COACHING | PRESENTING | LISTENING

Listen With Your Heart

You want to be a better presenter.. listen with your heart.

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You want to be a better presenter.. listen with your heart. Now how can listening make you a better talker? That's the question I usually get after I make this comment. Let me see if I can get my point across, I hope I can do a good enough job to make this understandable.

We hear all the time, "speak from your heart" and you will be just fine. I agree 100% with that sage piece of advice. The one piece of advice that I know could change the world is, "listen with your heart"!

Imagine if you actually listened with your heart, what would that even look like, what would that feel like?

> **How is it even possible to listen with your heart? Well let me ask you this, Have you ever heard a story that touched you so deeply it made you cry, or it made you laugh? Well you were listening with your heart.**

So what do you do first? You begin the conversation with breathing, yes I said breathe. Remember that we are, for the most part, very stressed beings, and if we are stressed, we are already so tense, there is very little chance anything could ever "get into" our mind let alone our heart. So take a couple of deep breaths and let yourself be open to the conversation, no matter the content.

Next It would be good if you could focus. Now many of you hear that

word and you think I mean focus on the conversation, I'm really talking about focusing your eyes on your subject. Can you see them clearly? What are they wearing, how to they look, what would you guess is their feeling at the moment of the conversation? OMG This is SO MUCH WORK! No really, this is just what it takes to LISTEN!!! Smiles!

So now that you have, I hope, made the commitment to do these 2 simple steps before a conversation, I also want you to be aware of the new level of information that you hear, and an increased level of understanding you now have.

> **As you begin to do this more and more, you will find that you are better prepared for your day, and you will have a significant advantage over those around you.**

Life is about being part of things around you. Now you have the ability to not only be present physically, you can now also hear the world around you, and I know you will love it even more.

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