

ANIMAL INSTINCTS

Nature's Tools for Success and Survival

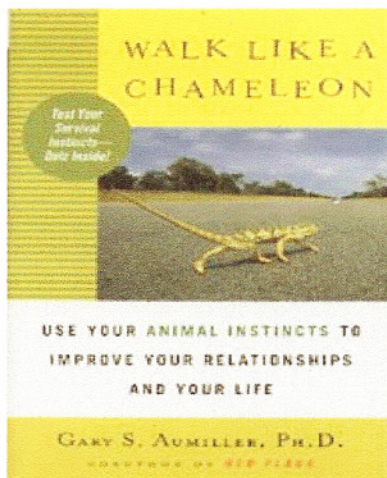
ABOUT THE WORKSHOP

The killer whale eats almost anything that moves in the sea, except a tiny fish that cleans its teeth. A parasitic fly listens for the mating calls of crickets to find a place to lay its egg larva that will feed off the cricket to live. Early dogs learned that it was easier to help humans hunt other animals than to hunt humans. One man runs from any sign of intimacy, while another becomes too clingy. One woman attacks and criticizes her mate when unhappy, and another focuses all her energy on helping others.

Every animal has a strategy for survival that allows them to deal with problems, handle danger and affects the way they eat, sleep, and even mate. They have evolved specific skills from exercising this survival strategy. Since there are limited options for animal reactions, we can easily predict patterns of attraction, bonding, and response to adversity. The human species is unique in displaying all the instinctual strategies of the other animals, yet individuals tend to focus on only two or three strategies. We ignore the flexibility that human intelligence empowers, and focus on ingrained responses that are often ineffective. By understanding these **ANIMAL INSTINCTS**, we begin to see their impact on decision-making, responding to problems, and choosing who we want as life-mates. More importantly, understanding these patterns in ourselves and those around us, will allow us to better control our lives in times of crisis and make our relationships more fulfilling and enlivening.

Eight instinctual patterns, or survival personalities, are found in nature — the clinger, the combiner, the avoider, the blender, the caretaker, the gamer, the asserter, and the attacker. Each pattern can be paired with an animal model that will aid in understanding the principles of that personality. Each pattern also has a predictable path when the person is confronted with a problem and a predictable path when faced with a good or bad relationship. By looking at a person's strategies for living, we can discover the ways they find success or failure, predict their fantasies, explore the various difficulties they create for themselves and understand the types of relationships they might seek.

In this seminar, you will be taught how to make your own **ANIMAL INSTINCTS** stronger and more effective, to become better at the survival method most natural to you. You will learn how to succeed and what other types of personalities will be best in combination with your natural strategies, whether you are working or loving. You will be taught how to develop variety in your survival strategies. You will learn how to develop new instincts, and when it would be more effective to go against natural instincts and approach a problem with a "new" strategy. Finally, you will be taught how to consider matching people with different **ANIMAL INSTINCTS** to form more effective teams and partnerships. The **ANIMAL INSTINCTS** seminar for law enforcement personnel will also teach these patterns as they apply to criminal profiling, crime pattern analysis, and shaping your language in interrogations and hostage negotiations. You will also be taught how **ANIMAL INSTINCTS** affect post-traumatic stress reactions after a critical incident. Finally, you will be taught how instinctual patterns can influence tactical decisions and create tactical problems.



AGENCY BENEFITS

PROGRAMS HAVE BEEN SHOWN TO HAVE THE FOLLOWING BENEFITS:

Reduced use of sick time, workman's compensation and medical benefits

Greater acceptance of EAP and mental health services when there are problems to handle

Better safety records	Increases in morale	Less officer "behavior problems"
Increases in productivity	Less civilian complaints	Better organization
Better relations with superiors	Less "passing the buck"	Greater job satisfaction
Increase in alertness	Better teamwork	Better communication

**TO ARRANGE A WORKSHOP
FOR YOUR DEPARTMENT
CALL (631) 724-5522**

Are Your Officers in Control of Their Animal Instincts

8 Signs Animal Instincts are Out of Control in Your Department



Petty problems between staff are blown up into big problems

Civilian complaints are up

The off-duty lives of your officers resemble soap operas and are interfering with work

A lot of stupid decisions are being made

People are always complaining about somebody else on their team

Gossip runs rampant

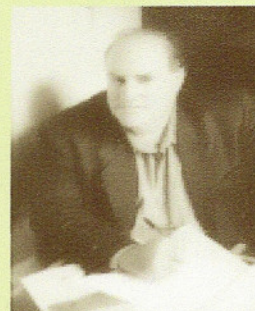
Your officers act more like teenagers than adults

There is an "us and them" attitude toward superior officers from many of the line officers



