



Deep listening can be one of the most challenging sacred arts to master. *Yet the rewards are many.* When we are fully present to another, we're able to connect in a very profound way. By giving our undivided attention, we're honoring someone soul-to-soul. And by being fully present, we're also reducing the likelihood of misunderstandings and conflict. So as we listen mindfully, we are cultivating harmony in our relationships.

True listening means listening without an agenda, or waiting for your turn to respond, or saying, "let me take this call, and I'll call you right back".

Consider how you feel when you're interrupted, talked over, or dismissed. It can leave you feeling unheard and frustrated. This happens all too frequently in our fast-paced culture, doesn't it? Although we don't intend to dishonor someone with distracted listening... in the realm of multi-tasking and TO DO lists, well... *it's easy to forget what's truly important.*

But with conscious intention, and a bit of effort, we can strengthen our connections with others, and transform our relationships with deep, nurturing listening practices. And the better we become at being fully present for another, the more we feel heard, connected, and loved! For the soul desires meaningful relationships, with the Self, as well as others. And we can't have meaningful relationships if we don't feel heard, or if we're not listening to the other person in the relationship. For everyone wants to feel recognized and valued. *So listening fully and intently is one of the most precious gifts you can give yourself and others!*

Please don't be self-critical if you're a work in progress, *for we all are!* And as we become more aware of what we truly want to expand in your experience, the more we're able to nurture what's truly important, and *let the rest go!*

So, are you ready to assess your listening habits? If so, just circle the number next to each question in the assessment you'll find on the following page. Choose the response that most closely reflects your typical actions, and then tally your score and read the perspectives and suggestions in the *Interpreting Your Results* Table.

You're the only person who'll see the results, unless you want to share it with someone. So, the more candid you can be, *the more you'll benefit.* And because these questions are designed to give you insights into better listening practices, you'll quickly recognize what you can do immediately to enrich your current relationships. As with every new skill you choose to master, awareness comes first. Then you can decide which areas you want to improve.

And as you practice deep, fully present listening, you'll discover the treasure of connecting with others Soul-to-Soul!

Enjoy your journey!

A handwritten signature in cursive script that reads "Laura".

Laura Cardone
President Profits with Purpose, Inc
Author of *The Daily Discovery Series*

As a Listener, I:

	Almost Never	Rarely	Sometimes	Very Often	Almost Always
1. Maintain comfortable eye contact with the speaker.	1	2	3	4	5
2. Allow others to finish without interrupting.	1	2	3	4	5
3. Smile or acknowledge funny remarks.	1	2	3	4	5
4. Keep information shared in confidence.	1	2	3	4	5
5. Ask relevant questions to clarify as needed.	1	2	3	4	5
6. Strive to listen with an open mind, free of personal biases.	1	2	3	4	5
7. Repeat, or paraphrase comments to ensure understanding.	1	2	3	4	5
8. Respect others' ideas equally, regardless of business, social or economic status.	1	2	3	4	5
9. Am unhurried and patient during conversations.	1	2	3	4	5
10. Focus on the message, rather than grammar, vocabulary or appearance.	1	2	3	4	5
11. Feel comfortable using nonverbal responses, such as facial expressions and nodding.	1	2	3	4	5
12. Try to understand others' concerns and feelings by placing myself in their position.	1	2	3	4	5
13. Think about the subject before responding.	1	2	3	4	5
14. Give my full attention while listening; I'm not thinking about other things while conversing.	1	2	3	4	5
15. Avoid emotion-packed trigger words or phrases.	1	2	3	4	5
16. Prepare for communication when more information is needed.	1	2	3	4	5
17. Minimize interruptions, such as call waiting, and other distractions.	1	2	3	4	5
18. Take notes when appropriate.	1	2	3	4	5
19. Encourage others to share their views.	1	2	3	4	5
20. Have a regular practice of asking for and Receiving my own Higher Guidance.	1	2	3	4	5

Total points in each column: _____

TOTAL all columns: _____

Interpreting Your Results:

<i>Points:</i>	<i>Indicates:</i>
90-100	<p>You are a mindful and nurturing listener! As a result, you may have noticed that people naturally gravitate toward you and feel comfortable confiding in you. You feel a deep connection with those around you. Yet in your eagerness to help and listen to others, remember to honor your desire to be heard as well. As you open yourself up to inspiration and support from a Higher Source or others, you will grow in receptivity, and gift those you love, with an opportunity to help you as well.</p>
75 -89	<p>You have many good listening skills! Yet you may experience some conflict and stress in your relationships. If so, that may be an indication that you're allowing "busyness" to keep you from connecting with others in a meaningful way. It may help to remember that <i>the purpose of life is joy</i>. And one of the most readily available sources of joy is in our relationships. If you tend to be very task-oriented, it may help to reframe your habits, by considering the impact of unfocused listening. Every minute invested fully listening, pays you back many times over, and in ways that go beyond the bottom line! In addition to improved relationships, you'll also save the stress and time needed later to mend undue conflicts and mistakes, that often begin with distracted listening.</p>
55 -69	<p>You probably have many good listening habits, and may be scoring yourself more harshly than others might. Yet you'll know where you can improve, based on how others react to you, and what you truly want to expand in your experience. So avoid getting too attached to the score. Instead focus on how you'd like your relationships to feel and unfold. Knowing how you'd like to be heard or treated will allow you to focus constructively on what you want to improve in your relationships. And by cultivating the deep listening practices outlined in the assessment questions, you will naturally begin to attract others who share the same desire to truly hear and be heard. You may also find it useful to read the suggestions outlined above. <i>Whatever you choose to improve, you have the ability to do so!</i></p>
Below 55	<p>Don't get discouraged. This assessment can be a great first step toward deep, nurturing listening. Focusing on what you want to improve in your experience, will help you develop more fulfilling relationships. And when we strengthen our ability to hear and be heard, stress and conflict naturally diminish in our experience. You may find it helpful to review the comments above and to review the assessment questions. Choose one or two practices to cultivate and focus on enhancing those. When you notice improvement in those areas, choose another empowering listening habit, and so on. You may also want to study the topic further by finding well-reviewed books and programs using Amazon, or your preferred retailer or search engine. <i>Remember, anything you envision and focus upon, you can accomplish!</i></p>