### **Shifting Your Business Using Your Intuition** Lynn Robinson, M.Ed., President Intuitive Consulting, Inc., and expert of developing intuition skills in business What Love Has To Do With Business and Marketing HOW WOULD YOU LIKE TO HAVE A HEART-CENTERED BUSINESS & LIFE? BEE-ing Attraction What Love Has To Do With Business and Mart \$24.95 The time is now to create a Doing Business in the New Economy! business that connects your heart and soul to your goals." The long-awaited follow-up to Atmacting Perfect Customers: The Power of Strategic - NAME OF ENDORSER Synchronicity is here! This informative and opennententy to neres timo unorthance an entertaining book adds a deeper level of -A tool for gaining deeper intellectual understanding to this groundunderstanding of the inner breaking marketing model, plus personal untrings of a business that contribute to personal fulfillexperiences and the step by step process others have implemented to defy logic and ment and success." BEE successful no matter what - NAME OF ENDORSER DESCRIBE The qualities, characteristics and attributes of YOUR perfect customer 429-7-435554-35 Learn how to: IDENTIFY What makes you and your TSBN SPECIFY What you want your perfect customer to expect of you Perfect customer tick DECLARE Who you have to BEE to attract what you want is working er a deeper **By Jan H. Stringer and** heartbusiness."

**Alan Hickman** 

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"Your relationship with Nature, like any good relationship, requires regular, conscious communication in order to thrive. When communication breaks down, so does the relationship." - Jane Bell – www.janebellessences.com

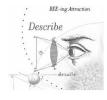
#### UNLEASH YOUR INTUITION

Congratulations! Most people have never even been courageous enough to use their intuition as a personal development skill. You have!

Great thinking comes in small packages and in this package you will hear an inspiring conversation from one of the worlds leading experts on the topic of intuition. Listen carefully as Lynn Robinson tells her story, recorded and transcribed, of how she developed her intuition.

"The BEE-ing Attraction<sup>™</sup> planning process helps you to become the person that is in perfect alignment with your true purpose in life and from there you will be attracting the relationships you need in developing a heart-centered business!" – From BEE-ing Attraction: What Love Has To Do With Business And Marketing – by Jan H. Stringer and Alan Hickman

**DESCRIBE** - The Qualities, Characteristics, and Attributes Of My Perfect Clients That Are A "Perfect Fit" For Me.



**IDENTIFY** - What Makes ME and MY Perfect Client Tick?

BEE-ing Attraction Plan



**SPECIFY** - What I want MY perfect Client to Expect of ME.



**DECLARE** - Who You Get to BEE to Attract What You Say You Want.



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Dear Reader: To view the pages of this e-book as you would a 'normal' book, pull down the "View" menu and select page layout -Facing.

**Important Note:** You will find strategically placed typos and grammatical errors in this text, as well as strange noises and brakes in the recording since it is of a live teleclass. They have been placed there to keep you alert. When you notice them and find yourself becoming more alert, you will know they have done their critical job.

### **Introduction**: How to use this Home Study E-Kit: Create a sacred space and time in which to use this information.

"You've seen it mentioned in just about every business book in the past decade. It's the declaration that it's important to 'Trust your gut.' It sounds so easy when you read it or when someone exhorts you to 'Go with your instincts,' 'Listen to your inner voice,' 'Heed your intuition.' It almost sounds as if there's a magic switch labeled 'INSIGHT NOW' that others are able to turn on at a moment's notice and instantly receive wise counsel." – Lynn Robinson – Trust Your Gut: How the power of intuition can grow your business.

It was 1963 and the Fantasticks was just completing a third year of a 42 year run on Broadway. The hummable score, including such familiar songs as "Try to Remember," helped make this show so durable. However, it was the lyrics of "Plant a Radish" that has stood the test of time for me. *"Plant a radish; get a radish, not a Brussels sprout."* 

This lyric expresses the comfort in being able to count on the consistency of 'natural law'. All of us can pretty much agree on the 'reality' of the external world. A radish looks, feels, smells, and tastes more or less the same to any human being. However, once you eat the radish, your internal experience of it becomes unique to you.

We all know how powerful our thoughts can be. By now we all know that the feelings, emotions, and thoughts we have experienced within us as a result of our past activities and interactions with our external environment are 'the matter' with which we have forged our internal environment. This environment is more subtle and seemingly less solid or 'real' than the matter of the external material world.

However, subtler levels of creation are by their very nature more powerful and therefore more 'real'. This explains how our thoughts and emotions, while having minimal 'reality' in our physical world, are regularly transformed into our physical realities, and as all transformations are reversible; our physical conditions generate our emotional and psychological states.

Controlled imagination, tranquility and peace get you out of your logical mind giving access to real wisdom and transformation.

Read this text and listen to the recording from that place of 'Sacred Space' and the 'living wisdom' will 'incarnate' in the subtle matter of your human consciousness.

There is valuable metaphysical 'food' here that can nourish and heal whoever is open, aware, and trusting enough to receive it. Like "real poetry" this recording and related text has the ability to heal, teach, and invoke mystical experiences.

#### Trust the process!

**Trust Your Gut.** 

Now that's Attractive! Alan Hickman and Jan H. Stringer www.perfectcustomers.com/freereport



TIP: Controlled imagination, tranquility and peace get you out of your logical mind giving access to real wisdom and transformation.

Listen to the recording from that place of

'Sacred Space' and the 'living wisdom' will 'incarnate' in the subtle matter of your human consciousness. **Transcript starts after the introductions, at 25:00 min into the recording.** 

#### Streaming link: Lynn Robinson Using Your Intution



Or cut and paste this url into your browser: http://www.byoaudio.com/play/WHSjh087



Or cut and paste this url into your browser:

http://perfectlove.byoaudio.com/files/media/227b074b-e1b7-69a2-ed22-bc21d4ae5902.mp3

Note: If the links do not work, please email us at support@perfectcustomers.com

### **Main Points**

- 1. When we trust our intuition, it's like an inner compass pointing us in the direction of our dreams.
- 2. Intuition is "Quick and ready insight."
- 3. It might come in the form of a gut feeling or emotion, a sense of excitement or enthusiasm
- 4. Really think about what you are interested in.
- 5. Another way that it might come to you is a flash of insight. Sometimes we call that an "Aha! moment."
- 6. Write down any of those flashes of insight that you might have.
- 7. We all have intuition.
- 8. it as kind of a skill or ability. The more that you practice it, the better you get at it
- 9. What are some of the factors that went into making that decision?" See if you can figure out what pieces were the intuitive pieces.
- 10. It's always that your inner compass is pointing you towards what you're here to do as a contribution in this world.
- 11. You might get it as simply another kind of emotion or feeling
- 12. You kind of feel weighted down, heavy, drained or bored. That's your intuition saying, "That may not be the best decision."
- 13. I'm taking the job with Company A.'
- 14. What does that mean?
- 15. Intuition often gives you information but it doesn't tell you what or why.
- 16. He closed his eyes and took a deep breath and said, "I'm going to take the job with Company B."
- 17. Other people have inner knowing as a sense of peace. They knew they were going in the right direction. It was a feeling of serenity.
- 18. I have a sense of peace about it. I have an inner knowing that I'm going in the right direction."
- 19. Quite often, we also get intuitive information through a physical sensation. Most commonly we refer to it as a gut feeling.
- 20. The other main way that we get intuitive information is through an inner voice.
- 21. My whole business started when I trusted my intuition.
- 22. I wished I could do that for a living.
- 23. If there were an ad for Psychic Wanted in the Boston Globe, I'd apply.
- 24. A few weeks later, I had a very odd thing happen.
- 25. I stopped, almost dead in my tracks.
- 26. "I'm a Psychic."
- 27. Much to my relief, she was interested
- 28. Oh, I thought I told you. I'm a writer for the Boston Globe.
- 29. The next month I got 500 clients!
- 30. Intuition helps us when we get clear about our goals or intentions.

