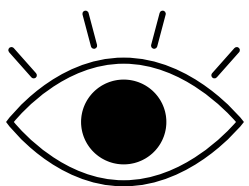


THE S.I.F.T. PERSONALITY GUIDE



Understand Yourself and Make Better
Decisions Using the 4 Tools of Your Mind



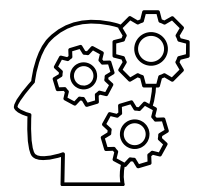
SENSATION



INTUITION



FEELING



THINKING

DANIEL CAPPELLO

By the end of this book, you'll know how your mind and personality work — and how to make better decisions in every area of your life.

You'll discover the 4 psychological tools your mind uses to make every decision you've ever made — and how they secretly shape your destiny. Once you understand them, you'll never look at yourself (or others) the same way again.

You will understand your personality type better and will learn how it's possible to avoid stress, anxiety and feeling stuck when making decisions.

You will be more confident and finally trust yourself to know you are making better decisions.

I've spent the last 5 years buried in forgotten, thousand-page psychology textbooks no one else wants to read.

I distilled the most practical tools from the geniuses who spent their lives studying the human mind — then tested everything on myself to find what works best (and fast).

These principles have worked for me, my friends and family — and for thousands of people studied by the original founders of psychology.

The tools in this book are simple, practical, and ready to use in your life right away.

It takes less than 30 minutes to read — and could change how you make every decision for the rest of your life.

I've designed this ebook to be simple and clear — for anyone who wants to understand themselves better.

Anybody can do it — no psychology background, no prior knowledge needed.

Just curiosity.

This book takes you from zero to finally understanding how your mind works — so you can make better decisions, and know exactly why.

Here's what you need to know:

Your mind has 4 functions.

Sensation.

Intuition.

Feeling.

Thinking.

Sensation tells you something is there.

Intuition is a hunch or gut feeling that you can't explain.

Feeling tells you whether something is agreeable or not.

Thinking tells you what something is.

Or

SIFT for short.

You are using all four of these functions every minute of every day when you are awake.

And even while you sleep (in your dreams) you are **STILL** using them - but let's not get into that now.

You are using your Sensation function to read these words (seeing).

You are using your Thinking function to think about the words in your mind.

You are using your Feeling function to decide whether you like what you're reading.

Is it agreeable - do you like the ideas and feel good about them?

Or is it disagreeable - do you hate the ideas and feel bad about them?

Feeling is like a magnet — it either pulls you toward something (a person, an idea, a thing) and makes you want to bring it into your life...

Or it pushes it away — you want to reject it completely, get it far away from you, and make sure it never becomes part of you.

And finally there is Intuition which is the gut feeling or hunch that you get about something.

You can't explain how you got it or why you have it but it is there nonetheless.

Intuition works by taking many points of data that you are not aware of and coming to a conclusion based on that data.

To show you how intuition works let's use an example you might be able to relate to.

You meet somebody new, maybe a friend of a friend or a distant relative you met for the first time.

Everybody else knows them and thinks they're fine.

So before you meet them YOU think they're fine.

Because you think they're fine - you feel good about them.

Then finally you meet them. (Sensation)

You see them and shake their hand (touch).

But something in your gut — in your bones — is just screaming at you to get away from them or that they are not all that they seem.

You might get this hunch. (Intuition)

And it might go against all of your other conscious functions.

You can't explain why.

You can't explain how but something is off.

So where does intuition come from?

Intuition builds from historical data you've gathered — constantly, unconsciously.

Tiny details and forgotten memories combine in the background... until, suddenly, a new conscious attitude appears when you need it most.

Thousands of data points.

It could be memories from when you were a child you can't even access.

Tiny mistakes or a strange tone in someone's speech.

Or a million other things that come together to give you that intuition.

A collection of details you never noticed — all adding up to a single gut feeling.

You're born.

Sensation.

Strange lights, sounds, smells, tastes and touches.

You have no idea what they are.

You are a newborn crying baby.

As you grow up, you will develop what is called a Dominant Function.

This means out of those 4 functions you just read about:

Sensation

Intuition

Feeling

Thinking

One of them becomes your strongest — the one you rely on most.

One of them will be the one that you use most to make your decisions.

The same way you might use your right hand more than your left.

And THIS is the first basic structure of your personality.

You develop one function to a more complete level than the others.

This is where you begin.

We all live in the world and make decisions.

And we all make the same kinds of decisions — but we make them in different ways.

Where do I want to go?

Who do I want to be with?

What do I want to do?

If Sensation is my dominant function, then when I meet someone new, I might decide what to do based on what I can observe — what's right in front of me.

Based on my senses.

How do they look?

How does their handshake feel?

Is their skin rough?

How do they smell?

Are the colours they chose for their outfit matching?

And based on what my senses tell me — I decide.

If **Thinking** is my dominant function, I'll gather information about the person — ask questions, get the facts, figure out what they're all about.

Where were they born?

What school did they go to?

What is their education?

How tall are they?

How much do they bench press?

How much does their suit cost?

What job do they have?

And based on my thoughts — I decide.

If **Feeling** is my dominant function, I'll talk to them and ask: how does this person make me feel?

Is that person agreeable or disagreeable?

Do I like them?

Or not?

And based on my feeling — I decide.

If Intuition is your dominant function, you'll trust your gut.

