



Power Choice #1– Intuition

Do you use your **intuition** to guide you when making important decisions?

Do you feel that you have good instincts and **intuition**?
Are **YOU** willing to spend time developing sound techniques to refine your **intuitive** skills?

**If YOU are Interested...
Please read on!**

- Learn techniques to that can help **YOU** identify how to capitalize on your **intuitive** abilities!
- Learn to identify how to use your **intuitive** capacity to make better decisions!
- Learn tools and tactics that will help you to trust your **intuition** for problem solving and overcoming obstacles more effectively!
- Learn to improve **YOUR intuitive** capacities personally and professionally overall!

We are interested in helping **YOU** build **YOUR** ability to enhance your capacity to **use intuition** when building strategies, processes and systems that support life-changing actions. If your desire to have a life filled with purpose, balanced health, social responsiveness, enhanced ethical behaviors, mental growth, nurturing family relationships, amazing career performance and financial success, than contact Laura or Leanne to begin **YOUR** first steps in learning to rely on **YOUR intuition** to help you achieve **YOUR** greatest performance potential.

"One in whom persuasion and belief had ripened into faith, and faith become a passionate intuition."
William Wordsworth

We invite you to our websites (see below) to subscribe to **Power Choices©** and we hope that you choose to discover how your developing your **intuition** can change your life

A Book to Consider

**The Power of Intuition:
How to Use Your Gut
Feelings to Make Better
Decisions at Work**

by
Gary Klein



"Intuition is the supra-logic that cuts out all the routine processes of thought and leaps straight from the problem to the answer."
Robert Graves

Laura R. Novakowski,
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Leanne Hoagland-Smith,
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Trust Your Intuition

Laura R. Novakowski

"All great men (and women) are gifted with intuition. They know without reasoning or analysis, what they need to know."

Alexis Carrel

Have phrases such as "Trust your instincts," "Go with your gut," or "Listen to your intuition" ever popped up in your mind?

In today's environment high stakes, decisions arise every day. Executives, professionals, team leaders and people of all walks of life are faced with the a variety of decisions and we must battle shifting goals, missing information, nonstop confusion, and do-or-die deadlines. We must constantly make decisions, choices that can and will impact our future every day. How we transform ourselves into becoming faster, better decision makers is the hallmark of a great leader.

Gary Klein, an expert in cognitive psychology conducts extensive research on the topic of intuition. In 1998 he published a book called *Sources of Power: How People Make Decisions*. In his ground breaking work on intuition he delves into how how people perceive and observe, think and reason, act and react. His indept work in understanding of human behavior, Klein works extensively to detemine what it takes to make good decisions. The single most significant finding is in the power of using our **intuition**, in fact he has made his career based on in his words *"the hunch that people have grossly underestimated the power of gut instinct."*

His work has included extensive research regarding people and how *"because they are active interpreters of their world, their experience cannot be deconstructed into the kinds of rules that will fit into expert systems."* Using rational deductive reasoning works in neutral, non stressful situations, but as the stakes and stress increase, our decision making ability changes drastically. The decision makers that makes better choices consistently are the persons who "internalized" themselves into the situation. They more than **thought** about the decision, they **felt** the rightness or the wrongness of the decision.

How you handle decision making therefore can be greatly enhanced by developing your awareness of more than just your thoughts but how you process your feelings in your life experiences. Take me for example, I have a track record of being able to instinctively know when it is time to make a change. What literally pops up for me when a situation doesn't feel right is that I am a "round peg in a square whole." I feel tight, constrained and very uncomfortable when I am in a situation that I absolutely know is not the right. As soon as this happens, my **intuition** takes off like a rocket and I know that I must change course immediately or move on.

