

Communication: Mind the Gap

A PRACTICE IN HOW TO BE PRESENT

We Think 7x Faster Than We Speak

We speak at approximately 115 words-per-minute, but think at approximately 825 words-per-minute. Where are you in that 710 gap between thoughts and actions when communicating?

That gap impacts your ability to be present; influential; effective; calm; and balanced. If you're not mentally present, then you're not paying attention to either your own style and the impact that you're having; or noticing the style of your listener/receiver, and if you're effectively communicating in a manner that gets them to hear you. You can notice when someone isn't paying attention to you, regardless of them being on the phone, in a meeting, conducting a presentation, or talking one-on-one. **80% of communication is non-verbal.**



BEING PRESENT

In Washington, D.C. one of the world's most famous violinist, **Joshua Bell** who had sold out performances at \$1,000 per ticket just three days prior, was playing a \$3.5 million violin in the subway for 45 minutes. Over 1,100 people passed and never stopped or noticed. Is that you? How much are you present in the moment? Do you notice what's happening around you, or question your perceptions? Your physical body might be living in the present moment, but your "monkey mind" and emotional well-being might not. Depending on your personality type, it's easier and more predictable for some than others.

OBSERVE/NOTICE

The next time you're communicating, try this experiment to observe yourself and how much you are being present. When you're listening, where does your mind go? Challenge yourself to be present before your mind wanders. When you're speaking, how much can your listener actually hear or remember? They may be drifting just like you.

PRACTICE

To be more engaging and influential; practice being present. "**Mind-The-Gap**" by clearing your head. This can be done by first taking a deep breath, feeling it in your whole body. Then, practice active listening, such as repeating back what you heard, using the same words as the speaker. If you're the speaker, try to adapt your words and message to meet the style or needs of the listener.

LEARN

Being present will significantly impact your ability to listen, lead, perform and be influential. Your personality type/style impacts your communication and leadership. You can be more targeted and influential when you recognize your own style AND have the ability of adapting to the styles of others. There are several classes and tools available to understand your personality type, or communication style to achieve it. It's a daily practice.