You'll get a hunch about this person — something unexplainable — and decide based on that.

THAT Sensation, Intuition, Feeling or Thinking is how you...

make your decision (ATTITUDE)

about what to do. (BEHAVIOUR)

THAT function is what you trust the most.

And you trust it the most because it is what you are the best at.

Which means (for the most part) you CAN trust it.

But not always.

And those few times where it betrays you...

could be the times where you make the most important decisions of your life

...or you might just choose the wrong ice cream flavour.

Now that you understand the four functions, I can explain why personality tests fail so often.

And to demonstrate why they don't work I'll use a personal example.

I have taken a few of the bigger personality tests and some of the smaller ones.

And without telling you a thing, you can watch them fail by simply taking the exact same test a few years apart.

Or even just a few months apart.

Your personality changes.

Your results in the 'test' shift.

Has your personality changed or was the first test you did just wrong?

Or was the first one right and now your personality has gotten worse?

Or because you already did the test and knew the kind of questions it would ask it ruined it and it only works the first time?

Here's your answer:

They're all wrong.

And they're all right.

But to put it simply:

Every quality of the human personality exists in you too.

You just haven't discovered it yet.

Your personality grows and expands over time...

You once tried to eat dirt and pull things out of the toilet.

You've grown a little since then. (Some more than others.)

This means that qualities that you thought belonged to other people.

Or just didn't belong to you.

Were discovered and made a part of your own personality (integrated).

Like when you were a child and told

"DON'T RUN ON THE ROAD!"

By an angry parent.

But you're playing with the ball and sometimes it goes on the road.

Every time you wait while the naughty kid Billy checks over his shoulder to see if the adults are looking before he darts onto the road and grabs the ball.

He's the naughty kid.

And something in you wonders what it's like.

Wants to go into that forbidden place and get the ball yourself.

You're afraid and you don't want to.

But there's also this other part of you that wants to know what it's like.

So the next time the ball goes on the road you scramble to grab it.

“GET OFF THE ROOAAD!!!”

You feel a jolt through your spine.

Pins and needles rush through your body.

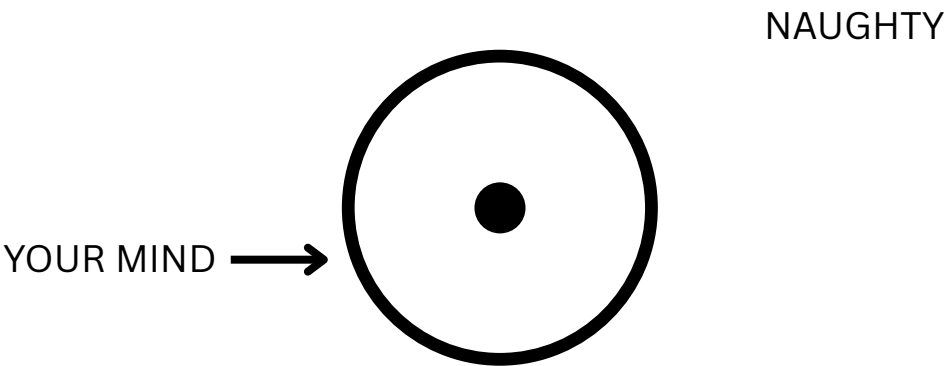
You think there must be a car and you might be killed or you might just get killed by your parents.

You get the ball and get off the road.

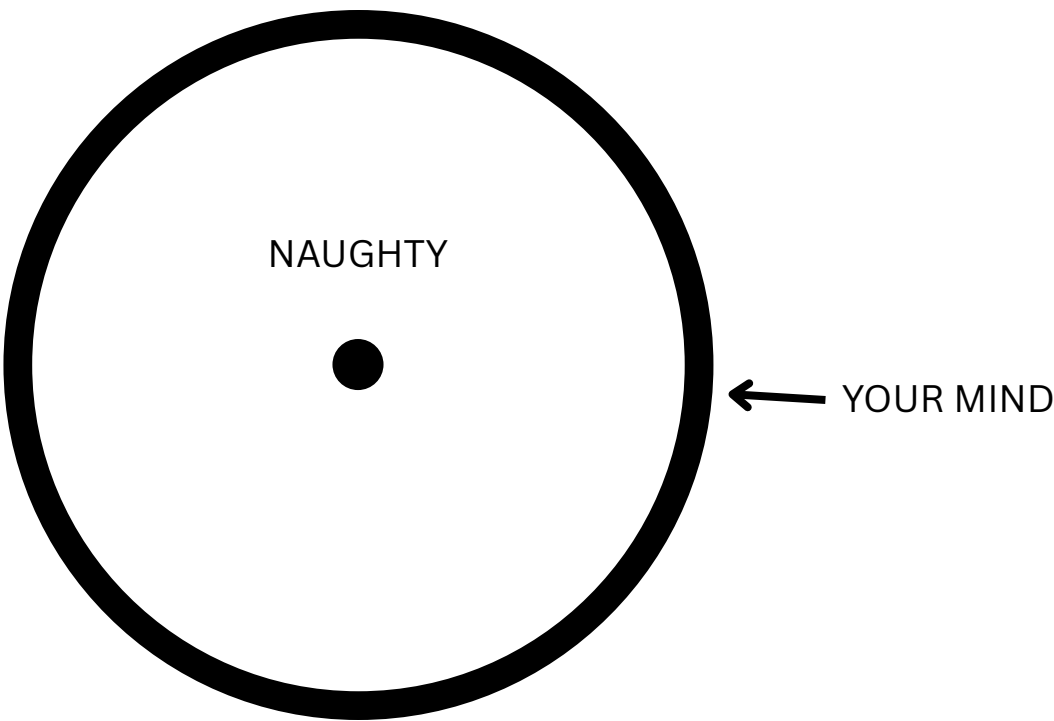
And a huge smile breaks out across your face.

