Instead, I was thinking from the vantage point of completing a task and getting the job done. A classic “V” mindset. It actually gave me a little bit of joy to recognize this in the moment. I ended up doing as she asked and set the mattress on the dirty tarp but then we realized the best plan of action would be to set it on its side and lean it against the wall vertically so that the whole mattress wasn’t touching the dirty tarp. After this interaction, I sat down with her and explained what was going on in my head and I also took the time to empathize with what was going on in her head. “Jean, I understand you are just trying to keep us all safe, I was just trying to complete the task and it frustrated me that I had to stop what I was doing without a good solution in my mind.” I also prompted her and explained that it would have really helped me if she went a little deeper into the logic of what she meant by “it has chemicals”. It turns out that there was some study about letting this air out because of a link to cancer causing chemicals if breathed in for a long period of time. Do I 100% buy into that? Not totally, but I supposed it really won’t hurt anything if she does and especially if there is any truth to whatever study she found. This whole situation occurred because of our dispositions and now that I understood this, I had complete understanding and far more patience from literally just knowing that piece of information.

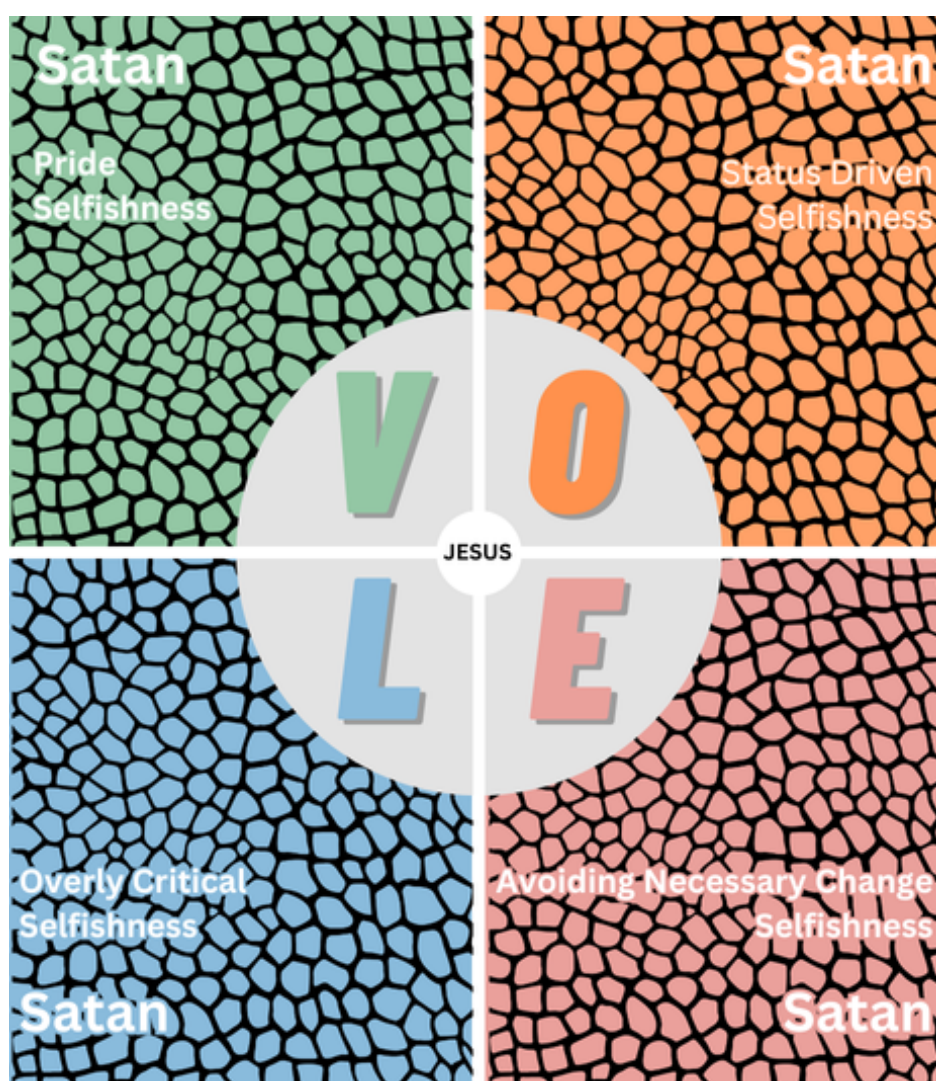
One more example and then we will go a little deeper into the chart again.

