Don't Ignore That Gut Feeling

Intuition is the great differentiator in business. As Steve Jobs put it so simply, intuition is "more powerful than intellect." Listening to, trusting in, and acting on your intuitive intelligence separates you from the pack. Intuition is the one intangible skill that enables teams to function at a higher level and add more dimension and power to their ability to solve problems and grow. Yet the question that each business leader and manager struggles to answer is, How do you train and develop intuitive thinking to achieve the greatest result?

Decisive Intuition is for anyone in business who wants answers to this question and is ready to accelerate their company culture. Discover how successful business leaders are integrating intuitive skills into their companies for cutting-edge results:

- Learn how to integrate business with the latest in psychology and intuition so you can innovate.
- Get curious about the way you receive information and how your inner compass operates for better decision-making.
- Create a distinct advantage over the competition by integrating inner knowledge with logic and critical thinking.

RICK SNYDER is the CEO of Invisible Edge™, an international business coaching, training, and consulting company. His breakthrough strategies have been implemented by executives and businesses in Europe, Africa, Asia, and the Americas. Snyder currently resides in Monte Sereno, California. For more information, visit www.invisible-edgellc.com.

Snyder does a masterful job in showing us how to develop and utilize our intuition for greater creativity, innovation, and a form of leadership that can guide us back from the brink.”
—John Perkins, economist and bestselling author of Confessions of an Economic Hit Man

Snyder shows you not only why building intuitive skills for your leaders and teams is critical for innovation and success but also how to do it.”
—Marshall Goldsmith, New York Times bestselling author of Triggers

I know firsthand the value of listening to my gut, as this has guided the most key business decisions in my life. Snyder shows you how to unlock your genius and translate your intuition into action. A must-read for true entrepreneurs and leaders.”
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DECISIVE INTUITION

USE YOUR GUT INSTINCTS TO MAKE SMART BUSINESS DECISIONS

RICK SNYDER
The intellect has little to do on the road to discovery. There comes a leap in consciousness, call it intuition or what you will, and the solution comes to you and you don’t know why or how.

—Albert Einstein

Lisa was twenty-nine weeks pregnant with Avery when she and her husband headed down the mountain from Summit County, Colorado, into Denver. It was their last big date night before they would be a family of three. As they made their way down the winding mountain road, the car jerked and they heard the deafening sound of an impact. It was a hit and run. When they pulled over, they were in shock but relieved that they both seemed okay. But soon Lisa started to feel contractions. She was in labor.

The planned dinner turned into an emergency visit to the hospital. They called for an ambulance, and when the ambulance arrived at the hospital, the paramedics wheeled her in immediately. Doctors prescribed a high dose of muscle relaxers to try and stop the contractions. However, they could only give Lisa so much because
of how far along she was in the pregnancy. Lisa was told that she couldn’t move because there was a chance the placenta had dislodged. There she was, in shock, strapped to a hospital bed, terrified about the fate of her unborn child. Despite being a trained trauma therapist, she was frozen with fear and entirely reliant on the expertise of the doctors and nurses around her.

Having a baby at twenty-nine weeks is a dangerous proposition. Lisa was doing her best to calm down, but she was still in a state of panic. Next to the hospital bed were two monitors. One was tracking her vitals, and the other was tracking Lisa’s unborn daughter, Avery. Lisa was mesmerized by those monitors. She fixated on whether they were aligned or out of sync and whether either of them was spiking. The monitors reflected both the state of their relationship with each other, as well as the disconnection Lisa was experiencing inside herself.

An unsettling pattern was in progress: Whenever the doctors gave muscle relaxers to Lisa, her body calmed down and the contractions dissipated. Then, each time the medicine wore off, the contractions started again. And the cycle continued.

Lisa gave her authority over to the doctors and nurses. She feared that Avery would be born premature and then confined to an incubator, where Lisa couldn’t hold her. Like many of us under severe stress, Lisa lost connection with herself. She was frozen. Her husband also was an anxious mess, unable to support her.