Read the Transcript as You Listen to the Recording

Take note of anything that resonates for you.

### **Transcript Starts Here:**

Alan Hickman and Jan H. Singer With guest: Lynn Robinson – transcript begins at min 25:00

Jan: Today we are all very blessed and I have the incredible honor to have Lynn Robinson be part of our class.

I first learned about Lynn when was one day I was looking at my emails and we had 40 people registered for our free daily kits one day. We have a little thing it there that asks you, "How did you hear about our daily kits?"

One day, all day long, we kept getting emails from people who said, "I heard about you from Lynn Robinson." I said, "Who's Lynn Robinson?"

Obviously, you know about us and put a link or quote about us in your newsletter. I had to call you and find out who you were and tell you thank you.

That's been the start of a very beautiful acquaintance with someone that is, I think, of high regard in the world of business for her intuitive consulting.

Lynn is revered as one of the nation's leading experts on the topic of intuition.

She's also an author. She's written a number of books. For example, *Divine Intuition:* Your Guide to Creating a Life You Love. She's written Trust Your Gut: How the Power of Intuition Can Grow Your Business, which we get to be quoted in. She's written Real Prosperity and Compass of the Soul: 52 Ways Intuition Can Guide you to the Life of Your Dreams.

In addition to that, she works with businesses and corporations as an intuitive consultant. I really feel that she's breaking ground in the world of business by representing herself as an intuitive and how valuable intuition is in business, as well as in the art of creativity.

Lynn is a professional speaker. She speaks all over the world and we're lucky to have her with us today.

Thank you, Lynn, and the floor is all yours!

Lynn: Thanks Jan. Boy, you guys are a hard act to follow! I'm just so impressed with all these manifestations you've created over the last month. I'm totally impressed.

I'm talking about introducing you to the topic of intuition today. It sounds like you guys are already on the beam of all of this.

I really believe that when we trust our intuition, it's like an inner compass and it points us in the direction of our dreams. When we learn to use it, trust it, ask it questions and ask for its wisdom, it tends to point us in the direction of our intentions and goals.

I guess a good place to start is simply, what is intuition?

The dictionary definition is kind of boring. It's "Quick and ready insight." That's what *Webster's Dictionary* says.

My favorite definition is from a 15-year-old girl. You kind of have to do this with a valley girl accent because she was from California. She said, "Intuition is like, when you know something about, like, where does it come from." That's my favorite definition.

It's an inner compass. We all have it. We're all born with it. It comes to us in lots of different ways. There's no one way that's the right way.

It might come in the form of a gut feeling or emotion. If you feel a sense of excitement or enthusiasm about something, that's your intuition saying, "Move in that direction."

In fact, the root of the word "enthusiasm" is from a Greek root *entheos*. It literally means God within or guidance within.

When you're listening to what you're enthusiastic about, that's your intuition saying, "Move in that direction."

Doesn't it make sense on some level that we're born with an inner guidance system that says when you're excited and enthusiastic, do more of that?

It doesn't make sense if you're feeling really drained, bored or enervated by something; your intuition is saying to do more of that.

It sounds like some of you on the call are coaches. Sometimes what I find is that it's tough for people when they're thinking about their goals and interests. Not everybody rises to the level of enthusiasm.

I think that's probably not true of the folks on the call, but I think a lot of people that I coach say, "I don't really know what I'm interested in".

[audio cut out and discussion about that]

I was talking about the fact that enthusiasm is a really good way, but I was also saying that I know a lot of times when I'm coaching people, they say, "I don't know what I want" or "I don't know what I'm enthusiastic about."

One of the things I talk to people about is to **really think about what your interests are**. It doesn't even have to rise to the level of excitement and enthusiasm.

It might be what's the next step you could take? What's something that you're interested in? That's one of the ways that intuition comes in. It can come in as that feeling of excitement, interest, enthusiasm.

Another way that it might come to you is a flash of insight. Sometimes we call that an "Aha! moment." You might be taking a walk with the dog, driving to work or even drifting off to sleep and you have that, "Oh, there's a really great idea."

In fact, one of the techniques I like to talk to people about is just keeping a piece of paper, a PDA, your computer around, or just a notebook and write down any of those flashes of insight that you might have.

They come to us as though it wasn't there one moment and the next moment it is. It almost feels like if it's something a little bit different than what we have experienced before. We get that little pop.

It's also a real natural ability. **We all have intuition.** We all get it very differently, but we all have it.

I do believe that some of us were born with it a little bit more than others. It's probably not unlike being born into a musical family, a family of athletes, or something like that.

There are some people who might have a little bit extra intuition. But it's something we can all develop.

I think of it as kind of a skill or ability. The more that you practice it, the better you get at it and the better you get at recognizing how your intuition comes to you.

One of the things I tell people too is to think about when you have made a successful decision. Look back and say, "What are some of the factors that went into making that decision?" See if you can figure out what pieces were the intuitive pieces.

I was listening carefully when you were all talking. You kind of used to me a lot of intuitive words.

Janice, when you were talking about the week of women writers at Skidmore, there was this sense of excitement and enthusiasm. When you talked about reading your writing, you could sense that there was energy about, "Boy, I'm really glad I made that big leap and took that risk."

Andy, I could just tell your enthusiasm. I love that fat suit! [Laughing] "I think that's unzipping your fat suit." I love that idea.

I'm sure a lot of you as you have proceeded towards your intentions and goals had that flash of insight or that feeling obviously of enthusiasm of whatever it is that your subject is.

Those are all ways that your intuition gives you information. It's always that your inner compass is pointing you towards what you're here to do as a contribution in this world.

You might get it as simply another kind of emotion or feeling. It doesn't need to be big enthusiasm or excitement. If you're thinking about a course of direction and you've got a couple of decisions you've got to make, you kind of go, "This one isn't feeling so exciting, but logically it makes a lot of sense to me." "I don't know. It just doesn't feel right."

### You kind of feel weighted down, heavy, drained or bored. That's your intuition saying, "That may not be the best decision."

I'll give you an example of that. I have a guy that came into my office a year or so ago. He was very logical, left brain type. He had two job offers and was distraught about which one to take. He had done the traditional pros and cons list of each one.

What was really important to him was that it was a job that was really secure, that he had a good title, and was making more money. We'll call them Company A and Company B.

He said to me, "I really want to take this job with Company A because it's a very secure company. It's been around a long time. I think they're giving me a promotion and a good title." He was very excited about that.

Then he would go on and talk about something about Company B that was equally interesting and exciting.

He was really having such a struggle and it wasn't making any sense to him logically. He could make a case for Company A logically and factually. Then he could make the case for Company B logically and factually.

I just did a very small exercise with him. I said, "Just close your eyes. I want you to say to yourself, '**I'm taking the job with Company A.'**"

He took a deep breath and went inside of himself and said, "Okay, I'm taking the job with Company A."

Immediately, his eyes flew open and I said "What happened?" He said, "I saw the name of Company A with a big X through it. What does that mean?"

### I said, "Intuition often gives you information in an image. That may be your intuition saying this isn't a good job to take."

He asked, "Why would it say that?"

