

- Set the Mood: Turn off the TV, put your phone away, etc.
- Be Fully Present: Put aside your agenda and give your full attention.
- Watch Your Body Language: Make sure your non-verbals are non-confrtonational.
- What's Not Being Said: Observe their non-verbals to get the whole message.
- O5 Don't Interrupt Them: Nobody likes that.
- Don't Give Advice or Rush To Fix: If they need either of these, they will ask. Just listen.
- Reflect What You Hear With Empathy: This shows them you're getting the right message.