Then something changed. Lisa became pissed. Being strapped to a bed wasn’t right! That feeling was the beginning of her inner guidance system kicking in again. She was livid, and her body wanted to move.
You Don’t Find Your Intuition; Your Intuition Finds You

After two days in the hospital managing her contractions and trying to stop the birth process, the nurse finished her 2:00 a.m. shift and left Lisa. Alone, Lisa declared to herself, “I’m done. I’m done with this shit.” She unstrapped herself, keeping only the sensors that were needed to measure her vitals, and broke free from the bed that felt like a prison. She followed her intuition. She moved, stretched, and let her body unwind and connect back with herself. She later shared with me, “Telling someone not to move after a trauma when their body instinctively and wisely needs to move is the worst thing you can do because the energy stays stuck in the system. The body needs to unwind through the trauma.”

As she allowed her body to do what it needed to do, she happened to walk by a floor-length mirror. She took in her appearance: hospital gown, distended belly, and in labor. The reality that she had only one more dose of the muscle relaxers left loomed over her. That was it. She needed to get control of her contractions right away or she would be delivering Avery. It’s up to me, she said to herself.

In that moment, the full reality of the situation hit Lisa like a loud boom, and her intuition kicked in with full force. Lisa took a deep breath and went inside herself to connect and energetically find her baby. “I found Avery in that moment,” she later told me. “Not her physical body but something deeper. We reconnected.”

Dance, a loud voice from inside Lisa commanded her. So, at 2:00 a.m., in a hospital gown and scared, she started to dance with her daughter inside her. They connected. And she felt her nervous system unwind. She felt the two of them sync up.

She stopped listening to everybody else, and her intuition found her. After the dance, she got back in the bed and fell asleep.
The next morning, Lisa’s contractions picked up again, and she received the final dose of muscle relaxers. Either the contractions would stop or she would deliver the baby. Someone came in with a waiver for her to sign for the operating room. Everyone was mobilizing while Lisa lay there terrified. Once again, she was confronted with the question of where she was going. Was she going to listen to herself or listen to everyone else around her? When she looked over at the monitors one last time, the vital signs were going bonkers. She remembers hearing a stirring inside herself shout, No! No! Today’s not the day Avery is going to be born!

Lisa closed her eyes and blocked everybody and everything out. While chaos swirled around her, she focused on the rhythm of the dancing. When she focused on her intuition and the rhythm of her body and the connection with Avery, the contractions stopped. She gained control of her internal chaos, and calmed her baby and her body through her connection with her intuition. She and Avery, still inside her, went home that afternoon. Avery was born at thirty-nine weeks, happy and healthy.

Connecting to her intuition in the middle of her crises completely changed the trajectory of Lisa’s life. She created synergetic play therapy (SPT), a therapy model centered on training therapists to listen and follow their intuition when working with children. She stated, “You can’t do SPT unless you are relying on your intuition that guides you step by step. It’s the intuitive piece, the therapist’s ability to work with herself, that allows the therapist to know what to do to support the healing in another being.”1 Avery wasn’t supposed to be born that night, but that was the night that SPT was born.

Lisa’s incredible story highlights how critical listening to intuition is and how difficult doing that can be when chaos and fear are
dominating and other people are telling us what to do. Yet, as Lisa demonstrated, eliminating outer and internal distractions is possible. We just need to go inside and connect with ourselves at the deepest level. This is critical when doing business.

In today’s business environment of high expectation and instant results, there are many outside pressures. Often, the focus is on survival. Leaders and managers find themselves overriding their inner compasses while they fight “fires.” The US Bureau of Statistics reports that only 50 percent of small businesses survive the first five years and 30 percent survive the first ten years of existence. And a 2012 study by Harvard Business School lecturer Shikhar Ghosh estimated that three out of every four venture-backed firms fail.

