The Law of Attraction for Women in Business

Discover how to use words to attract more of what you want!

By Dana J. Smithers
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INTRODUCTION

Are you someone whose business is not what you would like it to be? Or do you have a great business and you’d just like to keep on growing it in a positive way? Either way the Law of Attraction is at work here. In this ebook I’m going to give you a tool, called the ‘Words=Results’ Relationship and once you know how to use it you can start attracting more of what you do want in your business, and less of what you don’t want.

You may have read books about the Law of Attraction years ago, or more recently watched ‘The Secret’ or read the book that came out in 2006. Whether or not you are aware of it the Law of Attraction is operating 24/7 365 days a year in your life. When you understand what the Law of Attraction is and how to use it effectively you will become so much more mindful of the power behind every word you use!

Ever found yourself using words and expressions like “what a coincidence, what serendipity, what fate, what karma, I can’t believe what just happened to me” and generally have a good feeling when good things happen to you?

Now has it ever happened to you that you had clients who don’t want to pay on time, who haggle over your price by not seeing the value you bring to the equation, or worse yet don’t respect the work you do? Well what’s actually going on here is the Law of Attraction at work in a not-so-good way and the good news is you have the power to change that!

Here is a simple definition for the Law of Attraction:

You attract to your life whatever you put your attention, energy or focus on whether positive (wanted) or negative (unwanted).

If you are not happy with the results in your business right now, then you need to go back to the basic ‘Words=Results’ Relationship. And, you have to be willing to make changes
because if you keep saying and doing the same things over and over ...well you know, you will continue to get the same results.

And if you are happy with your business and love your clients then my intention would be that you keep on doing what you are doing and share this formula with others. Help them attract more of what they want and less of what they don’t want.

Expect the best,

Dana

PS I invite you to share your results and comments in my Google+ Community or my Facebook Fan page. It’s a great visual reminder to stay in the positive energy for great attracting!
1. THE ‘WORDS = RESULTS’ RELATIONSHIP

The “WORDS=RESULTS” Relationship

Every result starts with your words about what you want to manifest based on what you desire.

It’s from your words that you form sentences or thoughts that allow you to think about what you want to manifest based on what you desire.

The more clarity you have about what will make a profitable business model for you, and who your ideal clients will be, the more success you will have at manifesting those desires.

Those thoughts that you now have about your ideal business and ideal client emit a feeling or vibration from you.

This feeling vibration is either positive or negative and from this vibration you get your result – positive or negative.

*Everything you manifest starts with your words. Own them!*

**TIP:** Stay reminded of WORDS=RESULTS relationship by printing this graphic and put it in a place you can see it daily. It will help you be more mindful.
2. WORDS

Words word words...why so much emphasis on words? It’s because every word you use, whether you say it, think it or write it down, affects what you manifest in your life. Your words contain energy and when you hear words like anger, shame, guilt, distrust, fear, hate, murder, etc. typically you attach a negative feeling to these words. When you use words like happy, joyful, abundant, helpful, supportive, etc., a more positive feeling is attached to that word.

However you can have words that depending on your outlook could be perceived as positive or negative. For example the word ‘complaint’ from a customer or client may make someone feel good because they see this as an opportunity to connect with that client and find a solution to their problem; for someone else they may feel a huge amount of anxiety and not really want to have a conversation about the complaint at all. Which business owner do you think is going to have the more successful business?

When you take time to choose your words wisely you can notice the energy that you attach to each word. Wouldn’t it make sense to choose words that have positive vibrations rather than negative? In the Law of Attraction there are 3 words we would like you to avoid. They are ‘Don’t, Not and No’. If you go back to the definition of the Law of Attraction – ‘you attract to your life whatever you put your attention, energy or focus on whether positive or negative’ by using any of these 3 words you are going to attract more of the same.
For example if you are saying “I don’t like this client” or “I am not happy with my sales” or “No late payments” you are actually focusing on the very things you do not want to have! Your conscious and subconscious mind delete these 3 words and focus on what comes after them. So a better way to use your words by eliminating those 3 words would be to say something like “I like clients who respect what I do” or “I am in the process of increasing sales one client at a time” and “Payment is required at the time of service’. These words express the desire that you want and not what you don’t want. A little reframing can change a negative vibration to a positive one instantaneously!
EXERCISE

You might be surprised at the words you use on a daily basis or the words you hear around you. Have a little fun with this and jot down all the words for one day that invoke a STRONG EMOTION. Notice if the energy from the word is positive or negative. Surprised?