I work with Spence who also is also a straight “E”. When I initially introduced him to this concept, the only thing that confused him is that he couldn’t get past the fact that he was so ultra competitive in the sport of basketball. I can tell you for fact that he is not competitive in general about almost everything else but he absolutely is a crazy high level of competitive in basketball. I started thinking a little deeper, and I asked him to think back to the first few times he could pinpoint this competitive fire in the sport of basketball. Then I ask, is it possible that he went to this ultra competitive place, not for the core reason of being competitive but rather for others on the team, to do his best to help them even over himself? Sure enough, that’s exactly why he said he did it. He had never pinpointed that fact but reflected back to the fact that no one on that team had “the dog” in them and he realized he needed to go to that place for the betterment of the team. Through this conversation I realized something extremely powerful that we can all do in regards to using the L.O.V.E. chart. Spence unconsciously used his ticker to go across the chart and demonstrate strong behaviors of “V”. We too have the ability to go across the chart but doing it with intentionality.

When Spence gets married and has kids and is becoming overwhelmed with life because there is too much sensory overload (a hardship for “E” folks), he can use his ticker to go across the chart. If he is stuck in his emotions because of the hardships in his life, he can be intentional to go outside of his box. Maybe someone close to him is dealing with the loss of a loved one and in his empathy it breaks him as well. He can use his ticker to go across the chart and be confident and strong for that other person. What he can do is think of how much he cares for that other person and simply understand that the other person needs someone who is confident, who is direct and who doesn’t beat around the bush. He can go to a place of directness that isn’t

natural for him by thinking about how important it is for his loved ones to have that in their life. He needs to use his empathy to go across the chart and you can do this too when you see that it is necessary.

Now, unfortunately we sometimes fall prey to our fears and become stuck in our box. To go across the chart, to go anywhere outside of your box, ultimately makes you more Christ-like. Guess who doesn't like that? The evil one, Satan. So what does Satan do? He takes the one fleshly aspect of how God made you and preys on your fears. The evil one is all around us trying to pull us away from Jesus Christ himself. He does this with isolation and he does it with our selfishness. If we aren't striving for God, if we aren't making intentional efforts to get outside of our box, Satan does his best to get ahold of us. He uses the shortcoming of us being status driven or being overly critical and he isolates us in that. Can you think of anyone who just didn't come across as a nice person?



Where did they fall in this chart? Were they just purely L? Were they purely V, being completely prideful and narcissistic? If you think really hard, they probably didn't show any signs other than

one of these boxes in particular. Now whether you have understood all this to be God or be Satan prior to this, it doesn't matter. I know many people who embody all four of these traits very well. God is smiling down on those people because whether they know it or not they are being Christ-like. In fact someone might not have a personal relationship with him at all and be more Christ-like than someone who claims to believe and follow him. You can embody all parts of the chart, but it is so much easier to do it with Jesus. It makes so much more sense and gives a person so much more purpose when they know the final target is Jesus.

Now what exactly happens as we become more Christ-like?



The yellow represents a person's capacity. The yellow area around the outer edge of the circle is the exact same as the area in the center of the circle. If we stay stuck in our flesh of how we started on this earth, we never go outside of our box. This is exactly what the devil delights in. But if we follow the Spirit, if we become more Christ-like, we start to have what feels like more natural abilities outside of our box. Sure enough if we can become completely Christ-like, we

can embody all four dispositional traits without conscious thought. This is what it means to die to oneself and to choose God's will over our own. This is what it means to be like the person of Jesus. This is what God is calling on your life.

Although God put me on this Earth and breathed into me "Victor", if I become in complete union with him, I will have the ability to, without thought, socially connect with anyone. Without thought, go to the depths of understanding who God is. Without thought give someone such pure empathy and care when they need it.