Even in the most critical moments, the way leaders respond can make all the difference. If someone reacts from panic or fear, he or she has limited options and possibilities. To paraphrase Abraham Maslow, when you’re a hammer, everything looks like a nail. Yet when we stay connected to and aware of our inner signals and needs, we can pivot quickly and reach new potential.

Connecting deeply with oneself in stressful situations is required to go beyond reactivity and toward resilience and strength. Intuition can serve as the grounded wisdom that is so desperately needed in chaotic environments. Making that connection is one of the most profound, self-empowering experiences available to you in a business setting. It opens up opportunities to bring more of yourself to your work and to add tremendous value to the culture and direction of your company. Yet, outsourcing your business instincts and decision-making to those who have more seniority, those who are higher up on the organizational chart, or investors, shareholders, or board members can be so easy.
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Your inner navigational system provides direction, discernment, and the ability to help you to make clear, lightning-quick decisions. In business, that ability coupled with critical thinking is an incredible advantage. Your team will be able to pivot, on a moment’s notice, based on a careful read of the competitive landscape, the needs of the target market, and effective communication with staff.

But the creation of such a highly adaptive culture starts with encouraging the development of each staff member’s inner landscape and intuitive skill set. Letting go of implicit biases and standard ways of seeing markets and customers, in order to view new opportunities from a fresh perspective, requires effort. To make room for that effort the leadership team needs to lead by example. Let’s dive into the first of the six steps in cultivating a relationship with your intuitive center: shifting your perspective to receptivity.

Step 1: You Don’t Find Your Intuition; Your Intuition Finds You

What is the first step in connecting with your intuition? Shifting your orientation from doing to being. From goal-oriented action to openness and receptivity. This step is about reducing your attention to the outside world and instead tuning in to the conversation within yourself.

Intuition isn’t something you achieve or accumulate. It also isn’t a goal you attain. Seeking an answer from your inner guidance system by trying to force a connection won’t work. But that’s the typical American and Western approach: Go after what we want and don’t stop until we achieve our dreams. Living that way is ingrained in American society. Yet, there are some situations when
activity gets in the way of receptivity. In other words, you don’t find your intuition; your intuition finds you.

When you create enough space to be receptive, you allow your deeper intelligence to find you. If you’re always a moving target, how can your inner guidance system find you? In other words, if your attention is constantly occupied, grinding through your to-do list, and bombarded by media and entertainment, how can you listen to your needs and the creativity that may want to express itself through you? How can there be room for innovative possibilities and open-ended strategic thinking if you’re constantly filling your life with digital devices and movement?

The average smartphone user checks his or her phone about 221 times per day. This growing dependency makes tuning in to intuition challenging. Listening to your inner landscape and what your internal social media is posting in real time is difficult. We need to slow down and not let adrenaline, caffeine, and anxiety dominate daily life. It’s no wonder that we get some of our best ideas when we’re in the shower, walking in nature, meditating, or reflecting. When we slow down and cultivate receptivity, something relaxes inside of us, allowing a deep wisdom to come through.

This first step in connecting with your intuition is critical. It’s about reorienting yourself from the go-go-go mentality. If you need to get new prospects to fill your pipeline and you’re not sure which marketing agency to invest in, you might feel overwhelmed, make an impulsive decision, and force something to happen. If you hire a new employee quickly, you run a high risk of him or her being a poor hire. If you don’t slow down and allow yourself to be guided by the deep knowing inside, you may make an ill-informed decision. Such a decision—especially a really big one—can be costly.
Steven Rogall, CEO of Rogall Painting, illustrates this point effectively. His business was growing rapidly, and he urgently needed to hire a manager to oversee the crews. He had a friend (we’ll call him Devon) whom he was considering for the position. Devon was experienced in the field, but Steven had reservations about hiring him. He knew that Devon had a track record of inconsistency; he acted one way in front of you but another way behind your back.

