



George Walther

# Gut-Level Leadership

## “Hunch-Log” and Gut -Instinct Journal

Thank you for attending my *Gut-Level Leadership* program. The night before my presentation, I had an idea about providing some means of formally tracking the accuracy of your own intuition and offered to share it with you. Thanks for filling out your feedback sheet and asking for this follow-up.

During the program, I mentioned the need to build trust in your own instincts and suggested maintaining a journal to track your own reliability. The aim is to prove to ourselves how frequently our intuition is “right on” so we’ll all come to trust it.

Intuition certainly doesn’t need to be 100% accurate to be reliable and of great value. If you “guessed” right only 60% of the time picking stocks, for example, think how wealthy you’d become! The circumstances when your intuition is probably most helpful, and also most accurate, involve your abilities to “read” other people and sense interpersonal situations that may warrant special attention.

After all, your ability to manage personal relationships and deal effectively with others is probably the one area that can make the most positive differences in all areas of your life, including your career. So, we’ll focus on those types of “hunches” with this journal.

I recommend that you make note of your instinctive conclusions about the people with whom you interact, and then note how correct your hunches turn out to be. The idea is to prove to yourself just how “uncannily accurate” you can be when you rely *first* on your inner voice.

For example, suppose you meet a new business contact and have a “funny feeling” that the individual isn’t reliable. As time goes on, you may encounter repeated instances when the lack of dependability you intuitively detected at the start, later played out in fact. Your initial “gut feeling” probably resulted from your super-sensory perception noting that the person was shifty-eyed, or that the person said, “I *think* I *should* be able to get that to you,” rather than “I *will* get that to you.” Maybe you detected some body language cues that signaled that the person was uncomfortable about making a commitment and “fudged” by saying something wishy-washy.

As time goes by and you learn more about that person, the initial “funny feeling” turns out to be true. The person repeatedly lets you down; fails to meet deadlines; and doesn’t follow-through as promised.

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By keeping track of your initial hunches, and then noting the eventual outcomes, you come to realize that your initial gut feelings were and are highly reliable. After you've accumulated enough evidence for yourself, you discover that it's no longer necessary to wait for subsequent validating personal experiences to bear out your initial intuition.

Bingo! You reach the point when you recognize those feelings of reservations about people you meet, trust the validity of your sixth sense, and save yourself from the frustration of waiting to eventually find out that you were right all along.

This enables you to concentrate your personal attention on the people who deserve it. If, instead, you violate your hunches and try to make relationships work with people who seem to lack integrity, you end up getting burned and wasting your personal energy.

Eventually, when you meet someone who strikes you as unreliable, you won't need to pause and make an entry in your "Hunch-Log." You'll simply say to yourself,

"I have a feeling this person is going to end up being a disappointment. When I've had that feeling with others in the past, it nearly always proves true in the end as my "Hunch-Log" has shown. So, this time I'll trust that my instincts are accurate, and choose to avoid doing business or otherwise getting involved with this person."

I recommend that you concentrate your Hunch-Log entries in three key areas:

1. **Step Back:** Make note of people who strike you as untrustworthy, dishonest, unreliable, or who possess some other trait that suggests you ought not to invest time and energy in developing a relationship. Watch for those "warning signs" that signal potential character flaws.
2. **Pursue It:** When your instincts tell you that a certain person has something special to offer, or is particularly interesting, invest some time and energy to get better acquainted. I'm not talking about romance potential; I mean people who could become friends, or people with whom you'd like to work, or hire, or sell to, or buy from (or heck, maybe even develop a romance with.)
3. **Take a Closer Look:** And now, the most challenging area: unsettled relationships. You know how you sometimes get an uneasy feeling about the current state of a personal relationship? Maybe you sense that a long-time customer may be feeling a little disappointed about some aspect of your service. Or, a neighbor doesn't smile and wave with quite the same genuine enthusiasm you're used to. Or, you may simply feel that something's not quite right in your relationship with a family member. *You're probably right!* The other person may be miffed about something you've done...that you don't even realize you've done. It may be a simple misunderstanding. You'll both be relieved to get your relationship tuned-up by getting these feelings out in the open. I believe that strong, positive relationships are the most valuable commodities we can accumulate in life.

So, here we go. The following pages are the “Hunch-Log” that I’m using, myself. At least once a week, take a few quiet minutes to review and update the conclusions you’re in the process of reaching. For each of the three situations noted above, I’m providing a single master page. Copy it as many times as you like. Three instances for each of the three situations should be enough to convince yourself that your intuition is worth trusting.

If I had thought of this long ago and proven to myself that my intuition is worth trusting, I wouldn’t have had that way-too-close-call when I crashed my plane on June 16, 1996. When I twice heard my “inner voice” saying, “Don’t land there!” I would have trusted it and diverted to another airfield without questioning the basis for the warning. Of course, it has turned out to be a blessing in disguise. Because of that experience, I ended up meeting you, and now I’m learning to help others trust their own gut-instincts.

Keep listening to and trusting your hunches....

**“Step Back” Hunch-Log** (Copy this page and track at least three instances.)

***Your Initial Hunch Date:***

Other person’s name:

What gives you the feeling that you ought to be “on guard” with this person? Was it a phrase, some body movement, a lack of eye contact, wavering voice, perspiration, hesitation... just what did you notice?

***Ongoing observations:***

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

***Conclusion:***

Date \_\_\_\_\_

Based on what you now know, was your initial hunch right or wrong?

## **“Pursue It” Hunch-Log**

(Copy this page and track at least three instances.)

### ***Your Initial Hunch Date:***

Other person's name:

What gives you the feeling that this person may be worth investing some energy in getting to know? Did the person say something that particularly caught your interest? Is it something about his/her demeanor, eye contact, smile, listening skills... just what did you notice?

### ***Ongoing observations:***

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

### ***Conclusion:***

Date \_\_\_\_\_

Based on what you now know, was your initial hunch right or wrong?

## **“Take a Closer Look” Hunch-Log**

(Copy this page and track at least three instances.)

***Your Initial Hunch Date:***

Other person's name:

What gives you the feeling that your relationship with this person needs some attention? Was there an offhand comment that you noticed? Has the frequency or nature of your communication changed recently? Did you notice the person look away or avoid contact with you? Just what did you become aware of that has tipped you off to a potential misunderstanding?

***Ongoing observations:***

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

Date \_\_\_\_\_

What did you notice that reinforced or invalidated your initial observation?

***Conclusion:***

Date \_\_\_\_\_

Based on what you now know, was your initial hunch right or wrong?