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## INTRODUCTION

These days, whether you work for someone else or yourself, it pays to develop that positive, proactive entrepreneurial spirit.

You are an enlightened entrepreneur.

You hold a pencil in front of you and release it. It drops to the floor. That's the power of gravity.

You put a pot of water on the stovetop and turn it on. In a few minutes, the water begins to boil. That's the power of fire.

You throw away the files of three former small clients who weren't a good match for what you do. Then the phone rings with the prospect of a large client who appreciates what you have to offer. By clearing out the physical and emotional clutter, you make room for what most serves your highest good. That's the power of the universe abhorring a vacuum.

Setting intentions, affirming and visualizing success, embracing prosperity, giving thanks and all the other uni-

versal principles in *Working with Wisdom* are ancient truths and powerful tools for today's business environment. They produce a competitive edge that sets you apart from most other

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**Policies are many.**

**Principles are few.**

**Policies will change.**

**Principles never do.**

JOHN C. MAXWELL  
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entrepreneurs. They also turn work into play as you create, manage and grow your business with joy and ease.

The good news is you were born with all this innate wisdom. Unfortunately, without the support and validation from others as you were growing up—and most likely a good dose of negative reinforcement—much of this wisdom has remained dormant. Think of this book as a “refresher course.” As you rediscover each principle, you’re sure to have many “aha!” moments.

As a business owner, personal business coach, marketing consultant and freelance business writer since 1988, I put these principles into action every day and share them with my clients and colleagues. As a board member at Unity North Atlanta Church for seven years, I was continually called on to integrate these universal principles with sound business practices to address the challenges and opportunities of our growing church. It is now one of the largest Unity churches in the world and a role model for other churches.

When I started sharing my “philosophy” with others who were curious, I recognized that these concepts didn’t come naturally to most people. But once they began using them, they got results, whether it was more business or a more peaceful workplace. In fact, it was my own Life Purpose Statement (see principle two on how to write yours) that set the stage for this book:

*Through support and by example,  
I inspire others to follow their dreams and live joyfully on purpose.*

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In addition to helping you enhance your business, you'll also find that these principles will help transform your personal life, including achieving optimum health, attracting the right mate and friends, and being a better parent. Your example will inspire others to do the same.

In *Working with Wisdom*, each of the ten principles builds on the next but can be taken in random order, depending on your specific interests or challenges.

I will introduce you to, or reacquaint you with, outstanding experts in the practice of practical spirituality. The anecdotes and advice from successful entrepreneurs, corporate executives and business consultants bring these principles to life and help you understand how to incorporate them in your own business. By experimenting with the suggested exercises, you will immediately put these principles into action to reap the rewards.

Now is the time to release fear and doubt and feel the pure exhilaration of being an enlightened entrepreneur through *Working with Wisdom*. Enjoy the journey!