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## *“E-Team E-Zine”*

*A “Leader’s Toolbox” of Encouragement and  
Equipping for Evangelism That Extends the  
Kingdom*

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### *Becoming a “Recovering Teller”*

#### *Seven Benefits of Great Listening*

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One of the “debilitating secrets” of ministry that few would want to admit to is this...the great majority of ministry preparation trains us to be much better “tellers” than listeners! The focus on “teaching...preaching...challenging...bringing forth the word...” often hinders our effectiveness as leaders! In recent years, I’ve been discovering another dynamic secret about ministry...*great coaches are “recovering tellers...they are first great listeners.”*

As John Whitmore in “Coaching for Performance” powerfully notes, *“Telling saves people from having to think. Asking questions causes them to think for themselves.”* We’ll take a look at how to ask great questions in a future “E-Team E-zine,” but in this edition we will focus on the benefits of becoming a great listener:

1. People know they are respected and valued when they are listened to.
2. Great listening treats people like adults...and enhances adult learning.
3. Great listeners “hold up a mirror” so the leader can see themselves in the light of the questions they’re answering.
4. Great listening helps provide us with accurate information...and helps us move beyond assumptions.
5. Great listening builds credibility by demonstrating empathy.
6. Great listening creates the focus and clarity of self-awareness.
7. Great listening creates ownership and personal responsibility.

Stop for a moment. On a scale with “love to tell” on one end, and “love to listen” on the other, where to you fit? Plot yourself on this *“Telling/Listening Continuum.”*