I said, "Sometimes intuition gives you information, but it doesn't tell you what or why. I know that's a little frustrating to anybody who's a little left-brain oriented."

So, I said "Let's just try it with Company B."

### He closed his eyes and took a deep breath and said, "I'm going to take the job with Company B."

All of the sudden, I could see him visibly relaxing. He sat there for about 45 seconds. I asked him how he was doing and he said, "I just feel so relaxed. I can imagine myself sitting at a desk and feeling happy. What does this mean?"

"My sense is that you got a very strong message. Both on a feeling level, as well imagery and symbolic picture level, that Company B was a better choice for you."

The session ended and I made him promise to keep in touch about whatever his decision was and what the outcome was.

He called me back a few months later and said, "You're not going to believe what happened. I ended up for lots of reasons taking the job with Company A. I really was thinking maybe I should have taken the job with Company B. It was such a good company with long term security for me. But I took the job with Company B and I just found out that Company A went bankrupt."

It was amazing because the intuition didn't come in when he was doing that exercise. It didn't say, "Hello! Company A is going bankrupt." It just came through as a felt sense and an image that Company B was the right choice for him. He was really grateful.

I think that's always a wonderful technique to learn, just sitting with a certain decision. Seeing how you feel, if there's a flash of insight about it, seeing if there might be any kind of imagery that comes in.

There are all of those ways that we might receive that inner guidance.

Often when I ask people how their intuition comes in, they'll just say, "I just knew." That's one that's a bit hard to define because it doesn't come as a big flash of insight or a big feeling.

It just is an inner knowing. We always have to pay attention to how we receive that information.

### Other people have inner knowing as a sense of peace. They knew they were going in the right direction. It was a feeling of serenity.

Generally when you're making a decision that you're going in the right direction, even if it's a hard decision to make, you will generally feel a sense of peace about it.

I think it was Carol that was talking about moving to Tennessee. You used a lot of those words. Even though it sounded like it was a tough decision and I don't know all the background to it, you talked about that sense of surrender and letting go and how that brought about a lot of miracles for you.

To me that's where intuition comes in. There is that sense of peace. You say to yourself, "Okay, I'm surrendering to the chaos of this and going with the flow. But I have a sense of peace about it. I have an inner knowing that I'm going in the right direction."

It's such a profound thing when you start to trust that. Even though you may be in the midst of a lot of craziness, chaos or upset in your life, there is that inner knowing that when you trust in it, and most people experience it as a peace and serenity, that you know you're heading in the right direction.

#### Quite often, we also get intuitive information through a physical sensation. Most commonly we refer to it as a gut feeling.

I'm sure you've all had that experience when you are about to make a decision. You get that feeling in the pit of your stomach and you say to yourself, "Oh boy, this is really hard. I don't know that this is the right thing." You feel that heaviness.

It's not always about a feeling, though. Sometimes people will get a feeling of chills if it's a good direction to go in. Maybe you get a feeling of heaviness and dread in their physical body if they're going in the wrong direction.

We have all of these different ways of getting information that's not the logical and the rational.

The other main way that we get intuitive information is through an inner voice. Most people will describe it as something a little bit different than their own inner dialogue.

Your inner dialogue might say, "You know, it's time to do this, or you better buck up and do that," showing a bossy side.

That's not your intuition.

Usually when you're hearing an inner voice, it's accompanied by a sense of peace, direction or a feeling of rightness about it.

**My whole business started when I trusted my intuition.** I was the Operations Manager of a software company for 20 years. I knew that wasn't what I wanted to be when I grew up.

I was seeing a career counselor at that time. Each week I would go in and talk to her. I was really having such a hard time deciding what I wanted to do when I grew up. I just knew it wasn't the Operations Manager job.

I went to talk to her one week and I was very excited. I told her I was going to take a class on Intuition Development. I was very excited because it had been an interest and passion of mine for a long time.

When I came back the following week I told her I was really good at the workshop. I found that I was getting insights into people and situations. It was really fun to talk to people. I just had a great time.

I told her I wished I could do that for a living. I stopped and then went on to something else.

She said, "Wait a minute. I want to bring you back here for a second. I haven't seen you this excited about something in the whole time we've been talking to each other. Why did you dismiss the idea of somehow doing intuition as a way of making a living?"

I told her I didn't think you could make a living at that. How could I do that? I'm in the Boston area, and **if there were an ad for Psychic Wanted in the Boston Globe, I'd apply**. I told her I didn't know how you'd start a business like that.

She said, "I really want to encourage you to do that, to at least think about it." This was 20 years ago and she was a little ahead of her time.

She said, "I would like you to envision what it would be like to have a business using intuition, being an intuitive or being a psychic or whatever you want to call it."

"What does your office look like? What does a successful business look like? What would you be earning? What would your appointment book look like? What kinds of things would you be talking to people about?"

We talked about that for the rest of the hour. I did what she suggested. I was an early adopter of the whole affirmation and visualizations thing.

A few weeks later, I had a very odd thing happen. A friend of mine, who had been sick for quite a while, died. I went to his funeral.

At the funeral home, there were a lot of people there, and many that I knew. I was making a beeline to the front of the room to sit next to a few people that I was close to.

I stopped, almost dead in my tracks. I heard what I can only describe as an inner voice, which said, "Sit there." My attention got drawn to an empty seat next to a woman I didn't know.

I just kept hearing, "Lynn, sit there. That's where you're supposed to sit."

My logical mind kept telling me to march to the front of the room and sit next to my friends. But I almost got magnetized into that empty chair.

So I sat next to this woman who I didn't know. The funeral service went on. At the end, she and I starting chatting with each other and she turned to me and asked, "What is it that you do?"

I don't know if you've ever had one of those times where your brain doesn't engage with your mouth. This was definitely one of those times.

I was the Operations Manager for a software company, but what do I blurt out? "I'm a Psychic."

I was so appalled, embarrassed, and bemused that I said that. I wanted to backtrack immediately and tell her I was a more distinguished thing, an Operations Manager.

**Much to my relief, she was interested** in this. She said, "I'd like to have an appointment with you. Are you available next Wednesday?"

I had really not done this for anybody beyond a few people in the class and a few friends. But again, my brain was not engaging with my mouth and I said yes.

When Wednesday came about, I was very nervous about giving this woman a reading. I had not done this very often, and much to my relief, we did the session and she really loved it.

It was great. A lot of things I said were really right on. She was very happy and felt relieved. At the end of the session I said, "We haven't really talked about what it is you do for work." It was mostly this other thing, so I asked what she did.

#### "Oh, I thought I told you. I'm a writer for the Boston Globe."

My mouth just kind of hung open.

### She said, "You know, I would love to write an article about you and I'd love to publish the article in the *Boston Globe.*"

So she did that and the next month after it came out I got 500 clients.

So my business really started with my listening to my own inner voice. It was pretty remarkable.

- Jan: Wow! That's a great story!
- Lynn: I know. Isn't that amazing? I can go on and talk about this, but I'm also very open to answering questions. I'm going to give time at the end for answering questions as well.

Does anybody have any so far?

- Jan: I was going to ask you to tell the story about the intuition products.
- Lynn: Oh, yes. This was another great one.

I believe, as I said at the very beginning, that **intuition helps us when we get** clear about our goals or intentions or what we want to manifest in our life.

Intuition will often bring about synchronicities, coincidences, and manifestations that are really amazing.

When my book *Compass of the Soul* came out, I was working with a business coach at the time. I was saying to her that I would really love to hire a publicist for this book. I started whining that it cost so much money; I don't know if I should do this, I don't know if I want to.

