

LEAD AND BE LED—LAWS OF ATTRACTION

Knowing how to attract what you want is one of the key skills to develop in life—and a *must-have* skill as a leader. Your thoughts attract your future, good or not so good. As a leader, your thoughts also impact your emotions which, in turn, impact your actions. Your emotions and actions impact those whom you lead. Research indicates that a 10% increase in the perception of a leader creating a positive emotional work climate results in a three-fold increase in performance output and customer satisfaction.

In the left column are *The Ten Laws of Attraction*, with the opposite provided for comparison and contrast in the right column. **Highlight the laws that you naturally follow as a leader.** What do you demonstrate that attracts a positive future state? What do you need to give up or manage better to stop attracting a negative future state?

Discuss your responses with a confidant, your team, boss or coach. Ask for suggestions to *amplify the positive* and minimize the negative laws of attraction.

Lead and Be Led	
Positive Energy That Inspires Self and Others	Negative Energy That Derails Self and Others
<p>Want it, but don't need it! Express gratitude for your current successes. Allow more to flow into your life by cultivating a spirit of contentment and acceptance.</p>	<p>Need it Absolutely require what you want in order to be successful. Express it in a very demanding way.</p>
<p>Want with relaxation and ease Remember the difference between <i>lead</i> and <i>force</i>. Replace <i>hurry</i> with <i>patience</i>.</p>	<p>Want with force and compulsion Try to control and make everything happen your way.</p>
<p>Open yourself to something better Visualize the end result and lead others to figure out the "hows."</p>	<p>Insist on specifics Insist that what you want must manifest in a particular way and by a particular method.</p>
<p>Be happy without having it all You can be happy while still desiring some things to be better. Appreciate what is working now.</p>	<p>Dwell on what's wrong, broken and lacking Eliminate the creative flow by desiring in a pressured and grasping way.</p>
<p>Trust and be vulnerable Trust that wisdom from self and others is waiting to be discovered. Embrace vulnerability and humility.</p>	<p>Allow fear and ego to rule Refuse to relax, trust and be transparent because you think you must control everything yourself.</p>
<p>Know why you want it Ask yourself, <i>What purpose will this serve?</i> What emotional state do you desire and anticipate?</p>	<p>Avoid conscious creation No attempt to understand why you want something or to explain your motives to others.</p>

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<p>Explore your reasons The more benefits and reasons you can imagine, the more likely it is that you will attract results.</p>	<p>Maintain only one reason for wanting No attempt to expand your mind or consider all the benefits to self and others.</p>
<p>Take small steps Any step forward brings you closer to your desired future state. Incremental actions lead to monumental results!</p>	<p>Freeze yourself into inactivity Think that big steps take too much energy, and involve too much personal risk, so you do nothing and stay frozen and safe.</p>
<p>Exercise patience and consistent action Success is the progressive realization of an idea. Free yourself from linear time, and live in the now.</p>	<p>Demand it now Insist on the need to hurry and have it <i>now</i> because you can't be happy without it.</p>
<p>Believe that you and others are worth it You do deserve what I want. Identify and eliminate any self-limiting beliefs.</p>	<p>Believe in your own stories of inferiority Tell yourself you do not deserve good things in life. Enjoy the role of victim, martyr or scapegoat.</p>