Steven pulled the trigger anyway, overriding his intuition. At first, Devon got along well with the members of the team, and they seemed to appreciate his leadership. But, Steven had a feeling that there was a problem. In fact, every time he saw Devon, he felt a sense of distrust. He continually brushed off the feeling, telling himself it was just in his head.

Soon enough, morale changed. The employees started to ignore Steven’s direction. And although they told Steven that everything was fine whenever he asked, his inner radar told him otherwise. Eventually, one of the employees told Steven that Devon was polluting the team and complaining nonstop about the company and Steven—even to the customers. He had been actively creating discord!

Devon was a toxic element, and he had infected four employees under him. Yet, to Steven’s face, he was happy and easygoing. The outward data didn’t support what Steven’s gut was telling him, which was that he needed to get rid of this guy. Steven soon realized Devon had a stronger relationship with his team than he did. He realized how much he wasn’t connecting with his own team.

Finally, Steven admitted he could no longer trust Devon, and he got rid of him. As a result of the toxic environment that Devon had created, he also let four other employees go. Steven told me
that if he had trusted his intuition, those four people might still be employed by his company. If he had given them the right leader, he might have been able to keep them.

This experience was the pivotal turning point in Steven’s business. He realized that he needed to make himself accountable. He wasn’t following his gut, and that was costly in terms of being understaffed and having to replace employees. It took a while for him to undo some of the effects that Devon had on the company culture. Steven vowed never to shut out his intuition again. Several years later, Rogall Painting is thriving, with a strong company culture, brand, and reputation.

Steven shared that, in hindsight, if he had slowed down and made time to listen to his intuition, he never would have hired Devon in the first place. We can all learn from Steven’s experience. It takes a big shift in mindset to slow down and be receptive to what you’re sensing and feeling. Intuition isn’t something you need to hunt down. In my experience, intuition is waiting for you to listen. It’s waiting for a quiet, receptive moment. All you need to do is create space for it. When you soften your orientation from doing to being, you open yourself to the profound wisdom inside yourself.

Intuition is like those 3-D image prints that, at first, look like a bunch of dots. When your eyes are too focused on the image and you’re too close to it, you can’t make out any pattern. But as soon as you take a few steps back and soften your gaze, the 3-D image emerges. You can use a similar approach to train yourself to seek your intuition. Don’t pursue your intuitive guidance so intently. Instead, create a gentle, relaxing receptivity that invites your deeper guidance to knock gently on the door to your consciousness.
Let’s take a moment to learn from Marc David’s experience, as he takes us back to the moment in his life when he created space for his intuition to find him and, in doing so, pioneered a new field within his industry. That moment was the catalyst for his health and nutrition training and certification program, The Institute for the Psychology of Eating.

There was a point where I was asking the universe and life what was next for me. I was a freelance cowboy. I was doing a combination of one-on-one counseling with clients, corporate consulting in health and nutrition and wellness education, and advising corporate wellness programs. I was also doing marketing consulting and traveling a lot. I was getting tired of that lifestyle. I was also doing a lot of teaching and guest teaching in other people’s organizations. I knew something had to shift.

I had just gotten divorced, and my son was living with his mom. Our agreement was that he comes to me in four more years, when he’s thirteen years old. And I thought to myself, I can’t be traveling this much when I’m a full-time dad. I felt at a loss as to what to do next. There was a growing anxiety as I felt this restlessness of really wanting some answers.

And then, one day, I was out on a walk while all of these questions were swirling around. I found a rock to sit on and just let myself get really quiet and drop all of my mental stories. And, after a while, an intuition came through really strong and said clearly, “You’re going to start your own institute and take the body of work you’ve created and organize it in a whole different way. People will be coming to you rather
than you going to them, so that you can be in one place and ground yourself.”

As the answers to my questions came through, my initial response was this wave of “Wow! That feels so big and so right!” Followed by this wave of “Oh, my God. There are like 29,000 steps to make that happen.” I’m smart enough to know how much work that’s going to be. What came through in that intuition scared the bejeezus out of me. But I also knew it was correct. I then waited for the right moment to strike to put it all into action.

