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A monthly column about business and more — by contributing writers, pictured left to right,

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I know what I want — how do I get it?

By Lori L. Silverman

I've known Joe* since March 2000. We met on an online dating site. After dating for several years, we morphed our relationship into a deep friendship. Four years ago, eHarmony brought Joe his latest girlfriend, Marie. While he lives in Portland, Oregon, she resides in Rochester, Minnesota. By all accounts, it was love at first sight. I'd regularly hear him say, "I'm movin' to Roch when Marie's son graduates from high school" when discussing their future.

Imagine how elated Joe was when Andrew graduated this past May. Only, Marie broke off their relationship three months later. Twelve hours after receiving this heartbreaking news, a large medical institution in Rochester offered Joe a contract position. "This isn't fair," he wailed to me. I replied, "Joe, the universe heard you loud and clear. It gave you exactly what you requested. You never said you were moving to Rochester to marry Marie."

At the core

The Law of Attraction has been well-documented in a variety of articles and books. Google provides more than 4.4 million hits on this phrase. The movie and book, *The Secret*, helped to popularize this concept. While Joe was able to manifest his goal, albeit not as he'd intended, I often hear others say, "Why am I not getting what I really want? I'm focusing all my energy on it."

Attracting what you want is more than just conceiving of a specific goal or desire, although this is the first step in the process. The second step is to believe in it. Work towards making it true. Every word you use, every image you see in your mind's eye, and everything you do needs to be in concert with what you want. Each day, this wish needs to be in your stream of consciousness. Third, allow

what you desire to actually occur. Think about it. How often do you have reservations about whether or not you'll be able to achieve your goal? By allowing these internal reservations to crop up, you're inadvertently counteracting what you really want. Finally, openly receive and express gratitude for the progress that comes your way, each and every day.

Missing ingredients

Even if you follow these steps, you still may not fully achieve what you want. Why is this? While attending the "Celebration of Life" conference in Phoenix, I was reminded of a few missing ingredients. Even though each seems minuscule, their impact can be significant.

Several years ago, a colleague in the financial services industry really wanted a position at a private college. Randy was shattered when he learned he came in a close second. I still recall his words. "Lori, that job was perfect for me. I don't understand why they chose someone else. How am I ever going to get what I want?" I replied, "What if you changed your perspective? If you said, 'I'm on the path to my perfect job,' then any position you applied for and received down the road would be a stepping stone to it." Instantly, the stress he felt about the loss evaporated. He took a different position and voila — three months later the college called and told him the original position was his.

As Michael Losier shared, sometimes the very goal we desire appears so unachievable that we immediately move into self doubt. Often this is why affirmations like, "I am a success in all that I do" or "I am always productive" do not work. To remove this possibility, put the phrase, "I'm in the process of ..." or some variation of it before what you desire, as I did with Randy.

Michael goes on to suggest, when something leaves your life or its entry doesn't materialize — you get laid off, your spouse asks for a divorce, a project you want gets awarded to someone else — announce, "It wasn't a perfect match for me. I only do matches." After all, isn't that what we're ultimately seeking? That which is best for us? A future in which we are in harmony with all that is in it?

One more point: To get what you ultimately want means connecting to your deeper self, listening to your inner voice. That's when the phrase, "I'll see it when I feel it" will start to make sense. Wayne Dyer states we are often more focused on the ego than on our spiritual side. When you move to expecting nothing and allowing everything to enter, you'll be guided to that which is right for you.

The next step

Are you getting what you want? If you're not, perhaps you need to surround your desires with these missing pieces. Then, write and tell me what happens!

* Names changed to protect privacy.

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