

# The Voices Of Intuition

Catch a wave, recognize the Aha moment and Grok deeply water brothers!

By Darelyn "DJ" Mitsch, MCC

**D**iscussing intuition with brilliant colleagues, I was reminded by Wise Woman and Master Coach Harriett Salinger, "There are many voices of wisdom swirling around us. The real question is how to distinguish those and how we experience working with intuition." Sorting through this notion became the basis for what is shared in this exploration. While there are nuances, what came through was a way of describing the concepts as distinct voices of intuition: The Heart Voice, The Aha Voice, and Instant Cognition, the 'Grok' Voice.

## The Heart Voice

During my broadcast management career I learned that waves of sound and light frequencies surround us, traveling over the curvature of the earth. The invention of a radio occurred when Marconi was able to capture and manage a frequency of these sound waves. Since then broadcasters have learned to manage these bands of sound and light to produce radio and TV programs. These waves run through us as well. When we speak about vibes we pick up from other people, we are literally, though unconsciously speaking about these energetic pulses. This radio wave energy flows into our bodies, hearts and minds and we consciously tune in or unconsciously pick it up as inklings or hunches. The more clarity we have, the clearer our reception and understanding. Some



have described the experience of intuiting with phrases such as “knowing things without knowing how,” or “knowing things by heart.” Yet I sense there is something more at play. There is a knowing in a relationship that is both inside and outside of us, swirling around us.

In recent years this way of knowing has been bantered around in organizations and often misconceived as “soft, emotional, fluffy stuff, or women’s intuition.” Educational systems and organizations reward people for logical reasoning or mental intellect and often dismiss the real value of intuition.

There is a need for a balance of intellect with intuition. The lessons from many ancient cultures suggest a certain imprint on our consciousness from things learned and practiced, as well as from information that flows through us. The ancient Egyptians validated non-intellectual knowing, or “knowing through a feeling,” as they practiced geometry – science and intellect – in daily life.<sup>1</sup>

Harriett and I discussed knowing at the deepest level and we sorted it as learning to trust our heart, or soul’s essence especially when there is a conundrum about what to do next in a big life decision. We told stories about how this shows up.

Here’s one of mine: As the plane departed from Dallas to Raleigh I sat strapped to my seat with “yuck in my gut.” I’d just left a meeting with a broadcast company that had contracted me for \$175,000 to coach its leadership team around execution of a new sales model. The company was in its fourth merger in two years and the chaos of the constant churn gave way to new leaders posturing, dismissing previous business practices. During what felt to me like an inquisition I observed myself and my reactions. I had been there before – times when my voice of limitations kept me playing

## Listen To Your Voices

**Here are some ideas or reminders about how to hone intuition in order to become your own intuitive coach and to encourage others to trust their intuition.**

- Practice silence – it allows a clear discernment. Find a still point daily, a “time to tune-in” to the universal flow of information. Ask Self a question and wait for an answer. Then ask yourself if the answer began as a thought or a feeling? If it began as a thought, try accessing the feeling as a reality check.
- When faced with competing voices, first distinguish the voice of fear and limitations from the voice of intuition. Notice the debate and decide a winner.
- Surround yourself with a gaggle of wise people who make you feel good. Right relationships foster access to personal expansion and right choices. You will often speak about your inklings and hunches with friends, yet withhold those same thoughts and ideas in your work.
- Pay attention to negativity ... if someone or something doesn’t appreciate you, move on or make new agreements.
- Trust first impressions.
- The Universe doesn’t know what to give you if you don’t allow it time to catch up.

small while the Universe gave me evidence that it was time to move on. My heart’s voice whispered, “Let this go! Move on!” while my reptilian voice of fear and limitations screamed loudly, “Hang on sister. How are you going to replace the income?”

The next day I dropped a letter of resignation into a FedEx box, not knowing how I would replace the income, but trusting the still and small voice within. (I also thought about ways to climb into the FedEx box and retrieve the letter so don’t think I didn’t hear the louder voice of fear!)

Three weeks later I received a call “out of the blue” from a telecommunications company that wanted to create a new company culture based in coaching. The sweet voice said, “Would you be interested in creating a world class coaching program and piloting it with us?” If I had not resigned the broadcast client, we would not have had the space to do this fabulous work.

