

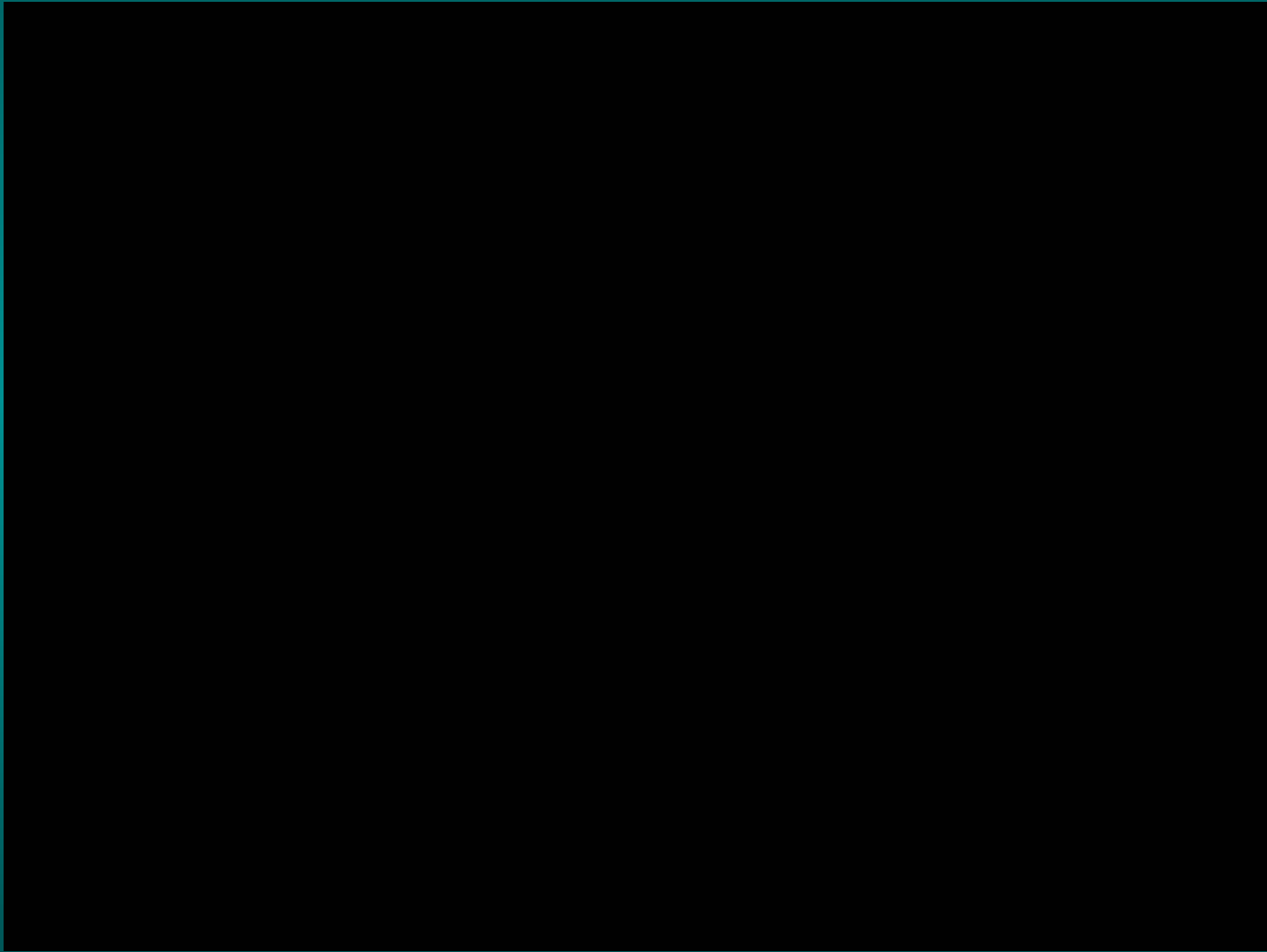
*I Can't Hear You –  
You're SCREAMING!*



