



Corley Hanson Associates Newsletter

Making Your Business a Team Sport!

August 2008

Greetings!

You may have thought that Corley Hanson Associates went on a sabbatical! Our summer has been filled with business and personal adventures. Moving our home and office to a beach house in Southern Rhode Island has created a lot of company. It's all good.

Just to get back into the swing-this short newsletter will show you we are alive and kicking! We include a link to a new write-up about our coaching which gives you a framework for what we do.

We have been busy with retreats and strategic planning off sites that help companies get on the same page. We hope you have had a wonderful summer and the opportunity to sit back.

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Listening Exercise from Radical Collaboration

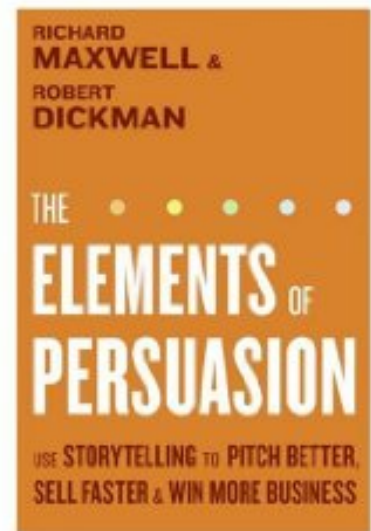
We continue to see the huge impact that listening has on our work and personal life.

The book, *Radical Collaboration*, gave some great suggestions that can be used at work or at the Labor Day weekend Bar-B-Que.

Using a scale of 1 to 10 (excellent listening) rate yourself on how well you listen in the following relationships. Then, for each relationship that applies, answer the following question. "What consequences might there be if I listened more carefully and sincerely in the relationship?"



Book Review: The Elements of Persuasion



by Dan Roam

In the Elements of Persuasion, Maxwell and Dickman show you the value of how to tell stories in the most effective and powerful way. The authors use their experiences (stories) to illustrate how any executive, industry or business can benefit from the power of a well-told story. The authors share how to create a perfect story with a simple formula:

- Passion to make your listeners care about the outcome
- A hero to drive the action (the point of view)
- An Antagonist to challenge the hero (this can be an obstacle, challenge, circumstances)
- A moment of Awareness

Consequence of Better Listening - Rating

My boss _____

My peers _____

Those who work for me _____

My customers _____

My suppliers _____

My mate _____

My children _____

(For those interested in real feedback-ask these groups of people to rate you!)

Here are twelve keys to effective listening:

1. Hear what the speaker has to say before preparing your response
2. Continually summarize and feedback what you hear for understanding
3. Pay attention to the person as well as the words
4. Ask questions judiciously
5. Don't multitask or pretend to listen
6. Avoid "mind reading." (Assuming you know what they are saying)
7. Beware of prematurely judging the speaker's message through tone of voice or body language that implies "You are wrong."
8. Avoid topping or doing the speaker one better
9. Be comfortable with silence
10. Give advice judiciously
11. Acknowledge uncomfortable or difficult emotions
12. Acknowledge when a conversation is going off track

Warrior for the Company

by Will Corley

Great Leaders take the Mantel!

Great Leaders develop others

Take the Sword

Warriors for the company

For you and me

See where people are best placed

Believe

Great leaders develop themselves first

Foremost

where the hero realizes how to overcome his or her obstacles

- Transformation wherein the hero accomplishes his or her desired goal

This book is easy to digest and provides a formula, if practiced, can make a big difference in ones ability to influence others.

[To order this book](#)

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Join our mailing list!

To become warriors in the twilight

It is in the nourishing and providing a path

Individuals and the business can grow

Where both will benefit

It is why you will succeed

In the face

of setbacks

This is where you hold the mantel

As the warrior for the company.

Corley Hanson Associates Coaching

Getting a partner in your business such as a Coach can really move you ahead and provide feedback on blind spots which may be getting in your way. If you want to leverage your performance and what you do best, please give us a call.

[We've attached our Framework for those who want to learn more.](#)

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