

LISTEN & TALK

**We can all talk, and we can all listen.
God gave us two ears and one mouth. What does that tell you?**

It is hard to learn when we are talking. If you don't listen you won't understand the other person or be able to build a meaningful relationship with them.

I was sitting with two men and one was buying a house from the other. There was work to be done, and the owner, who was also a contractor, said it would be about \$10,000 to finish the work. They both agreed and the deal was done.

Me, I knew that the buyer thought the \$10,000 to finish the job was included in the agreed price, and the contractor thought he was getting the purchase price plus \$10,000 to finish the house. Finally, I stopped them both and asked if the \$10,000 was included in the purchase price or in addition to. Well, both answered, and both were surprised at the other's answer. Neither had listened to the other one. As a third party listening, it was easy to see there was no meeting of the minds.

First, use your two ears to listen, to learn, and to find out about the other person. Listening is the start of a relationship. Listen fully and not with your mind creating your response, your defense, or your solution, to what they are talking about. Just listen.

We all get a chance to talk, and when your time comes, do talk and express yourself. Know that the words you use are a small part of your communication with another person. It is the look, the attitude, and the vibration you present that says far more than the actual words. People will remember the feeling and the emotion long after they forget the words spoken. Be aware that the words are a very small part of your talking.

Talk and listen to yourself. As you talk and explain something, you actually learn it, sometimes for the first time. When you listen to yourself speak you are listening to your position, your judgment, and your feelings. It can be

frightening and enlightening. It is possible you will change your mind and alter your opinion after speaking.

The greatest compliment you can pay another is to listen intently to what they have to say. It is also a gift to yourself in that you can learn and grow while listening as well as making a friend.

Listen twice as much as you talk. Listen intently not only to what is said but also to what is not said.