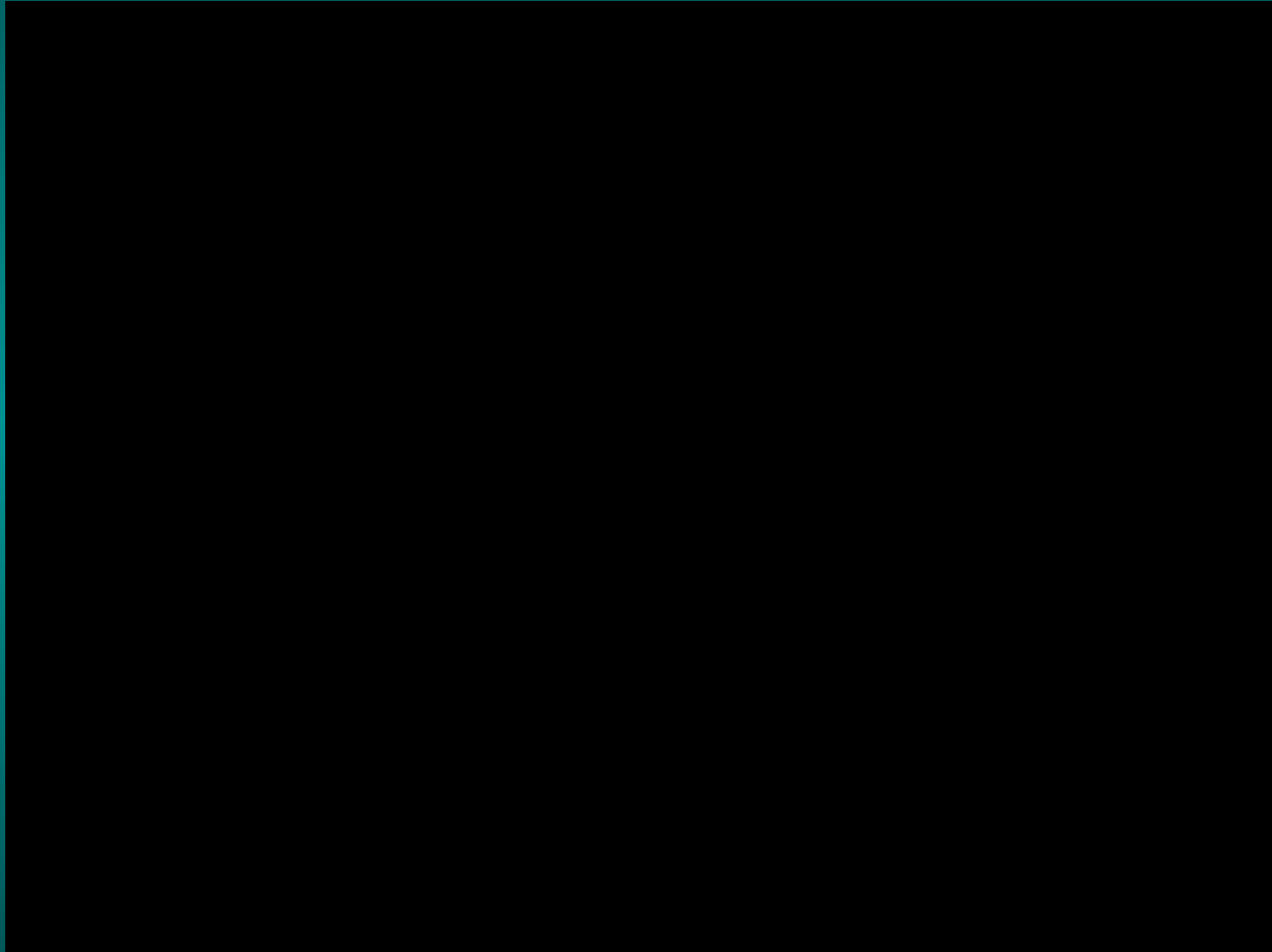
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Ever had trouble getting someone to understand what you're trying to say?



You keep trying and trying and trying?



So what's the problem?  
Everyone communicates but. . .  
*few connect!*





# 1. Communication. . .

Ability to listen  
effectively

Ability to express  
thoughts effectively  
with others –

both verbally and non-verbally

Have you tried. . . .

*Result-driven Communication?*



**Result-driven Communication:** Precise communication at the right place and the right time is a guarantee for success.



So what is **CONNECTING**?

