

Common Sense Calls on Instinct Expert: Anyone Can Develop the Gift

By Jill Spitznass

Portland Tribune Friday, August 10, 2001

Albert Einstein called it the “highest form of knowing.” Others have referred to it as instinct, reaction or a gut-feeling. Faye Pietrokowsky says they’re all names for the same thing: intuition.

She should know, she’s the founder of Inner Design a Portland-based consulting business that teaches individuals how to apply their intuitive powers both personally and professionally. “Anyone can develop the gift,” says Pietrokowsky, who says we all have intuitive powers but that most of us don’t use them.

Pietrokowsky, who’s been helping people learn to listen to their inner voice since 1986, comes to the job naturally; she had a grandparent on each side of her family who possessed powerful intuitive talents. Now, through her work as a speaker and consultant, Pietrokowsky teaches her clients how to tap into what she calls our oldest gift. “We use our intuition from the time we’re infants, interpreting our world, figuring out who will take care of us,” she says.

The need for an evolved intuitive sense increases as we mature, she says. Eventually, as much as 97 percent of communication is nonverbal. “We speak loudly with eye contact, posture, tone of voice, facial expressions, clothing, etcetera,” Pietrokowsky says. From these clues, we make assumptions about the person and situ-

ation. Right or wrong, these assumptions are largely based on past experience, which influence our response to future situations, both on conscious and unconscious levels.

The challenge lies in learning to sift through these perceptions and, use them for our benefit. After all, it’s not prudent to be suspicious of everyone in a three-piece suit simply because a tyrannical ex-boss favored the style. But the feeling you get when a stranger approaches in an aggressive fashion deserves attention and perhaps a swift getaway.

A cultural distrust of intuitive development can be a barrier in learning to listen to it. Americans are especially quick to dismiss the study of intuition as a flighty, “New Age” concern, says Dr. William Kautz, founder and director of the Center for Applied Intuition in San Francisco. Conversely, Europeans have long understood the existence and power of intuition.

Kautz believes that intuitive thoughts originate in the right side of the brain, the half associated with artistic, nonlinear impulses. The Western preoccupation with all things left brain, he says, interferes with the development of our intuition. “Someone trained or educated to rely heavily on ‘thinking’ ability tends to have a more difficult time developing intuitive skills,” Kautz says.

Continued on 2nd Page

Think that intuition is better left to personal matters and has no place in the office? Think again.

“Few people are successful who say intuition doesn’t play an important role in their success,” says Pietrokowsky. Skeptics might feel better about going with their gut if they look at it as simple common sense, she says, citing the example of a human resources manager who refused to hire anyone who arrived as little as five minutes late for an interview. It had been her experience that, regardless of even a seemingly valid excuse for tardiness, she eventually would have to fire the person anyway.

Pietrokowsky dismisses the notion that books can help you harness your intuitive powers saying, “There’s no substitute for fieldwork - use and befriend your intuition.” She offers the fol-

lowing exercises to help recognize and develop your “sixth sense”:

- Keep tuning in: Consistently ask yourself throughout the day, “How do I feel about this person or situation?”
- Engage in a dialogue with your intuition. Ask “What can you share? What do you know?”
- Build quiet time into your day. You can’t listen to your intuition if the noise of life is drowning it out. Stress also makes one less attentive to instinct.
- Remember that the ability to tap into your intuition is like exercising a muscle: The more you use it, the stronger it will become.

Faye Pietrokowsky, owner of Inner Design, speaks, coaches, and trains businesses to use intuition in the workplace to increase productivity levels through sales, hiring, firing, and overall decision-making. She is currently writing a book on intuition. She can be contacted at (503) 221-2123 or faye@inner-design.net.
Visit her website at www.inner-design.net.