I was whining so much, that she said in good coaching fashion, "Lynn, **what's the outcome you want here?**"

I said, "It's totally ridiculous and not going to happen, but I would love it if somebody else would pay me to promote the book. I would love it if I could do lots of radio shows and be interviewed and somebody else would pay the publicist, somehow that this would work out that I'd get money by promoting my book."

I realized as I was saying it how totally ridiculous that was. Like a good career coach, she said, "Let's focus on what you want. Why label it as ridiculous and not worthy of manifestation before you've even started?"

What I did was a practice that I do to this day. In the morning when I got up, I'd put my headset on with my iPod and I'd listen to some music and envision doing lots of radio shows and having lots of fun.

I kept saying, "I really want the promotion of this book to be a big adventure." That's really the summary. I wanted to have money to promote the book and I wanted it to be a lot of fun and a big adventure. That was the manifestation. That was the intention.

**About a month later, I got a very odd** call from a public relations firm. They said, "We have a client that we can't tell you who it is yet, but they have a new product coming on the market that's called Intuition. We can't tell you what it is, but would you be interested in working with us?"

I was thinking, "Oh my God, is it like a home pregnancy kit?" I couldn't figure out what it might be. All I knew was that it was a personal care product.

To shorten the story, it turned out to be the Schick Razor Company. It was their product, the Intuition razor.

They ended up paying me to talk about my book and talk about intuition and mention their product.

This was probably five years ago. In fact, to this day I can still probably tell you, I had to go to New York City and talk to one of their media consultants. I had a whole afternoon training me to do media sound bytes on the Intuition razor.

I haven't done this in a while, so let's see if I can remember it.

Intuition was really in the news. Jewel just came out with a wonderful new song called *Intuition*. Business 2.0 just did a whole article on using intuition in business. The Schick razor company came out with a fabulous new product called the Intuition razor.

That was all I had to say. That's all they paid me for.

Remember, I programmed for fun and adventure? The funny part turned out was that Jewel was their main spokesperson, who's the woman who wrote the song *Intuition*.

They had this fun, huge party in Central Park in New York City. Thousands of people came. Jewel gave a concert and I had a booth talking to people about intuition. They ended up paying me a significant amount of money to talk about intuition.

This is totally an aside, but my least favorite part of the whole thing was, in the middle of this very intense media training in New York City, a whole afternoon was spent grilling me and putting a microphone in front of my face and saying, "Tell us about intuition." What's your [bell tone overrides audio 25:07]

It was really very nerve racking. It was Schick Intuition this and Schick Intuition that. I got so exhausted by the end of the day. They said, "Let's do one final run through."

They put the mic in front of my face again and said, "Lynn, tell us about intuition."

I said "The Gillette Intuition razor."

#### Jan: Uh-oh!

Lynn: I thought the Schick spokesperson was going to shoot me. She said, "We're not paying you to promote the competition, dear."

That was my big claim to fame.

Again, I just find it amazing that when you really get that clarity about what you want, your intuition will start guiding you in the best way to get there.

It will bring about lots of synchronicities and coincidences. It's really all of what Jan talks about, attracting perfect customers or anything else.

What was really interesting to me in a number of other things that have happened to me is often I'm not entirely clear about the what, of what I want to manifest.

# I wasn't thinking, "Ok, I'm going to think now that the Schick Intuition razor company is going to call me." All I knew was that I wanted to attract the money. I wanted to have fun and to talk about my book.

To me the word "adventure" is kind of sexy. That just sums up a lot. It's like fun, activity, meeting cool people, travel. So that's a good juicy word for me. That was really what I was focusing on. It wasn't the specific of the Schick Intuition razor company calling.

Isn't it amazing? It almost feels like there's a vast computer out there in the universe – we call it creative intelligence here – that brought about all of these series of events.

The large number of people that were intuition experts, who had books coming out around that time, that **somehow**, **the Schick Intuition people thought of me to call me to do that**.

I find over and over again that when you can get that clarity about what you want, by virtue of your intuition, your inner voice, a feeling, a gut feeling, any of those other ways that we talked about, it will give you information about how best to get there.

Intuition also comes also possibly as a dream. That's another way to get intuitive information.

I'll give you another example of that. When still the Operations Manager of the software company, I was doing these readings. If you can imagine, I got 500 people who called me over a month-long period. I was getting a lot of phone calls and I was still working full time.

I was a little scared to give up my day job, the one with the benefits and the weekly paycheck. I was thinking that maybe if they figured out that I didn't know what I was doing they might not hire me anymore or want me to be their intuitive.

I was trying to do this in the evenings, weekends, using my vacation time and sick time. Oh, gosh, it was a little crazy. I got very exhausted.

One of the techniques I teach people is to **ask their intuition a question before they drift off to sleep.** 

The technique is to **write down some of what you're thinking about.** In my case it was like, "Oh my gosh, I'm feeling so overwhelmed. I really want to keep my day job, but I want to see if I can do both."

**Then I summarized it as a question**. "Can I keep my day job and do this intuition work?"

As I drifted off to sleep, I imagined that question. I woke up the next morning and started laughing.

I had had a dream, where I was out on a lake in canoes, plural. I had one foot in one canoe and the other foot in the other canoe and they were going opposite directions.

I decided that was a really good clue that I was probably going to end up in the water of the lake if I didn't change my job, so I gave my notice that day.

That was 21 years ago that I did that and I haven't looked back because I've been so fortunate in how all of this has manifested.

- Jan: And you haven't looked back since, right?
- Lynn: I haven't looked back, absolutely. It's just amazing. Again and again and again, I find that you can trust that inner voice, you can ask a dream, you can pay attention to your physical sensations, you can look for coincidences and synchronicities.

One of the things in thinking about synchronicities and coincidences, I know on the call, we're all on into this law of attraction or whatever we want to call it.

So often that I get clients who say it's all or nothing. "I haven't manifested it, so therefore I must be on the wrong track."

I find that there are a couple of things that go on. One is I think **you really do need a heavy dose of patience** with some of these things. Despite the stories I shared in the last half hour, a lot of times this stuff doesn't happen overnight. It takes a while to manifest.

The other part of it is to start to look for evidence that these things are starting to show up. It may be just a little thing that might be happening, a good conversation you have with someone, a book that you get drawn to, and seemingly minor things.

That's where you know that the energy is shifting. The universe is starting to feel the energy of your request that you're putting out.

### I'd say patience and looking for evidence that things are starting to shift is so important in all of this.

I just had another very interesting manifestation. I really wanted to do more of my work internationally.

My logical mind will say I don't really know that many people in other countries. Yeah, I've got a bunch of people in my newsletter list, and every time I tried to take action on it, like joining mailing lists from other countries or when I met somebody from another country and I'd have a conversation with them, it just felt very forced.

So, if I'm looking at the intuitive piece here, that didn't feel like the right course of action. I'm such an action-oriented person. I think that's my default position in life is to take action.

### But every time I tried to take action on this, it felt false or draining or just didn't feel right.

I kept stepping back and asking myself what I really want here. I really want to be my work more internationally.

One out of the several techniques that I do here is to ask my intuition questions. "How can I do more work internationally? I want to do more work internationally. I'm open for information."

I ask my intuition that way. Like I've said several times, the intuition doesn't always come in a big booming voice and say, "Here's the answer to your question," or "Do this."

I place myself in sort of an openness for information. I'll sit and meditate and the answer may or may not come that way.

It may just come in the ways I talked about initially: a flash of insight, an inspiration, a knowing, a dream, any of those physical sensations.

