



THE NARRATIVE  
ENNEAGRAM

*The Year of Evolution*

# 2019 ANNUAL REPORT



Transforming lives.  
Creating a more compassionate world.

[www.EnneagramWorldwide.com](http://www.EnneagramWorldwide.com)



# OUR MISSION

THE NARRATIVE ENNEAGRAM (TNE) is an educational nonprofit dedicated to transforming lives and creating a more compassionate world. Our mission is to advance human consciousness through our pioneering Narrative Enneagram curriculum, which integrates psychological, spiritual and somatic practice.



*TNE Board, Faculty and Staff at the October 2019 Strategic Planning Retreat in Boulder, CO*

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## Where We Are Now



**ED SELF**  
Executive Director

July 30, 2020

**INTEREST IN THE ENNEAGRAM HAS BURGEONED** as new demographics discover its power. Over the past two years, TNE has experienced a **30% increase in program registrations**, with many courses at full capacity, and **more younger and diverse attendees** than in the past. Our new **Strategic Plan**, prepared in July 2019, calls for TNE to engage a much larger audience in our programs.

While the following pages of this report focus on our many accomplishments in 2019, it's important to acknowledge that **2020 brings unprecedented challenges** that none of us could have anticipated. The **COVID-19 pandemic** has had a significant impact on The Narrative Enneagram (TNE). We've had to cancel or postpone multiple courses, which has had a **serious short-term impact** on the revenue flow needed to sustain the organization.

While the pandemic has been a huge challenge, it is also a tailwind pushing us toward where we already planned to go. We have the urgency to accelerate three aspects of our 2019 Strategic Plan, which we had planned to roll out over three years, but now are achieving in just a few months.

1. Engage a much **larger and broader audience**
2. Expand our capacity to **deliver programming** (faculty and technology infrastructure)
3. Provide high quality **online experiences**, allowing more people to be exposed to the power of the Narrative Enneagram and personal transformation

Our programs are more important and relevant than ever, because they provide **tools for emotional health and well-being** to help us experience presence and self-awareness, manage uncertainty and anxiety, heal family systems stressed by lockdowns, connect deeply in a time of social isolation, and so much more.

With in-person trainings not feasible at this time, we are boldly moving ahead to take our **core and professional training programs online**. We're also offering a range of additional online events tuned to evolving circumstances. We greatly appreciate the support of donors wanting to invest in our capacity to serve our expanding community in this time of need.



# The Year of Evolution

## 2019 WAS A DYNAMIC YEAR OF CHANGE AND EVOLUTION.

The progress described in this annual report is a reflection of many dedicated individuals working in the background to move The Narrative Enneagram (TNE) along the path of transforming lives and creating a more compassionate world.

Our entire team stepped up to honor TNE's history and embrace the present as we planned for the future. In July 2019, TNE stakeholders – staff, faculty and board members – gathered in Boulder, CO for four days of discussions focused on envisioning and prioritizing a broad range of goals. The result of these efforts was an ambitious new **three-year Strategic Plan**, which outlines key initiatives in the following categories:

- Deliver, expand and innovate program offerings
- Produce and enhance member services and benefits
- Cultivate communities interested in the Enneagram
- Promote and market TNE
- Challenge, educate and develop our stakeholders
- Develop and implement a comprehensive and sustainable financial and operational plan

We are very fortunate to have engaged our new Executive Director, **Ed Self**, who started on October 15, 2019, following **Mary Freund's** resignation in July. Ed founded Wildlands Restoration Volunteers (WRV), Boulder, CO, in 1999 and served as its ED for 19 years.

Many thanks to Mary for her leadership during more than three years, and for chairing our successful 2019 Fundraising Campaign through December 2019; to **Allison DeHart**, TNE Accounting and Finance Manager, who served as our Interim ED during the transition; and to the ED Search Committee comprised of board, faculty and staff members.

Other 2019 highlights included:

- **30% increase in program registrations**, resulting in many sold-out trainings and more younger attendees than ever before
- **40% increase in TNE members** since 2018, when sister nonprofits Enneagram Studies in the Narrative Tradition (ESNT) and Enneagram Association in the Narrative Tradition (EANT) merged to become TNE
- **\$151,685 in donations**, affording us the opportunity to expand our program offerings and award **\$46,664 to qualified scholarship recipients** to attend TNE trainings, including \$10,850 to support participants from the **Enneagram Prison Project**
- Successful launch of a **new TNE hub in Nashville, TN**, thanks to sponsorship by TNE board member **Evan Barbee**
- Rollouts of ***The Enneagram and the Nine Types*** – TNE's first 4-part online class – and a **TNE Next Generation Mentoring Program**, both facilitated by Core Faculty member **Renée Rosario**



**JOYCE PLAZA**  
2019-2020  
Board President



# 2019 – BY THE NUMBERS

**660,992** visits to our **website** from **213** countries and territories, an increase of **129%** over 2018. **82,135** views of our YouTube **videos**, **7,837** Facebook likes and **2210** Instagram followers. **5279** people took our **online test**. **834** attendees of Narrative Enneagram onsite programs. **441** TNE **members**. **14** International Training Associates, **8** new Certified **Teachers** and **5** new Certified **Practitioners** in our U.S. programs through **4** **training hubs**: Menlo Park, CA, Denver, CO, Cincinnati, OH and Nashville, TN.