What I’ve created now is a multi-million-dollar business that does very well and supports seventeen people and their families. Between our social media platforms and mailing list, we reach millions of people each week. We do good work in the world. We help people. We have an Eating Psychology Coach training for professionals, and we have another program for anyone who wants to work on their relationship with food. Graduates’ lives are changed. The lives of their patients and clients are changed.

And all of this was from an intuition that had me quaking in my boots. I started an organization that I had no idea how I was going to roll out. Sometimes when I get an intuition, it doesn’t give me all the details of how I’m going to do it. It just gives me the target I’m supposed to hit. Like, move to Boulder, Colorado. Organization and movement start to happen as I buy in.

Sitting on that rock, Marc experienced a transitional moment in his life. Fear and resistance stop many of us from listening to
and acting on our inner guidance. Instead of making an impulsive decision to avoid his discomfort or just doing what others around him thought he should do, Marc changed his perspective. He opened up to a deep reservoir of intelligence inside himself. That one shift of perspective, which came from getting into nature, stopping, and reflecting, opened up a new doorway outside his everyday mindset.

The following exercises can help you find practical ways to practice shifting your perspective and allowing room and space for your intuition to find you.

**Exercise 1: Walk Around the Block**

When you find yourself easily distracted at work or staring at the computer screen for too long, it’s time to change things up. Shifting your attention can be incredibly helpful to keep your mind fresh and open to new possibilities. A perspective shift is also critical when you have focused on a specific type of tactical work and you need to change gears to more strategic thinking. Strategic thinking requires a different mindset. This exercise will help you shift your perspective so that your intuition can find you.

**Interrupt Your Routine**

Remove yourself from your desk. Do whatever is necessary to let people know that you’ll be unavailable for thirty minutes (or however long you need). That is great practice for setting boundaries and self-care, which can be really hard for some people. To make the most of this time, turn off the notifications and ringers on your
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electronic devices so that you can be present in your experience. If you respect this time and space, you’ll reap the rewards.

Move Your Body

Take a walk outside your office space, if possible. If you’re in a residential area, find a route that inspires you but doesn’t overstimulate you. If you’re in the middle of a major metropolitan area, find a park or trail nearby. Set a timer to go off when you need to make your way back, so that you don’t need to actively check your phone.

Get Present

As you walk your route, let your thoughts about the day go and immerse yourself fully in the present moment. The key is to get out of your normal way of thinking and allow for more open awareness and slower movement. Feel each of your steps land on the ground. That will help to keep your attention in the moment. When you slow down physically, you tend to take in more information.

Breathe

Take several deep breaths, and relax into each step you take. The more you let go of your thoughts and return to your breathing and the feel of your feet on the ground, the more present you will be in the moment. Doing this takes practice, but as you practice, you’re shifting from doing to being.
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Slow Down

Walk at a slower pace than you usually do. Notice what happens when you purposely slow down and choose to be present in your experience. Let yourself feel each step, from the heel of the foot to the toes, as you slow down from your normal pace. What do you notice? What is the quality of your breathing? Where does your attention go naturally? How do other people around you seem when you slow down?

Ask Yourself a Question

Once you slow down and find a rhythm, ask yourself some questions. This is the perfect opportunity for the large decisions you’re facing. Whether you’re considering hiring a new employee, which CRM to go with, why customer complaints are on the rise, or why your director’s behavior feels off to you, this is the moment to ask those questions and stay with them. Try to just let the question rest in your mind. We have a tendency to seek an answer, to figure out the right choice. But intuition shies away from that type of demanding approach. Instead, hold the question lightly in your mind and let your intuition find you. After a while, something unexpected may arise.

