



# The Evans Group LLC



## **Human Beings Being Human- A recap on a “Personality Type”**

As a transpersonal psychologist I use a variety of behavior/personality type testings’ to help me ascertain the personality scope of the client in advance of beginning training.

Trader #7846 took this test several months ago and my interpretation of the Myers Briggs test is attached as document INFJ. Please read this document first, as it's his test results that lead to the next step in this lesson.

Again, read the test results document first. You’ll see how I “scored” the test and the initial results.

Myers Briggs is an exceptionally logical and low bias test that we've gotten licensed approval to slightly modify. Learn more about Myers Briggs at:

[http://en.wikipedia.org/wiki/Myers-Briggs\\_Type\\_Indicator](http://en.wikipedia.org/wiki/Myers-Briggs_Type_Indicator)

Note: Myers Briggs is a Jungian based psychological testing and my University of Michigan degrees (where it originated) were based on an MBA and Ph.D. in Business and Transpersonal Psychology.

Later I received this letter from Trader 7846. My responses to this, and the point of **Human Beings Being Human- A recap on a "Personality Type"///**

**You are what you decide.**

"Chip:

Thank-you so much for scoring my Myers-Briggs test and providing me with your evaluation. My apologies for taking so long to respond to you. 2011 was a very difficult year for me. As I may have mentioned to you previously, my daughter has emotional and anxiety problems that make it difficult for her to deal with many everyday life situations. My wife and I have never really received a clear diagnosis for her. We have been given many opinions from bipolar disorder, borderline personality disorder, and severe anxiety to no real mental disorders at all. We sent her to a character building boarding school in Connecticut, where she made tremendous progress. She was accepted to several good colleges and chose to attend the University of Vermont. My wife and I objected because we believed that the school was too large and impersonal and that it lacked the type of psychological support system that she required. Against our better judgment we allowed her to attend. She had an emotional breakdown in November of 2010, withdrew from college and spent time in in-patient and outpatient therapy trying to put her life back together. She has gotten back on her feet, enrolled in a small college just a few miles from our home. And although she has a dorm room she is home quite frequently. As you can imagine, having to deal with a child with mental disabilities is quite difficult and disruptive because we never know what to expect on a day-to-day basis. At any rate, my resolution for 2012 is to pick up where I left off in November of 2010. This brings me back to you and my Myers-Briggs test.

*Shame on psychologists, psychiatrists, and the character building. They have given both you and your wife misconceptions, and made it more difficult for your daughter.*

*All people have mental disabilities. Dissect this word. An ability is not abled. A disease is lack of ease. This does NOT mean there is not an ability, nor a lack of ease, merely that the person is "not" at their best.*

*I'm surprised to hear such a lack of diagnosis. Professionals should reach any good psychologist or psychiatrist, and a second opinion, within two visits. And for anyone to say "no mental disorder" when the patient is obviously troubled should not be allowed to practice.*

*Questions:*

- 1. Has or would your daughter take such a test as Myers, and one other?*
- 2. Has or does she use any form of recreational illegal drug, and if so, how long, what, etc.*
- 3. Does she take psychiatric medications; if so, what and what dosages, and are they prescribed by a psychiatrist (as they should be).*
- 4. How would you and your wife diagnose your daughter? How would you describe her*

*Answers:*

- 1. A smaller school is much smarter. A large school was a bad choice for all. What types of reactions did she have, and how is she acclimating and liking a smaller school?*
- 2. What are the details of her living arrangements?*
- 3. Does she trust Mom and Dad, or either of you, or think you are "making a big deal out of nothing?"*

*This child is not disabled. She is suffering pain of some sort emotionally. Real mental health professionals would use a psychiatrist for diagnosis, and a second opinion, and the psychiatrist for medication recommendation and monitoring.*

*A psychologist (Jungian preferred thinking) should be utilized for regular meetings, working with the psychiatrist.*

*Again, this child is merely "mentally not at her best"; this does not mean she is unstable, or disabled. Our society creates these stigmas*

I was quite amazed how spot on the analysis was for my personality type. I place a very high value on education, creative thinking, and personal relationships. And although I place a high value on raw analysis when making decisions I think that most of my decisions are based upon my intuition or "my gut."

*Most real decisions come from intuition. Raw analysis and fact we know cannot only be altered, but interpreted.*

I spend a large portion of my income on my son and daughters education. In addition to my BS degree, I have a MA in International Economics, a JD, and an LL.M in Banking, Corporate and Financial Law. For me education has always been a

journey rather than a ticket for success. I truthfully have never been one to look to have my children attend the “best schools” but rather the school that was “the best for them.” In other words, a place that would inspire them to learn and have a life time passion for learning.

*You are being healthy here. My education was done in the same way, as a journey, and your goals for your children really say “they are not mine, but only mine to love and cherish”. Good attitude.*

One of the great aspects of a legal education is the ability to use the law to find creative solutions to problems or fashion novel ideas and arguments in support or in opposition to legal principal. However, the legal profession in reality does not embrace or reward the creative mind, because it deviates too far from the “road most traveled” which is the road that is consistent and risk adverse. In short, the practice of law can be quite routine. One the things that I enjoy most about trading are the technical analysis and the challenge of finding profitable trading patterns.

