

Scripps Treasure Coast Newspapers

LOCAL AUTHOR SPOTLIGHT

Author Identifies Successful Listening.

HEY, ARE YOU LISTENING TO ME?

Listening your Way to Professional and Personal Success

By Rebecca A. Carswell

Vero Beach

By GENE HULL

If you think you are a good listener, think again. While listening, you may also be “Rehearsing or Disagreeing, Waiting to Tell Your Story, Advising, Assuming, Placating, Judging or Wandering.” If so, you are “listening” impaired. So says Rebecca Carswell in her new book *“Hey, Are You Listening To Me? Listening Your Way to Professional and Personal Success”* (CreateSpace, \$12.95.).

This valuable and provocative little book lays it on the line: poor listening skills are endemic in today’s society, mostly because of busy and active minds. Successful listeners know that being able to listen effectively requires moving past certain “ego reactions.” Carswell lists and discusses eight primary blockers to being an effective listener. The list is shockingly familiar. Most of us will immediately recognize ego reactions we habitually implement when listening to others.

“While the other person is speaking, are you preparing in your mind what you are going to say before the person has even stopped talking? You are just waiting for the other person to stop so you can say what you want to say.”

Carswell tells the reader how to correct poor listening habits and advises how to help people listen to you.

A Sebastian resident, Rebecca Carswell is co-author of *“The Group: An Amazing Way to Achieve Success, Happiness & Extraordinary Relationships.”* She is a hypnotherapist and spiritual counselor, an interfaith minister, a skydiving hobbyist (with over 700 dives), and frequent guest speaker. She can be reached at

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