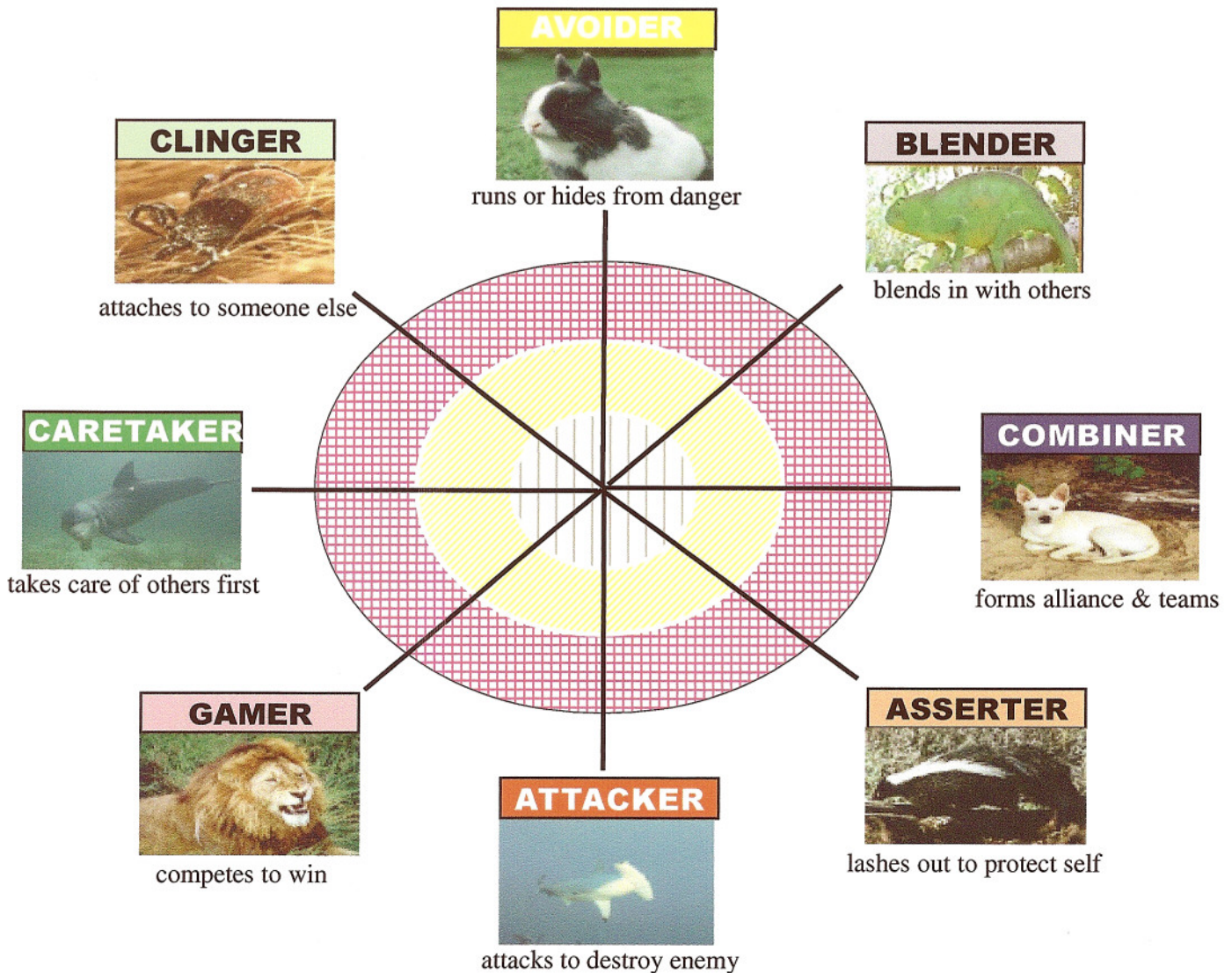
ABOUT THE PRESENTER

DR. GARY AUMILLER has appeared on over 135 talk shows as a police psychologist and author, has written over seventy articles on a variety of topics that have been published, and two regional bestselling books called *Keeping It Simple: Sorting Out What Really Matters In Your Life* and *RED FLAGS!! How to Know When You're Dating a Loser*. His most recent book *Walk Like a Chameleon: Use Your Animal Instincts to Improve Your Relationship and Your Life* addresses the spontaneous survival patterns of all animals and how they determine human functioning in times of distress and in everyday life. His books have been printed in seven languages, in 12 countries. Dr. Aumiller is the past President and current Executive Director of the Society of Police and Criminal Psychology, and has been chosen as the American Representative to the International Law Enforcement and Criminalistics Academy in Rome, Italy. Dr. Aumiller has spoken and consulted at over 400 corporations, hospitals, conventions, colleges, and police organizations across the country, and as far as Europe and Antarctica. He has led trauma teams on many of the major crisis situations across the country. Outside the field of psychology, Dr. Aumiller has acted as a consultant on three police movies, and even played a leading role of a serial killer in a movie released by Columbia Pictures, for which he won a best supporting actor award in a national film festival. Prior to his psychology career, Dr. Aumiller performed as a stage actor in professional stage and theatrical touring companies, and performed in three major city opera companies. He uses his theatrical background to make his presentations one of the most entertaining in the motivational speaking business, as well as using his experiences to highlight important information that applies to all wanting to improve their lives or their work.



THE CIRCLE OF SURVIVAL

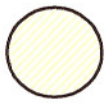
ANIMAL INSTINCTS AND STRESS OR THREAT LEVEL



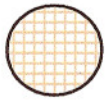
**YOUR ANIMAL INSTINCT DETERMINES HOW YOU ACT IN THE CIRCLE OF SURVIVAL
THE FARTHER OUT IN THE CIRCLE, THE CLOSER YOU ARE TO ACTING ON PURE INSTINCT**



Stress level low, rational thought, calm, instincts moderated by reason, some instinctual personality shows through, but still have choice of logic or instinct



Stress level medium, some protective behavior taken over by instincts, instinct more prevalent in personality, influencing choice



Stress level high, animal instincts take over personality and decision making, you go into survival state which limits activities and functioning