

**ENNEAGRAM  
ASSOCIATION**  
in the Narrative  
Tradition  
**EANT**

&

**ENNEAGRAM  
STUDIES**  
in the Narrative  
Tradition  
**ESNT**

*become*

**TNE**



THE NARRATIVE  
ENNEAGRAM

**2017  
ANNUAL REPORT**



THE 2017 ANNUAL REPORT reflects the work of Enneagram Studies in the Narrative Tradition (ESNT) and Enneagram Association in the Narrative Tradition (EANT). ESNT and EANT officially merged on December 31, 2017 and became The Narrative Enneagram (TNE), an educational nonprofit dedicated to transforming lives and creating a more compassionate world.

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*Pictured above: Attendees of Enneagram Intensive 2.0, Menlo Park, August 2017  
with Core Faculty members Renée Rosario and Peter O'Hanrahan (bottom row, center).*

## ESNT and EANT become TNE

**By Sheryl Cohen, PhD**

**2017 President**

Enneagram Studies  
in the Narrative Tradition

**2018 President**

The Narrative Enneagram



### In our sixth and final year

as **Enneagram Studies in the Narrative Tradition (ESNT)**, we enjoyed numerous successes and accomplishments. We presented 20 different programs in our **Narrative Enneagram Curriculum** in 2017, including four sessions for the Learning Communities in Dayton, OH and Menlo Park, CA. The heartfelt camaraderie, intimacy and embodied learning that takes place in these “safe containers” are a unique value in Enneagram study. We certified **18 Narrative Enneagram Teachers and Practitioners** through our rigorous course of study and practice in the **Enneagram Professional Training Program**, and maintained relationships with international licensees in nine different countries.

Thanks to the generosity of our many donors, ESNT experienced a **banner year in fundraising** during 2017. We generated **\$106,848, exceeding our goal of \$95,000 by 12 percent**. Because every participant's tuition is subsidized by donations, we literally could not do our trainings without donor contributions. Your generosity allows us to streamline operations and fulfill our commitment to support worthy candidates who want to learn and transform the world with this powerful tool we are privileged to know and nurture.

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## REFLECTIONS on a PIVOTAL YEAR

**By Tina Heck**

**2017 President**

Enneagram Association  
in the Narrative Tradition

**2018 Board Member**

The Narrative Enneagram



### 2017 was a noteworthy year

in many ways. A merger team of three board members from two sister nonprofits – **Enneagram Association in the Narrative Tradition (EANT)** and **Enneagram Studies in the Narrative Tradition (ESNT)** – worked diligently with intention and enthusiasm toward uniting the organizations to become **The Narrative Enneagram (TNE)**.

We conducted a comprehensive review of our respective missions, values, programs, financials and organizational structures. We also explored how to best meet the needs of our shared community and further the Narrative Enneagram in the world with increased viability, vitality and visibility. In late October, we presented the **merger proposal to EANT members** and received **unanimous approval**.

In addition, we gathered in Tucson in January for our **inaugural Enneagram and Inner Practices Retreat**, designed to take what we have learned and go deeper through transformative body-centered practices.

In May, we mourned **the loss of David Daniels, MD**, ESNT Core Faculty Emeritus and co-founder of the Enneagram Professional Training Program and EANT.

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## ESNT and EANT become TNE

By Sheryl Cohen, PhD

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Behind the scenes, we were busy discerning and readying ourselves for a **merger with Enneagram Association in the Narrative Tradition (EANT)**, which began as a grassroots membership organization inspired by **David Daniels, MD**, and evolved into an international community of teachers, students and practitioners with more than 250 members.

Under the able leadership of **Donna Chase**, ESNT and EANT board members engaged around the priorities and concerns of both organizations. ESNT has served as the container for core teachings offered through the **Narrative Enneagram Curriculum** and maintains an expansive website and social media presence.

We appreciated the advantages of embracing EANT's commitment to supporting teachers and practitioners who are applying and innovating the work out in the world. Online learning and connection through *TALK*, and free webinars for members on a variety of topics, are good models for future offerings.

Members of both boards also recognized that the infrastructure and organizational execution of ESNT's small but competent staff would make this a good marriage. We ended the year by completing the final paperwork, and **on December 31, 2017, we became The Narrative Enneagram (TNE)**, with a mandate to begin combining the best of its two mother organizations in 2018.

## REFLECTIONS on a PIVOTAL YEAR

By Tina Heck

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Many stories were shared through *TALK*, meetings, and online communications about the positive and encouraging influences David had on so many students over nearly three decades.

