

## Active Listening: 4 Elements to Boost Your Business!

### EARS

*"Listening is loving" – François Lelord*

**The first component of listening is "ears".** This is the most obvious aspect of hearing, but it's the least important part of active listening.

Many years ago I learned an amazing lesson about **active listening**. At the time I was in a month-long training program. Each day was a full day of lectures and lessons. One day a lecturer shared with us that researchers measured heart rate, perspiration, respiration and other biometrics of people digging a ditch. They also measured the same biometrics for people engaged in active listening.

This is astonishing! They found active listening has a similar effect on our bodies as digging a ditch!  
**When we actively listen heart rate, respiration, and perspiration increases.**

That's why we feel "wiped out" after a day of meetings, or a day at a conference; A day of active listening **feels** as if we have been digging a ditch for eight hours.

**When you listen with more than your ears that's "Active listening".**

Active listening is hard, and takes effort. The Chinese symbol for "listen", "Ting", reminds us that there is more to active listening than simply lending an ear.

Listening with your ears is **the most basic aspect of listening**. I would say this is the most common form of listening, especially in America. But I want to challenge you: **Stop "hearing", and start "listening".**

**When you "listen with your ears" you are only hearing.**

*"Have you ever noticed how the most intriguing individual in the room seems content to listen sooner than speak?" - Richelle E. Goodrich*

In the next video let's look at some ways you can improve your active listening skills at work. And in the following lessons we will look at the other 3 components of active listening, as well as the incredible transformational impact active listening can have in your workplace.

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