<table>
<thead>
<tr>
<th>Word You Use</th>
<th>Vibration + or -</th>
<th>Words Others Used</th>
<th>Vibration + or -</th>
</tr>
</thead>
<tbody>
<tr>
<td>eg. Annoyed</td>
<td>Negative</td>
<td>Exciting</td>
<td>Positive</td>
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<tr>
<td>Fabulous</td>
<td>Positive</td>
<td>Atrocious</td>
<td>Negative</td>
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3. THOUGHTS

What kinds of thoughts do you have about your clients?

When you are grateful for the clients that you have and you have great things to say about them, it makes sense that you would most likely continue to attract more of the same. You feel great when your clients appreciate you and so wonderful when you see your sales increasing. This is why you hear so much about having ‘an attitude of gratitude’. Having an attitude of gratitude raises your vibration so that you attract more of the same good positive people and/or situations in your life.

Now the converse is also true. If you are constantly complaining about your clients – they don’t pay on time, they never refer me, they are criticizing my work, etc. you will attract more of the same negative people! If you don’t like your clients chances are they don’t much care for you. So stop complaining and find new clients. You’ve heard that expression ‘if you can’t say anything good about something or someone then don’t say anything at all’. This is why you attract more of the same negative people you are talking about!

In the meantime while you are waiting to attract fantastic new clients, find the very best in your existing clients and when the time is right, let them go.

A belief is a thought that you think over and over and it can be a good belief or a negative, non-serving belief. You will know when you have a limiting belief because you will find yourself saying things like “I’d like to do that but I can’t because….(insert your story here)”. Notice the ‘but’ and the ‘because’ story coming! And more importantly, notice that you will not feel good about this belief.
When you have a ‘limiting belief or thought’ that is holding you back from attracting what you want, you can change that belief by:

1) Being aware you have it
2) Ask yourself who told you
3) Look for evidence that what you want to manifest is possible because others are doing it
4) Find more empowering words to express your desire
### EXERCISE

<table>
<thead>
<tr>
<th>Limiting Belief</th>
<th>Who Told You?</th>
<th>Evidence Other Have This</th>
<th>More Empowering Belief</th>
</tr>
</thead>
<tbody>
<tr>
<td>eg. Business is not meant to be fun</td>
<td>My mother</td>
<td>Lots of people have fun in their business</td>
<td>The business I am in is creating a lot of fun!</td>
</tr>
<tr>
<td>It’s hard to find clients</td>
<td>A non-supportive “friend”</td>
<td>I know other businesses who have lots of fabulous clients</td>
<td>I am in the process of attracting my ideal clients!</td>
</tr>
</tbody>
</table>
4. FEELINGS AND VIBRATIONS

The ‘Words=Results’ Relationship is a very powerful tool for you to use anytime. By now you can understand why your ‘words that form your thoughts’ are so influential in you attracting what you do – the good and not-so-good. But the most powerful part of this formula is your feelings.

*It’s how you feel about what you say or think!*

Our thoughts emit an emotion and that emotion can be called a feeling, a mood, a vibration or a vibe. That vibe is either positive or negative.

If we had a ‘vibration reader’ app on our iPhone we could use it to tell us what kind of vibration someone was giving off! We’d know whether to pursue them or not. While we don’t have that (yet) we do have an ‘internal guidance’ system that warns us if something or someone is not right for us. This is also called your ‘gut feeling’ or your ‘intuition’. Your gut feeling or intuition is actually an ‘unedited thought’ that you need to pay attention to. Ever taken on that client from ‘_ell’ and it never got better just got worse? You knew you ‘should’ have listened to your feelings but you didn’t and you sure didn’t like the end result with that client!

With the ‘Words=Results’ relationship formula you can choose to pay attention to your feelings and if they are not in alignment – you know it, so best to say ‘no’ to that client

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or situation. When you worry about whether or not you did or are doing the right thing in business, you are actually ‘vibrationally choking off’ things coming to you. Your ‘receive’ valve is closed off because of your negative feelings. Relax, breathe and take stock of what your thoughts are and change them by using your ‘Reset Vibe’. If you don’t have one of my Reset Vibe buttons then pretend you have an imaginary one on your left shoulder, just above your heart and tap it lightly when you are aware you need to reset.

When you use this simple tool, your Reset Vibe, there is only one question to ask yourself to shift your energy and that is:

“So, what do I want?”

You are now putting your attention, energy and focus on something more positive! If you constantly have someone in your life who is always complaining you can change the outcome within seconds when you ask them “So, what do you want?” You may even find that some of your existing complainers in your business soon depart because you are no longer a vibrational match!