Now you are the naughty kid...

Where once you were



Now you are



Your personality expanded just a little bit as you integrated a new quality.

**This process of discovering new qualities about yourself is called: Conscious Expansion*

Now Billy isn't some interesting ALIEN.

He isn't the naughty kid Billy.

He's just another kid like you.

Who can be naughty if he chooses.

This process of Conscious Expansion happens with many qualities across the lifetime of an individual.

And in the example I've just illustrated you've just discovered your first PROJECTION.

See, the quality of naughty was unknown to you.

It didn't belong to you.

And so it was OUTSIDE - out in the world for you to discover.

In this case - on Billy.

Before you go onto the road and live out that quality of your own personality, you can't recognise it in yourself.

After you live it out yourself, there's no question.

You ARE that thing.

You ARE that quality too.

And so what was OUTSIDE

Is now WITHIN.

Is now YOU.

As your personality expands, your conscious mind gets just a little bit bigger and more stable.

Like putting a few more bucketloads of sand on an island in the middle of the ocean.

SEE NEXT
PAGE

The island gets just a little bit bigger, getting more control over space and time.

And when your personality gets bigger (expands) YOU also get more control over space and time.



How?

Because the integration of new qualities in an individual who has courage and follows the Voice within will develop their weaker (subsidiary) functions.

A sensation type who learns to ignore sensation and develop (make decisions) using his intuition will one day be able to observe and make decisions using BOTH sensation AND intuition.

And people who are developed enough in consciousness can use all four functions like tools — choosing the right one for the right situation.

Why should you care?

Here are the obvious reasons:

- You'll finally feel in control of your life.
- You'll make better decisions.
- You'll understand why people act the way they do.
- You'll stop repeating the same mistakes.
- You'll see time and space differently.
- You will understand yourself better.

Sure.

That's all true.

But here's the real gold.

It allows you to shape your own destiny.

Let me tell you a secret...

Destiny is real.

You may feel like your life is meaningless sometimes and you feel that because it's true.

But here's the wild part — the opposite is *also* true.

You have a destiny.

If you made it to your final moments and looked back on your life...

You would see a line.

All the twists and turns.

The big moments.

The good.

The bad.

The opportunities you missed.

The mistakes you made.

You would see a through-line that you can only see looking back.

That line is your destiny.

But it doesn't have to be.

Imagine you never picked up this book.

Never learned about the four functions of your mind.

Never discovered how your personality works—or why you do the things you do.

You would've kept making decisions the same way you always have.

Driven by your dominant function, maybe supported by a second one.

A line stretching out into your future...

Until not so many moments ago when you decided to read this book.

And in doing that—your line changed.

You didn't just read some words.

You expanded your consciousness.

You now understand the basic, essential functions of your own mind—and the mind of every other human being on the planet.

You can now make decisions differently.

You can now make decisions more consciously.

Now, you understand the four functions.

You understand a little more about yourself.

Which means that line has now changed.

And it can change again.

Now you can choose your own destiny rather than it choosing you.

You have more control over space.

Over time.

Over who you are— and who you will become.

So how do you actually do it?

Each of the four functions has the potential to be developed—but most people go through life without ever discovering or developing them all.

At most, they develop one or two.

Developing all four is rare.

But only when you expand your personality this way by developing your secondary and Unconscious function (the one you use least) can you begin to consciously shape that through-line.

I told you the secret.

And it's enormous.

But still, destiny can feel like trying to catch smoke in your fingers—or trying to find life in a block of stone.

Fruitless.

Impossible.

So here is an even bigger secret:

Destiny is also just a simple formula:

Your 4 FUNCTIONS: Sensation, Thinking, Feeling, Intuition

dictate your ATTITUDES.

Your attitudes dictate your DECISIONS.

Your decisions dictate your BEHAVIOURS.

And your behaviours...

