

CUSTOMER
VENTURE
TEAMWORK
TEAM
SUPPORT
STRATEGY
PROFIT
GOALS



What Are the 5 Keys for Being a Great Leader?

Engaging others in conversations improve your options, decisions and team effectiveness. These are critical to every leader's success. But, no one is born a natural leader. To develop from a good (or not-so-good) leader into a great leader requires one very important skill, listening.

Great leaders listen as if their results depend on it ... because they do!

- 1. Be Present in Every Conversation.** Stop the mental chatter and give your undivided attention to the speaker. Be silent while listening and allow the words to flow through you **without commentary**. This practice takes time to develop; yet, is critical to building great team results. You'll be surprised by what you learn too.
- 2. Hear What IS Actually Said.** This is critical to getting everyone on the same page. Allow the speaker to use his/her own words when explaining a situation. Avoid the need to fix their communication style. If you don't understand them, ask them to: show you, explain using different words, ask questions, and/or draw a pic or graph. *The key to being a successful leader is learning what you need to know, not what you want to hear.*
- 3. Hear What IS NOT Being Said.** When you are truly listening, you will hear at a deeper level and realize there are things not being said. Instead of relying on your intuition or gut to fill in the blanks, ask questions designed to deep dive into what the other person is not saying. *When done effectively, you will discover "the gold" they didn't know they possessed. The mark of a great leader is the ability to generate solutions through the power of your listening!*
- 4. Pay Attention to Non-Verbal Cues.** Over 80% of communication is expressed non-verbally. You WILL miss important information and insights when distracted by your electronics or own thoughts. *Great leaders give full attention to all of it! It's why great leaders are considered great listeners!*
- 5. Be Open to Learning.** Listening is the most powerful leadership tool you need for learning. When you are open to listening, you reduce the need for lengthy debates and conflicts. You will hear the nuances that people are expressing and you can respond in a real way that facilitates positive change. Conversations and meetings will end with better and faster results. *Listening facilitates innovation and solutions often overlooked.*

True listening is a powerful skill that you must learn to become a great leader. Remember, listening is a skill that takes diligent practice to master. If you're having trouble, work with a coach to unleash the power of listening.

©Jeannette Seibly, 2020

Jeannette Seibly is an award-winning advocate for creating leaders and results. For the past 27 years, she has guided leaders and teams to excel. Are you ready for an unprecedented 2020?

*Jeannette today for straight talk with dynamic results.
jlseibly@gmail.com*