

What's Holding You Back?
Lesson 4: Are you Listening?
August 22, 2005

Chicago Event Mannaquest: Make plans to attend if you are doing the business...and get some new associates to go with you! September 9-10
Glycomics Conference at the Woodlands, Texas October 8-9

Week 4 of: "When Good Intentions Run Smack into Reality" by Brian Klemmer

1. God gave us 2 ears and 1 mouth...ever wonder why?
 - A. Most important part of any communication is listening
Do you just hear or truly listen?
 - B. Our typical basic teaching in early years:
Listen through two filters:
 - 1) I agree
 - 2) I disagreeThus, always about judging. Either way, if this is truly how you listen, are you open to learn anything? NO. It is all about whether it fits in your own pre-existing paradigms so you never really listen.
Insanity definition: Keep doing what you have always been doing and expect different results. This is one change that will totally change your results...blank slate listening.

2. What does it mean to be a great listener?
 - A. First let's test our listening skills: 4 tests so look at the attachment:
Are you just hearing or listening?
 - B. Two steps to effective listening (which will help you break those bad listening habits):
 - 1) "Being With"
Means: You are present to your own experiences and to the experience of the other person. Your mental, physical, emotional and spiritual nature are present in the same spot at the same time. You are totally focused on the other person.
 - a) Did you ever hear "never buy a car made on Monday or Friday?"
 - b) If you return from work on a weekday totally "wasted", you are physically present but where are you

emotionally and mentally?

c) Stay out of judgment...reflect on what the other person is saying, feeling, thinking...

If you are truly “Be With” what will you do after the person stops talking (because it will be impossible for you to interrupt)?

2) Being “Grounded”

Means: You are clear about your purpose

You have removed all obstacles

3. Effective listening needs to occur at three levels

A. The conscious level: includes conscious mind, head, 5 senses, logic and reasoning

1) language barriers can exist whether cultural like French versus English; or age like slang that our kids use. Distance can also be a barrier.

B. Subconscious level: subconscious mind, heart, emotions, memory bank, beliefs, intuition

1) Within one person we communicate between conscious and subconscious. If my subconscious is telling us “I’ve done something wrong and should feel guilty” but my conscious does not want to admit it, I set up a barrier. And if I leave that barrier up long enough, this is what can cause people to:

a) be out of touch with their emotions

b) commit heinous crimes (they become numb to right and wrong)

c) select causes that do not reflect your values

C. Spiritual Level: conscious line of communication between God and our subconscious mind. Sometimes we look at it as our “conscience” speaking to us.

1) If we do not believe in this third level or a spiritual beingness that is surely greater than any of us, it does not stop this third level of beingness from communicating to us, just us from listening.

Note: There are no barriers between 2 people at the subconscious level: we can share love, pain, joy between each other without talking.

HOWEVER, it is our own barriers we set up between our conscious and subconscious that tend to stop us from listening at the

- subconscious level.
4. **GOAL:** Imagine if you could communicate between people at the subconscious level, knowing what they are feeling, and sharing in those emotions? Knowing truth from no truth, etc. This would absolutely improve your relationship with spouse, children, and make you the most incredible networker. You would empower yourself to be of greater service to more people. And, that is the name of the game...**BEING OF SERVICE.**

So: Step 1: Remove the barriers by beginning to purposefully listen to your subconscious. Be honest with yourself, deal with your past issues, open new relationships with the people in your life.