*People will treat you the way you allow them to treat you.*
**EXERCISE**

<table>
<thead>
<tr>
<th>What I Don’t Want</th>
<th>So, What Do I Want?</th>
</tr>
</thead>
<tbody>
<tr>
<td>eg. Clients who don’t pay on time</td>
<td>Clients who pay ahead of time!</td>
</tr>
<tr>
<td>Negative, non-supportive nay sayers</td>
<td>Positive, supportive clients</td>
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5. RESULTS

My hunch is that by now you understand how powerful the ‘Words=Results’ relationship is and how you can use this formula to control what you manifest in your life. The more clarity you have in what you want your business model to look like the more easily you will attract that. If you are crystal clear on whom your ideal clients are you can attract them more easily by using this formula to start with.

Remember that ‘people buy people’ and we all like working with positive professionals who we know, like and trust.

It’s important in business that you are doing what you love – it will show in everything that you do. If you are a solopreneur then you are the face of your business so every word, thought, feeling and result you are getting in your business is often your sole responsibility. You need to own how you treat your clients or customers and if you are an entrepreneur who has employees or contractors you need to be sure that every word, thought, feeling and result that they manifest – is what you want!

Take time to find out if you still have limiting beliefs that are holding you back from your greatness. Are you hanging out with people who support and empower you or people who put you down? What kind of information are you attracting on a day-to-day basis? Do you watch the negative news? Read negative stories? What violence and destruction on television is in your life?

If you are not happy with the results in your business right now, then you need to go back to the basic ‘Words=Results’ Relationship. And, you have to be willing to make changes because if you keep saying and doing the same things over and over …well you know you will continue to get the same results.
Bring the Law of Attraction into play to consciously do that. Start changing any limiting beliefs about not being able to do what you want in your business. If you are just starting out, know that it is possible to create the business you want. Look for evidence of other successful women entrepreneurs and think about how it will feel to be like them. Consciously use the Law of Attraction to attract more of what you want and less of what you don’t want.

And if you are happy with your business and love your clients then my intention would be that you keep on doing what you are doing and share this formula with others. Help them attract more of what they want and less of what they don’t want.
Take a look at these areas of your business and be honest here – do you like the result you currently have? If not start by focusing on what you do want things to look like and that will start the change of the energy. Be patient and persistent and change will come.

<table>
<thead>
<tr>
<th>Area Of Business</th>
<th>What Is My Current Result?</th>
<th>How Can I Change It To Be Better?</th>
</tr>
</thead>
<tbody>
<tr>
<td>eg. Clients</td>
<td>Would like more clients</td>
<td>Show more appreciation for the ones I have that I want to keep</td>
</tr>
<tr>
<td>Balance</td>
<td>Spending too much time at work not focused</td>
<td>Focus on one thing a day and complete it</td>
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ABOUT THE AUTHOR

Dana Smithers is passionate about helping women entrepreneurs create successful businesses that they are in love with. She became an entrepreneur at the age of 50 leaving behind a very successful 20+ corporate career with a multinational billion dollar human resources company.

Quickly growing her interior decorating/staging business to a 6 figure income, Dana became known as one of Canada’s leading home staging experts. She then started a home staging school and a separate coaching business that women entrepreneurs rave about.

Dana relates to the struggles women entrepreneurs have whether starting out, starting over or feeling stuck finding ideal clients and creating a profitable business model. She devoted years to working with business coaches and mentors so that she could be continually ‘upping her game’ to provide great tools for her clients. As a Certified Law of Attraction Trainer she enjoys seeing the transformation of her clients from the worry of ‘lack issues’ into the triumph and relief of a ‘business abundance mindset’. She teaches ‘clarity = cash’!

While she is living a love that she loves it wasn’t always the case. At age 35 she hit rock bottom – broke, divorced, working 3 jobs and living with a man she no longer respected her mindset was in the gutter. Fortunately she had her ‘ah ha’ moment and found her inner courage to change what was no longer working and within a short time, focusing on what she wanted, her whole world changed for the better.
She knows the role that the Law of Attraction has played in her life and in particular, the ‘Words=Results’ Relationship. Her mission is to educate, inspire and empower women entrepreneurs to create lives they are passionate all the while making a difference in the world. The power truly is in your words so use them wisely!

Dana currently offers a variety of programs that help women gain more confidence and get rid of their fears. Her business offers include Mastermind programs, (and she mentors women through the ‘Discover Your Sacred Gifts’. She continues to coach one-on-one and enjoys facilitating Law of Attraction training for women’s groups.

She would love you to sign up for her FREE eNewsletter and join her Google + Community. That way you can stay connected and in the positive energy with like-minded brilliant women like yourself!