What ended up happening was about a year and a half to two years ago, I had a guy that came into my office. I still do intuitive readings. Usually people will come with a certain issue that they want to talk about and they'll tell me what that is.

This guy just said, "I'd really just like to see what you get without me giving you a lot of input at first."

That was fine. It didn't seem like he was testing me, it was just the way he preferred to proceed.

I closed my eyes, and like I've talked about, I get intuitions through all the ways that we've talked about. I hear "VIP," like a Very Important Person. I hear that as an inner voice. I'm seeing him in a limousine. I'm seeing lots of books around him and I'm seeing him speaking to thousands of people.

My logical mind said, "Oh shoot, I should know who he is", but I have no name recognition of him whatsoever. He didn't look familiar. I couldn't figure out who he was.

All the while, I keep asking myself, "**How I can be helpful to this person?**" in my own mind. I just keep getting the repeat of these images and feelings and words.

Finally I open my eyes and I said, "I'm really sorry. I feel like I should know who you are. I apologize. Here's what I'm getting."

He started to laugh and said, "No, its okay. I'm very well known in Japan, but I'm not known here in the U.S."

I've gotten to know him in the past year and a half and he never said this directly, but from what I understand from reading about him and from conversation with other people, he's basically a combination of Oprah Winfrey and Wayne Dyer in Japan.

He's a best-selling author. All of his books go to #1 on the bestseller list immediately.

**He got his publisher to publish my latest book called** *Trust Your Gut.* It just came out in May. It's in the top 100 books in the business section on the Japanese Amazon.

He just invited me and my husband to travel to Japan for two weeks at the end of August to give lectures to his 2000+ people.

- Jan: Awesome!
- Lynn: Isn't that awesome? Thank you very much.
- Jan: You're really attracting there!
- Lynn: See again? It's like the clarity of the intention. It wasn't so much that I was saying, "I want to go to Japan. I want to be speaking."

#### It was imbuing that intention and that image with a sense of excitement and adventure and asking my intuition, "What are the ways I can bring this about? How can I be open to this?"

Intuition will give you information in the form of synchronicities and coincidences, flashes of insight, meeting the right person at the right time, and knowing how to proceed with something.

It gives you all of that information so that you can really succeed at what you do.

I'd like to give you more techniques, but does anyone have questions at this point?

Alan: I have a question. One of the challenges that I have is getting specifics. What I heard you say is that it's more of getting clear, the word you used was about your intention, and what I heard was the essence of what's behind what it is that I'm thinking that I want.

Any clue as to how someone like myself, who is a man first of all, so I'm in trouble right there with my logical thinking mind, and I'm a Capricorn, "How much does it cost?"

- Lynn: Isn't it great that this doesn't cost anything?
- Alan: Yes. How would you suggest someone like myself practice sort of transcending or going beyond those specific detailed thoughts in getting to the intention and the essence of what it is that I know that I want?

I'm just thinking that I have to describe it in detail.

- Lynn: Tell me a little bit, Alan, of what it is that you want in terms of the essence of it. I know you're writing your second book and you've interviewed Mary Ann Williamson and you've just given a five-day training, so something here is working well for you.
- Alan: Actually this is Alan Hickman.
- Lynn: Oh, Alan Hickman. I'm glad I clarified that. Okay, so I don't know what's happening in your life. Glad you clarified that.

But tell me the essence of when you think about what you want. What would you say that might be? I mean does the word "adventure" -- that was always a big word for me.

Alan: When you got the vision of how you wanted to promote your book you know, promotion and be a big adventure and get paid for it.

Lynn: Yes. I mean if that's part of what the essence is for you, I would think of -- like so what I do literally, my technique is that I sit for about maybe about 10 minutes, 15 minutes in the morning, and I'll get quiet my mind and I'll just do a little prayer and meditation and center myself.

Then I usually put the music on, because that just helps me and for me it's more of a new wave/classical music that doesn't have a lot of words and it's like it just puts me in a good mood or a good vibe or helps me open up.

Sometimes I'll just do a running commentary in my head because that helps me to visualize or get the energy of it. I might do something like, probably a lot of you are familiar with Abraham Hicks and she does this great sentence completion thing that I absolutely love it.

It's called, "Wouldn't it be great if..." and you fill in the sentence. Somehow that seems to get me out of my logical mind, because it doesn't conjure up how I'm going to do it. You're just saying, "Wouldn't it be great if..."

My scenario, Alan, might look like, "Wouldn't it be great if I got to travel a lot more?" and "Wouldn't it be great if I could speak to lots of people?"

As I'm saying that to myself, I am feeling it and seeing it in my inner eye. I'll give you just little more words to it.

"Wouldn't it be great if I got to travel? Wouldn't it be great if I got to travel first class? That would be really cool. Wouldn't it be great if I got to meet visionary leaders because I really want to do more of this in business. I know that there's a lot of visionary leaders out there who are going to be really open to what it is that I do."

"Wouldn't it be great if I got to meet with those people, and wouldn't it be great if I got to work on retainer with those people, and wouldn't it be great if I got to work with all their senior executives and I got to *Trust Your Gut* trainings?"

You can see just in my excitement in my voice. I mean I realize I'm probably a little bit more specific here, but anything that I can think of that excites me, I just tell myself that I envision myself getting it. Does that help you?

- Alan: Absolutely. Thank you.
- Lynn: That's my purpose, and then I do it again before I go to bed at night. I see this as a -- I prefer the word intuitive, but a lot of people call me a psychic, but I'll just use intuitive for now -- what I see when I'm tuning into somebody on an energetic level as an intuitive, is that when they're really in alignment with those intentions, I can almost see the energy lining up.

So when I'm telling you, "Wouldn't it be great if..." and I'm telling you my things, I can almost feel it. It's like I feel like I'm in the joy beam. I'm in the beam of joy that I just feel like I'm lining up with that intention.

Just my level of excitement feels like it goes up and I'm just feeling like all the powers of the universe are kind of lining up energetically to start bringing about the manifestation of this.

Saying the words in my mind, you can do them out loud if that helps, you can write them down if that helps. I think that "Wouldn't it be great if..." sentence completion is a really wonderful one.

That really helps me and so just repeating it out loud, and then I just think acting on any of those action steps that feel like they come up.

Again, I mentioned several times that I'm working with a coach again and you know I just got really drained about the early part of the year. I know there's all these things that I want to manifest and I was taking all these action steps and nothing was happening with it and I'm thinking, "What is going on?" It's like I lost my knack of creating this stuff.

So she really gave me permission. She said, "Between now and the end of the year, I don't want you to take action unless you really feel excited or it's really seems very natural. The rest of the time just simply visualize and do affirmations."

That's a real challenge for somebody like me and it seems like I'm lazy or I'm procrastinating. I'm having a little bit of a hard time with it, but I also know that when all the things that have been really miraculous that have taken place over the last 20 years have happened, it's really because I've lined up with the energy first.

### Taking an action step without lining up with that energy, it's like I know it's not going to totally manifest.

One other thing that I just feel like I want to add here for some reason, it wasn't what I was prepared to be talking about next, but I had an intuitive flash. We'll just put it that way.

My book *Trust Your Gut* came out. That's the business book. I've never written a business book before and to make a long kind of yucky story very short, the book did not do very well in this country.

The short version of what happened was I got the publishing contract with a certain company and it merged with another one so when the merger happened, I lost my editor, my marketing team, and a whole bunch of other

people that are very instrumental in promoting that book.

I have to tell you, I got really depressed for awhile because you know all these written books, it's really hard to put all that material together. It took me a year thinking, "Why do I feel so guided to write this book only to have it not take off?"

