

## AEOLUS COACHING AND CONSULTING

Last month I have been thinking about the word “**vigilant**”. The word is derived from the Latin verb *vigilare*, to keep watch, staying awake, being alert. So think about how you go through your day? Are you in a state of being “vigilant”: watchful, ready to deal with what comes your way? Are you in a state of heightened awareness? Or do you float through your days half asleep, drowsy, drifting from one activity to another, from one task to another without fully being present and without a clear sense of direction and watchfulness whether these activities and tasks are indeed moving you into the direction that **you** have decided you **want** to go.

One way of becoming fully present, truly aware of what's happening around you is through **LISTENING**. But make sure that when you listen, you actually **HEAR** what's being said and subsequently **RESPOND** to what you hear. So what do you need to do to be able to listen and ask yourself what difference will it make if you truly listen?

Important principals of active listening are: reframing, interpreting and reflecting.

**Dorothy Leeds** in *The 7 Powers of Questions* states that we listen with 4 organs. Obviously our *ears*, and then our *eyes*, paying attention to body language. The third one is our *mind*. We think faster than we speak, so ask yourself questions; Do I understand what's being said? Do I need to take action? What does it really mean? Do I get what's beneath the words, what's underlying, or even what's not being said. That brings us to organ # 4 which is the *heart*. Which is : listening to the underlying issues with your heart, understanding each other on an intuitive level.



### Arty in the press:

<http://www.bisnow.com/washington-dc-trade-association-news-story.php?p=1849>

**Choice, March 09, Volume 7, #1 look for pp 43-44, Assess for the Best! Arty's latest article.**

### BLOG:

[aeoluscoaching.blogspot.com/](http://aeoluscoaching.blogspot.com/)

### Arty is presenting:

<b>April 15</b>	<b>Facilitation Day</b>
<b>April 23</b>	<b>Time Management, Take back Your Time, Non Profit</b>
<b>April 28</b>	<b>Opposites Attract or NOT? Professionals in the City</b>
<b>May 6</b>	<b>Arlington Adult Education</b>
<b>June 6</b>	<b>Me Rewards: a day of personal development for Moms</b>
<b>June 13</b>	<b>Moms and Daughters (16-18 years old)</b>