... Do this exercise whenever you need to get into a different mindset and think strategically. As a business coach, I’ve worked with hundreds of high-performing but trouble-making clients, and if there is a communication breakdown, I never take meetings with them in an office. I learned the hard way that if I want to make any progress we need to get the hell out of the office, where
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all the problems exist. If I can, I take us into nature or quiet streets nearby. This simple change of environment can make all the difference in relaxing a person and getting him or her out of the normal perspective and moving toward new possibilities.

Steve Jobs was famous for walking around his neighborhood barefoot whenever he was pondering a big change. I worked with a CEO who did a walkabout almost daily and certainly whenever he was facing tough decisions or wanted creative inspiration. Through practice, he trained himself to enter a creative space immediately. He also encouraged his employees to take walks for the same reasons. That sort of walking became part of his company culture. Anyone could step away from what he or she was working on. He treated his employees like adults and respected their choices to think strategically while still performing their tactical duties. The employees succeeded in coming up with creative solutions that benefited the company. Walking with one another was also a great way to settle conflicts, because it enabled employees to get out of their usual mindsets and listen to one another in a different way.

During one of my on-site visits to this company, I learned that one employee had become argumentative and, at times, defiant in company meetings. He brought a lot of value to the team, but his negativity was causing problems and becoming toxic. My intuition told me that I needed to get that employee out of the office. We walked through the quiet neighborhood streets nearby. I deepened my breath to settle myself down, which I know from experience settles down other people as well.

At first, he was suspicious. He grilled me about my intentions. But then his own breath started to match mine, and he relaxed. He shared with me some of the stresses and concerns that had been
building inside him. I listened and created a nonjudgmental space in which he could feel safe. In response to that, he became receptive to my feedback. He felt that I was truly trying to help him succeed. Sometime after our conversation, he took on a manager position and became a great team player and supporter of the company culture. I’m not sure how much of his attitude change was directly related to our exchange, but I’m confident that we made a real connection. And clearly something in him changed. He felt heard and understood.

I’ve seen this a hundred times. When there is space for problematic employees to be heard and understood, they often turn themselves around. But we have space for others inside us only when we first have space for ourselves. I’ll talk more about that in a bit.

A change in your perspective can happen when you shift your environment by going outside. But you don’t always have to go outside to do that. What else can you do to interrupt your routine if your thoughts are spinning in an unproductive direction? Five minutes of exercise can get your blood flowing. A simple breathing exercise of breathing in deeply, holding that breath in for five seconds, and then exhaling it for another five seconds can help you calm down. Try the breathing exercise for five minutes. You’ll be surprised at how much you calm down and feel capable of tackling the challenge in front of you. You may be only one perspective shift away from finding a new, powerful solution.

Another way you can practice receptivity is by pausing before firing back a response. Many of us have been trained to respond right away when someone asks us a question in the workspace, because deadlines are looming and other pressures have built up.
We rarely take a moment to consciously slow down and say, “You know, give me a second to think about that.” But doing that will allow space for intuitive solutions to find us. If you’re managing an employee and that employee comes to you asking several questions in a frenetic way, try the next exercise.

Exercise 2: Take a Pause

Before responding to a question or problem, slow things down, take a pause, and see what answers come to you. The best answer may not be your first thought.

Create Space

Take a breath and create a moment of silence before you answer. Sometimes you may even need to ask the other person to slow down and repeat the question. A lot of times, employees don’t realize that they’re carrying so much anxiety or stress because they’re in a reactive state. Don’t let yourself get sucked into that dynamic. If you do, your response will match the other person’s reactive mode. By setting a boundary, you will honor your own pace of processing information, and your calmer nervous system will help your employee to calm down as well. We’re social animals, and our states affect the states of those around us.

Go Within

Do a quick inventory of what you’re feeling in the moment. Try to separate the questioner’s need to know from your own internal search for a potential solution. Take a breath. What happens when
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you let the question sit inside you? What does your inner intelligence tell you? You may need more time to respond, so be willing to say so if that’s the case. Keep breathing and let yourself relax into the question.

