

Exploring new pathways



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intoAction

intoAction helps
Executives and
Entrepreneurs achieve
their desired results
through individual and
team coaching, as well
as through workshops
devoted to developing
leadership skills,
managing change
successfully, and
enhancing team
effectiveness.

The greatest compliment that was ever paid me was when one asked me what I thought, and attended to my answer – Henry David Thoreau *What gets in the way of your listening?*

Are you listening?

The majority of us believe that we are good listeners. How do we test this? We don't. We just know.

A good listener is able to repeat virtually verbatim what he/ she heard. No notes jotted down, no recordings... just the simple auditory process at work.

What prevents us from listening well? Sometimes we believe the speaker is taking too long. We are impatient to get to the punch line. Our ego also plays a role. We feel that we have the answer. We want to tell the speaker what we know, resolve the issue for them, and move to the next challenge. At other times, we do not listen well because we are distracted... Other thoughts get in the way. We allow our minds to wander and wander and wander. There is a visible pattern emerging here. Good listening is all about the speaker. Poor listening is all about the listener.

So why bother listening more

attentively? Believe it or not, active listening contributes to fostering an environment of trust. The listener is demonstrating a sense of real empathy by being attentive. This empathy helps the speaker feel important, valued, and appreciated.

How can you tell that the person you are speaking to is not listening? How do you convey that you are listening attentively to your speaker? What else do you hear besides the words that are being spoken when you listen deeply?

My invitation is:

- Pay close attention to your next conversation. Be an active listener.
- Quiet all the noise in your head, so this person truly has your undivided attention.
- Think of the next thing you are going to say only once the person has stopped speaking... even if this means an uncomfortable silence.

Top 8 reasons to partner up with a coach

1. You want to make yourself a priority.
2. You feel stuck.
3. You want to build on your strengths.
4. You want to reach your goals more effortlessly.
5. You need a neutral sounding board to bounce ideas off.
6. You are facing a stretch challenge.
7. You have an important decision to make.
8. You are ready to move to the next level.

Leaders making a difference in times of crises

An Executive VP of a consumer goods multinational, (GBP 5 billion in sales) indicated that the key to success during a crisis, is to ensure that there is a fine balance between the understanding of reality and the optimism necessary to remain focused on company growth. As a leader, he conveys continued trust and belief in his people, encouraging them to come up with their own solutions to the challenges at hand.

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