



See What Happens When You Say Thank You

Quote:

*For each new morning with its light,
For rest and shelter of the night,
For health and food, for love and friends,
For everything Thy goodness sends.*

~Ralph Waldo Emerson~

From the moment I could write, my parents insisted that I send thank you notes whenever I received gifts. I learned that it was a way of showing gratitude and acknowledging that person's thoughtfulness. I also learned to say thank you whenever someone commented or acknowledged what I had done well.

Thanking someone completes the cycle of receptivity, that is, the state of willingness or readiness to receive. When it comes to expressing gratitude, it is important to let the giver know that you appreciated the gift. However, when you shy away from a compliment or don't thank the giver, it stops this cycle.

The next time someone sends you a referral, drop a handwritten thank you note to them. You'll probably be one of the few who actually does, and the person is sure to remember that you took the time to express your gratitude. I like to send my thank you notes to people I meet at networking, when I receive referrals, or to someone who sprang for lunch. I will often get a phone call or email thanking me for the thank you note!

Gratitude is also that stepping stone toward manifesting more of what you intend to draw into your life. In a recent interview with Robert MacPhee, author of *Manifesting for Non-Gurus*, on my [http://www.BlogTalkRadio.com/Navigating_Change Radio Show](http://www.BlogTalkRadio.com/Navigating_Change_Radio_Show), we discussed the story of the person who intended to attract more revenue into his business. Yet, when he found a penny, he mumbled disappointedly, "oh, yeah, I found a penny." If he wasn't truly thankful for even the smallest gift, he wasn't yet ready to receive more.

Over the years, I've found that the more I created an ongoing gratitude mindset system, positive results occurred much quicker. You might keep a gratitude journal, use moments of prayer, or list all of those things you are thankful for while you complete your daily exercise routine. It is when your gratitude mindset system is integrated and consistent that you begin creating a cycle that influences your focus, motivation, and results you intend to attract.



Thankfulness immerses one in the goodness of what *is* and *what is coming*. What are you thankful for?

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