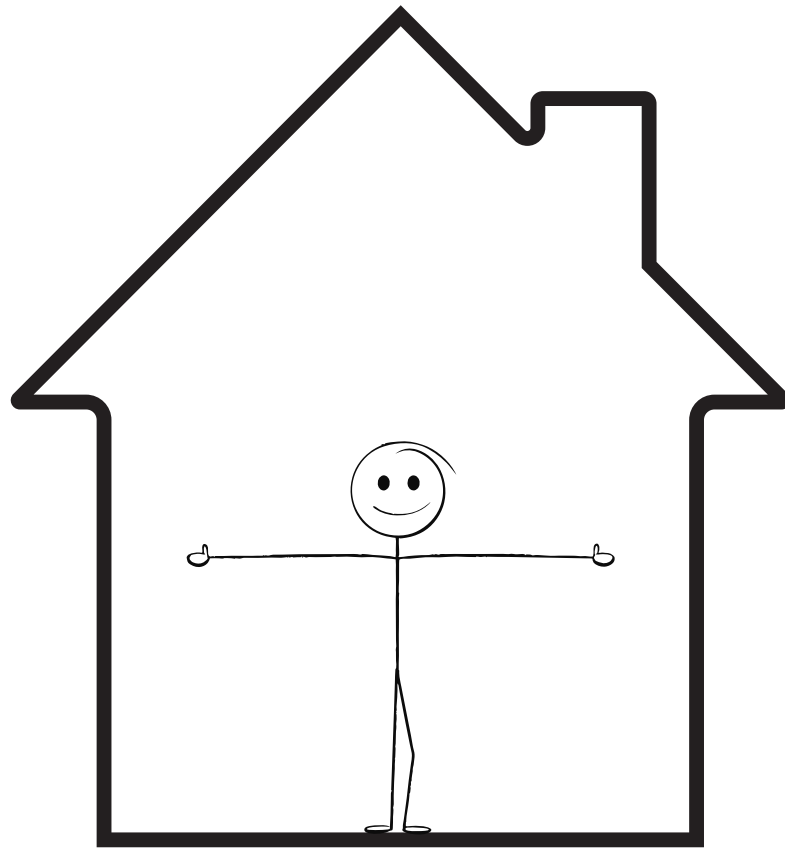
dictate your DESTINY.

But there's one more important thing you need to know.

Let me explain it to you using a quick example...

You are in your mind right now reading these words.

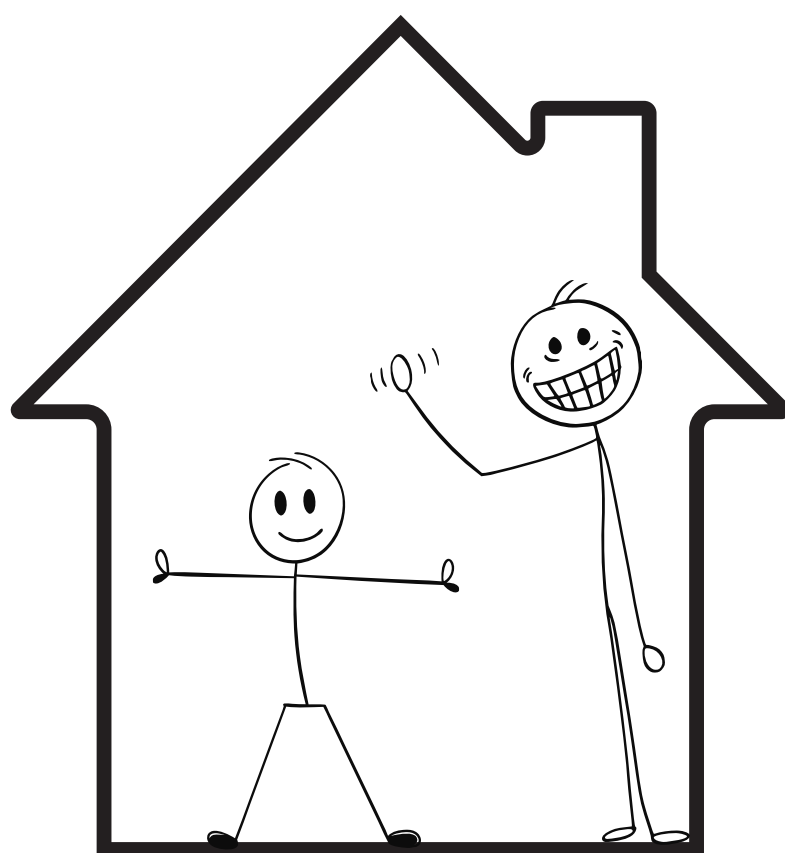
Imagine your mind as a house—and you're living inside it.



You make the decisions, you choose the actions to take.

Make the bed, clean the dishes, take out the trash.

Now imagine there is somebody else in that house with you.



You are not alone in your mind.

There's something else in there with you.

You wash the dishes—come back, and they're shattered.

You leave the bed unmade—return, and it's perfectly made.

You turn the TV on, leave the room—and when you return, it's gone.

Now think back on your life.

Have you ever done something you can't explain?

Have you ever said something, and later thought, "I can't believe I said that"?

Have you ever set your mind to a task and found yourself doing the complete opposite thing you were supposed to do?

Have you ever avoided something with all your heart... only to be pulled back to it like gravity?

There are two parts to your mind.

You are NOT alone in that house.

And you do not make all of your decisions consciously.

That's the nature of the psyche.

You have a conscious mind—the one reading these words right now.

This is the part of your mind that you know.

The part you steer—moment to moment—when you're awake.

