

**Using Intuition at Work:  
How to Listen to  
Your Inner Consultant**

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In today's fast-paced environment, decisions need to be made swiftly and accurately. While many top executives won't publicize it, intuition is a key part of their decision-making success. As management guru Tom Peters says, "The crazier the times are, the more important it is for leaders to develop and to trust their intuition." Here's how I teach my clients to do exactly that:

First, put your calls on hold, shut the door, close your eyes and take a few slow, deep breaths. Now bring to mind an issue or problem you're trying to solve. Ask your intuition a question about your concerns. Examples might be, "What's the most effective way to market our product?" Or, "How can I win the business of X company?"

As you remain in a quiet and receptive state, pay attention to any images you receive, words you hear, physical sensations you experience or emotions you feel. These are all ways that intuition will communicate with you. Write down any impressions you receive.

Here are some other questions to ask yourself to elicit an intuitive response:

**1. What am I ready to act on right now?**

Maybe all that's required is a small step, not a huge leap. Quite often when you take a step forward, more information becomes available to you. Many people report that as they make an intuitive choice toward what proves to be a correct decision, events begin flowing easily, doors to opportunity open, and coincidences begin to occur.

Your notes: \_\_\_\_\_  
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**2. Which of my choices has the most “vitality?”**

Think of the options you have before you. Which one are you drawn to? Is there one that leaps to your attention? You may experience a visceral response about pursuing this course of action. Remember, kinesthetic or physical sensations are one of the ways that intuition communicates.

Your notes: \_\_\_\_\_  
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**3. How do I feel about my choices?**

Do you feel excited or passionate about one more than the others? This is one of the ways that intuition will point to the path you should follow. Conversely, if a choice makes you feel discouraged or resistant, you’re getting a strong intuitive message that you’re considering the wrong path.

Your notes: \_\_\_\_\_  
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**4. What do I think about this decision?**

Many people have great success with writing a series of questions about their choices. They'll write, for example, "If I hire Mary will the company's sales increase?" "If I hire her will this be a positive choice?" "Will she communicate effectively with her direct reports?" "Is she a team player?" "What are her strengths?" "What are her weaknesses?" When you've completed your questions, write the answers quickly just as they come to you. Repeat the questions and answers with each potential employee and then assess your answers.

Your notes: \_\_\_\_\_  
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*Here's another example of how to work with your intuition...*

## Keep an Intuitive Ideas Log

Developing intuition is like developing any other skill. The more you use it the better you get at it. Keeping an intuition journal is a terrific way to expand your proficiency. Keep your ideas written in one place, whether it's on your PDA, a Word document or a spiral bound notebook.

Many people have found it helpful to create "intuition check-in" points during the day. This is a time set aside, often at the beginning of the workday, to check in with their intuition.

- Sit in a quiet place or simply close the door to your office and hold your calls.
- Consider your concerns, issues, decisions and challenges for the day. Write them out in your journal. Give each one a separate page.

Your issue or concern: \_\_\_\_\_  
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- Close your eyes and take several slow, deep breaths and center yourself.
- Bring each of your concerns to mind one-by-one. Ask questions such as “what should I know about....?” Or, make a statement, “I need information about....”

Questions to ask your intuition: \_\_\_\_\_  
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- Pay attention to intuitive response(s). Remember, intuition doesn’t usually come in fully formed sentences. A picture, phrase, feeling or a symbolic image can all be equally valuable.

Your notes: \_\_\_\_\_  
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- Write all responses — even brief fragments — into your journal. Try not to edit or analyze your answers during this exercise. That can come later.

Your notes: \_\_\_\_\_  
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Don't be discouraged if you're not immediately flooded with insightful wisdom. Intuitive insights have a way of arriving when you least expect them, often coming to mind later in the day. You may also find that an answer that didn't make sense earlier in the month provides exactly the information you need now. When a great idea comes, make a note of it! An intuition journal is a way to prime the pump for even more valuable hunches and instincts.

Make the time to routinely check in with your intuition and you will be rewarded with faster, stronger and more accurate insight. The benefit? You'll gain a competitive advantage that will help you — and your business — prosper.

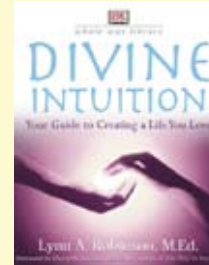
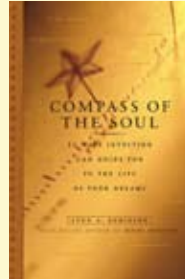
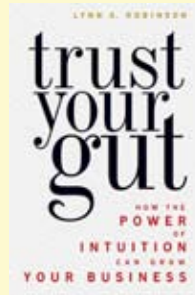


**Lynn A. Robinson** ([www.LynnRobinson.com](http://www.LynnRobinson.com)) is an author, speaker and leading expert on the topic of intuition. As a consultant, she provides on-the-spot business intelligence to entrepreneurs and corporate leaders. Her “Trust Your Gut and Grow Your Business” seminars have helped many companies achieve success. She’s also the bestselling author of *Divine Intuition*, which has been published in over ten languages. Her latest book is *TRUST YOUR GUT: How the Power of Intuition Can Grow Your Business*.

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## Books

*Lynn's books can be purchased from your local bookstore or online bookseller*



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