I have experienced the power of listening to my intuition as a clinician when a patient would say, "I don't know what is wrong, but I feel something is different. Listening to that "feeling" helped save lives. Today, in my professional work with developing human and corporate potential, am acutely aware of when someone says to me, I feel something is off in my life or my company. That sets off a "flag" for me and kicks my "instincts" into gear to ask them more about what is their initial response, their "gut feeling" right then and there to what is going on for them or their company. They can tell me without thinking more meaingful information than if we had hours to delve into their thoughts!

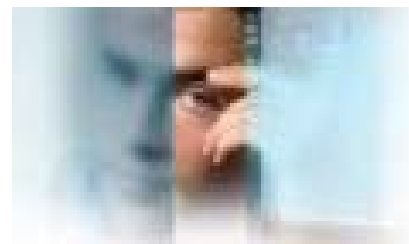
Trusting intuition pays off everytime! Learn to trust yours!

Laura Novakowski, MBA, RN

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Their Health & Wealth*

<http://www.positivepowerinc.com/>



Intuition The "Gut Brain" for Business

Leanne Hoagland-Smith, M.S.

**"Trusting our *intuition* often
saves us from disaster."**

Anne Wilson Schaefer

A wise and dear mentor once said to me **"Given enough information your intuitive sense will be validated."** **Intuition** some suggest comes from our "gut brain" as described by Dr. Hawkins in his book *Get Out Of Your Own Way* or by others as an unknown sense that has always been with us.

Whatever the source, intuition is the **"gut brain"** for business. For example, have you ever met a potential client and felt immediately that this was a good **"fit"** or conversely met a prospect and couldn't get away from him or her fast enough. Why did you have those strong feelings? And more importantly, why did you listen or not listen to them?

What happened when you failed to listen to your intuitive sense? Did you experience an internal *"I told you so!?"* Maybe, after ignoring your **"gut brain"** because you were afraid of being judgmental, you took a chance and the end result confirmed your intuition. No where is this sense, **intuition**, more needed than in today's business environment.

With the beginning of a New Year for your business, now is the time to take a few moments and record all those intuitive hits and misses. As you reflect, you should begin to measure the impact of going with your gut brain or ignoring this invaluable capacity for building your business.

Why should you listen to your intuitive sense beyond your own hits and misses? Given that the Small Business Administration (SBA) in 2004 identified the launch of 580,900 new employer businesses and the closing of 576,200 suggests that for every business that opens another one closes. I am sure that the closings are for a variety of reasons, but I believe that in many cases, these entrepreneurial innovators failed to leverage the power of **intuition** in their businesses.

The **intuitive** capacity grows with our own experiences hence why information is necessary to validate this necessary sense. When we are young, so is our intuitive sense. As we grow older and gain additional experiences, our **"gut brain"** has the ability to make more connections and deliver us this **"gut feeling."**

In business, we must not ignore these feelings. When we use these feelings in conjunction with a solid decision making process, we can work smarter and not harder as we strive towards achieving our desired results. Our **intuition** helps us to prevent miss steps provided we are willing to hear the messages from this "gut brain."

So as another year begins, maybe it is time to truly start listening to your **intuition** and use this unrecognized sense to make the New Year even more successful for our business and personal lives.

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THE QUESTION OF INTUITION

Stephen Sisselman

How many times have you asked the question "How did you know that was going to happen?" to a friend or have said to a co-worker "I could've told you that would happen." One might have actually responded back "you have great **intuition**". Is it possible that in these situations people are tapping into a sixth sense or a form of psychic energy or is it something completely different? To answer the mystery that is **intuition** I turned to Webster's Dictionary (Agnes, 1999) which defines **intuition** as "the direct knowing and learning of something without the **conscious** use of reasoning." If it is possible to enhance our **intuition**, could we utilize it in a way that allowed us to be more effective and productive in both business and personal affairs? To help better illustrate this point let's look at a formula that brings proven success for business.

