Teach Your Clients to Train Themselves to Listen for a Breakthrough

One of the greatest reasons why people have only small, incremental levels of growth is because their listening prevents them from having an insight or a breakthrough in their thinking. The reason for this is often because we typically listen to others from the perspective of whether we agree or disagree with what is being said. This limitation in our listening causes us to remain firmly rooted in our standard thinking process. When we listen to someone from the perspective of either agreeing or disagreeing with them, little can show up for us which is outside of this box. The reason for this is if we agree with what is said, we probably knew it or it made sense to us anyway. If we disagree with what is said, it shows up for us as having very little value. What we do with such information is usually discard it.

Listening from this perspective has a great psychological reward for us. It makes us right. And we are ADDICTED to being right. As a result we continue to listen to others from this perspective of either agreeing with them or disagreeing with them, all the while shutting off all possibilities outside of this box.

Breakthroughs in our clients’ development will only come when they train themselves to begin to explore the realm of listening for new insights that they were previously unaware even existed. This realm represents the lion’s share of what is possible for them to explore in terms of possibilities around their development and expansion. In contrast, the realms of what they know and what they don’t know are tiny in size by comparison. These two realms perfectly correspond with their listening to agree or disagree with what is said.

Your clients’ willingness to gain access to the third and vastly larger realm of possibilities they were previously blind to because they did not know such possibilities even existed will result in first recognizing when they are listening as to whether they agree or disagree with what is being said and second their deciding to remain open to listening for an insight into something they don’t already know or don’t know and therefore agree or disagree with.

In order to take on this new and generated listening your clients must be more willing to listen for any expanded possibilities that might appear as opposed to listening to be right. This will require that they develop the ability to recognize when they are listening to feed their addiction to be right by agreeing or disagreeing with what is said. Recognizing it and choosing to listen for new possibilities will often result in a new and uncharted terrain being discovered that they did not fully realize even existed before.

There are three realms of knowledge. They include:
1. Things you know about
2. Things you don’t know about
3. Possibilities you did not realize even existed and so you were unaware of any potential insights around them.
Here are some exercises to assist your coaching clients in listening for a breakthrough…

1) Request that they decide to take on generating a listening for new possibilities in all of their conversations.
2) Challenge them to catch themselves throughout the day when they are listening to agree or disagree with others.
3) Request that they record their observations in their journal daily.