



# Secrets To Being Happier

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## Getting Others to Listen

Do you sometimes feel like you might as well be talking to a wall instead of a real-live person? Would you love to have others stop and really listen when you talk?

The most important secret to getting others to listen is to become an effective listener yourself. So, instead of trying to get others to listen to you, start listening more to them and they will be much more likely to listen to you!

When you really listen and understand the other person's point of view, you will also be able to present your own ideas in the context of that understanding. To transform all your conversations and relationships:

1. Give your undivided attention to the other person. Put aside your own thoughts, feelings, preconceived notions, and mental "to do" lists.
2. Listen carefully to their words and tone of voice. Pay close attention to their facial expression and body language.
3. Shift your own focus by "putting yourself in the other's shoes." Imagine what they might be thinking and feeling.
4. Clarify what you have heard by responding, "Let me make sure I understand..." and then reflect back or paraphrase what the other has said.

Starting today and every day for the next week, in just one conversation with a client, coworker, employee, friend, or loved one, really listen with the intent to understand their point of view.

Stop and shift your focus by asking yourself, "What would I be feeling and thinking if I were in their shoes?" Listen carefully and then reflect back what you have heard. You will be amazed by the powerful impact of this little secret!

To get others to listen when you talk, increase your chances of getting what you want, and interact more successfully with others; the most important thing you can do is to listen to others with the intent to understand them.

*"If there is any one secret of success, it lies in the ability to get the other person's point of view and see things from that person's angle as well as from your own."*

Henry Ford