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|  | **| Development | October 13, 2015** |

**The Best Leaders Are Listeners**

*Leadership Gold*, Chapter 6

by John Maxwell

**Why Listeners Make More Effective Leaders**

* Listening Is the Best Way to **Learn**
* Listening Can Keep Problems from **Escalating**
* Listening Can Improve the **Organization**
* Understanding People Precedes **Leading** Them
* Listening Establishes **Trust**

**My Takeaway/Closer**

Be a listening leader.

Listen to learn.

Busyness is the enemy of listening.

**Questions**

What percentage of leadership is listening?

Why is listening particularly important for ministry leaders?

How important is eye contact in listening?

What other words could be substituted here—“The best \_\_\_\_\_\_\_\_\_\_\_\_ are listeners?”

What are some important listening questions?

 Help me understand.

 Tell me more about…

 Ask follow-up questions.

What’s your takeaway?

What’s your action step?

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* Listening Is the Best Way to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
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* Listening Can Improve the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Understanding People Precedes \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Them
* Listening Establishes \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Takeaway**

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**Notes**

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