During the year, we also offered two **online seminars** at no cost to members, providing a wonderful forum for our Narrative Enneagram Community to receive and learn from the expertise of our extended membership:

- *Success Tips for Bringing the Enneagram into Business and Building a Successful Partnership*
- *The Enneagram in the Helping Professions – How a Therapist, Spiritual Director and Coach Use the Enneagram*

We ended the year with a sense of excitement and anticipation as we brought TNE into being. The Board of Directors acknowledged the good and powerful work of EANT for the many years our organization has served members, teachers, practitioners and seekers, and looked to moving forward in 2018 with our new merged organization.





## 2018 Board of Directors

*Top row: Tina Heck, Anne Geary, Gerry Fathauer, Sheryl Cohen, PhD (president)*  
*Bottom row: Joyce Plaza, Laura Valtonen, Christopher Copeland, DMin (secretary)*

### A SPECIAL THANKS TO

2017 ESNT Board Members **Donna Chase** and President Emeritus **Paul Strasburg**,  
 and 2017 EANT Past President **Tom Baldwin** and Board Member at Large **John Brett**

## Core Faculty



Helen Palmer



Terry Saracino



Peter O'Hanrahan



Renée Rosario

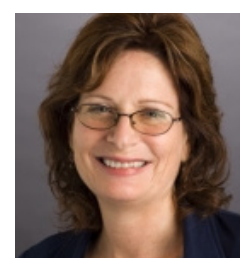
## Staff



Mary Freund  
*Executive  
 Director*



Evangeline Welch  
*Marketing Director  
 Webmaster*



Pat O'Hanrahan  
*Database Manager  
 Internships Manager*



Allison DeHart  
*Accounting  
 Manager*



Elizabeth Elkins  
*Newcomer  
 Social Media Manager*



Tari Muir  
*Product Fulfillments  
 Coordinator*

*Not pictured: Barb Allgaier, Registrar*



## ESNT

**267,717** visits to our **website** from **200** countries and territories. **Enneagram Professional Training Program** taught in **13** countries. **721** attendees of Enneagram Narrative programs taught by our **Core Faculty**. **9** new **Certified Teachers** and **9** new **Certified Practitioners** in our U.S. programs. **2,121** subscribers to our **online test**.

## EANT

**282** members in 2017, including **80** who received a free one-year membership after attending the Enneagram Intensive and **2** new paying members in 2017. **2** free **webinars** for members. **Scholarships** for Narrative Enneagram Curriculum: **7** recipients.



## Income Statement

### ESNT Income

Trainings	\$467,118
Fundraising	\$106,848
Donated Services	\$ 55,300
Sustaining Grants	\$ 52,195
Net Product Sales	\$ 36,869
Fee Income	\$ 9,274
Other	\$ 12,196

**Total income** **\$739,800**

### ESNT Expenses

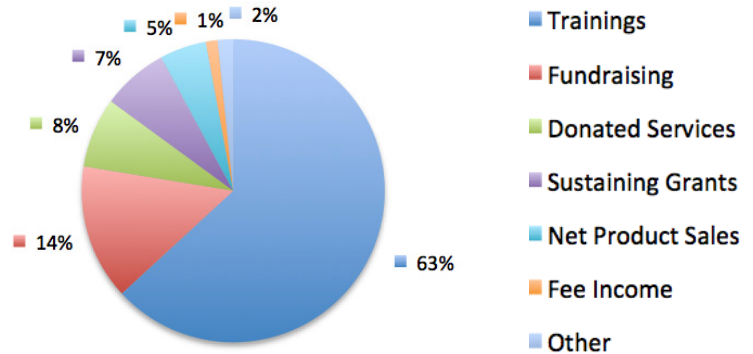
Training Expenses	\$452,357
Miscellaneous	\$ 66,910*
Operations	\$ 90,865
Marketing	\$ 52,447
Website	\$ 34,408
Royalties	\$ 13,583