# 2020 TNE LEADERSHIP

## Board of Directors



*Top row: Joyce Plaza, President; Sheryl Cohen, PhD, Treasurer; Mike Alexander, Evan Barbee  
Bottom row: Felicia Lee, Kirsty Spence, Mónica Tinoco and Brian Vent*

## Core Faculty



*Helen Palmer, Terry Saracino, Peter O'Hanrahan, Renée Rosario and Christopher T. Copeland*

## Adjunct Faculty



*Marion Gilbert*

## Staff



<i>Ed Self</i>	<i>Allison DeHart</i>	<i>Sarah Duet</i>	<i>Satoya Foster</i>	<i>Pat O'Hanrahan</i>	<i>Martha Scherzer</i>	<i>Evangeline Welch</i>
<i>Executive Director</i>	<i>Accounting and Finance Manager</i>	<i>Social Media Manager</i>	<i>Administrative and Marketing Coordinator</i>	<i>Database Manager Internship Director</i>	<i>Registrar</i>	<i>Marketing Director and Webmaster</i>



# 2019 FINANCIALS

## Income Statement

### Income

Trainings	\$ 725,827
Fundraising	\$ 151,685
Net Product Sales	\$ 71,173
Donated Services	\$ 50,500
Membership	\$ 18,090
Fee Income	\$ 14,339
Other	\$ 6,894

**Total income** **\$1,038,509**

### Expenses

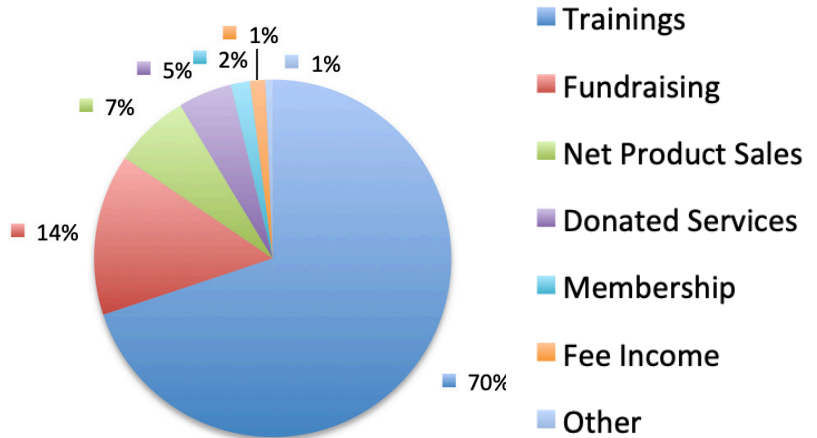
Training Expenses	\$ 638,464
Operations	\$ 62,696
Miscellaneous	\$ 74,710 *
Marketing	\$ 71,104
Royalties	\$ 27,959
Website	\$ 19,820

**Total expenses** **\$894,753**

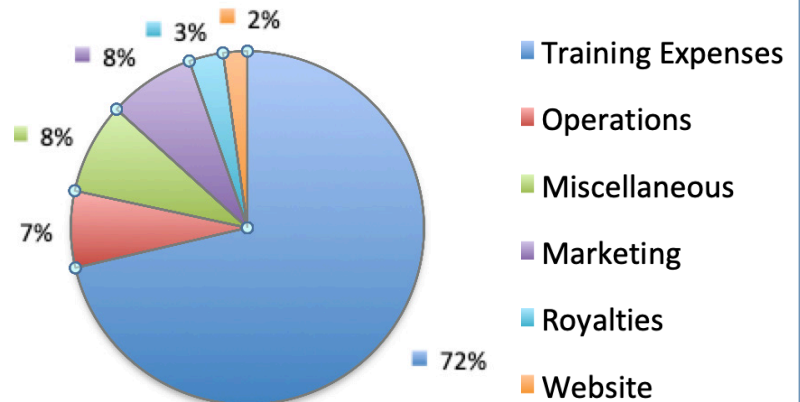
**Net income** **\$143,755**

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

### Total Income: \$1,038,509



### Total Expenses: \$894,753



## BALANCE SHEET

### Assets

Cash	\$ 428,666
Inventory	\$ 2,456
Net Fixed Assets	\$ 53
Other Assets	\$ 1,159

**Total Assets** **\$432,334**

### Liabilities & Equity

**Current Liabilities** **\$ 9,032**

### Equity

Net Assets **\$ 279,547**

Net Income **\$ 143,755**

**Total Equity** **\$ 423,302**

**Total Liabilities and Equity**

**\$432,334**



# HOW TO SUPPORT US



## Our 2020 fundraising goal: \$198,000

With registration fees covering only 81% of TNE's annual expenses in 2019, we rely on our generous donors to make up the difference. Please consider an amount that fits your budget. **Monetary support** may start as small as a \$10 one-time or monthly donation. You also may donate stock, set up planned giving or employer-match programs, transfer your airline miles, and/or shop at AmazonSmile. A portion of every dollar we receive supports our **Scholarship Program**.

Please consider **contributing today** at [www.EnneagramWorldwide.com/donate/](http://www.EnneagramWorldwide.com/donate/). Or send a check payable to "TNE" to PO Box 4114, Boulder, CO 80306-4114.

Beyond a financial donation, there are other direct ways to support us:

- Become a TNE member at an annual cost of \$60/year.  
[www.enneagramworldwide.com/tne-membership](http://www.enneagramworldwide.com/tne-membership)
- Participate in our trainings and workshops.  
[www.enneagramworldwide.com/programs](http://www.enneagramworldwide.com/programs)
- Refer colleagues, clients, friends and family to our programs.  
Most of our program participants come from direct one-to-one referrals.



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THANK YOU FOR YOUR SUPPORT!