

# **The Step-by-Step System to Building Your Small Business**

**Helping small business owners build successful, and abundant  
rewarding businesses**

Module 1

## **Build a Solid Foundation**

Lesson 1B

### **Attraction: What You Need to Think and Feel**

Solutions and  
Direction for tomorrow's possibilities

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## Introduction

Dear Small Business Owner,

This short lesson is designed to serve as an introduction to the Law of Attraction. In my coaching and training, my clients and I have found it to be a powerful and useful way to living more responsibly.

### **This lesson provides:**

- A definition of the Law of Attraction.
- The three steps for utilizing the Law of Attraction to attract more of what you want into your business and life.
- Resources for additional study of the Law of Attraction.

Understanding and leveraging the Law of Attraction is an ongoing process. Similar to learning yoga, it is a principle that is strengthened by continued practice and focus over time.

I hope this lesson inspires you to learn more about the Law of Attraction. It is a rewarding way to live!

Best regards,

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## Definition

At the most basic level, the definition of the Law of Attraction is like attracts like. Some people equate the Law of Attraction with the power of positive thinking. But the Law of Attraction goes a step further than the act of thinking. The Law of Attraction also takes into account what you are feeling. In fact, how you feel is what really counts. When you feel good and you put that out to the Universe, you get back more of what makes you feel good. When you do not feel good, you're putting yourself into a position to attract more things that don't feel good.

## Three Steps of the Law of Attraction

### Step 1 Ask for What You Want

The first step in using the Law of Attraction is to ask for what you want, what you want to create.

We are constantly creating things, even if it is subconsciously. We're continually thinking about either what we want or what we don't want. Thinking about the latter is a common mistake. Most of us focus on and thereby ask for what we don't want. You can overcome this tendency by clearly identifying what you do not want and then using this insight to help you identify what it is that you do want.

The goal in this step is identifying the object or experience of your desire, creating a mental picture of what having it would look like and simultaneously connecting with how you will feel when you have it. So, a big part of Step One is clearly identifying what you want and at the same time feeling the strong emotion that is related to having what you want. In other words, believe so intently that you already have what you want that you experience the thoughts and feelings associated with the actual experience.

For example, if there's a part of you that doesn't believe you can have it, deserve it or are ready for it, then it's not going to be enough to say, "I want a full practice." Again, the feelings that you experience and thereby put out into the Universe as you are focusing on what you want are critical. The Universe primarily responds to your feelings. It's not responding to your words.

Here's another example. Have you had the experience where you come up with a mantra that you said over and over; but you didn't really believe it, and it never manifested? That's because the Universe did not respond to your words, the mantra; it responded to how you felt when you said the mantra!

One way to think about emotion is as vibration or energy. Ask yourself, does your energy or vibration feel high or low in this moment? Does it feel good or not so good? The Universe responds to your vibration/energy. Remember the definition above: like attracts like.

## Step 2 It's Given

In Step 2, what you want is given. When you ask the Universe for something, the Universe always responds. For example, if Sally wants and asks for abundance, then the Universe is going to create situations and people to come into Sally's life that are going to reflect abundance to her.

In response to your desire, the Universe delivers to you that which you have asked for. So, ask for what you want; be in that emotional place and trust it's on the way. If you truly do want a full practice and you ask with powerful, positive emotion, then know that the Universe is doing its part to create the people, situations, etc., that will enable you to have a full practice.

The key in this step is that you have to put yourself in the mindset that the Universe is good, friendly, loving, etc., and the Universe supports you in having what you want. There's really no bad out there; there's perfection to everything, maybe beyond what we can see. It really takes a lot of faith and trust. Getting to that place of faith and trust is, for many of us, a challenge and a journey.

## Step 3 Allow

Step 3 is the catch. It is about allowing what it is we're asking for to come into our experience. What happens in this process is that very often, through our limiting beliefs and past experiences; we interfere with the attraction process. What we asked for was on the way until we started to think, "I don't know if this is really going to happen" or "Could I actually handle 20 clients?" When those sorts of doubts start to occupy our mind, it impacts our emotions, and we stop the attraction process right in its tracks.

The Universe responds to our feelings. When they are inconsistent with what we said we wanted, we stop attracting what we wanted. And since like attracts like, if our energy vibration is not a match with what we were asking for, well then it will not be attracted to us. We can't attract abundance if we feel lacking, poor or are worried about money. We can't attract a great relationship if we are consistently feeling lonely or unworthy of love. We certainly can't attract fitness and health if we hold thoughts and feelings that create a persistent energetic vibration of "I'm fat, unfit or out of shape."

Your energy and vibration must be a match with what you're asking for in order to attract and allow what you say you want. This goes back to being and feeling "as if..." If you want a full practice, your energy and vibration need to match what your energy and vibration would be if you had a full practice. When you think the thoughts and feel the feelings associated with having a full practice, you will begin attracting a full practice. As clients are attracted to you, if you maintain the integrity of your positive "full practice" thoughts and feelings, you will allow your full practice to manifest.

## Resources

### Books

*Excuse Me Your Life Is Waiting*—Lynn Grabhorn

*The Law of Attraction*—Esther and Jerry Hicks

*Ask and It Is Given*—Esther and Jerry Hicks

*The Secret*—Rhonda Byrne

### Website

**Abraham-Hicks** — <http://www.abraham-hicks.com>—Jerry and Esther Hicks are some of the leading thinkers on using the Law of Attraction. Their audio programs and seminars are highly recommended.