“Connecting is the ability to identify with people and relate to them in a way that increases your influence with them.”

Why is that **IMPORTANT**?

“Because the ability to communicate and connect with others is a major determining factor in reaching **YOUR** potential.”

# Prime Goal: YOU'VE GOT TO HAVE A VISION!



# Five Connecting Principles

1. Connecting Increases Your Influence in Every Situation. . . *set people up to connect with and receive your “message” or “vision.”*

a. With Students

b. With Parents

c. With Administrators

d. With EVERYONE!

# Five Connecting Principles

2. Connecting is All About Others. . . *It begins when the other person feels valued.*

**STOP**



**LOOK**

**LISTEN!**

## Five Connecting Principles

2. Connecting is All About Others. . . *It begins when the other person feels valued.*

a. Transfer the Vision

b. Walk Slowly Through the Halls

c. Develop Each “Team Member” as a Person

d. Place People in their Strength Zones



## Five Connecting Principles

2. Connecting is All About Others. . . *It begins when the other person feels valued.*

e. Model the Behavior You Desire

f. Reward for Results

g. See Everyone as a “10!”



## Five Connecting Principles

### 3. Connecting Goes Beyond Words. . .

*Body  
Language*

# Five Connecting Principles

## 3. Connecting Goes Beyond Words. . .

*...Your actions  
speak so loudly,  
I can't hear what  
you're saying!*



# Expressive Body Language Begins Early

## Check out this Toddler





# Emotions/Thoughts List

APATHY	GRIEF	FEAR	LUST	ANGER	PRIDE	COURAGEOUSNESS	ACCEPTANCE	PEACE
Bored	Abandoned	Anxious	Abandon	Abrasive	Above reproach	Adventurous	Abundance	Ageless
Can't win	Abused	Apprehensive	Anticipation	Aggressive	Aloof	Alert	Appreciative	Awareness
Cold	Accused	Cautious	Callous	Annoyed	Arrogant	Alive	Balance	Being
Cutoff	Anguished	Clammy	Can't wait	Argumentative	Bigoted	Assured	Beautiful	Boundless
Dead	Ashamed	Cowardice	Compulsive	Belligerent	Boastful	Aware	Belonging	Calm
Defeated	Betrayed	Defensive	Craving <sup>1</sup>	Boiling	Bored	Centered	Childlike	Centered
Depressed	Blue	Distrust	Demanding	Brooding	Clever	Certain	Compassion	Complete
Demoralized	Cheated	Doubt	Devious	Caustic	Closed	Cheerful	Considerate	Eternal
Desolate	Despair	Dread	Driven	Defiant	Complacent	Clarity	Delight	Free
Despair	Disappointed	Embarrassed	Envy	Demanding	Conceited	Compassion	Elated	Fulfilled
Discouraged	Distraught	Evasive	Exploitative	Destructive	Contemptuous	Competent	Embracing	Glowing
Disillusioned	Embarrassed	Foreboding	Fixated	Disgust	Cool	Confident	Empathy	Light
Doomed	Forgotten	Frantic	Frenzy	Explosive	Critical	Creative	Enriched	Oneness
Drained	Guilty	Hesitant	Frustrated	Fierce	Disdain	Daring	Everything's okay	Perfection
Failure	Heartbroken	Horried	Gluttonous	Frustrated	Dogmatic	Decisive	Friendly	Pure
Forgetful	Heartache	Hysterical	Greedy	Fuming	False dignity	Dynamic	Fullness	Quiet
Futile	Heartsick	Inhibited	Hoarding	Furious	False humility	Eager	Gentle	Serenity
Giving up	Helpless	Insecure	Hunger	Harsh	False virtue	Enthusiastic	Glowing	Space
Hardened	Hurt	Irrational	I want	Hatred	Gloating	Exhilaration	Gracious	Still
