

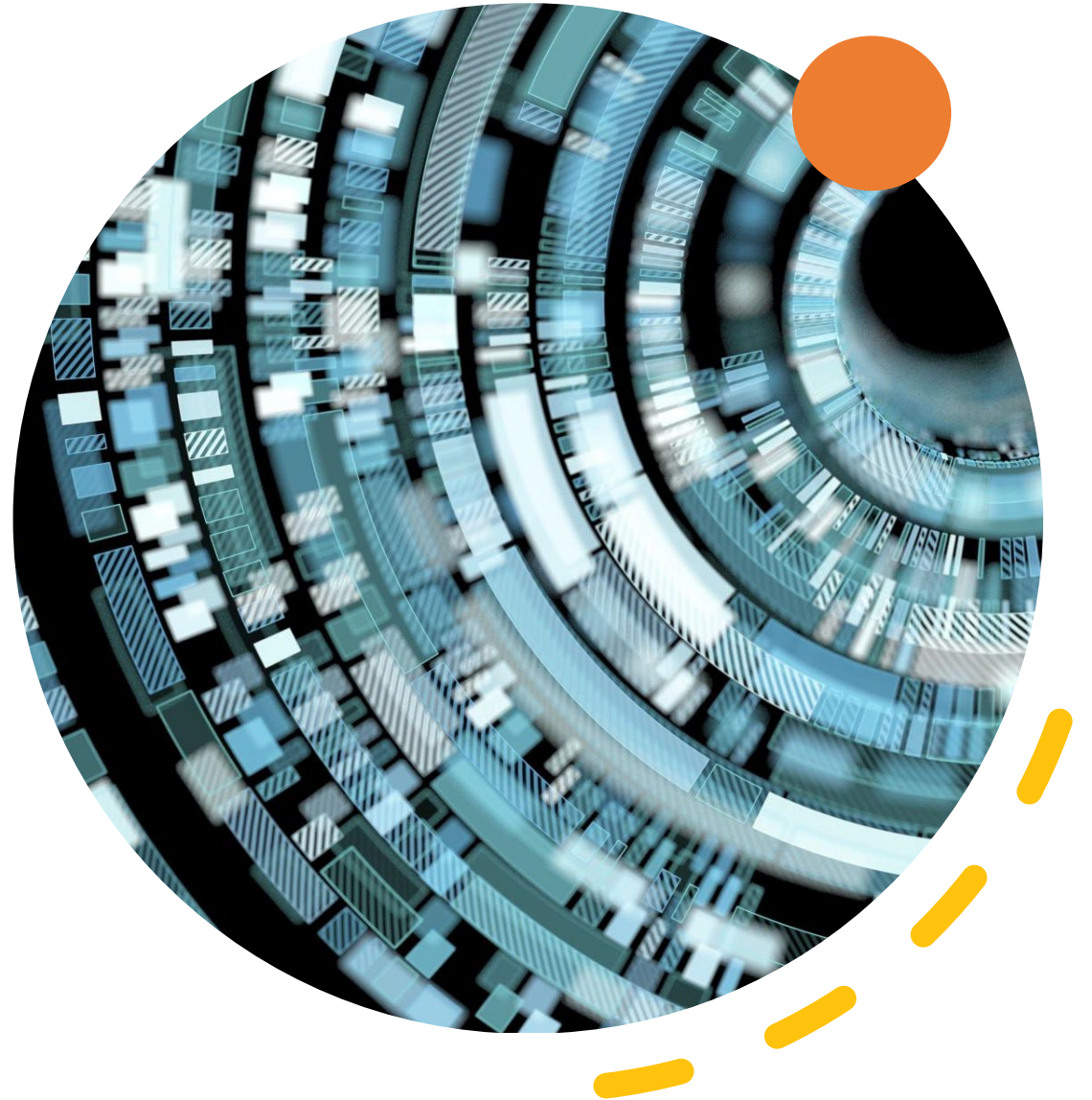
Deep Listening

The Key to Creating Connection



Barriers to Listening

- Our conditioned thinking brains
- Digital distractions
- The noise of the world





Unlock power and potential

Listening deeply has the power to:

- ✓ Inspire collaboration
- ✓ Inform understanding
- ✓ Unleash creative ideas
- ✓ Cultivate personal connection (aka relationships!)



4 Key Strategies

Create space for listening.

Create structure for listening.

Create a culture that values listening.

Create a discipline within yourself for listening.