So why did God create a faith based system? God was the ultimate "Gamer". God is just like me (He's just like you too). If God is an ultimate gamer, I think he created a game, a game called "life". He pulled himself apart and gave us all pieces of who he is. He wants us to play the game and ultimately become like him. But the only way we can do this is to work together. Learn the other parts of the chart by being in communion with one another. Ultimately he wants us to be with him in heaven as a part of the communion of saints.

This is the ultimate game. And what is the last thing he decides to do in his game? He decides not to even tell us that we are playing it. After all, what is fifty to a hundred years in terms of eternity? A spec of sand on the beach.

Now that is a tough game. But God is a competitive dude, just like me. He wasn't going to make it easy on us. But remember, God is not only a "Victor". He is also the ultimate empathizer. So what does he do? What is a game without some hints? He flashes here and there all over the world giving people hints as to who he is. Have you ever had an experience that you simply couldn't explain? Something that is hard to explain outside of the existence of God? I know I have. If you haven't, keep striving for him and I can almost certainly tell you he will smack you across the face with a hint.

I know he did for me. And it was that hint that led to the words being put on this very page. So what does God say next? Come and see. Seek and you will find.

Now it's all well and dandy to know this information but why is it important to know and how exactly do you use it to change your life? Finding out exactly where you reside on the chart doesn't "lock you into a box" so to speak. What it does mean though, is that your own ticker is always, and I mean always the reason that you go outside of your box. Me as a V person, will only be empathic, for the reason of me wanting to be successful and "win" that relationship so to speak. My wife will only be fiercely competitive for the reason of cooperation, empathy and care for another person. God gave us each a different ticker which requires different fuel to go. Ultimately we can all do the same thing as another but the very thing that makes us get there will be different. This chart is an explanation as to who God really is. It gives us an understanding of God and others. If we learn to identify where we fall on the chart and where others fall on the chart, we essentially have the ability to see others in the eyes of God.

God knows what we need. God knows what my wife needs. She needs stable environments, sincere appreciation, approval, cooperation, support, opportunities to help, security, and

collaboration. (Everything that makes an “E” person tick). I used to look at the world and inherently believe that everyone needed competition, winning, success, control, immediate results, a challenge, and to be respected. (Everything that makes a “V” person tick). So now when I see my wife hurting, or when I sense conflict, I pause and intentionally make the choice to give her all the things that make her tick. Before, I had the approach that my ticker was the correct one. I was right and she was wrong. Now I know that the Emotional part of who she is, is literally from God himself. The answer isn’t either or, the answer is a both/and. All along, the answer was that we were both correct. God is perfectly both of those things, and the answer is a perfect melody between both viewpoints.

We will all want to speak to people in their ticker for different reasons. As a “V” person, I will do it to crack the code and win the game of life so to speak. I will be a good spouse to have a successful marriage. My wife, Jean, as an “E” person will do it because of her empathy. She will do it because it will show that she cares for me and it will give her stability within our marriage to be on the same page.

Lets look at two other people on opposite sides of the chart. Lets take Russ, a straight “L” and Mike a straight “O”. Russ is motivated by opportunities to use expertise or gain knowledge, attention to quality, doing a good job ensuring accuracy, being objective, Mike is motivated by social recognition, friendly relationships, affirmation, popularity, success, expressing enthusiasm, taking action, encouraging, group activities, and collaboration. These two wouldn’t be the type to hang out and have a beer together but they would be a lethal combination in a working environment but now with this new found information, they could actually excel at both. They could easily find common ground with one another in conversation now that they know what is making the other person tick. Now that Russ knows Mike is motivated by social recognition, he could start the conversation by telling Mike how much he likes his truck. He could compliment the color choice and features that it has. This would make Mike feel pretty good about himself and feed right into his “social recognition” ticker. Mike could then ask Russ about the features on his vehicle or what features he would want on a vehicle. This would make Russ excited at the opportunity to share his knowledge on the subject as long as this is an area where he has expertise. Mike could make sure to ask about the details of his job, which would surely be an area Russ would have expertise in. Mike could ask about why he does things the way he does within his job. Russ is detail oriented and has given much thought as to the correct way to do his job. Nothing would make Russ gleam more than to be told that it sounds like he is very good at his job and seems to know a lot about it. Russ would have to work really hard to intentionally ask about Mike’s weekend and the things he did because it is always hard for Russ to talk about things that don’t matter to himself as much. Mike though, would revel in the opportunity to just shoot the breeze. He could let the conversation go anywhere just as long as he had the opportunity to give his thoughts and potentially have a friendly conversation. But again, why would both of these two want to even talk to each other in the first place? This is an easy one for Mike, he just wants to connect with anyone he can and this new found information is a great way to connect with someone that he has had the hardest time understanding. For Russ on the other hand, it is important to him to live a quality life. It would be the “correct” thing