Hopeless	If only	Nausea	Impatient	Hostility	Haughty	Explorative	Harmonious	Timeless
Humorless	Ignored	Nervous	Lascivious	Impatience	Holier than thou	Flexible	Harmony	Tranquility
I can't	Inadequate	Panic	Lecherous	Indignant	Hypocritical	Focused	Intuitive	Unlimited
I don't care	Inconsolable	Paralyzed	Manipulative	Irate	Icy	Giving	In tune	Whole
I don't count	It's not fair	Paranoid	Miserly	Jealous	Isolated	Happy	Joyful	
Inattentive	Left out	Scared	Must have it	Livid	Judgmental	Honorable	Loving	
Indecisive	Longing	Secretive	Never enough	Mad	Know-it-all	Humor	Magnanimous	
Indifferent	Loss	Shaky	Never satisfied	Mean	Narrow-minded	I can	Mellow	
Invisible	Melancholy	Shy	Oblivious	Merciless	Never wrong	Independent	Naturalness	
It's too late	Misunderstood	Skeptical	Obsessed	Murderous	Opinionated	Initiative	Nothing to change	
Lazy	Mourning	Stagefright	Overindulgent	Outraged	Overbearing	Integrity	Open	
Let it wait	Neglected	Superstitious	Possessive	Petulant	Patronizing	Invincible	Playful	
Listless	Nobody cares	Suspicious	Predatory	Pushy	Pious	Loving	Radiant	
Loser	Nobody loves me	Tense	Pushy	Rage	Prejudiced	Lucid	Receptive	
Lost	Nostalgia	Terrified	Reckless	Rebellious	Presumptuous	Motivated	Secure	
Negative	Passed over	Threatened	Ruthless	Resentment	Righteous	Nonresistant	Soft	
Numb	Pity	Timid	Scheming	Resistant	Rigid	Open	Tender	
Overwhelmed	Poor me	Trapped	Selfish	Revolted	Self absorbed	Optimistic	Understanding	
Powerless	Regret	Uncertain	Voracious	Rude	Self satisfied	Perspective	Warm	
Resigned	Rejected	Uneasy	Wanton	Savage	Selfish	Positive	Well-being	
Shock	Remorse	Vulnerable	Wicked	Simmering	Smug	Purposeful	Wonder	
Spaced out	Sadness	Want to escape		Sizzling	Snobbish	Receptive		
Stoned	Sorrow	Wary		Smoldering	Special	Resilient		
Stuck	Tearful	Worry		Spiteful	Spoiled	Resourceful		
Too tired	Tormented			Steely	Stoic	Responsive		
Unfeeling	Torn			Stern	Stubborn	Secure		
Unfocused	Tortured			Stewing	Stuck-up	Self-sufficient		
Useless	Unhappy			Stubborn	Superior	Sharp		
Vague	Unloved			Sullen	Uncompromising	Spontaneous		
Wasted	Unwanted			Vengeful	Unfeeling	Strong		
What's the use	Vulnerable			Vicious	Unforgiving	Supportive		
Why try?	Why me?			Violent	Unyielding	Tireless		
Worthless	Wounded			Volcanic	Vain	Vigorous		
				Wicked		Visionary		
				Willful		Willing		

## Five Connecting Principles

4. Connecting Always Requires Leadership. . .  
*“they” get out of it what “you” put into it!*

a. A Leadership Team is More Effective  
than Just One Leader...*build your team*

b. Leaders are Needed at Every Level...  
*everything rises and falls on leadership*

c. Leading Successfully at One Level is a  
Qualifier for Leading at the Next Level...  
*focus on leading well where you are*

## Five Connecting Principles

4. Connecting Always Requires Leadership. . .  
*“they” get out of it what “you” put into it!*

d. Good leaders  
create good  
leaders...  
*strength brings  
out strength*



## Five Connecting Principles

4. Connecting Always Requires Leadership. . .  
*“they” get out of it what “you” put into it!*

e. Good leaders possess needed qualities...