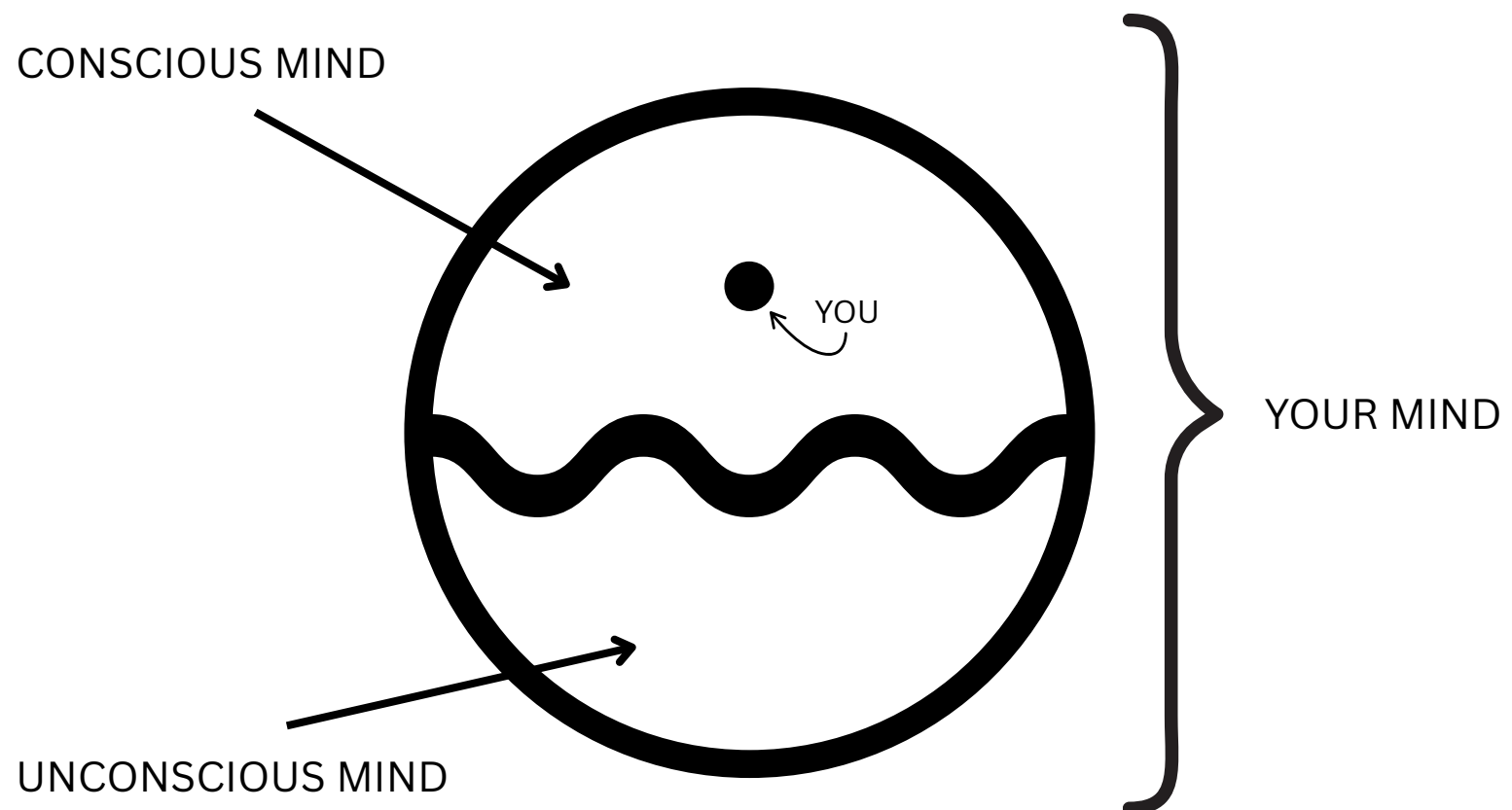
It is you.

And then there is the Unconscious.

This is everything else.

Anything not in your conscious mind is outside – in your Unconscious.

And what is inside your Unconscious appears OUTSIDE you.



Remember Billy?

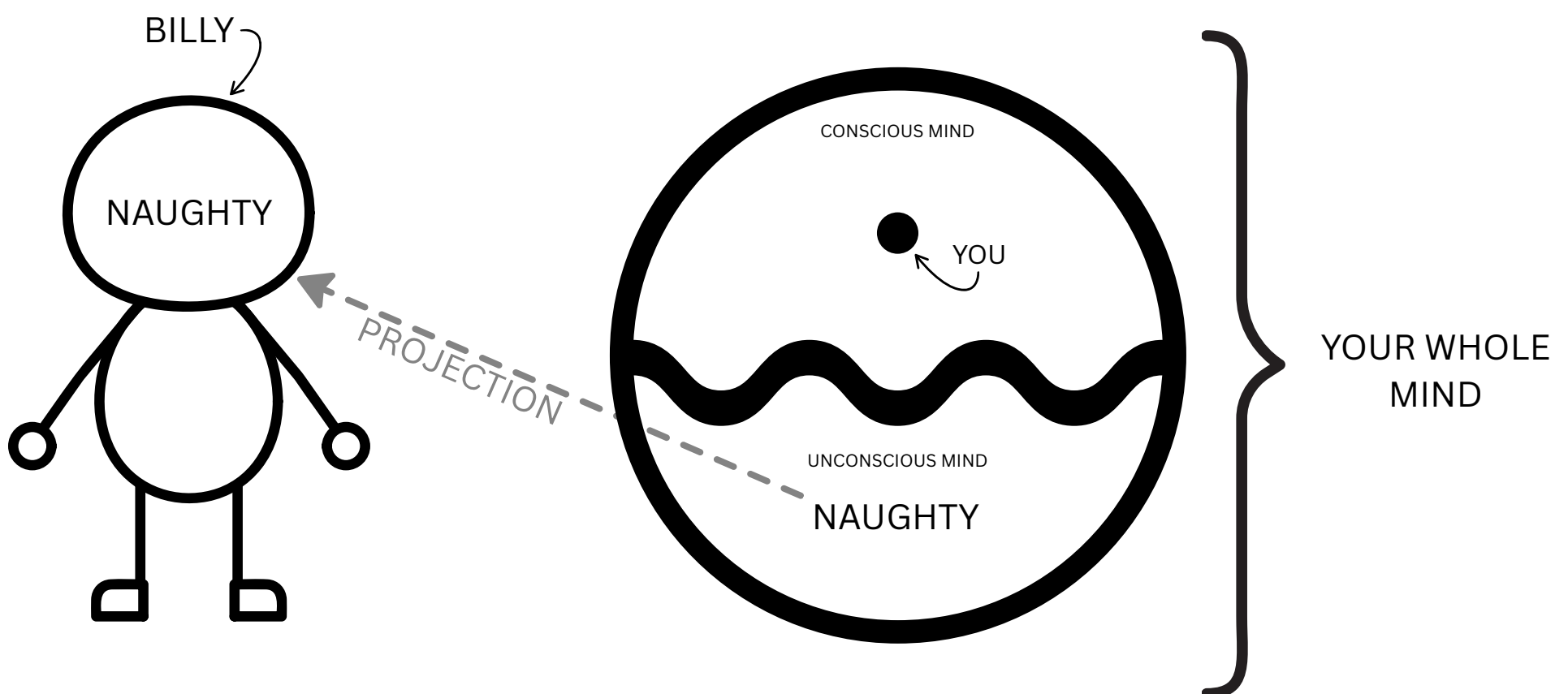
The naughty boy.