*This is of interest as most our clients that are CPA’s, Attorney’s, Judges or “financial analysts) like most the technical analysis and challenge of “profitable trading patterns”. I teach that bypassing much of the technical that has already occurred is the key for this type of person. Look for leading indicators, of which there are few, not lagging. Spend more time using your intuitive side (especially with your personality type) following “patterns” by using your intuition. It’s this that is my success trading, and in life. I follow short patterns, question facts, question all authority, and am immediately watching to see “what others do” so I can inverse react.*

At one time in my life I was considered very outgoing. However, when my wife and I began having difficulties with our daughter starting in 2004, I was amazed at how many friends and even family members disappeared from my life. My social circle now consists of my wife, a great friend from high school and my parents. To a great extent I live the majority of my life inside my head. Many of my meaningful conversations are with myself. In many ways I do not mind this situation. Being alone does not necessarily mean being lonely. However, the absence of a harmonious family life is a point of tremendous stress for both my wife and I and consequently, our daughter is almost always the focus of our attention. This is also a point of frustration and sadness. Every parent wants the best for their children. Seeing her struggle is painful. And, at the same time my wife and I both want to move on with our lives.

*This is the BIG paragraph in your letter. Comments and questions:*

- 1. Why did family and friends run? What did you do to cause this, or what was the “drama” of the situation”.*
- 2. What do you and your wife, or did you, disagree on with the daughter, and why is this daughter (away at school) your obsession?*
- 3. Did either of your attend family or private counseling while your daughter was first having episodes? If so, ? and if not, ?*

Most definitely my decisions about people are intuitive and I am normally correct in my assessment. Much of how I assess a person is based upon my evaluation of their character, and their treatment and empathy of others. I served as an Infantry Officer in the Army after graduating from college. I don't always agree with the mission that the military is asked to perform. I will however, always have the utmost respect and gratitude for my brothers and sisters that stand up and selflessly carry out that mission. Service to others has always been an overriding component of my ideology. I believe that what we do defines who we are. I try to lead my family by this example. As a family we work with the Ocean County Family Promise that helps the working poor and homeless families find temporary housing and get back on their feet. My son and I also work with the Wounded Warrior Project. Other areas of my decision making tend to be a combination of hard analysis and feelings.

- 1. You are showing me service and protection, key components and validators of a INFJ type. This is good for you.*
- 2. What does your wife do for her "life", "time", and "health"?*
- 3. Do you both practice a religion? What? And how seriously?*
- 4. Did your children and does the "problem" child now"*
- 5. How is your sex life? How was your sex life 3 years ago?*
- 6. What % of the time do you think your wife is "angry or tired of you"; reverse the question and answer for yourself?*

Reading your assessment felt like a combination of vindication and validation. However, I did notice that the single mindedness of the INFJ has gotten me into trouble at times. If I am bored with something I will tend to ignore or procrastinate on doing it, especially if I become deeply involved with another project that I am passionate about or is important to me.

*It should have shown you validation that yes, this is you and vindication to others that yes, this is you. With vindication comes "okay, so this is me, and maybe I should not be like this??"*

*ADD (Attention deficit disorder) and all the new buzzwords are terrible in terminology and diagnosis. I also am a very focused and single-minded man. I like working on one project through. My career has, of course, been the opposite of this so I cannot help being interrupted by my phone going off while urinating in a bathroom at a airport 😊(Most answer, I did not)*

*I consider this where I use my "Chunking" technique as it is the only way I can trick my mind. I take the job I do not want to do, that is not my passion, do it during the BEST mental time of the day for me (early mornings for me) and devote 1 hour of "chunking". This is all I do. I allocate the number of days in the period until due, and*

*“chunk” time to the slower project. This approach has kept me on deadline and allowed me more mental freedom as I progress*

From the perspective of affecting my trading I think that the “analytical and creative thinking” components of my personality are often at odds with the “intuitive / feeling” components. Often times my gut says, “trade” even though the analysis says, “Don’t trade” or vice versa. Many times I will have a trade in mind, know when I should get in, but wait around for some validation, at which point the trade is gone. I feel that the analytical and the intuitive sides of my personality are often battling to a stalemate. This is probably the worst condition of all...action paralysis.

*Paralysis by analysis. There is no doubt two sides of your brain are at work, and neither will win. My solution:*

- 1. I paper trade anytime I am incapable of a decision, and I track how often I am right or wrong?*
- 2. I paper trade a lot, even after trading 36 years now. I like to see what emotions are in play.*
- 3. Play the trade after a two-minute “T” list, showing the pros or cons with real money and journal your winnings. When you play note what % of A(analytical) of I (Intuitive)*
- 4. Doing this LIVE or on paper shows you when and how often your intuition is right, or wrong. And it helps you make a final decision.*

My goal for myself is to be able to trade full time and teach a few law and economics course at law school at night. I know that I can achieve this goal if I can overcome the fear of entering into trades on a consistent basis. I believe in your system and have worked hard to read and understand the P&F charts. I now need to learn to have faith and act on what I know. How do I make this happen? This where I need your help Chip.

*Many clients, both in consulting and stock trading, reach a point with me where they say “I think I get it”, but I’m not sure of myself.*

*To be sure, you are my client, (The Evans Group LLC or OEX Options). Don’t be shy. Email me. We’ll go through step by step.*

*I am going to recommend three books that are on my Linked In site*

**[Chip LI Web.webloc](#)**

**Book #1- Please Understand Me: Character & Temperament Types, 5th Edition**

**Book #2-The Sedona Method by Hale Dwoskin**

***I consider this one of the best “real life” books on self-help ever written***

*Book #3-[www.centerpointe.com](http://www.centerpointe.com)*

*This is a tonal based (beta/theta) methodology in which the patient listens to "music" for 30 minutes at a time that is a type of white noise.*

*I meditate up to 2 hours per day using this methodology. It comes from studies of types of sound waves and how easy it is to meditate when "sound lessens" Meditation is emptying the mind.*

*<http://www.acs.psu.edu/drussell/Demos/waves/wavemotion.html>*

*You are what you decide, as is your wife, and your daughter. The angst with the daughter is creating too much "drama". Our next step is to talk through this drama.*

*Chip Evans, Ph.D. (aka Floyd the Trader)*