*Adaptability—Quickly Adjusts to Change*

*Discernment—Understands the Real Issues*

*Perspective—Sees Beyond Their Own  
Vantage Point*

*Communication—Links to everyone  
effectively*

*Security—Finds Identify in Self, Not Position*

## Five Connecting Principles

5. Connecting is More Skill than Natural Talent. . *GOOD NEWS--it can be learned!*

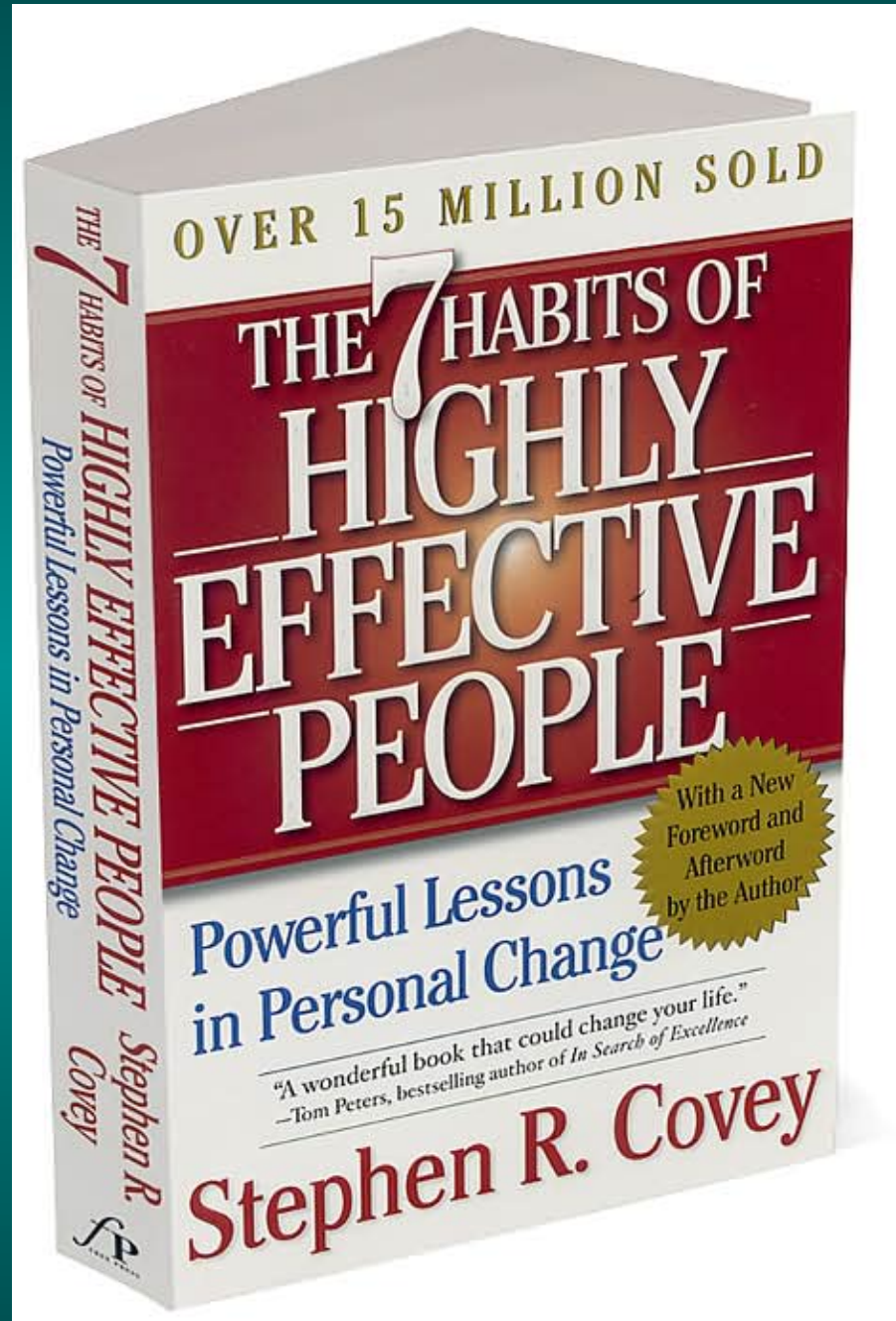
*a. Resourcefulness—Finding Creative Ways to Make Things Happen by Reaching Out*

*b. Maturity—Putting Team before Self*

*c. Endurance—Remaining Consistent in Character and Competence over the Long Haul*

*d. Countability—Can be Counted on when it Counts*





# Habit 1 - Be Proactive



**I am a responsible person.**

**I am in charge.**

**I choose my actions, attitudes and moods.**

Begin with the  
end in mind



Begin with the  
end in mind

# 3. Put First Things First

Habit 4:

# Think Win-Win

I Win, YOU Win, We Win

I balance courage for  
getting what I want  
with consideration for  
what others want.



