

**LISTENING**

IS BETTER THAN

**TALKING**

[THEKINDLEADER.NET](http://THEKINDLEADER.NET)

# LISTENING

IS BETTER BECAUSE...

- IT SHOWS THE PERSON YOU VALUE THEM
- IT GIVES THEM SPACE TO THINK
- IT LETS THEM PROCESS
- IT BUILDS THE RELATIONSHIP BETWEEN YOU

# TALKING

IS WORSE BECAUSE...

- IT'S ABOUT YOUR EGO - IT'S ABOUT YOU
- IT TAKES THE SPACE AWAY FROM THEM
- IT IMPLIES YOU'RE SMARTER THAN THEM
- IT KEEPS THE DISTANCE BETWEEN YOU

SO - TO BE A  
KIND LEADER  
REMEMBER

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IS BETTER THAN

TALKING

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## Listening is Better Than Talking - from [The Kind Leader](#)

Kindness is about how you are in relationships. Leadership is mostly about the relationships you build with people. When you listen, you are more appealing to those on the other side of the conversation. It might not seem like it, and it is true.

The best leaders listen more, say less. They are there for the person before them and focus on what they have to say, rather than themselves being the centre of attention.

The Kind Leader realises that to be their best, they have to enable all of their people to be their best and that comes from the strong, trusting relationships they create. Kindness is about understanding and valuing the other person.

*“Seek first to understand. Then to be understood.”*

Stephen Covey

When we speak too much it's our insecurities speaking and this gets in the way of valuing others. Talking too much is about ego and the neediness to be heard; to be the centre of attention; to be the 'boss'.

Kind Leaders give their people the space to be heard and they make every effort to understand them, helping them feel heard, valued, and builds their confidence and self-belief.

It takes practice, and an element of trusting the process. When you do, you will create constructive, creative and collaborative partnerships with every one of those you invest the time to listen to.

The Kind Leader way.

### 5 Steps to Listening More

1. Notice how much you do the talking when in conversation
2. Watch for moments you speak over someone else
3. Ask open questions (Who, What, When, Where, How) and see what happens
4. In silences, let them speak first
5. Catch yourself listening more

**How will you listen more often?**



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