

## Yes, not now or I've got something better for you

Written by Julie Desmond

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When Polly set sail on the Smooth Jazz Cruise out of Miami recently, she set an intention. Specifically, she had in mind a picture of a person she would meet. She visualized their meeting. She scripted their conversation. Then she threw the whole thing up into the universe on a prayer.

With that kind of goal in mind, a person will get an answer. It might not be the expected answer, but it will be one of these: yes, not now or infinitely better. This week, my recruiting desk watched with interest as three people with clear intentions heard back from the universe.

YES. Li's last design job paid \$36 per hour. She called me with a question. She said, "I've been out of work for months. I have a job offer of \$27 per hour. Should I ask for \$ 29?" She didn't want to lose the offer, but she had to pay her bills.

After we talked, Li brought a straightforward conversation to the new manager. She showed all her cards, telling them, "I don't want to pass on this offer, but I was at \$36 before. What can we do?" The offer was upped, her title changed and her income will be much closer to where she used to be. This time, the universe said, "Yes."

NOT NOW is harder to hear. Mila is in a temporary job with limited responsibilities. She has more capacity and sees where she can help. However, she continually gets her hand slapped for straying outside her assigned duties.

In this case, Mila's company is not Mila's concern. As an exercise in discipline, she has to focus on her narrow role, do it in rock star style, and let someone else do the heavy lifting for a while.

BETTER. Even the best intention has to measure up to what fate has on her agenda. In Polly's case, the romantic meeting she had planned prior to her cruise did actually occur. It did not turn out to be romantic, however. It turned out to be infinitely better.

It happened that she ran into a dear friend from her long ago past. This person had had some success and wants to bring Polly into a lead role in the business, a role for which she is ideally qualified and suited for. I asked her, "Were you looking for a new career path?"

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“No,” she answered. “I was looking for a better life, and I found it.” She didn’t get what she wanted. She got something much, much better.

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