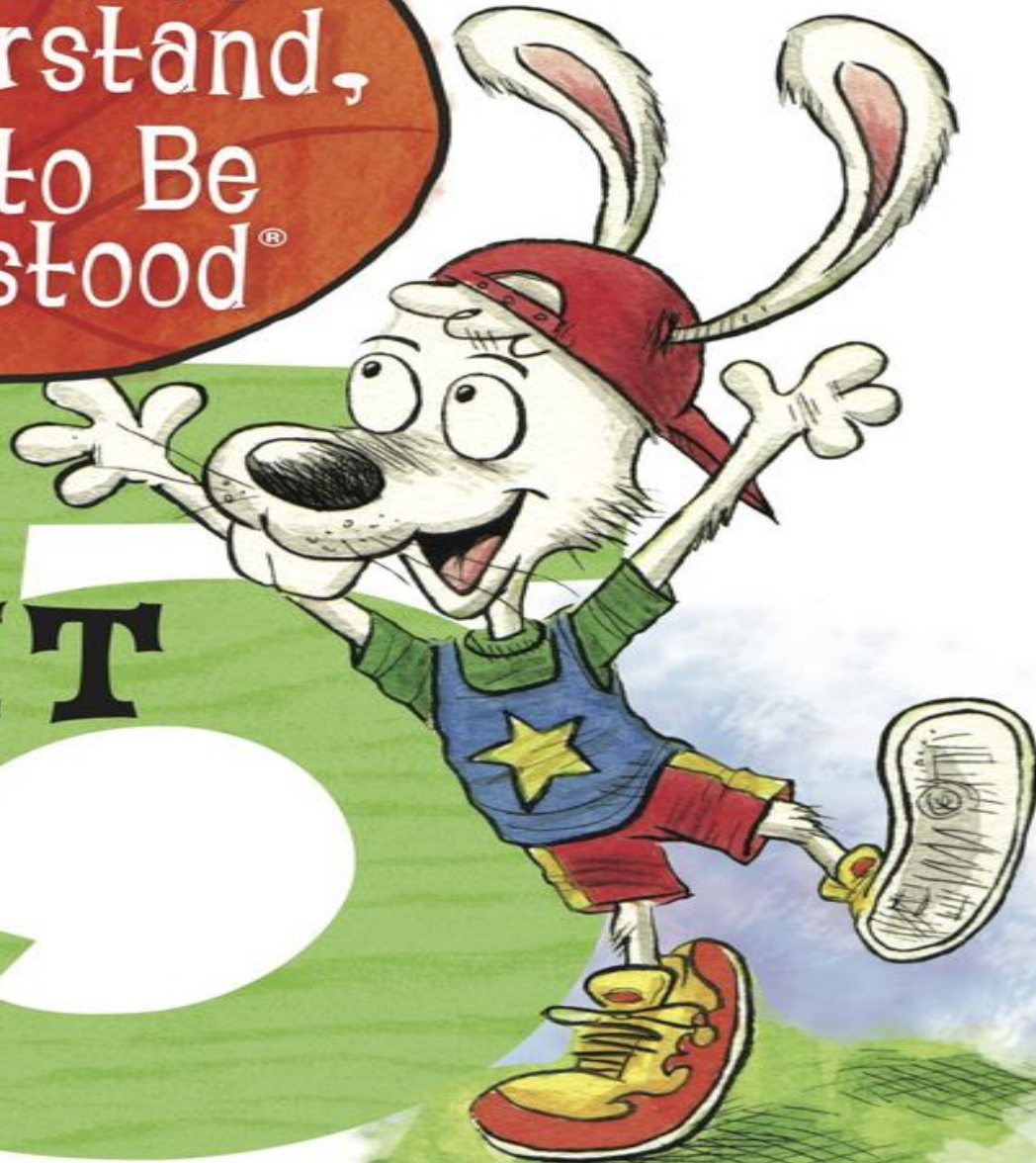
I make deposits into  
others' Emotional Bank  
Accounts.