When you were standing on the grass watching him run onto the road...

The naughty boy

was a quality in your Unconscious—it didn't belong to your conscious mind yet.

And so naturally, you saw it in the outside world, specifically in another human being.



Contents of our Unconscious mind can grab hold of us and make us do unexpected and crazy things we never thought we would do.

Sometimes they can lead to wholeness and stability of the personality.

Other times they can cause disruption and disintegration of consciousness.

You see the ball go onto the road.

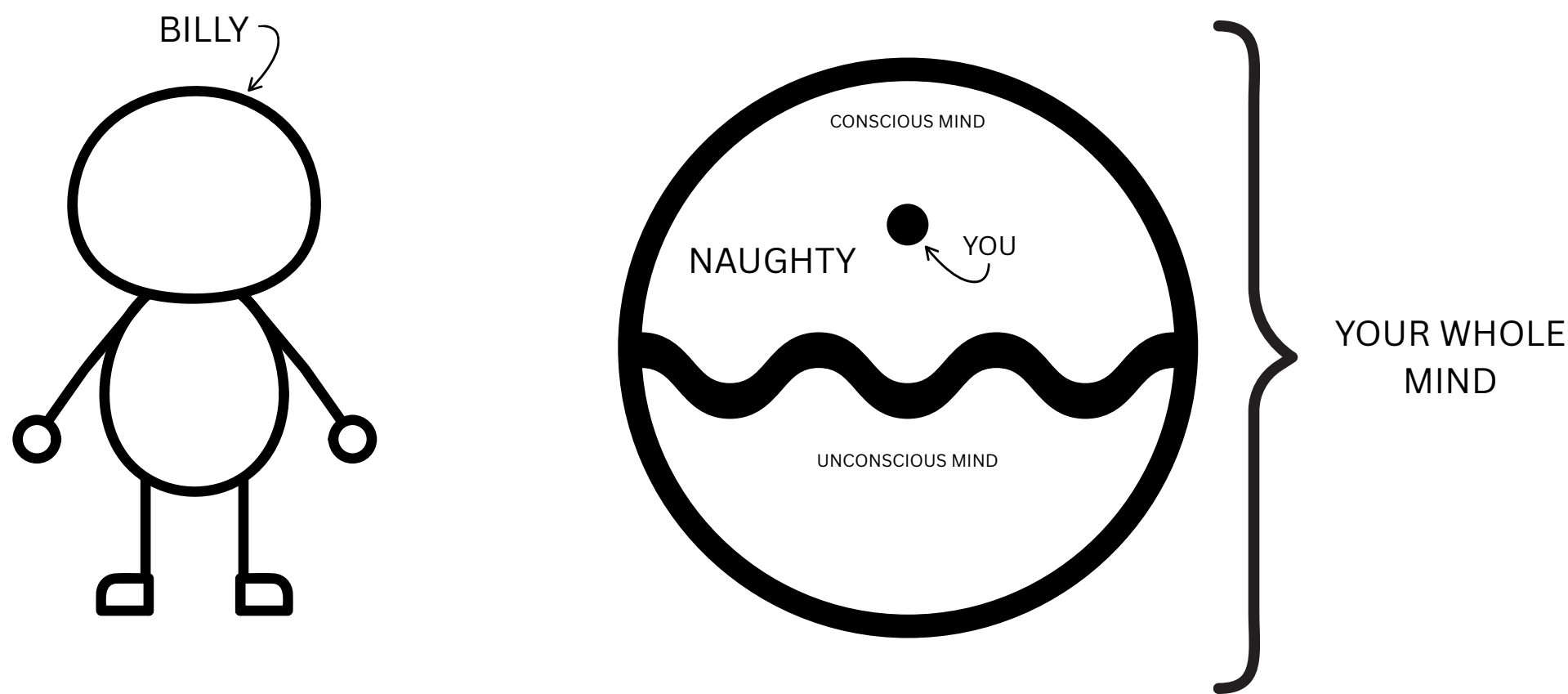
You see the naughty kid about to run and get it again.