**Total expenses** **\$710,570**

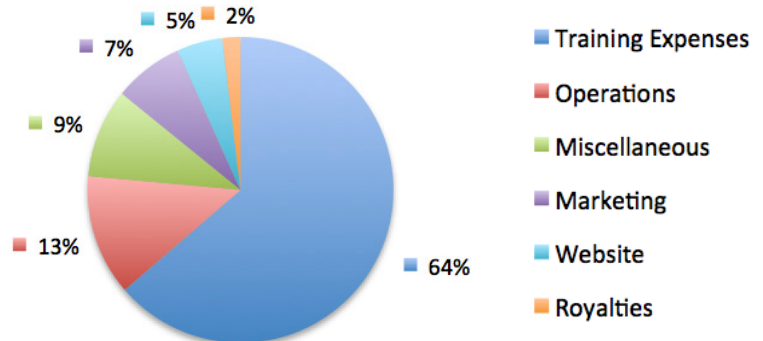
**NET INCOME** **\$ 29,230**

\* Includes database, credit card fees,  
professional fees, travel and other expenses

### Total Income: \$739,800



### Total Expense: \$710,570



## Balance Sheet

### Assets

Cash	\$176,068
Inventory	\$ 9,040
Net Fixed Assets	\$ 22,668
Other Assets	\$ 1,981
<b>TOTAL ASSETS</b>	<b>\$209,758</b>

### Liabilities & Equity

<b>Current Liabilities</b>	<b>\$ 969</b>
<b>Equity</b>	
Net Assets	\$179,559
Net Income	\$ 29,230
Total Equity	\$208,789
<b>LIABILITIES &amp; EQUITY</b>	<b>\$209,758</b>

# thank you

Juanita Andres  
Anonymous  
Margie and Michael Baldwin  
Tom Baldwin  
Kaye Bernard  
Ahshua Bolton and Vincent Robinson Bolton  
John Bouffard  
Lesley and Rick Bradstreet  
John Brett  
Patricia Burbank and Michael Kilgroe  
Deborah Burditt  
Margot Burns  
Janet Caffin  
Dale Casper  
Marcia Ceccato  
Donna Chase  
Sheryl Cohen  
Chris Copeland  
Elaine Culverwell  
Allison DeHart  
Karen DeHart  
Elizabeth Elkins  
Nancy Embry  
Gerry Fathauer  
Mary Freund  
Maureen Gatt  
Marion Gilbert  
Holly Gilster  
Juergen Guendel  
Jean Halloran  
Carol Jackson  
Scott Jamieson  
Sue Jones  
Jack Killen and Fred Boykin  
David Knox  
Jane Kroll  
Petra Lackey  
Celeste LeBlanc  
Steve Liggett  
Harriet Marple Plehn  
Patricia Martin  
JP McIvor  
Ali Patricia McKeon  
Michael A. and Cheryl B. McMillan Charitable Fund  
Linda Messia  
Ron Meyer

Joni Minault  
Margo Montgomery  
Sarah Lee Morris  
Pat and Peter O'Hanrahan  
Kirin Parmar  
Carole Pertofsky  
The Gerald and Adele Phelan Charitable Fund  
Joyce Plaza  
Ronda Pretzlaff Diegel  
Cecelia Rapaich  
Gail Regan  
Teresa Roche  
Katherine Rogers  
Ronald Rojas  
Renée Rosario  
Barbara Rossman  
Mary Jo Ruccio  
Terry Saracino  
Terry and Noreen Shaughnessy  
Nancy Shayeson  
Charlotte Shepic  
Jo Anne Smith  
Morgan Smith  
Timothy Smith  
Heidi Southern  
Margaret Stege Stillwaters Coaching  
Paul Strasburg  
Christina Strauch  
Man Tang  
Tod Tappert  
Liz and Mark Tomski  
Steve Tomski  
Transform Inc.  
Jan Turala  
Bernice Van Dort  
Mary Ann Wampler  
Janell Weber  
Evangeline Welch  
Barbara Whiteside  
Daphne Whitman  
Carole Whittaker  
Monirah Womack  
Carolyn Workman  
Workman Wacker Family Foundation  
Mary Yi Lee



## Income Statement

### EANT Income

Donations	\$14,661
Membership	\$10,080
Retreat	\$ 6,455
Other	\$ 68

**Total income** **\$31,254**

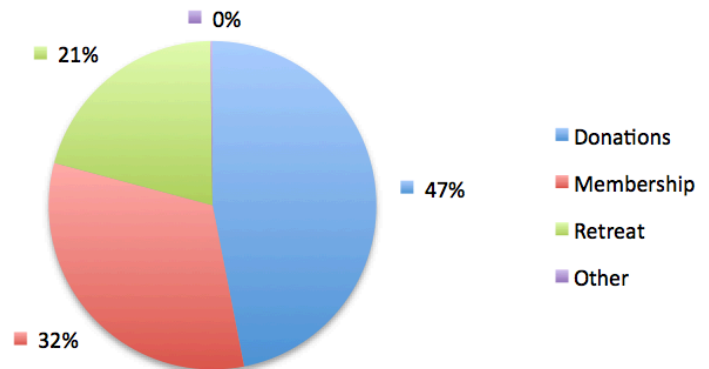
### EANT Expenses

Scholarships	\$15,785
Retreats	\$12,107
Accounting	\$ 2,280
Marketing	\$ 1,631
TALK	\$ 1,323
Webinars	\$ 1,250
Other	\$ 916
PayPal Fees	\$ 667