Create Physical Space

Clear your PHYSICAL space:

→ Silence your phone and put it away

→ Get out from behind your desk/laptop/monitor

→ Sit up straight and take one deep conscious breath



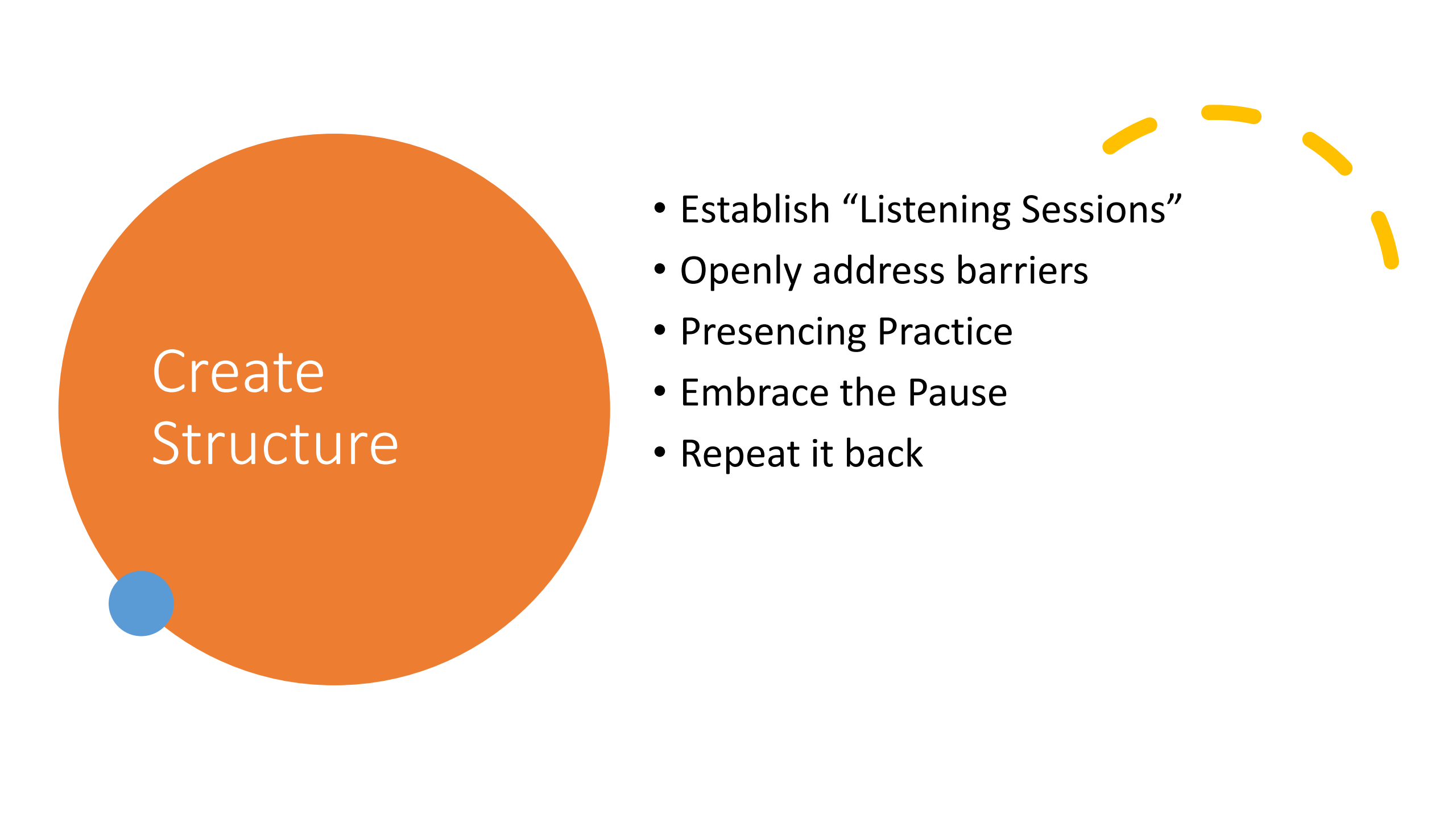
Create Mental Space

Clear your MENTAL space:

→ Set aside distracting thoughts

→ Acknowledge and set aside:

- ✘ Judgement
- ✘ Pre-conceived ideas
- ✘ Response



Create Structure

- Establish “Listening Sessions”
- Openly address barriers
- Presencing Practice
- Embrace the Pause
- Repeat it back




Embed in the Culture

- Codify it
- Practice loving accountability
- Leaders model the way
- Evaluate your progress



Personal discipline

- 
- Cultivate a quiet mind
 - Question what you think you know
 - Be curious





Let's practice!



SWOPE LIGHT

- TERI SWOPE
- TERI@SWOPELIGHT.COM
- (210)669-6305
- WWW.SWOPELIGHT.COM





SWOPE LIGHT

- TERI SWOPE
- TERI@SWOPELIGHT.COM
- (210)669-6305
- WWW.SWOPELIGHT.COM