A feeling of curiosity and rebellion against the parents takes hold of you.

Before you even realise what's happening, you're already on the road—ball in hand—getting yelled at!

However, when these qualities are made conscious...

You decide.



Now you are standing on the grass.

The ball goes onto the road.

You look at Billy.

He looks at you.

Now you can make a decision.

I am the naughty kid.

I am also the good boy.

I look (sensation) to check if the parents are watching.

I think about the situation.

Can I get the ball without getting in trouble?

Are there any cars coming?

Will Billy get it and risk getting in trouble so I don't have to?

I feel it's the wrong move—I don't want to do it.

I have a gut feeling (intuition) that tells me to stay on the grass.

You have all of this information consciously ready to make a decision.

You decide however you please—even inaction is a decision.

You can choose to do nothing. You can choose to wait.

This is just one simple example of a small decision to show you how it works.

The real decisions are those that torment the soul.

The ones that keep you staring wide awake into the darkness when you should be asleep.

When you're pulled in two directions—and choosing one means going down a path with no return.

No second chance.

That is why I've written this book.

You need to learn how to make those decisions—and take control of your destiny.

Sure, you can use this knowledge to make as many decisions as possible with more of your functions but right now in your life there is probably one big conflict - or maybe a few that are **real questions**.

The ones that tear at the soul.

Do you leave your family and trust that Voice within you telling you to do your own thing?

Or stay with them and sacrifice the secret vision you have for your own future?

Do you leave to work overseas and give your family a better life without you?

Or stay, and struggle together through hard times?

Do you keep studying something you hate to make your family proud?

Or take the gamble on yourself you desperately want to take?

Do you stay with a partner you truly love—but know is bad for you?

Or do you leave and trust the feeling that someone better is waiting?

Do you leave your friends behind and find your own path?

Or stay with them forever and lose a part of yourself that will be sacrificed if you stay with the group?

Do you do that thing you HAVE TO DO even though it will probably mean the death of you?

Or do you keep it a secret that you never tell another soul and with every breath weep over the future you might have had?

Every person is a world unto themselves.

Within every mind there are silent battles.

Silent wars being waged within every person's inner world.

Yours.

Mine.

Everybody you know.

Some of your problems may seem small or stupid when you compare them to the problems of other people.

But your problems are yours.

They feel huge to you—
and that makes them huge.

Even if someone else sees them as nothing—
that's almost why they matter so much.

Because other people see them as nothing.

In the world of the psyche—your mind and personality—
everything is relative.

A mother's child may die.
And a young girl might break up with her boyfriend.

You might judge one as a soul-crushing tragedy,
and the other as something trivial she'll get over in days.

But you can also look at each situation with the reverse attitude.

A mother's child may die and it might be something small and trivial
that she will get over in a couple of days.

And a girl might break up with her boyfriend and it is truly a soul
crushing tragedy that completely ruins her inner world.

Be careful when evaluating your own decisions and life as
meaningless and trivial

or

world-ending.

And ESPECIALLY be careful judging the lives and decisions of others.

Every person can be viewed from the outside—

the standpoint of the average,

as just a human,

a statistic.

As a meaningless bag of characteristics.

And they can also be recognized as a one-of-one.

A completely unique phenomenon.

An individual.

Before you were born you never existed.

You are here now.

And you will never exist again after you die.

You are a unique individual born into a single historical time period.

Now.

Everybody is like you.

But also nobody has EVER been like you.

Nobody is like you now.

And nobody will ever be like you in the future.

You are special.

There are unique things about you that belong to nobody else.

There are things you will do that nobody else has done.

Thoughts you will have.

Feelings.

Sensations.

Intuitions.

Decisions only you will ever make.

And that makes your life meaningful.

That means you have a destiny.

There is a path your life could take—
where your personality stays underdeveloped.