### The ‘Aha’ Voice

The Aha voice doesn’t house as many mental debates as the heart and mind voices. This is the voice we typically equate with intuition, the one that shows up just in time for us to stop and catch it. The Aha moment is one of immediate insights based in an experience of being fully present to our senses. It is often accompanied by goose bumps to make sure you get the power of what is occurring.

Aha voices are quite useful in business, though often ignored.

Conrad Hilton relayed the following story of his first hotel bid: “My first bid hastily made, was \$165,000. Then, somehow, that didn’t feel right to me. Another figure kept coming: \$180,000. It satisfied me. It seemed fair. It felt right! I changed my bid to the larger number on that hunch. When they were opened, the closest bid to mine was \$179,800. I got the Stevens Corporation by a narrow

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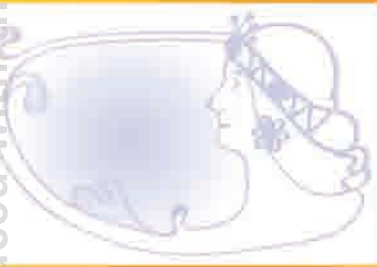
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## Feature

margin of \$200. Eventually the assets returned me \$2 million.”<sup>2</sup>

This story is symbolic. It represents those moments in all of our lives that can shape our world in an instant if we stop and pay attention. Most coaches have stories like this, and many have to do with answering the call to become a coach.

### The ‘Grok’ Voice

Robert Heinlein’s book *Stranger in a Strange Land* became a 1960s cult classic in the U.S. and around the world as it conveyed revolutionary concepts. In it, Heinlein introduced the now commonly used slang term “Grok,” which meant to absorb something instantly and fully. For example, instead of seeing the face of a flower, “Grok,” – instant and full cognition – means you see holistically and multi-dimensionally the seed, the soil, the bud, the parts of the flower, the full flower and its connection to beauty, its connection to earth, to water, to sun, and its relation to photosynthesis, to people, to other life and so on.

We witness global leaders who “grok” new ideas in coaching conversations. As they expand in self-awareness they see the impact of their decisions on many levels. For this reason business leadership is a primary and growing field for coaching. We often give leaders the sacred space they need to allow this still small voice on intuition to be recognized and honored and that shapes how they lead, the business culture they manifest, employee engagement and the growth and sustainability of the enterprise.

In leader language we hear:

“I had a hunch that was going to happen.”

“I had a premonition that she was going to say that.”

“There’s this inkling that keeps coming through when we have this conversation.”

“I knew. I don’t know how I knew, but

I just knew.”

“My first impression of her was right on. I should have trusted that one.”

“It just felt off. I knew something was wrong.”

“It was truly synchronicity that I was at the right place and the right time to connect with this person. That chance meeting changed my life.”

Within each of us there is the capacity for leveraging all of our senses, a feeling of oneness or integration. It can also be challenging to describe intuition beyond the community of coaches. So perhaps our challenge is how to develop and model it.

In the early days of this profession and in the early years of the credentialing process through the International Coach Federation (ICF), we established “use of intuition” as a competency to distinguish masterful coaching. It is worthy of more exploration and practice, just as we embrace the science of coaching. Coaches illuminate wisdom at a time when intuition is called forth from us as a means of awakening leaders. We become self-aware just in time for us to introduce concepts to those who come to us for this guidance.

So, catch a wave, appreciate your aha insights, and Grok deeply in communion with your water brothers and sisters who practice this work as coaches!

### Footnotes

<sup>1</sup> Intuition by Design, Victor R. Beasley PhD, Oughten House Publications, 1994, Page 24

<sup>2</sup> Stranger in a Strange Land, Robert A. Heinlein, Mass Market Paperback, 1961

### Resources

Harriett Simon Salinger, MSW MCC, *Wise Woman Coaching, an affiliate of The Pyramid Resource Group*  
*The Complete Idiot’s Guide to Making Money through Intuition*, Nancy Rosanoff, alpha books  
*Synchronicity, The Inner Path of Leadership*, Joseph Jaworski, Berrett Koehler Publishers