I had to really sit with that for awhile, and yet what's so interesting for me now is I kept hearing when I turned in was to say, "Just wait. This is going to turn around for you."

Clearly what has turned around is not, at least at this point, that it's made a big splash in this country, but it's making a big splash in Japan. Who would have figured?

# So often it's that patience thing. You really don't know when something looks like a failure, you know you could just get to the other side of it and it could be a big success.

That patience piece is one I'm internally learning here and it's one that my intuition keeps informing me about. It's funny. I would have never have thought in a way that the book would have been really successful in Japan, but all of those little intuitive circumstances came about.

Who has a question then?

- Jan: Well, just while people are contemplating, this is Jan. I think what I love about what you're saying is that everything that everybody is working on I would say came to them in some intuitive flash, and that the creative process that people are on are definitely really being guided by the intuition. I think this group is extremely intuitive.
- Lynn: It sounds like it. In just listening to what everybody was saying, yes.
- Jan: It's good to hear from you of what intuition is, because a lot of times we may not have consciously thought that through. We're just taking actions and may not really know that that was our intuition guiding us.
- Lynn: Yes, I think it's so important. I think I said earlier, just to recognize when you've made decisions in the past that have worked out to really think about in retrospect what went into that decision or what were the circumstances that went into it, so you really kind of get a sense of how your intuition may speak to you.

I'd like to just give you some exercises unless somebody else has another question.

#### Jan: I think that's great.

Lynn: Ask your intuition questions. I like to ask intuition questions so that you're asking things in an open-ended way, like "How can I create more abundance? What would be a great way to approach a publisher for my second book? What's the best way to get *Unzip Your Fat Suit* to be a big success out there?" You're just asking that intuition question.

I had given a talk to a group of engineers one time, and one guy came up to me after the class. He said, "Do you know engineers are known for their pocket protectors and putting their pens in their pocket protectors?" He said, "I have an intuition card in my pocket protector."

At the beginning of each day he wrote a question down, like "How can we produce more widgets each month?" or something like that. Whenever he had an intuitive moment, a flash of insight, a knowing, an idea, an image, he would write it down on his 3x5 card.

I thought that was really a great way, but I like that sentence completion of "How can I...?" It's with an expectation of a wish fulfilled.

Often you will feel when you're first trusting your intuition – and I think we've got more graduate degree of an intuition here than my normal group here – but **you may feel like you're making it up.** 

When I do readings for people, I still feel after 22 years now, that I'm making it up. It comes through the vehicle of your imagination. You often will feel like you're making it up.

Take small steps on the information you're receiving. Sometimes, and maybe this also mates it with the question Alan asked earlier, is you may not know what the large vision is, but take a small step every day based on what you do know.

One of the other techniques that I do is when I get up in the morning I say, "What three things could I do today that will help me move towards my intention of X?"

### I don't do it if it feels like, "I ought to write that press release." If it feels like that I don't do it.

If it feels like, "Oh, you know I ought to call Joe up and go have a cup of coffee with him," or "I really wanted to send a book to so and so." If it feels like it's got some energy and enthusiasm to it, I trust that that's my intuition moving me in that direction.

It may not even seem like it really has to do with your goal or intention, but you never know When I have a cup of coffee with Joe he may say, "You know, I've got this great guy who's a CEO of a local company and he's really fascinated

by intuition. I bet he'd love to have an intuition training".

You never know where your intuition is leading you there, so just be willing to follow up on those things.

Someone just simply going for an intuition walk, taking a little walk around the block and asking a question, is very helpful. Again, you're often going to feel like you're making it up, but begin to start to say yes to what the things are that give you a feeling of energy, and to say no to the things that are really draining you.

One of the things that you might do is a little check list that I have people go through. I call it a one minute intuition check list.

When you're trying to make a decision, like I was saying with the guy with Company A and Company B, you say, "Okay, I am going to do X," and then just go through a check list.

If you feel excited about this decision, then that's a good thing. If you're really open to it, that's a good thing.

You've got some other choices, but does this one really feel right and then asking also "Is it the right time to act on this decision?" Sometimes you might get a maybe and your intuition is just saying, you know, not the right time yet.

Does it feel right in your gut or however else you might get that physical sensation? Can you envision a successful completion of your decision? Also if you close your eyes and get some positive images associated with that decision, that's also good.

Remember you get things and feelings and images, words, pictures, dreams, knowings, and physical sensations. That's sort of a good general check list to go through. Try to think of your intuition as kind of like your inner GPS – your Global Positioning System.

It's like when you have that clarity of intention. Again, it doesn't have to be a goal, but an intention. Your inner GPS will start giving you information about how best to get there. But go for a walk.

Another technique is just to center on your heart. There's actually an exercise where you imagine yourself making this inner saying and you're making a decision about X.

"I'm going to do this," and then placing your hand over your heart and just saying, "Does this feel right to me?"

There's actually a lot of researchers that believe that a lot of your decisions that are the right decisions for you are very heart-center oriented, so placing your hand over your heart.

You might try a decision on for size. You might ask the question of, 'What does

it look like when it works?" so your intuition has a goal to get through.

If you think about the intuition as a global positioning system, you might want to just think about it's really helpful to have an address to put into that GPS. Your intention or your goal or your outcome that you want is the thing that your inner GPS is going to direct you to. Having some of that clarity is extremely important.

I would say if you learned one thing from all of this is just to pay attention to what you feel enthusiastic about. That's really your main way of getting intuitive information.

Again, if it feels boring or you're drained or you're dragging your feet to try to do something, there's something wrong with the energy. It's not lighting you up.

Just start going back to square one. "What's the next step I can take that feels interesting?" Intuition gives you the little breadcrumbs on the path to get out of the woods that you're in and the rut that you're in.

You like that image?

- Jan: Taking small steps on your intuition.
- Lynn: That's a crucial one, because so often we don't know what the big picture is and all we can do is take the small next steps.

I like the three things that you do each day, just to **make them things that** you're excited and enthusiastic about. That's really your intuition guiding you.

The image I get when tuning into people who, for the lack of a better term, are kind of on a spiritual path, it feels like we get tested a little bit around the whole faith issue, that idea of just kind of seeing the universe is giving you the right next step.

I don't know if any of you are familiar with the singer/song writer Janice Stanfield. She has this wonderful song that's called *The Right Next Step* and sometimes that's all you know. Just to keep taking one right next step and it leads to another and it leads to you're having a life that you absolutely love.

That's really what your intuition will guide you towards.

- Jan: That's one of the questions that Alan and I'll ask each other is "What's the next most attractive action that we could take?" Sometimes that's really all there is, is take one little attractive action towards all of it.
- Lynn: Right. Yes. I think that's really just so crucial. Well, I've totally enjoyed talking to you guys.