to be well balanced and do right by his fellow citizens. He will go to a social place so that he can gain knowledge on how the other person ticks and figure out the way in which they tick.

This information is particularly helpful when interacting with someone on the other side of the chart but is helpful in any case that someone is outside of your box. Use this information to navigate through life the way God intended for it to be. Watch your life go from difficulty level 100 to level 1. Who doesn't want life to be easier? God made an incredibly hard game after all but think of how much easier it will be now that we know how the game works and also have the strategy guide to win it. So take this roadmap with you, turn on the GPS to Jesus and you will be blown away how much faster you will reach him.

WAYS TO TALK TO EACH PERSONALITY TRAIT

How to talk to an L:

You did such a good job at...

That was so smart how you...

How to talk to an O:

It was so creative how you...

You made it so enjoyable when...

Everyone likes how you...

How to talk to a V:

That was an impressive win...

You are the best at...

Can you show me how to...

You did that so fast and efficiently...

You command the room when you...

How to talk to an E:

I really appreciate that...

I noticed that you...

That was really thoughtful of you...

How to talk to all parts:

You worked really hard to... (something that is another personality trait on the chart)

I noticed how intentional you have been to... (something that is another personality trait on the chart)

I'm impressed that you... (something that is another personality trait on the chart)

THIS IS A WORK IN PROGRESS. GOD HAS SHOWN ME A LOT BUT THIS IS NOT PERFECT YET. KEEP IN MIND THAT THIS IS AN INITIAL DRAFT. IF GOD HAS GIVEN YOU THE GIFTS AND TALENTS TO ADD TO THIS OR HELP MAKE IT BETTER, PLEASE EMAIL matt@howeequipment.com.

Thoughts

Instead of using “ticker” as a concept for the framework. Use “fuel”. We each have a different engine that takes a different fuel type. If we are given the wrong fuel, we can’t get anywhere. This fits the “Roadmap” theme perfectly.

The word “Thinker” needs to be a key word used to describe the learner category - these people are always thinking / analyzing, there is no emptiness - it is always thought.

Like I am called to be more emotional, my wife is called to be more direct. I have noticed that when she is direct, she naturally doesn’t do it very well because it is done with emotion. She needs to learn how to be direct without being upset or angry at the same time. I have this same struggle with being emotional, it is so unnatural for me that I have to think really hard about how to do something in an empathic way because I don’t have deep empathy like she does. I accomplish this by thinking about it outside of the moment and then go into it with the approach I came up with outside of the moment. I believe this approach for my wife could do wonders. She will have to think “I have this frustration or struggle with my husband, let me come up with a way to very directly tell him that doesn’t involve any emotion whatsoever.” She needs to tell me without any reservation about how it will make me feel but at the exact same time, she can’t convey that it makes her feel upset emotionally - which for her would be very hard to do. This is exactly why she needs to take a moment before doing so to have an exact plan on how to convey it and practice it possibly in her head. God is calling her to be unemotionally direct, which is what creates positive to change rather than resentment and frustration between the two of us. God is truly call her to lose her emotion in this moment which is a wild concept compared to how most people very what it means to love. But now we have a deeper understanding of what it means to LOVE. This is a moment where God is calling her to go the V part of love.