



## Abracadabra

The word *abracadabra* is an Aramaic term which means, "I will create what I say."

It's a powerful concept.

- It's why Muhammad Ali wrote the round he would stop his opponent inside his boxing gloves
- It's why Thomas Edison often announced the invention of a device before he had invented it
- It's why Jim Carrey wrote himself a cheque for \$10 million before he had ever made a movie.

The most important story you tell is the one you tell yourself.

You're either held captive by your story or captivated by it and inspired to take action. Suspend your belief for a moment and let possibility feed your soul .....

At this very moment the ground beneath your feet is spinning at about 930 miles per hour and is orbiting the sun at 66,486 miles per hour. But unless you've imbibed copious quantities of falling down water these facts aren't easy to believe.

Last month, my wife told me that the astrology column in my local rag read, "Be very careful what you do this month. Because your stars aren't in alignment, it's not your time to shine." I wondered about



# Abracadabra and Fat Prophets

By Sunil Bali

this for a moment and stuck to my schedule, regardless.

Fast forward a month: fantastic feedback from three conference keynotes and several new bookings.

Your stars will align when you do.

When the story you tell yourself matches your DNA.

When what you think, say and do are the same.

## Fat Prophets

Anthony Julius is regarded as one of the UK's leading lawyers.

He tells of the time he received a phone call from his friend Princess Diana, who said to him, "I'm getting divorced Anthony and I want you to represent me." "But I've never done a single divorce case in my life," replied Julius. "I'm a commercial litigation lawyer." "Well that's great," replied Princess Diana. "I've never been divorced before so we can learn together."

Sometimes you just have to listen to your intuition and have trust. Trust in yourself, trust in others, and trust in whatever you believe in.

The most important relationship you'll ever have is the one that you have with yourself. And if you don't think you're good enough, it's probably because you're not a very good judge of character and are in need of a faith lift.

If, on the other hand, you value what you bring to the table and expect the very best - the universe has a funny habit of supporting you and bringing you what you ask for - synchronicity and serendipity will abound and come knocking at your door.

Research by Professor Carl Dweck at Stanford University, shows that it's not the cleverest people who are the most successful, it's the ones who, as she puts it have a growth mindset. Those who expect to become great.

But Dweck warns that being great isn't enough. You also have to showcase your skills by showing up every day. She concludes that: Expectation + authentic action = fulfilment + fortune

Dweck's words remind me of one my Professors, who on my very first day at University, said to the class, "Please remember that I'm not a mind reader. At the end of the year you'll be rewarded for the work that you've completed during the course of the year and what you've written down on your exam papers. You will not get any marks for what stays in your heart or your head." If you focus on doing your work for the next 365 days and getting a tiny bit better each day, you'll look back and be amazed at how much you will have achieved and how the outcome took care of itself.

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## About the Author

Sunil is a Performance Coach, Speaker and Author.

Ex Head of Talent for Vodafone Group and Santander, and having run a £50m business, Sunil has been responsible for hiring over 50,000 people and has had the pleasure of working with some great entrepreneurs, professionals and leaders.

**Moving minds - Transforming performance**

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Publication issued on 1 January 2015