

## TRANSCRIPT OF Ep 122 - Be heard without feeling aggressive.

Okay, how can you make yourself heard without feeling/aggressive?/Well here's three steps/In five minutes./This is Tricia Lewis welcome to make it real./Do you ever feel like you need a complete personality change to get/heard in a room full of talkers?/Do you ever have a creeping sense of invisibility/of nobody's going to listen to me?/That kind of spirals into a bit of what I call self/squashing mindset./Quite possibly if you're not allowed extrovert e/person who perhaps is also the kind of person that simply talks/their ideas rather than reflects before talking and I'm not making a/judgment here, then you/might well in those quiet moments when you're just/about to put an idea forward and it's too late because some talker/person/has got there before you/feel a bit deflated./So here's three ways/to get heard without needing to get/aggressive or feeling that/you're being aggressive./A lot of the language around assertiveness has an aggressive feel to it, doesn't it/like push forward and show him who's boss and/go for it, fight your corner, get more RC, be/more feisty./Yes, you get the picture./So let's just calm down because assertiveness does not/require a fight./Step number one, ask questions, make notes or in fact the other/way around as/the meeting is going on or the discussion is/developing./Make sure that you're/the one with the note pad and pen./So you're really doing that fabulous, active listening that you're so good at/and you're making a few notes so that you have time to/consider/what's being said./And then you've got it written down to be able to refer to as you/ask questions Now, how do you get/yourself heard, interrupt/the flow if you like, or stop those talkers interrupting you?/Well,/This is step two./You use phrases such as before we carry/on./And I know you've got some good points to make./I've made a couple of notes/and I just want to ask questions about this,/that and the other because I think it will help us explore this further./So you're not being disrespectful, you're not being/just hear my voice./I've got to push forward./You're really helping the conversation and you'll be/surprised at people's reaction to that because they'll probably be quite/pleased that they can now explore things further when they start to/talk./They can use those questions you've asked and those other/perspectives, you've now dropped into the conversation quietly./Another way of putting it, if you've literally been interrupted as you're about to/make your point could be, hang on, hang on./I know you're excited./two can carry on with this conversation/as am I./But because I'm a little bit slower at getting things out./Can I just put this point forward at this stage because I think it's relevant to what we've been talking/about./Say/it with a smile, don't make it sound as if you're accusing anyone and step/three, Arrange 1 to once You feel/more comfortable in a 1-1 situation, I suspect./So how about arranging those?/Perhaps before a meeting or any kind of conversation that that's going to be a/load of people./Even a networking event is coming up/so you can really prep for this situation, make notes/and almost set the agenda to a certain extent because you really thought/about it./And of course afterwards have those 1 to 1./So approach people and say, I love that point you made about, I'd love to explore it further/or there's a couple more things I want to find out about what you do or you know, you're/interested, You're curious and you're

going to get into the place where you shine in those/121 scenarios and they're going to love the fact that you're such a good listener/and that has a/wonderfully assertive quality to it/and you can have plenty of influence in those situations./So use your/strengths./There's not it's not a question of this is right and this is wrong./We're all individuals, some people, as I say, talk before they/reflect and they kind of explore as they talk./Others reflect a lot before they talk and the problem with that/is simply that you might lose the opportunity./So that's what these three tips are/about./I hope that's been useful./And don't forget to check out my Ted X talk Beware, the self squashing prophecy,/my book, The Mystery of the squash south and of course, all the other episodes of this/podcast./Short and long find the links at trisha Lewis dot com./I look forward to the next episode./