Communicating Intentionally

Day in and day out, our clients communicate with others unaware of the ways in which they unintentionally sabotage themselves. By sending messages that do not support their personal power in projecting who they want to be or how they want to be perceived, they squander their ability to impact others and achieve their desired results. Their businesses likely will also suffer as a result. Whenever they come across in any way other than the way they intend, they minimize their effectiveness because of a lack of attention to their communication. This might take the form of interrupting, not staying present to the person to whom they are speaking or not maintaining eye contact as they speak. It can involve what they say, how they say it and the energy they project as they do so. We can dramatically support our clients to alter how they are perceived in the world by assisting them in becoming more aware of themselves in relation to their communication with others. Their effectiveness will skyrocket by consciously acting deliberately and communicating intentionally as much of the time as possible. The ability to be aware of who they are being and what they are doing and communicating in each moment will translate into being responsible for who they are for others. The key to having the ability to communicate powerfully is to encourage them follow their hearts in answering the question, "Is this communication a reflection of the person I have decided to be? Everything about your clients from their attitudes, ethics and body language to their habits, energy and communication speak of who they are in the world.

Here are some exercises to support your clients to communicate more intentionally

1) Request that each of your clients put themselves in research to determine if they are coming across to others in the way they intend.
2) Suggest that they request regular feedback from others about their communication. Have them get feedback about what works about their communication and what is missing that if put into place would support them in being more effective.
3) After each conversation they have, invite them to rate themselves on a scale from 1(ineffective) to 10 (powerful) as they answer the following questions:
   Did I communicate effectively?
   Did I speak from the perspective of being the person I choose to be?
   Did I contribute something of value to the other person?
   Do I have an appreciation of what it's like in the other person's world?
   Was I authentic and charismatic or was my energy false, phony or a turn off?
4) Challenge them to consider what areas they could further develop to be more effective in their communication.