

# You Gotta Have Heart

Rely on intuition plus other signals in business and in life



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Have you ever known someone who really put their heart into what they did? Maybe they put their heart into a game, relationship, business or countless other activities. Have you personally ever put your heart into something? If so, then I'll bet you were successful with it.

It's a given reality that when a person doesn't have their heart involved in an effort, they are usually not successful.

What does it mean to do something whole-heartedly? To "put your heart into" something usually lends itself more

sends more powerful informational patterns throughout the body than any other organ and also provides a global synchronizing signal for the entire body. According to the Institute of HeartMath, "heart intelligence" guides us toward increased order and coherence of our body's systems.

When a person enters into the heart field of another person, there is an underlying subconscious communication between the two individuals; they exchange honest information. It has also been discovered that one person's brain waves can synchronize

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to lessons in persistence or dedication. But, though it might seem a sentimental cliché, a wholehearted effort might have real biological roots.

A heart is a pump, electromagnetic transmitter, hormone-producing gland and more. The heart is so strong that its magnetic field is approximately 500 times more powerful than that of the brain. That magnetic field has been detected as far as 8 to 12 feet from the body. The heart

to another person's heart. It appears that the heart's field is the main source of the intuitive thoughts and feelings we experience. When you meet someone with whom you instantly connect, it is due to the exchange of information between magnetic fields of the two hearts. Remember also, if the feeling doesn't seem right, the heart is alerting you to evaluate the situation thoroughly. The heart can be an effective measuring tool when considering ambitious business decisions.

There are many ways that your heart can offer significant benefits in both business and lifestyle. One way to realize those benefits is to achieve "heart coherence," which effectively releases stress while increasing mental clarity and creativity. In a state of coherence, your ability to make good business decisions is enhanced tremendously. A simple way to develop heart coherence is to intentionally think of and therefore feel positive emotions like love, gratitude, forgiveness, empathy, care, compassion, etc. Biofeedback tools and software can help you effectively develop and monitor heart coherence.

The Institute of HeartMath does research studies on the benefits of achieving heart coherence. One of its studies was a 16-week effort sponsored by seven police chiefs from seven agencies in Santa Clara County, California. The study involved an intervention group of 29 police officers and was tailored to address personal and work-related stressors faced by those individuals.

The key benefits experienced as a result from the Institute of HeartMath training were as follows:

- Increased awareness and self-management of stress reactions
- Greater confidence, balance and clarity under acute stress
- Quicker physiological and psychological recalibration following acute stress
- Improved work performance and better communication and cooperation within teams
- Reduced competition, feelings of distress, anger, sadness and fatigue, as well as reduced symptoms of sleeplessness and physical stress
- Increased peacefulness and vitality
- Improved listening and relationships with family

Both business and life can be even more wonderful if we allow our hearts to lead us on a path to less stress, better communication and happier relationships. As the Richard Adler/Jerry Ross hit from "Damn Yankees" says: "First, you gotta have heart." **KCB**

Rotating columnists are **Bob Bennett**, founder of Commworld of Kansas City; **Cheryl Womack**, chairperson and CEO of The Star Group and VCW Holdings; **James Daley**, dean of the Helzberg School of Management; **Clark Davis**, vice chairman of HOK (Hellmuth, Obata + Kassabaum); and **Bob Marcusse**, president and CEO of the Kansas City Area Development Council. Opinions expressed here are strictly those of the writer and are not endorsed by Anthem Publishing or its subsidiaries. To respond to this column, send comments to [mailbox@KCBCentral.com](mailto:mailbox@KCBCentral.com).