Jan:	Thank you very much.
Lynn:	I do have an intuition newsletter at my web site and it's <a href="http://www.LynnRobinson.com">www.LynnRobinson.com</a> and my first name is spelled L-y-n-n.
	That gives you monthly information about how to trust your intuition and there's lots of great things on the web site, like attracting perfect customers.
	I'd love to have you guys join the mailing list and join the discussion here.
Jan:	Absolutely. I looked at your web site this morning to review your bio and I noticed that you do business consultations and individual consultations as well?
Lynn:	Right, both.
Jan:	And all your books are listed.
Lynn:	I do book individuals. People who are especially entrepreneurs, starting their own small businesses, and people who are just simply stuck in a rut and doing more corporate work.
	In fact it's interesting, just this morning I noticed that <i>Newsweek</i> had an article on business intuitives.
	I think that we're getting out there on the mainstream even more. Maybe it's a little scary, but it's definitely happening.
Jan:	I'm definitely due for a new consultation with you. I think the consultation we had was two years ago so it's definitely time.
Lynn:	Oh, great. It would be great to talk to you again.
Jan:	Okay, you'll be hearing from me for sure.
Lynn:	Okay. Thanks so much you guys. I really loved hearing about your intentions and the fulfillment of it.
Jan:	Thanks, Lynn. Thank you, thank you.
Lynn:	Bye, bye.
Jan:	Alright bye, bye.
	Okay, well I'm still here and we've got just a couple more minutes before the end of the call. How is that for everybody?
Caller:	That was awesome.
Jan:	Wasn't that great?

Caller::	Yes, awesome.
Jan:	So wanted Lynn to stay, but she hung up. Anyway, I wanted to find out what was most valuable for you out of being on today's call.
Jan:	This is Jan. I just wanted to share that also have had a consultation with Lynn. I know her because a year and a half ago I went to a weekend workshop that she facilitated at Omega Institute in Rhinebeck, New York.
	Then I had a consultation with her about three months after that. I've also read her book and so forth. I just find her to be extremely down to earth and also very in tune, both in terms of teaching as well as doing individual consultations.
Jan:	Yes, right. I feel the same. What was most valuable for you guys for being here today?
Caller::	I loved her energy and also the confirmation that my seemingly chaotic approach is just being intuitive. That's a wonderful rephrase.
Jan:	Yes, that's a good confirmation. I felt the same way. I was like, "Wow, I think my whacky ways are being confirmed today." I needed some confirmation.
	How about the rest of you? What did you receive out of being here today?
Jim:	It's Jim. What I got is just to be patient and not to push the process. It's all a part of being intuitive. I loved that.
Betsy:	This is Betsy. I got that feeling enthusiastic or interested or intrigued by something is actually an intuitive clue.
Jan:	That's good.
Alan:	This is Alan Hickman. I really got confirmation that walking myself, but also walking others through a strategic attraction planning process is in fact invoking what we call the power of strategic attraction, which is the intuition that Lynn just said each and every individual actually has.
	I saw another stitch in the stitching together of why the strategic planning process works so well wherever I do it and with whomever I do it.
Alan:	This is Alan and I love just the asking of the question in the morning, "What three things can I do to work towards fulfilling my dream or my goal?"
Jan:	Yes, I like that too.
Alan:	I like some of the things like for example pay attention to what you're enthusiastic about or excited about. Look at the 21-day program that we've put together
Jan:	You must be very intuitive. Alan is enthusiastic about everything!

- Alan: The daily tips that are in there about paying attention to what brings you joy and what brings you enthusiasm and also our Signs of Land journal. That was all in such alignment. It's real exciting.
- Jan: Yes. Anybody else?

I think for me, one thing that came clear for me was being more intentional about being intuitive. I think as I was reflecting on that just a moment ago, that what I learned today is I could be a lot more intentional to receive more intuition.

I kind of leave that to happen when it happens out of these morning exercises and the intuition walk, I love that and the daily mediation. I'm going to tune up my intuition quite a bit just from those recommendations.

- **Betsy:** This is Betsy again. I've been doing the whole "asking for guidance while I sleep" and that really works, too. It's kind of freaky, but it does work.
- Jan: It does work, yes. It's better than going to bed and thinking how bad your knees hurt.
- Alan: I'm calling her for a consultation.
- Jan: Me too. Go ahead whoever was trying to speak.
- Kara: It's Kara. I was on mute and I wasn't sure if I was on or off or what. I'm on, baby!

I loved hearing, "Wouldn't it be great if..." and going through the different scenarios and the energies with that.

I agree with you, Jan, about being intentional to receive more intuition. Also, the confirmation for me that this was the right thing for me to do, even though other things might have seemed like it would bear more fruit initially if you will.

It's just that internal knowing that it was the right thing to do and going with it. I do believe that the more in tune and the more I trust that, the more I get it. In the last couple of months I haven't really trusted a whole lot of anything.

- **Jan:** Well, maybe more than you know, honey.
- Kara: You think? [laughing]
- Jan: Well, thanks everybody. Just a couple of announcements that our next session, our power hour session, is July 9. That will be on Wednesday, July 9.

We've had some spectacular heart seats in the month of June -- Jim and Jan Smith – and the heart seat is open.

I believe we have two more heart seats available or two more power hours where you can be on the heart seat, so if you do want to do that, it's a good idea to let me know. Just send me an email and I can plan for it.

Then our session # 9 is July 28 and we have another dynamic speaker with Judy Morris coming to speak with us, who brings in the art of feng shui and how energy impacts everything. We'll learn a lot from her as well that we can apply to our creative projects and our businesses.

Any questions before we close for today? Anybody know they want to be in the heart seat in July? Want to jump in right now?

Okay. Alright, well sit with that and if you do, just drop me an email and I will be glad to reserve the spot for you.

Anyway, just have a very enjoyable summer, now that summer is officially here with the solstice. Whatever your plans are, just remember in the summer time to take Lynn's advice.

Follow your intuition, don't push it , and relax and smile because all is well. And I'll do the same every once in awhile. Love to you all. Bye.

End of transcription.

### Developing Your Intuition Home Study E-Kit Workbook

### Tip One - What Are You Interested in?



Your intuition lives in that eternal time and space within you. You approach it by creating your own sacred space where you temporarily divorce yourself from external space and time and create for yourself a space of tranquility and peace of mind.

When you learn to trust your intuition, it's like an inner compass and it points you in the direction of your dreams. – Lynn Robinson

Learn to use it.

Trust it.

Ask it questions.

Really think about what your interests are:

### What are you interested in?

### Tip Two - What Pieces Were the Intuitive Pieces?



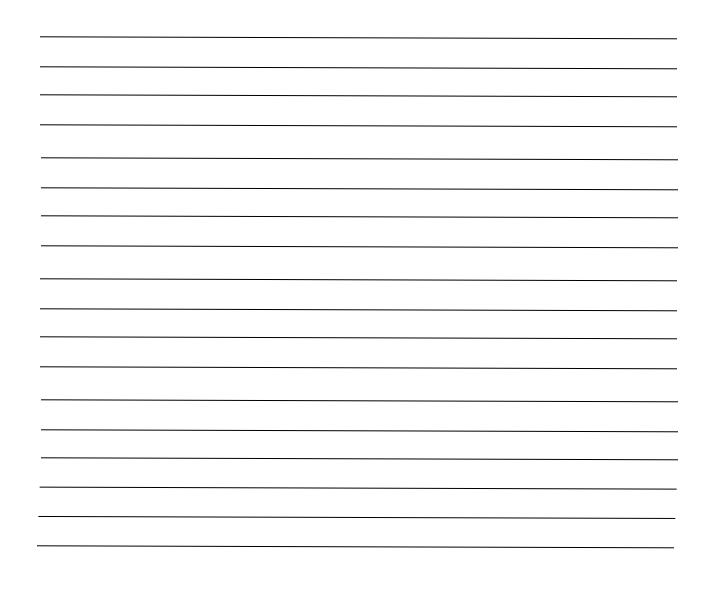
Intuition is a kind of a skill or ability. It is something we can all develop. The more that you practice it, the better you get at it.

How is your intuition coming to you?

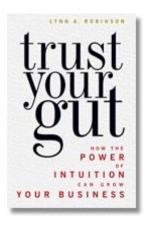
Think about when you have made a successful decision.

