

Be Hear Now

There is a big difference between hearing – *simply receiving communication* – and truly listening, which is the *art of paying thoughtful attention with a mind toward understanding the complete message being delivered.*

Listening requires maintaining eye contact, watching the person's body language, asking for clarification, and listening for the unspoken message.

When you talk, you are only repeating what you already know. But if you listen, you may learn something new.

One way people fail to listen carefully is to be too concerned with being interesting themselves, rather than being interested in the person they're listening to.

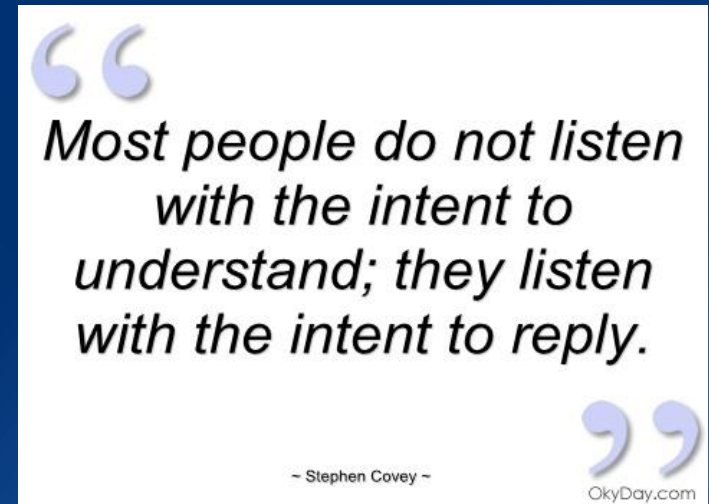
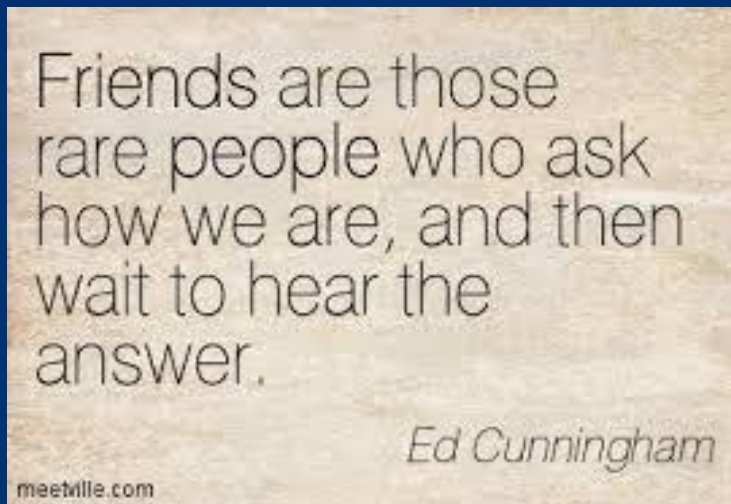
The best way to establish rapport with people is to win them over to your side is to be truly interested in them, to listen with the intention of really learning about them. When another feels you are truly interested in them, they will open up and share their feelings.

**LISTEN A HUNDRED
TIMES; PONDER A
THOUSAND TIMES;
SPEAK ONCE.**

“One of the most sincere forms of respect is actually listening to what another has to say.”

Be Hear Now

1. If we were meeting three years from today, what has to have happened during that 3-year period for you to feel happy about your **progress**?
2. What are the **biggest obstacles** you'll have to face and deal with in order to achieve that progress?



3. What are the **biggest opportunities** that you have that you would need to focus on and capture to achieve those things?
4. What **strengths** will you need to reinforce and maximize, and what **skills** and **resources** will you need to develop that you don't currently have in order to **capture those opportunities**.