



LUCK CIRCLE

*Push through roadblocks.
Access new resources.*

We've all heard incredible tales of defining moments in people's careers, organizations, projects or lives where luck played a big part. It's easy to hear those stories and think, "I can't replicate that? They had a lucky break." But, it turns out there is some science to luck and you can actually train yourself to become lucky. A researcher in England, Richard Wiseman, studies the psychology of luck and has found that there are some activities that can make you luckier. The Luck Circle was built upon some of these activities.

This exercise was developed by **The Transformative Action Institute** and is based upon the scientific research of Stanford professor **Mark Granovetter**. He discovered that while people get most good things through people they know, their "lucky breaks" came from casual acquaintances and the people they didn't know very well.

This is similar to an exercise — **The Reciprocity Ring** — developed by **Wayne and Cheryl Baker**, sociologists from the University of Michigan. Wharton Professor, **Adam Grant** wrote about the concept in his book "Give and Take."

Baker estimated that there is an average of three solutions generated for every request. He added that when he works with corporate clients "the monetary values of benefits achieved typically exceeds \$150,000."

HOW THE EXERCISE WORKS

1. Divide into groups of up to 15 people — ideally including people you don't know very well.
2. Each of you will state a personal or professional goal that you have.
3. The other members of your group will suggest connections and resources that will help you achieve your goal.
4. You will write these down on the following page.
5. Follow up on these "lucky breaks" in the coming days and weeks.
6. Finally, do not forget to thank those who offered you these breaks.