What are some of the factors that went into making that decision?

### What Pieces Were the Intuitive Pieces For You?



### Tip Three - What's the Outcome You Want Here?"



#### My whole business started when I trusted my intuition.

I wasn't thinking, "Ok, I'm going to think now that the Schick Intuition razor company is going to call me." All I knew was that I wanted to attract the money. I wanted to have fun and to talk about my book.

- 1. What does your office look like?
- 2. What does a successful business look like?
- 3. What would you be earning?
- 4. What would your appointment book look like?
- 5. What kinds of things would you be talking to people about?"

### Tip Four - Ask Your Intuition a Question Before You drift off to Sleep.



In my case it was like, "Oh my gosh, I'm feeling so overwhelmed. I

really want to keep my day job, but I want to see if I can do both."

Then I summarized it as a question. "Can I keep my day job and do this intuition work?"

As I drifted off to sleep, I imagined that question. I woke up the next morning and started laughing.

### What are you thinking about?

Write down some of what you're thinking about.

I had had a dream, where I was out on a lake in canoes, plural. I had one foot in one canoe and the other foot in the other canoe and they were going opposite directions.

I decided that was a really good clue that I was probably going to end up in the water of the lake if I didn't change my job, so I gave my notice that day.

That was 21 years ago that I did that and I haven't looked back because I've been so fortunate in how all of this has manifested.

Tip Five - Intuition will give you information in the form of synchronicities and coincidences, flashes of insight, meeting the right person at the right time, and knowing how to proceed with something. It gives you all of that information so that you can really succeed at



what you do.

It was imbuing that intention and that image with a sense of excitement and adventure and asking my intuition:

"What are the ways I can bring this about?

How can I be open to this?"

Then look for coincidences and synchronicities that occurred:



### Tip Six - Wouldn't it be Great if...



Think and feel what the essence is for you.

So what I do literally, my technique is that I sit for about maybe

about 10 minutes, 15 minutes in the morning, and I'll get quiet my mind and I'll just do a little prayer and meditation and center myself.

I usually put the music on, because that just helps me. It's more of a new wave/classical music that doesn't have a lot of words and it's like it just puts me in a good mood or a good vibe or helps me open up.

Sometimes I'll just do a running commentary in my head because that helps me to visualize or get the energy.

Abraham-Hicks has a great exercise that gets me out of my logical mind. It's called, "**Wouldn't it be great if...**" and you fill in the sentence.

Wouldn't it be great if:

My scenario might look like, "Wouldn't it be great if I got to travel a lot more?" and "Wouldn't it be great if I could speak to lots of people?"

### As I'm saying that to myself, I am feeling it and seeing it in my inner eye.

Wouldn't it be great if I got to travel? Wouldn't it be great if I got to travel first class? Wouldn't it be great if I got to meet and work with visionary leaders? Wouldn't it be great if I got to work on retainer with those people? Wouldn't it be great if I got to work with all their senior executives? Wouldn't it be great if I got to *Trust Your Gut* trainings?"

You can see just in my excitement in my voice. I mean I realize I'm probably a little bit more specific here, but anything that I can think of that excites me, I just tell myself that I envision myself getting it.

## Tip Seven - Take an action step only after you are lined up with the energy of your intention.



I know that all the things that have been really miraculous that have taken place over the last 20 years for me have happened because I've lined up with the energy first.

Taking an action step without lining up with that energy, it's not going to totally manifest.

What I see when

I'm tuning into somebody on an energetic level is that, when they're really in alignment with their intentions, I can almost see the energy lining up.

So, for example, when I'm practicing, "Wouldn't it be great if..." and I'm thinking or speaking my things, I can almost feel it. It's like I feel like I'm in the joy beam. I just feel like I'm lining up with that intention.

Just my level of excitement feels like it goes up and I'm just feeling like all the

powers of the universe are kind of lining up energetically to start bringing about the manifestation of this.

Saying the words in my mind, you can do them out loud if that helps, you can write them down if that helps. I think that "Wouldn't it be great if..." sentence completion is a really wonderful one.

That really helps me and so just repeating it out loud, and then I just think acting on any of those action steps that feel like they come up.

### Tip Eight - Ask open ended questions.



It comes through the vehicle of your imagination.

You often will feel like you're making it up.

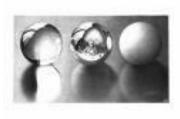
Often, when you're first trusting your intuition, you may feel like you're making it up.

Ask your intuition questions so that you're asking things in an open-ended way, like

"How can I create more abundance? What would be a great way to approach a publisher for my second book? What's the best way to get *Unzip Your Fat Suit* to be a big success out there?"

#### What are your questions?

## Tip Nine - What three things could I do today that will help me move towards my intention of .... X?



I don't do it if it feels like, "I ought to write that press release." If it feels like that I don't do it.

If it feels like, "Oh, you know I ought to call Joe up and go have

a cup of coffee with him," or "I really wanted to send a book to so and so." If it feels like it's got some energy and enthusiasm to it, I trust that that's my intuition moving me in that direction.

It may not even seem like it really has to do with your goal or intention, but you never know When I have a cup of coffee with Joe he may say, "You know, I've got this great guy who's a CEO of a local company and he's really fascinated by intuition. I bet he'd love to have an intuition training".

You never know where your intuition is leading you there, so just be willing to follow up on those things.

#### What three things could I do today that will help me move towards my intention of ...X?

### Tip Ten - The One Minute Check List!



When you're trying to make a decision, like I was saying with the guy with Company A and Company B, you

say, "Okay, I am going to do X," and then just go through a check list.

If you feel excited about this decision, then that's a good thing. If you're really open to it, that's a good thing.

You've got some other choices, but does this one really feel right and then asking also "Is it the right time to act on this decision?" Sometimes you might get a maybe and your intuition is just saying, you know, not the right time yet.

### Start Your Check List:

Does it feel right in your gut or however else you might get that physical sensation? Can you envision a successful completion of your decision? Also if you close your eyes and get some positive images associated with that decision, that's also good.

Remember you get things and feelings and images, words, pictures, dreams, knowings, and physical sensations. That's sort of a good general check list to go through. Try to think of your intuition as kind of like your inner GPS – your Global Positioning System.

### Tip Eleven - Center on your heart



There's actually an exercise where you imagine yourself making this inner saying and you're making a decision about X.

"I'm going to do this," and then placing your hand over your heart and just saying, "Does this feel right to me?"

There's actually a lot of researchers that believe that a lot of your decisions that are the right decisions for you are very heartcenter oriented, so placing your hand over your heart.

You might try a decision on for size. You might ask the question of, 'What does it look like when it works?" so your intuition has a goal to get through.

If you think about your intuition as a global positioning system, it's really helpful to have an address to put into that GPS. Your intention or your goal or your outcome that you want is the thing that your inner GPS is going to direct you to. Having some of that clarity is extremely important.

What does it look like when it works for you?"



### Tip Twelve - Pay attention to what you feel enthusiastic about.

I would say if you learned one thing from all of this is just to pay attention to what you feel enthusiastic about. That's really your main way of getting intuitive information.

Again, if it feels boring or you're drained or you're dragging your feet to try to do something, there's something wrong with the energy. It's not lighting you up. Just start going back to square one. "What's the next step I can take that feels interesting?"

Intuition gives you the little breadcrumbs on the path to get out of the woods that you're in and the rut that you're in.

### What do you feel enthusiastic about?

### Tip Thirteen – Go Straight To The Source.

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