


Intuition: The Coaches' Edge

Global Conversation



PLAYING TO THE **EDGE**

ICF SEPTEMBER 24-27 2011
LAS VEGAS, NEVADA

What is Intuition?

- A tool for quick and ready insight
- An inner knowing
- A gut feeling
- An inner compass



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It's an Inner Voice



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It's a Physical Sensation



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It May Come as a Dream



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A Symbolic Picture



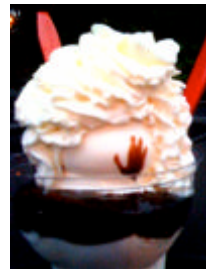
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A Flash of Insight/Knowing



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Synchronicity and Coincidence



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When is Intuition Important?



- When you don't have enough information.
- When you need to make a decision quickly.

When is Intuition Important?



- When you're overwhelmed.

When is Intuition Important?

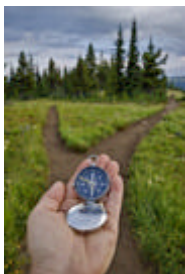
- When you're feeling stuck.
- When you're in a life transition.
- When you need the right guidance for YOU.



Intuitive Techniques



Intuition is Your Inner Compass



- How do you want to FEEL?
- Expand on what you want.
- Get a clear picture of the outcome.

Focus on WHAT not HOW



- Wonderful new clients.
- \$ ___ a year or more.
- Work that I love.
- Fun adventure in my life.

Listen to Your Inner Coach



- Be clear about your intention.
- Ask great questions and get great answers.
- “What is the best way to...”
- “How can I...”

Let's Practice!



- Think of a challenge you're experiencing in your life.
- Close your eyes.
- “I am entering the silence.”
- “I am connecting with Source.”
- “I am open to all wisdom.”

3 Steps a Day



- What's the outcome you want?
- "What 3 things could I do today that would help me ____?"
- What's draining, boring, overwhelming?
- **What's fun, interesting, compelling?**

Which Choice Has the Least Vitality?



- Do one or more of the choices feel draining?

Which Choice Has the Most Vitality?



- Which one(s) are you drawn to?
- Is there one that leaps to your attention?

Excited? That's a Clue!

- Is there a choice that excites you?



Sleep On It

- Write about your decision.
- Summarize into a one sentence question.
- Keep a pad of paper beside your bed.



Sleep On It



- State the question as you drift off to sleep.
 - Pay attention to your dreams.
 - What answers did you receive?

Do a Gut Check



- Is there an alternative that feels better?
- Is this the right time to make the decision?
- Do I need more information?

Do a Gut Check



- Does the whole thing—or just part of it—feel wrong?
- What would make the decision feel right?

Take a Break



- Go for a walk.
- Push away from your desk.
- Get out in nature.
- Meditate.



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Focus on Your Heart



- Put your hands over your heart.
- Think of someone or something you love.
- Bring your question or issue to mind.
- "What do I need to know?"

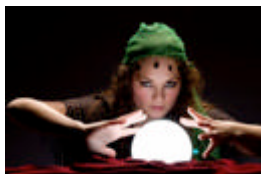


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How Do You Talk to Your Clients....

Without Sounding "Woo Woo?"



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The Intuitive Edge Business Plan

"Leaders trust their guts. The crazier the times are the more important it is for leaders to develop and to trust their intuition."

— Tom Peters



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Your Most Trusted Advisor

Executive women survey:
 "Who is your most trusted advisor?"
 80% answered **"My Intuition."**



Brain Hemispheres

Left Brain

- Logical
- Sequential
- Rational
- Analytical
- Looks at part



Right Brain

- Intuitive
- Holistic
- Creative
- Subjective
- Overview

Two Kinds of Intuition

Subconscious knowledge you have stored away and recall when and as needed.

Divine intelligence — a "compass of the soul" that guides, informs, and directs you towards success.



Tips and Tools for Left-Brained Clients



- Discuss decisions they made in the past.
- Use different terminology — gut, hunch, instinct.
- Acknowledge "woo woo."

Tips and Tools for Left-Brained Clients

- Ask them to try something different for 24 hours – intuition.
- Ask for an answer while they sleep.
- “Wise” Inner Manager versus “Logic-based” Inner Manager
- Ask *yourself*, “What do I need to know about this client?”



Who’s the Winner?



Go Forth and Trust Your Gut!



Lynn's Books

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