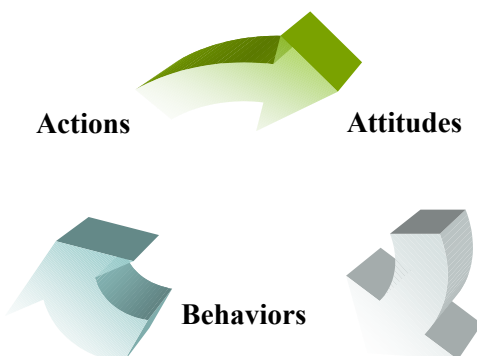
Attitude (A) + Skills (S) + Knowledge (K) + Goals = Improved Results

For anyone to be able to have **intuition** it must be more than just direct result of knowledge they gain but to expand that knowledge and skills. Expansion can occur either through study or experience not only in a technical sense, but in the art of noticing patterns and similarities between different situations. These skills and knowledge have been the cornerstones of written resumes and many reasons why people are called for interviews and hired for specific jobs. Therefore in a business, people are hired with the expectation that they will utilize their **intuition** to help a company succeed. However, as our equation says, **intuition** encompasses more than skill and knowledge. Intuition includes being open to multiple levels of awareness.

To achieve those greater levels of awareness, optimize **intuition** and improved results there must be a great attitude and strong goals. Attitude is a big obstacle for many people in the workplace who act according to the way they have been treated over years and years. Unfortunately, keeping a negative attitude is just as problematic as the actions that cause them. Actions influence the attitudes that we have towards others and certain situations, the attitudes then directly influence behaviors which in turn cause people to act in ways that are not always as productive as needed to get improved results. It is a cycle and is up to each individual if they want to change a bad cycle or remain complacent.

If we as individuals or a business as a whole can get into a positive cycle, we are then ready to start working on real goals that will lead to improved results. Remember that human beings are the most valuable resource to a business and to each other. Open your heart and mind to your own **intuition**, re-evaluate your attitude, and then start to set goals. True success will start and once it starts it won't stop.

Agnes, M., ed. (1999) Webster's New World Dictionary. 4th ed. MacMillan, New York



Make everyday a day to remember!

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On a scale of 1 to 10, with 10 being extraordinary, score your capacity to use intuition personally and professionally:

How does my capacity to use intuition influence where I am in achieving my life's personal/professional success? ___

How does my capacity to use intuition influence where I am in achieving my physical health and wellbeing? ___

How does my capacity to use intuition influence where I am in mental growth and development? ___

How does my capacity to use intuition influence where I am in my relationship with family and friends? ___

How does my capacity to use intuition influence where I am in serving my community? ___

How does my capacity to use intuition where I am in achieving my full financial growth potential? ___

How does my capacity to use intuition influence where I am in achieving my full career, profession or business potential? ___

How does my capacity to use intuition influence where I am in living my beliefs, ethics and beliefs? ___

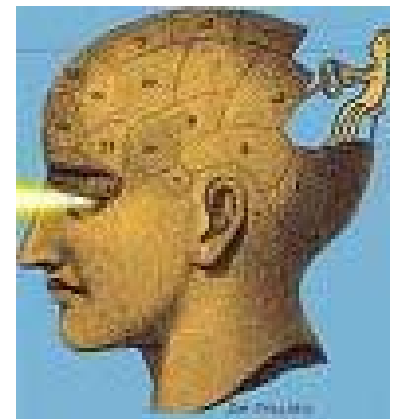
How does my capacity to use intuition influence my ability to change personally/professionally? ___

Evaluating YOUR intuitive capacity can help you to stay focused on what is important and continue to set the stage for ongoing growth. The next step is to start a **Power Choice**© goal achievement system in an area that will help you to achieve M.A.G.I.C.A.L.™ goals.

If you want to discover some exciting tools and techniques to help you to expand YOUR intuitive capacity and to help you to double your performance potential please call:

"Cease trying to work everything out with your minds. It will get you nowhere. Live by intuition and inspiration and let your whole life be revelation."

Eileen Caddy



"Listen to your intuition. It will tell you everything you need to know."

Anthony D'Angelo

Laura R. Novakowski

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