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With Your Host

Susi Hatley

Male Announcer: You're listening to *From Pain to Possibility* with Susi Hatley. You will hear Susi's best ideas on how to reduce or even eradicate your pain and learn how to listen to your body when it whispers so you don't have to hear it scream. And now here's your host, Susi Hatley.

Welcome and welcome back. We are in the middle of a miniseries on Safety in Selling where I've been speaking about connecting to the power of self-regulation, of how to build a calmer nervous system, how to have a calmer and steadier approach to the selling process. You've heard from a grad, Lory, as well as trainees, Nona and Karen. And have also heard a little bit of my take on how I support my trainees who might have imposter syndrome and how we can clear the pathway to trust and essentially building safety inside.

With this episode, I want to walk you through a short yoga nidra as a way of helping you come into a place of self-regulation and getting back into your body. And this is a slightly different nidra because it's really quite business focused.

There's an opportunity to set a sankalpa or an intention around your business. And when we get into the opposites, we are looking at thoughts or beliefs, emotions, what you feel about those as they relate to your business. So it's a place to be able to connect with some of what's going on inside and how that resonates, the frequency of that in your body and in your mind.

I'm really, really excited about sharing this with you and about really helping you do a real true practice on connecting into something that might be uncomfortable and watching your own self settle and down regulate. And I think what's a particular bonus about this is this is a recording I did with my certification group. So you're getting a real experience of this process. So I hope you enjoy it.

And if what you hear really resonates with you and you want to take it the next step and join me in Safety in Selling, then do check out the page where you can learn all about it at functionalsynergy.com/safe.

[From Pain to Possibility](#) with Susi Hatley

So settling into wherever you are at. And as you're sitting or laying down, tune into yourself and into your body, and then consider if you can be five to 10% more comfortable. And really do take this time to consider that. It is worth it, whether it's adding an extra bolster or a blanket or removing a blanket or adding an eye pillow.

And feel how the breath is moving through your body, feeling where it's open. Meaning where it's moving, either your belly, maybe your rib cage, maybe you feel the air moving through your nose.

And then consider an intention for yourself. And if you'd like to make it about your business, about building out a client base, then please do. It could be a goal. It could be the process. Coming up with a one-sentence statement that as you say it, you can feel the resonance in your body. The idea here is we're coming into this business and sales experience in an embodied space. And say that sentence to yourself three times.

And then feel your pelvis and your rib cage. Feel the movement of your abdomen with your inhale and your exhale. And from your pelvis, with your breath connected, moving from your pelvis down your legs to your knees, and from your knees into your ankles.

So you are feeling your legs, your knees, and your ankles while also feeling yourself breathe. And feeling the bottoms of your feet and the tops of your feet. Your big toes, second toes, third toes, fourth toes, pinky toes. So you can now feel your legs and your feet from hip to toes, feeling them heavy and warm.

And come back to your abdomen, noticing your breath again. And then connect to your shoulders, your upper arms, elbows, forearms, wrists. So you can feel from the shoulders to your wrists while also breathing. The back of your hands, the palms of your hands, your thumbs, index fingers, middle fingers, ring fingers, pinky fingers.

Feeling from the shoulders to your fingers as being heavy and warm. And connecting back into your body again, your breath. And then into your

neck. To the back of your head, the top of your head, the inside corner of your eyes, the flare of your nostrils. The upper lip, lower lip, the inside of your mouth, left and right sides of your mouth, the roof of your mouth, the floor of your mouth. Feeling your tongue, the tip of the tongue, the root of your tongue.

Feeling the whole of your head and face, inside of your mouth, your jaw, neck, torso, arms and legs, hands and feet. Feeling heavy and warm. Connecting with your breath, feeling the movement as you inhale and exhale. Feeling the inhale and the exhale. Watching the waves of the breath coming in and going out. Like you're a boat on water, the waves are taking you up and bringing you down.

Now consider for yourself a thought that you might have about your business or about engaging with clients, something that might feel a bit uncomfortable. And notice where you feel that thought resonating in your body. You might also feel an emotion connected to that thought. And if that exists, notice where that feeling is in your body.

So the thought and the emotion might resonate in the same place, or you might focus just on the thought or the emotion. But take a moment and notice the thought or emotion and where you feel it in your body. Notice the quality that you feel. Maybe it's tight. Maybe it's anxious. Maybe it's breathing shallow or butt clenching, whatever it is. And it could be any other words that I haven't mentioned. There might be colors associated with this particular feeling.

Next, think of the opposite, whether it's the opposite feeling or the opposite thought, and notice where that lives in your body. And spend some time with the opposite and where that lives in your body. Noticing the qualities of that, whether it is sensation or color or sound.

And notice as you go through this experience that you can feel these experiences in your body. You can be in them. And you can also witness them. And I'll guide you through this now.

So if you come back to the original thought or emotion and what it feels like in your body, be in that experience. And then also imagine yourself looking at the experience, witnessing the experience. And notice you can be in the experience, but also separate from the experience.

And then go to the opposite and do the same thing. Be in the experience and also be separate from the experience. We're not trying to change the experience. We're simply being with the experience, either in it or separate from it. And having this ability to go from one and then to the opposite and then back to the original. And notice if anything begins to shift or change as you do.

Take two more rounds of going back and forth. And then when you're ready, hold both at the same time, knowing you can't think your way into this. You need to feel your way into feeling both at the same time. And notice what arises as you do.

Allow for your original intention to bubble up now. Saying that intention three times to yourself, noticing now how that resonates in your body. Feel how that might live in real time as you go about your day, as you go about connecting with clients, connecting with people, and living your life. What's different? What's the same? What's elevated?

In a moment, we will bring this practice to a close, knowing that you can stay here for as long as you would like. When you're ready to move, slowly take a few breaths, maybe wiggling your toes or your fingers. Perhaps tuning into the sounds that are both within your body and outside of your body. You all have a really great rest of your day and we'll see you next time.