

Fearless Speaking Video #4 – Listening

Welcome back to my Fearless Speaking video series. Today, I'll be talking about the fourth secret, which is Listening. But before I do that I'd like to review the three others that I've talked about in my previous videos.

The first secret that I shared with you is about learning how to be comfortable in absolute complete silence. You know that silent still point, the center of you, where there isn't any pressure to speak, where it's just pure calm silence.

The second secret that I shared with you was about presence. You know that getting distracted by the past where you might have had some kind of failure or a trauma and anticipating some horrible event embarrassing you in the future is what creates fear. It's when you can stay in the here and now, in the moment that you are powerful.

The third secret was about eyes, keeping your eyes available. Available eyes means that you softly gaze out at your listeners and you open yourself, you open your eyes, so that people can look directly at you. There is a soft opening, a gentle way of being available with your eyes, not being afraid of what most people call eye contact. Eye to eye presence is what I call it.

So today is about listening. We're talking about you as a speaker, as a person in front of the room being the biggest listener. Just because people are in their seats doesn't mean they're listening to you. So the secret here is how to engage with a listener, so that the listener pays attention to you. It's about paying attention to the listener! It's that simple. It begins by gazing out softly.

This is how all the other secrets begin to play a part here. Noticing your listener, noticing one listener at a time, they begin to feel that you are really with them, you are including them. Rather than just speaking at them and your words coming from a script, it's more that there's a relationship going on here, like when you speak one-to-one with an individual. Aren't you also always listening at the same time you're speaking, you're noticing if the person that you're with is listening to you?

That's what I'm suggesting here, that in a group situation with an audience you listen one person at a time. You pay attention in a way that wakes up, perhaps you might say, wakes up the listener to listen to you.

The other way in which I think it helps with dissolving fear is that you're putting attention not on yourself and what you have to say, but you are putting attention on the listener and how is the listener receiving your words and you're noticing if the listener is open. So if the listener is open then the speaking goes into more of a listening that's present.

This is the cycle I would say that is best. Listen to the listener and that allows you to then speak into the listening. Listening is much more important than you paying attention to what it is you have to say. It's not all about what you have to say.

This is the secret...listen to those who are listening to you.

Tomorrow I'll be sharing one of my favorite secrets and it's about Positivity. You need to learn how to look at your audience and with each person find something you like about them. I'll talk more about it tomorrow.