Notice What Stands Out

Once you pause, create space, and avoid reactive problem-solving, consider what you’re feeling. What’s coming to you? What do you feel moved to share with the other person? What does your gut say?

Trust your inner radar. It will guide the conversation to where it needs to go. Following your inner radar can be especially difficult in meetings. Yet, whenever a leader takes the time to listen to a question and really ponder it, everyone else in the room feels a sense of gravity and respect because the leader is truly considering the situation. By honoring themselves with a pause, such leaders train others to do the same.

Respond

Make the call about whether you should answer the question. Do you have an answer? Do you have follow-up questions? The best approach may be to bounce the same question back to the person, to train him or her in how to think critically. For example, if someone approaches you and asks, “What should I do about our upcoming deadline? I’m afraid we’re not going to make it!” you can respond by taking a breath and pausing. That alone may open up new possibilities for intuition to find you or the other person. Then
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you can ask, “What do you think we should do?” or “If I wasn’t here, what would you suggest as a next step?”

Answering questions on their own helps people avoid becoming too dependent on your leadership and to begin cultivating their own. Pausing for a moment and creating space to think from a different perspective can open up new possibilities. This approach is also incredibly useful with confrontations. By taking a pause, you give yourself a moment to think about how you want to react, and you can shift the entire conversation. When you pause and don’t allow yourself to be reactive, you can lead toward a new resolution and shared understanding. Take a moment to breathe deeply and reflect before you fire off a hasty email that you’ll regret later. I know the importance of that from personal experience!

There are many times you can practice pausing in a business environment. In every situation, there is a little space to change perspective and consider new possibilities. When we interrupt the usual modes of being, we shift our ways of thinking and responding and make room for the deeper intelligence within to find us.

Receptivity makes a huge difference in business meetings and one-on-one sessions. When you’re totally present, you deepen your work relationships. Other people will feel that you’re really listening to them. Thought leaders such as Simon Sinek are speaking out about this. In an interview, Simon said, “If you are sitting in a meeting with people you are supposed to be listening and speaking to, and you put your phone on the table, that sends a subconscious message to the room ‘you’re just not that important.’” Unfortunately, people do this all too often.

Effective communication and management aren’t just about setting direction and making decisions. They’re about connecting
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authentically with other people. And the more present you are for each person, the more that person will feel valued and respected in your organization. Receptivity can build trust and loyalty better than any bonus or incentive plan can.

In fact, Steven Rogall made the following adamant statement to me:

*Leadership is people. It’s your influence on people. It’s not just numbers and data. That’s the easiest part. If you go through a two-year MBA program, I guarantee you that that’s the easiest part of the process. The most difficult part and the most confronting is dealing with yourself. That will take you on a whole other ride. That’s the real work that needs to happen.*

*If I can’t connect with what’s real inside of me, I can’t connect with what’s real inside of you either. Better said, I can’t help you connect with what’s real inside of you. Because I’m not an example of that. I don’t stand as source for that. If I lead by example, then it’s a different story. I can only go as deep with other people, in connection, as I’ve gone with myself.*

*When you are leading people, that’s what creates loyalty and culture and all of those things inside the business. When you look at the Gallup poll and the lack of engagement in companies, almost all of those questions have to do with the relationship with the direct report and the manager. And it isn’t really just about task-oriented stuff. That’s the easiest part of the job. It’s the connection part that’s key. People don’t leave companies; they leave their managers.*
Conclusion

Practicing this one step of changing your perspective toward receptivity will have huge ramifications for you in business. By walking around the block and getting fresh air whenever your mind is stuck or on repeat, creating space by taking a pause rather than responding automatically, and letting your surroundings peer into you, you shift from your normal orientation, which can be narrowly focused, to a more open, vast awareness where insights await you. When you allow space for your curiosity and questions, your deep inner wisdom can find you. The first step of becoming more receptive prepares you for the next step of connecting with your inner guidance system: slowing down.