

You're The One Newsletter

REGAIN THE LOST ART OF CONVERSATION!

Issue 6 Vol 2: February 2011

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COMING SOON TO THIS SPACE!

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Dear Karen,

What's New With Karen

Welcome to February 2011! January was a month of communications-once the New Year kicked in there seemed to be an avalanche of dinners, lunches, functions, parties, writing articles, even being interviewed for a little video, and yes it was also my Birthday on Australia Day! Wow! This got me thinking when one of my mentors said "the art of listening is with two ears and one mouth." In this world of words and speaking I began to treasure the silence and the gift of listening. In February, with St Valentine's Day approaching on the 14th isn't it an opportune time to review the way in which we are communicating, and take our listening skills up one step so we can give the gift of true presence to others! So, as Shakespeare said, "friends, romans, countrymen, lend me your ears." February the month to hit the pause button and focus on others! Happy Valentines! Warmest Regards Karen

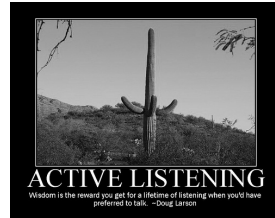
Mojo Tip: Listen-Up with MOJO!



The second step on the path to your magnificent Mojo mindset for 2011 is to take your art of conversation to a new level, by really actively listening to others! Often when we are in a conversation with another, we are doing something else, so that we actually are not really truly hearing what the other person has to say. Apart from being the most polite thing to do, if you want to really increase your Mojo, start by engaging in the single activity of really and truly listening to the other person. When you do this, stop what you are doing, focus solely on the other person and listen to their words, what they are saying, perhaps what they are not saying, their tonality, and their body language. Stay focussed on the person and be truly present. When people leave your company you would have left a very strong impression on them, and they will more than likely seek you out because you left them with such a great feeling about themselves and you! The art of conversation is a lost art and if you put the time into it, you are going to be a most sought out person in many circles in life - people will wonder what is it that makes speaking with you so different and much better than speaking with others! There are four key pointers here: Be curious, patient, genuine, and interested! Then you will have mastered the art of

bringing Mojo to your conversations!

Life Coach Tool: Be A Magnificent Listener!



Active listening takes great self control - It is one of the principles we first learn as coaches. I had the experience recently of being interviewed by the lovely Silvia Wright Davies for her Centre for Achievement. I noticed how intently Silvia was listening to me, that afterwards I commented what a great interviewer she was! Also, I love watching the Foxtel Program "Shrink Rap" in which Pamela Connolly (the brilliant Psychologist and wife of comedian, Billy Connolly) interviews celebrities. I sat glued to my television the other night watching Pamela engaged in active listening of Joan Rivers. At the end of the program Joan Rivers commented what an intelligent person Pamela was and how much respect she had for her after the interview. It's amazing how active listening has the power to truly transform both parties. It is truly an art and one if practised can transform all our relationships and once mastered can bring success into all spheres of life.

So, here are fifteen strategies for your repertoire to practise this month:

The Fifteen Tips To Being A Listener With Mojo:

- Listen truly (practice makes perfect)
- Listen (not just hear -hearing is physical)
- Listen fully (with undivided attention)
- Listen without judgement (with neutrality)
- Listen without emotion (with objectivity)
- Listen with compassion (with empathy)
- Listen without assumptions (ask for clarity if need be)
- Listen to non verbal clues (with awareness)
- Listen by not interrupting (with silence)
- Listen by validation (verbal and non verbal gestures)
- Listen by being invisible (remove your own story)
- Listen by resisting reactivity (explore with 'tell me more' etc)
- Listen to the words (actively understand their words in your way)
- Listen without advice (keep your own suggestions/advice away)
- Listen with interest (show that in body language, facial gestures)

So, this month, I'd like to ask you to learn to be present to the people

you are communicating with and regain the lost art of conversation. There are always ways to improve our social IQ. So, this month I'd recommend you spend time reflecting on how you are currently interacting with people and ask yourself what kind of communicator you are? Decide to become the best listener you could be and see what a powerful influence you will have in your world! Also, you will become so much happier and so will the people around you!

Be Inspired Article: 10 Questions with Tina Russo!



Who Is The Real Tina?

I lived in Brisbane all my life with my daughter and my Italian family. I moved to the Gold Coast 6 years ago & have been manufacturing aromatherapy products for the health and beauty industry. I have helped people with creating their own range of natural products with personalised custom branding for their businesses. After completing my Yoga Teacher Trainer course in 2010, I now am teaching adults & children, Power Vinyasa & Hatha Yoga part time. I do love road trips and discovering new places. I am passionate about the ocean feeling the healing benefits of the negative ions balancing my body, mind and soul. I love sailing. I love fashion and beauty! On the week ends I love to socialise with friends and family.

Which five words best describe you?

Peaceful, Caring, Genuine, Fun, Passionate.

What was your first job and what path have you taken since then?

Hairdressing/health & beauty industry leading to manufacturing organic and natural products. Health and well-being lead me to discover the benefits of feeling euphoric with exercise, good diet, yoga & how it heals within teaching.

What's your proudest achievement?

Becoming a yoga teacher for kids and adults.

What's been your best decision?

Decided to take extra studying 2010 to teach yoga to children asap, and set myself up with a new career and path way for 2011.

Who inspires you?

Anthony Robbins.

What are you passionate about?

Yoga!

What's the best lesson you've learnt?

LISTEN TO YOURSELF using your intuition.

Which person, living or dead, would you most like to meet?

BOB PROCTOR from "The Secret!"

What dream do you still want to fulfil?

To travel overseas in first class.

What are you reading?

'The Hidden Power in Humans' by Paramhans Swami Maheshwarananda.

Daily Hint: Reflect Daily on Listening Skills & Connecting!

Thank you! This month, here is a daily tip that I would like to share with you, all it takes is a few minutes at the end of each day with a 3 step analysis:

- Review the day and your interactions with others;
- Rate today's positive impact on others (Rate them A-F);
- Write down the notable successes and areas you would like to improve in the day.

Once we improve our social IQ, our lives will be much more fulfilling and happier. Now watch your Mojo improve out of this world! I am so looking forward to more of your feedback, suggestions, or what you would like to see in this newsletter! I am so delighted to share with you a little of the wonderful world of Tina Russo with you. She is an absolute inspiration and a wonderful listener!! (Note: There is a special offer in the Coupon Area below - so you can benefit from Tina's expertise with yoga!). Finally, may you enjoy cupid's arrow on Valentine's Day - share the love! Love Karen x

"Because so few people truly practice the art of listening, it's the most effective way to make lasting connections with others. Being a good listener sets you apart! It makes you very likeable because others will feel comfortable and valuable when they're with you. Cultivating this skill will bring you satisfied customers, content employees, and trusting supervisors. Guaranteed." Kuzmeski (author, of The Connectors: How the World's Most Successful Businesspeople Build Relationships and Win Clients for Life).

Sincerely,

karen vella

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yto nlp practitioner (nlp, Time@Line Therapy, Hypnosis, Coaching

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**Free
Yoga
Tips
Email**

As a special offer for the month of February I am delighted that Tina Russo of Yoga Vita has offered a yoga personal exercise tips email for FREE. If you would like to receive this fabulous offer, then please email questions to Tina at yogavitaaz@gmail.com and mention 'special coupon offer for yto clients and friends'. Tina will email you her Yoga tips!!

Offer Expires: 28th February 2011

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