

Effective Listening

Here are 5 helpful pointers for more effective listening:

1. Listening is loving. People that truly listen are so rare that they are a highly valued treasure.
2. Listen with your eyes. Most communication is non-verbal and you get more of the real message by paying attention to everything. Eye contact is a form of intimacy.
3. Listen in silence - don't interrupt! Give them the space needed to tell you what they need to tell you. And just because they stop speaking for a moment doesn't mean they are done talking. Patience is a virtue and a gift.
4. Listen intently. Let them know you are actually paying attention by giving verbal feedback and visual cues. This is especially important when you are on the phone and they can't see you.
5. Welcome the silence. The strength of character to be comfortable in silence is invaluable. Silence gives time for gather thoughts, let messages sink in, and space to strengthen relationships.

Most people talk way too much and say next to nothing. Special and successful people practice the lost art of listening.