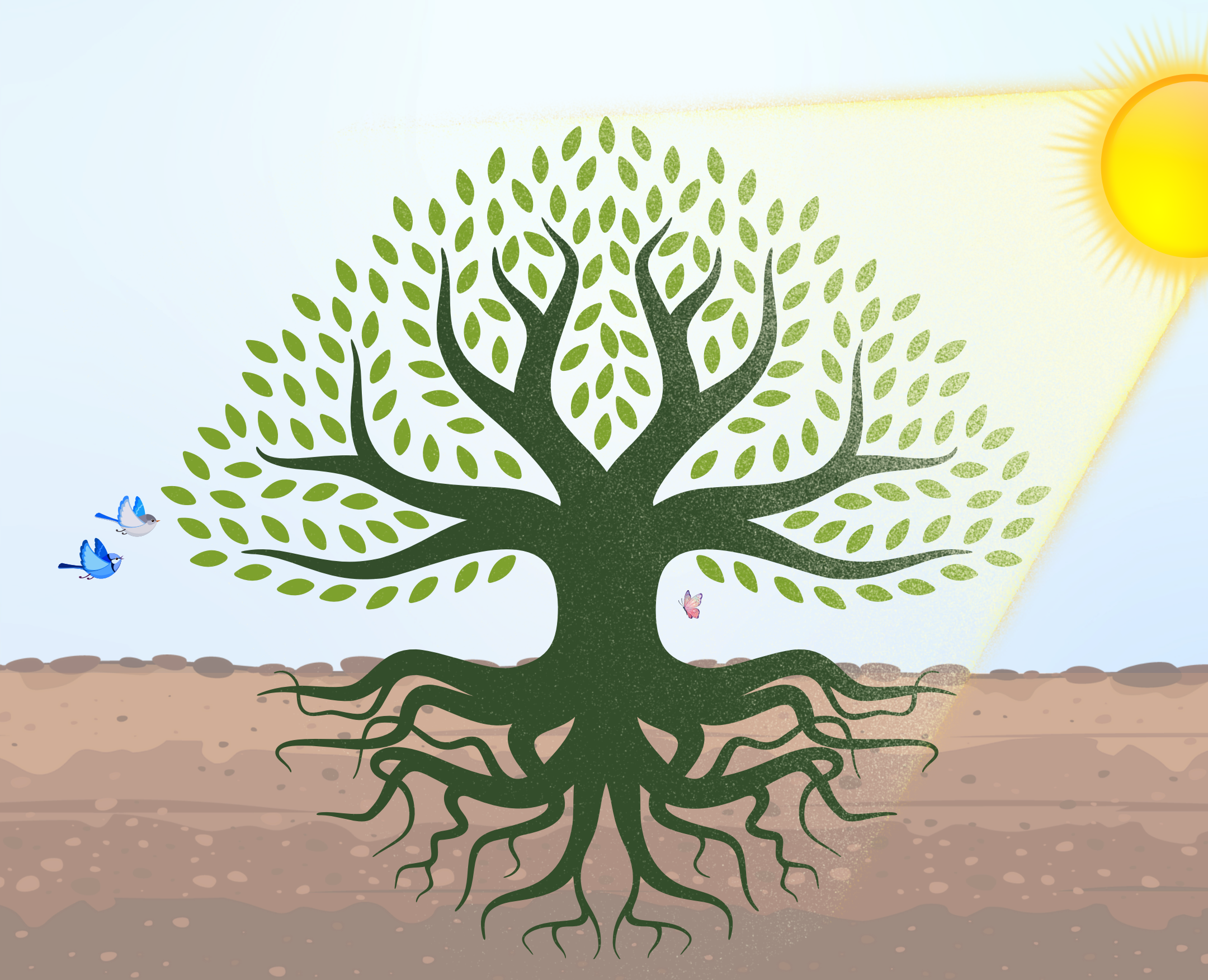
Where the seed that is **You** grows in the shade, choked by weeds, and
never becomes a tree.



And there is another path...

Where you discover all that you are, and expand your personality, finding wholeness and living your destiny.

Where the seed that is **You** grows into the towering, beautiful tree that was there since the beginning—just waiting to grow and stretch into the sky, its roots tangled deep in the earth.



I've seen too many people tangled in the weeds, struggling against poison and overbearing trees keeping them in the shade.

The worst part?

They don't even see the danger around them—
or even worse than that, they're creating the very dangers they're
trying to escape.

My hope is that this book—and everything I create—helps you expand
your conscious mind and uncover new parts of your personality.

That after reading this, you feel stronger—more stable standing on
your own two feet—because you finally understand what's really
happening when you make decisions.

Maybe you'll even share this with others—so they too can feel
confident, conscious, and ready to make better decisions in their own
lives.

And that you will make decisions that are really your living destiny.

And finally discover that your inner world holds as much meaning and
purpose as anything outside of you.

And honestly, a whole lot more.

So how do you actually get real answers about who you are?

By now, you've seen how the decisions that shape your life are deeply tied to unconscious forces within you.

But insight alone isn't always enough.

If you've ever felt the pull of something inside you — the voice, the tension, the split between who you are and who you could become — then you already know:

You can't afford to stay in the dark.

You need tools.

You need a map.

And you need guidance.

That's why I created something to take you deeper...

If this hasn't been enough—if you're still hungry for deeper answers...

You want to know how your mind works.

Why your personality is the way it is.

Who you really are.

You want to learn how projection works—and how to spot projections and integrate them as parts of your whole personality.

How to find your personality type by discovering your Superior Function so you know what areas to work on, what blind spots you have and what your strengths are in decision making.

Learn the difference between introverted and extroverted functions.

Unlock strategies to make better decisions—by using more of your mind's functions.

Learn how your Unconscious mind influences your decisions, your most important relationships, and your dreams—without you even knowing.

Just shoot me an email with the word 'COURSE'.

There's a whole world to explore—your inner world.



And as I keep uncovering mine, you're welcome to join me.

I'll show you what I've learned and all the new things I'm constantly learning.

I post content everyday on my socials and longer videos going into more depth on my YouTube channel.

I will link everything below so you can easily click the buttons if you want to check out my free content.

Since you're reading this you're on my email list too.

I'm working on some exciting new paid content and also more free stuff exclusively for people on my email list (you) so you can look forward to that!

Or if you're not on my email list and want exclusive free stuff and updates, just go to DanielCappello.com and drop your email in there.



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I will leave you with a quote...

THE END · AND JUST THE BEGINNING

“Every man is a reality.”

C.G. Jung