

IDEASheet Week 35

Speaking 5-1

Delivery Matters

How we speak to others isn't just about JUST words. We have all heard about the non-verbal language being up to 80% of what we "hear".

There are some words that matter more than others, some clues on this are:

If someone is using the word "see" that means they are very visual.

If they use the word "hear" that means they are very auditory.

If they use "think" that means they process their world deliberately. Usually these people also speak a bit slower than visual people, also.

As you prepare to DELIVER your messages this week, ask these questions to get started. THE 3 BIG questions:

1. What words is your “listener” using? _____

(think, feel, see, believe, hear?)

2. What posture do they assume? _____

(leaning back, leaning forward, legs crossed, arms crossed?)

3. What tone and speed do they have in their voice?

(slow, fast, excited, mellow?)



These are the three big questions you need to deliver a message that MATTERS. Those are the three questions you need to know to really SPEAK well. You need to alter your DELIVERY for EACH moment.

Take Action NOW! Use these techniques and see what happens!

It's that simple.

Visit www.mymostlife.com for more OR

LIKE us on Facebook/MyMostLife

Tweet us your successes @YourMostLife