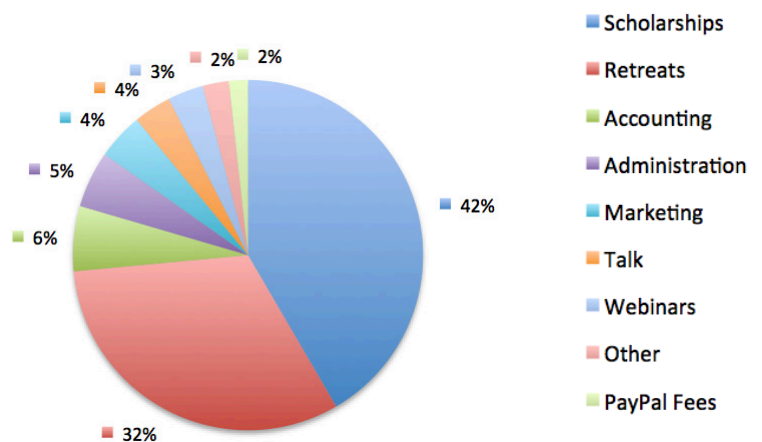
**Total expenses** **\$37,939**

**NET INCOME** **(\$6,684)**

### Total Income: \$31,254



### Total Expense: \$37,939



## Balance Sheet

### Assets

Checking	\$ 1,285
Savings	\$31,001
PayPal	\$ 5,435
<b>TOTAL ASSETS</b>	<b>\$37,721</b>

### Liabilities & Equity

**Current Liabilities** \$ 0

### Equity

Restricted Scholarships	\$18,344
Unrestricted Funds	\$26,061
Net Income	(\$6,684)
<b>Total Equity</b>	<b>\$37,721</b>

