

What State Are You In?

The Energy You Put Out Dictates the Results You Get Back.

— by Teresa Romain

One of the simplest yet most powerful principles I teach in my programs and workshops states the following:

The energy you put out will have a direct impact on and be mirrored in the results you get back.

Thus, if the energy with which you are networking and growing your business is hesitant or half-hearted, you can expect to receive hesitant, half-hearted results. If your energy is inconsistent, you will experience inconsistent results; if it is blocked or paralyzed, so, too, will be your results.

It's important to understand that this principle applies not only to the quantity of energy, but also to the quality of the energy. You cannot assume that simply by putting out a lot of energy, you will get a lot of results--at least, not necessarily the results you desire. To be sure, a certain quantity of actions is important for those actions to have a significant impact on your results; but that quantity will do so only if the quality of your energy as you take those actions is powerful, flowing, consistent and abundant.

In his book, The Trick to Money is Having Some, author Stuart Wilde describes this when he writes:

Let us look at the quality of the energy you are putting out so that when your energy mixes with that of the marketplace of life, you will only need small amounts of what you are to generate large amounts in return.

Fully applying this principle in your business (and in your life, for that matter) requires that you learn to be aware--at all times--of the quality or state of your energy in any given moment.

Change Your State

An effective way to develop this ability is to practice recognizing how scarcity shows up in your physical energy.

For example, what happens to your physical energy when you have any of these scarcity thoughts: "I don't have enough time," or, "I'm not making enough money," or, "I'm not good enough for that"? Do you get a knot in your stomach? Does your breathing change? Do you get a headache? Does your back hurt? Do you feel more anxious or hyper? Does your energy drain away, leaving you exhausted?

In an empowered and abundant state, energy flows naturally, smoothly and rhythmically. When your physical energy becomes tight, blocked, drained or contracted, your body serves as a warning device, signaling you to take an action that will support it to begin flowing powerfully and freely again.

As you become aware of your energy, you'll start to recognize when it becomes limited, blocked or scarce; the next step is to interrupt that sense of physical scarcity to get your energy flowing again. You can do this by effecting a "state change," that is, by taking whatever action you can that will shift the state of your physical energy.

For example, if you notice that you have a knot in your stomach or you're not breathing, you might close your eyes and take three long, slow, deep breaths. You might turn on some music and dance for a few minutes. You might go for a walk, take a nap, curl up and read a good book for 15 minutes. Drink a cup of tea. Ride your bike.

Two of my favorite ways to create a state change are to do a somersault or to skip around the room (or down the street!); it is physiologically impossible to go skipping and stay in scarcity at the same time!

Ultimately, it doesn't matter what action you take; just make sure that the action shifts your energy in such a way that it begins to flow again, even if it does so in a small way. Better yet, use state changes like these to keep your energy flowing, rather than waiting until it becomes blocked or drained.

Check the Power Before You Flip the Switch

Now, you may be thinking that you don't have time to do this. In truth, you don't have time not to do this. Failing to interrupt a state of scarcity in your own energy will only prolong your efforts, delay your results, increase your struggle and overwhelm.

Imagine you're in a large convention center and all the lights are off; in fact, it's pitch black. You feel your way along the wall and finally find the light switch. However, unbeknownst to you, the electricity in the building has been turned off. No matter how many light switches you turn on, you're still in a pitch black room.

Now, go back to the beginning of the same scenario and play it through again, only this time, when you get to the switch, the power's not turned off: 120 volts flows easily and powerfully through the circuitry. You've taken the exact same actions (finding and flipping the switch), only this time, instead of remaining in the dark, you're standing in a brilliantly illuminated room.

Same actions—radically different results. Why, because you did something differently? No. Did you flip the switch harder, or longer, or more times...or put more effort into the process of finding it? Find it "better"? Not at all. The reason you got such dramatically different results is simply that the energy was flowing.

Pay attention to your energy, and take actions to keep it flowing consistently, powerfully and abundantly. As you do, you can look forward to results that will be consistent, powerful and abundant!