



TODAY I LISTEN
ACTIVELY.

DAY.23

"The art of listening is a key quality of great leaders."

Listening is truly an art. Usually, we don't listen to each other, most of the time we don't know how.

We say we want to understand, but we don't listen. We project our own fears, assumptions, interpretations and desires to others' words. **Every word we hear is a trigger** to our ears. Positive or negative.

We hear based on our belief system, and we respond accordingly. The art of listening is the art of **keeping the focus on the other, versus getting lost in our own mind**. It's about being patient and present. **Listen and Silent** are the same words, written in a different way. By staying present and silent the inner critic who judge us and others all the time,

we can reply not only to words but also to feelings and expectations. We can have a heart-to-heart conversation.

'The art of effective listening is the gateway to real, and clear communication.

By letting space for others to be fully heard we create the fundamental soil for great relationships, trust and honest feedback.

By listening actively we create deeper & true connections with the people around us.

Plus it boosts our confidence. If you want someone to fly, make them feel heard, valued & understood.

Lastly, the best insights a person can have is only when they draw their own conclusions, not when you say it to them. Leadership in that sense is the art of asking good questions & listening.

DAY.23

Phrase of the day: 'Today I listen actively'.

Write this phrase in your journal.

PRACTICE

This morning, instead of meditation, we invite you to listen to the **sounds of silence**. Stay in silence for 10 minutes. Just be. You will experience this as a challenging, yet the **best listening exercise**.

'Throughout your day invite you to listen actively during your conversations with others. Listen **as if you had to repeat with details to someone else, the tone of the voice, the feeling, and the words**. Make notes if necessary. The goal is to make the other person feel heard and understood.

You can also ask the person you are talking to ask one of the following:

- *"if I understand it correctly.... repeat what he/she said"*
- *him/her to repeat something if you didn't understand.*
- *"can you share an example?"*
- *"how does that situation make you feel?"*

Breathe. Keep eye contact.

Breathe before you reply.

Observe your mind.

Is it wondering when someone is talking to you?

What do you feel in your body when you are listening to someone's issues?

Optionally: Today we also invite you to call or meet someone that usually triggers you into conflict. Try to practice the above. **Pause, listen actively, observe** your body and sensations. Write in your journal any insight from this exercise.