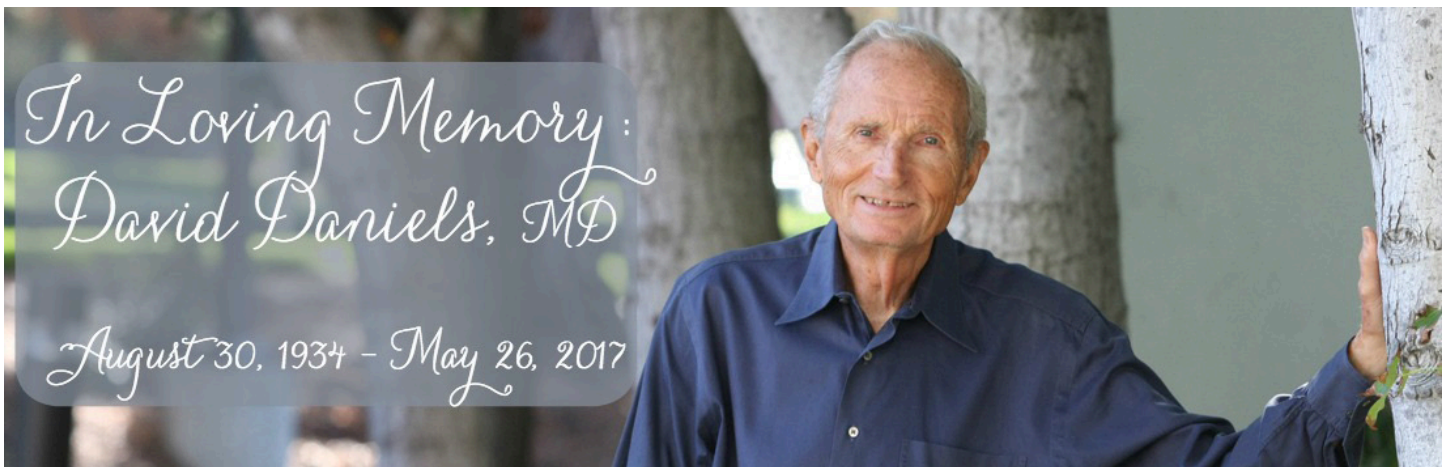
**LIABILITIES & EQUITY** **\$37,721**

# thank you

Tonilee Adamson  
Luzma Alvarez  
Anonymous  
Marilyn Bowles  
Marianne B W Carr  
Helen Cleveland/Schwab Charitable  
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Renée Rosario  
Josephine Seccombe  
Keri Sigman  
Matthew Silvers  
Curt Spear  
Kim Stege  
N'Shama Sterling  
John Trewolla  
Julie Vest  
Seth Vopat  
Janet Weiblen  
Monirah Womack  
Gale Wood  
Ian Yeomans

*We make every effort to list all donors and ensure correct spelling. If you find that your name has been omitted inadvertently, or is listed incorrectly, please contact us at [allison@enneagramworldwide.com](mailto:allison@enneagramworldwide.com).*



*In 2017, the Narrative Enneagram community mourned the loss of David Daniels, MD, co-founder of the Enneagram Professional Training Program (EPTP) along with Helen Palmer in 1988. EANT began as a grassroots effort, founded by Janet Levine in 1993, in cooperation with David and Helen, to support EPTP participants and graduates.*

# Your Gift Matters



**AS AN EDUCATIONAL NONPROFIT**, we strive to maintain affordable and accessible programming. With registration fees covering only 66% of TNE's annual expenses, we rely on our generous donors to make up the difference. Please consider an amount that fits your budget. Together, we'll continue to broaden the reach of the Narrative Enneagram. **THANK YOU FOR YOUR SUPPORT!**

## Here's how your gift changes lives:

You help **people from all walks of life** gain greater understanding and compassion for themselves and others.

You enable us to **expand our training programs and outreach efforts** while keeping fees as low as possible.

You help us **provide scholarships to deserving recipients** based on financial need, intention to teach, diversity, nonprofit or community service, and volunteer service.

You help us **train teachers, practitioners and emerging leaders** who are committed to deep self-awareness and making a difference in the world.

Through our growing circle of more than 1,000 Narrative Enneagram Certified Enneagram Teachers and Practitioners, your gift will ripple out to impact thousands worldwide, **transforming lives and creating a more compassionate world, one person at a time.**



THE NARRATIVE  
E N N E A G R A M





## Our 2018 fundraising goal: \$135,000 [www.EnneagramWorldwide.com/donate](http://www.EnneagramWorldwide.com/donate)

We rely on individuals like you to support our mandate to continue to shape a sturdy and sustainable organization.

**THERE ARE A VARIETY OF WAYS TO SUPPORT TNE.** A contribution may start as small as a \$10 one-time or monthly donation, or you can give stock or transfer your airline miles. To enhance your support, you also can shop at AmazonSmile. Please consider contributing today and learn more about the various ways to gift us at [www.EnneagramWorldwide.com/donate](http://www.EnneagramWorldwide.com/donate). Or send a check payable to “TNE” to Executive Director Mary Freund at PO Box 4114, Boulder, CO 80306-4114.

Beyond a financial donation, there are several other **direct ways** to support us. You or your organization can:

- **Participate in our trainings and workshops.**

Our Narrative Enneagram Curriculum’s rich, integrated structure makes it easy to find just the right programs for you. The heart of the curriculum is the Narrative Enneagram Core Program, free-standing and complete in itself for your own personal development, or the starting point if you want to become proficient as an Enneagram Narrative Teacher or Practitioner.

- **Become a member.**

Join our diverse, international community of Narrative Enneagram enthusiasts! Visit [www.enneagramworldwide.com/membership-application-or-renewal](http://www.enneagramworldwide.com/membership-application-or-renewal) to become a member.

- **Refer colleagues, clients, friends and family to our programs.**

Most of our participants come from direct one-to-one referrals.

- **Provide professional development for your team.**

Bring a customized Narrative Enneagram training with TNE Core Faculty to your workplace, or send a group of four or more to Enneagram Intensive 2.0 at a discounted rate.

- **Bring a Narrative Enneagram program to your community.**

The TNE Collaboration Initiative makes our teachings more accessible to people throughout the U.S. and Canada by partnering with Certified Teachers and other Enneagram enthusiasts to bring Narrative Enneagram Weekends to their local area. For more information, please contact Executive Director **Mary Freund** at [mary@enneagramworldwide.com](mailto:mary@enneagramworldwide.com) or call 866-241-6162, ext. 711.