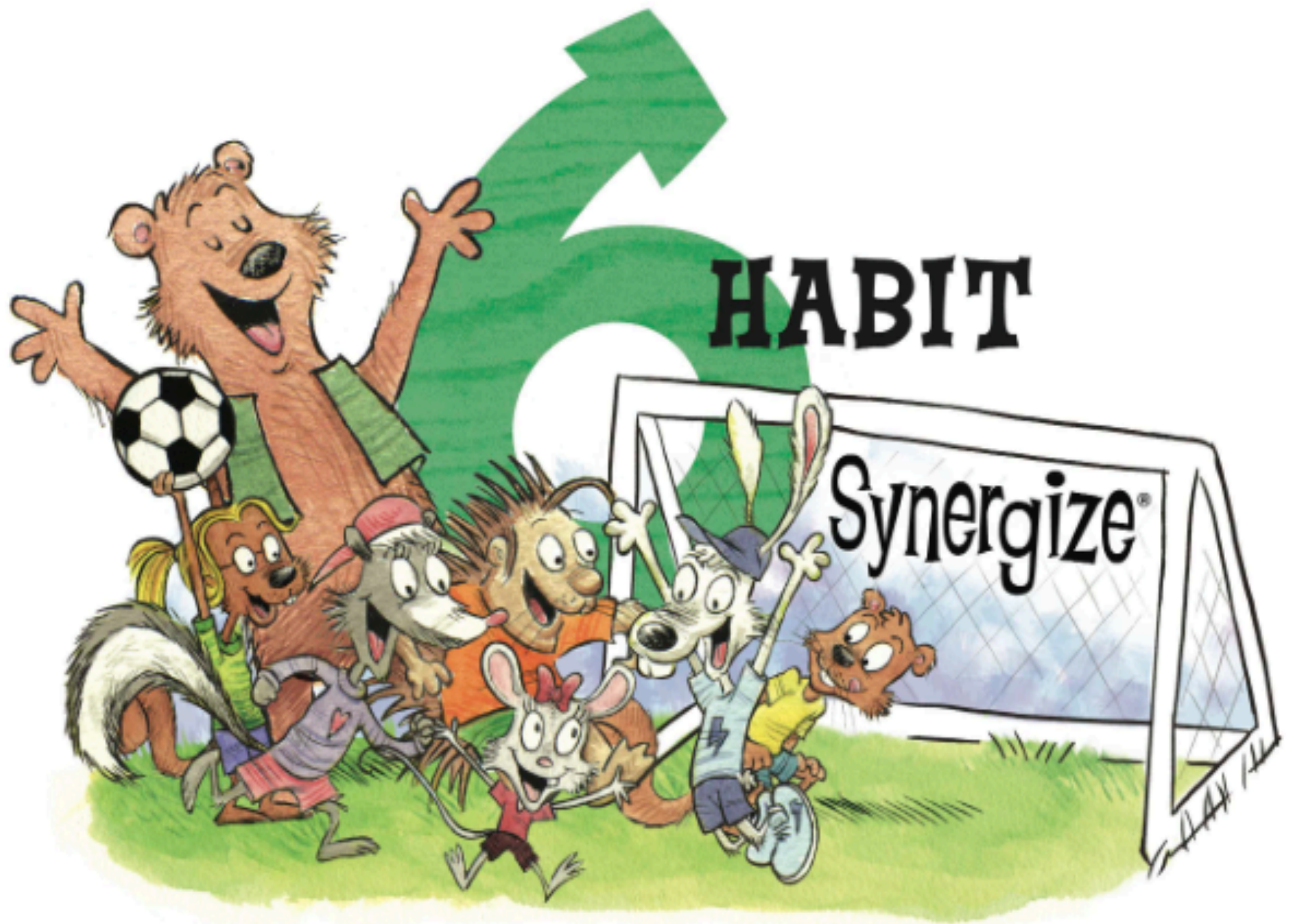
When conflicts arise, I  
look for third  
alternatives.



Seek First  
to Understand,  
Then to Be  
Understood®

**HABIT**







# 6. Synergize



Habit 7:

# Sharpen the Saw

I take care of my body by eating right, exercising, and getting sleep.

**Balance  
feels  
best**



I find meaningful ways to help others.

I spend time with family and friends.

I learn in lots of ways and places, not just at school.

# *Dorothy Custer*



*Got Smart Phone?*

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*Thank You!*

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