

Ears to Hear

The L/T ratio is a critical marker for the success of a leader.

If we listen more than we talk, we hear a road map about how to lead the teammate with love. One chat does not fit all.

Every member of our team talks about a project or work in different ways while sending unique signals. Love leaders listen for the line between the lines.

The question in my mind should be “What do I need to hear from this person?” The weaker question is “What do I need to say?”

Plan questions prior to planning statements.

Think of it as “download before upload.” We can’t give away something we don’t have. Listening provides access to things that are important to the teams we lead.

In addition, active listening creates the feeling that “he heard me.” Everyone I’ve ever led had a need to be heard.

My notebook is a good barometer to measure the results of meetings. When I see a page with a person’s name on it and I have no notes, I can easily determine that I talked more than I listened. My notebook needs to be filled with notes about what I heard in every meeting.

Progress is initiated through the ears.