

BOOK TWO

The Practices

- I. Have A Love Affair
- II. Focus For Success
- III. Manifest Your Destiny
- IV. Love Your Way To Wealth
- V. Take The High Road To Profit
- VI. Conquer Your Fear Of Success
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- IX. Unify Through “We Power”
- X. Vitalize Your Workforce

THE PRACTICES OF BUSINESS SUCCESS

Your company may be much different than our cleaning business, yet all organizations have certain things in common. I said “organizations” not “businesses” because a church, synagogue, or mosque must run like a business to survive, just like a civic organization, government agency, or non-profit must follow the conditions of business. With few exceptions, people who get together and form an entity of common purpose will face similar organizational, financial, human, technical, and administrative challenges. So will we as individuals as we seek ways to build our life toward meeting our grandest potential.

Much of the success of business deals with human nature—our wants, needs and our view of the world. Thus, these Practices are more psychological in nature than systemic. They reflect spirit at work. They deal with the substance of our being. What you will discover certainly is not what you would learn in business school but it is as important as the theory and practices learned in any MBA program. Most MBA graduates are not entrepreneurs but more often are administrators and managers. If you seek to administer the creation of others, *Miracles at Work* may not capture your interest. This approach is for the open-minded adventurer who is willing to look at the world of business in an entirely different way.

These Practices often turn traditional business concepts upside down. Like the “Fire, Ready, Aim,” approach Tom Peters attributed to top business leaders in *In Search of Excellence*, our approach is vastly different from the standard business model. These Practices speak of passion, visualization, abundance, truth and ethics, and the power of love over fear in the corporate world. This method is not for those who are unable to get out of

their heads and into their hearts. Nor is it a soft approach to tackling the hard questions we face in our business. This is tough stuff shared by a strong, dedicated, and passionate leader.

The Practices are simple, but certainly not easy because they go against the grain of most organizational techniques and the way of the world. So does any new, innovative, or radical way of looking at problem solving. No one goes out on a limb with new ideas without getting shaky. My friend, Judi Neal, might call us “Edge Walkers” which is referenced in her upcoming book of the same name. Once successful using these methods, don’t expect the credit you deserve. By then everyone will have assimilated the process and be comfortable with the change.

Although these ten Practices may be a radical departure from the way you are doing business, test them out if you are having trouble keeping it all together, getting your business started, or just coping with your job. They worked for me, saved my sanity, and I was able to sell the business so that I could share the Principles and Practices with you.

If you are a reader with a passionate dream of building your own business and you have not started yet, I encourage you to take the first step in claiming your destiny by declaring to yourself and others your rightful intentions. Then follow the Action Steps in the upcoming companion book to *Miracles at Work* entitled, *Cleaning Up: The Action Book to Miracles at Work: Building Your Business from the Soul Up*, to get started. This will keep you on the path to the realization of your intentions and desires. Congratulations...you are on your way.

***“No trumpets will sound when the important decisions of our life are made.
Destiny is made known silently.” — Agnes DeMille***

“Intention, surrounded in detached freedom of the present, serves as the catalyst for the right mix of matter, energy, and space-time events to create whatever it is that you desire.”

— Deepak Chopra