

Free reading The lost art of closing winning the ten commitments that drive sales (Read Only)

The Lost Art of Running The Lost Art of Dress The Lost Art of Closing The Lost Art of Reading The Lost Art of Golf The Lost Art of Finding Our Way The Lost Art of Reading The Lost Art Of Gratitude The Lost Art of Dying The Lost Art of Connecting: The Gather, Ask, Do Method for Building Meaningful Business Relationships Treasures of a Lost Art The Museum of Lost Art Lost Art of Listening, Third Edition The Lost Art of Keeping Secrets The Lost Art of Happiness Almost Lost Arts The Old Fashioned Way The Lost Art of Doing Nothing: How the Dutch Unwind with Niksen The Lost Art of Doing Nothing Recovery The Lost Art of Conversation The Lost Art of Being Lost A Lost Art Rediscovered The Lost Art of Dying Well The Lost Art of Reading The Lost Art of Forgiving The Only Sales Guide You'll Ever Need The Lost Art of Walking The Lost Art of War A Story of Life, Fate, and Finding the Lost Art of Koka Ninjutsu in Japan The Lost Art of Caring The Lost Art Recovering the Lost Art of Reading The Lost Art of Healing The Lost Art of Real Cooking Book of Man Lost Art The Lost Art of Mixing The Lost Art of Listening The Lost Art of Relationship

The Lost Art of Running 2020-08-20 heads up here s how to run like a pro the times a fascinating book adharanand finn author of running with the kenyans i m convinced that shane s insights were were instrumental in me winning the marathon des sables for a second time elisabet barnes coach and athlete shane is the indiana jones of the running world damian hall ultra marathon runner you can t but help go out the door for your next run and try to put it all into practice nicky spinks endurance runner the lost art of running is an opportunity to join running technique analyst coach and movement guru shane benzie on his journey across five continents as he trains with and analyses the running style of some of the most gifted athletes on the planet part narrative part practical this adventure takes you to the foothills of ethiopia and the town of runners to the training grounds of world record holding marathon runners in kenya racing across the arctic circle and the mountains of europe through the sweltering sands of the sahara and the hostility of a winter traverse of the pennine way to witness the incredible natural movement of runners in these environments along the way you will learn how to incorporate natural movement techniques into your own running and hear from some of the top athletes that shane has coached over the years whether experienced or just tackling your first few miles this groundbreaking book will help you discover the lost art of running

The Lost Art of Dress 2014-04-29 a history of the women who taught americans how to dress in the first half of the 20th century and whose lessons we d do well to remember today

The Lost Art of Closing 2017-08-08 always be closing glengarry glen ross 1992 never be closing a sales book title 2014 salespeople everywhere 2017 for decades sales managers coaches and authors talked about closing as the most essential most difficult phase of selling they invented pushy tricks for the final ask from the take delivery close to the now or never close but these tactics often alienated customers leading to fads for the soft close or even abandoning the idea of closing altogether it sounded great in theory but the results were often mixed or poor that left a generation of salespeople wondering how they should think about closing and what strategies would lead to the best possible outcomes anthony iannarino has a different approach geared to the new technological and social realities of our time in the lost art of closing he proves that the final commitment can actually be one of the easiest parts of the sales process if you ve set it up properly with other commitments that have to happen long before the close the key is to lead customers through a series of necessary steps designed to prevent a purchase stall iannarino addressed this in a chapter of the only sales guide you ll ever need which he thought would be his only book about selling but he discovered so much hunger for guidance about closing that he s back with a new book full of proven tactics and useful examples the lost art of closing will help you win customer commitment at ten essential points along the purchase journey for instance you ll discover how to compete on value not price by securing a commitment to invest early in the process ask for a commitment to build consensus within the client s organization ensuring that your solution has early buy in from all stakeholders prevent the possibility of the sale falling through at the last minute by proactively securing a commitment to resolve concerns the lost art of closing will forever change the way you think about closing and your clients will appreciate your ability to help them achieve real change and real results

The Lost Art of Reading 2018-09-04 the new introduction and afterword bring fresh relevance to this insightful rumination on the act of reading as a path to critical thinking individual and political identity civic engagement and resistance the former la times book critic expands his short book rich in ideas on the consequence of reading to include the considerations of fake news siloed information and the connections between critical thinking as the key component of engaged citizenship and resistance here is the case for reading as a political act in both public and private gestures and for the ways it enlarges the world and our frames of reference all the while keeping us engaged

The Lost Art of Golf 2019 when was the last time that you felt your score accurately reflected your true ability as a golfer do you remember a time when you felt truly comfortable on the golf course treating it as a playground to explore can you imagine what it feels like to create unique golf shots in your mind and then execute these intentions the lost art of playing golf suggests answers to these profound questions it will help you to re connect with the soul of the game learn how to approach the game you love in a profoundly different way and liberate yourself to derive more pleasure from your precious time playing golf

The Lost Art of Finding Our Way 2013-05-15 explains a process of navigation that relies on natural phenomenon and describes techniques followed by ancient people involving the sun moon tides currents wind and the horizon that can be used to determine direction and ensure arrival at a safe destination

The Lost Art of Reading 2011-01 reading is a revolutionary act an act of engagement in a culture that wants us to disengage in the lost art of reading david I ulin asks a number of timely questions why is literature important what does it offer especially now blending commentary with memoir ulin addresses the importance of the simple act of reading in an increasingly digital culture reading a book flipping through hard pages or shuffling them on screen it doesnt matter the key is the act of reading the seriousness and depth ulin emphasizes the importance of reflection and pause allowed by stopping to read a book and the focus required to let the mind run free in a world that is not one s own far from preaching to the choir the lost art of reading is a call to arms or rather pages

The Lost Art Of Gratitude 2009-09-03 isabel dalhousie philosopher and amateur solver of other people s problems meets an old foe minty auchterlonie at a birthday party attended by their young children ambitious minty now the head of a small investment bank is in trouble with her shareholders isabel becomes involved and is drawn into a murky world of financial concealment minty is not the only high flier in isabel s life her niece cat has just become engaged to a tightrope walking stuntman isabel fears his next job and the engagement could end in disaster meanwhile her own boyfriend jamie has marriage in mind too

The Lost Art of Dying 2020-07-07 a columbia university physician comes across a popular medieval text on dying well written after the horror of the black plague and discovers ancient wisdom for rethinking death and gaining insight today on how we can learn the lost art of dying well in this wise clear eyed book that is as compelling and soulful as being mortal when breath becomes air and smoke gets in your eyes as a specialist in both medical ethics and the treatment of older patients dr I s dugdale knows a great deal about the end of life far too many of us die poorly she argues our culture has overly medicalized death dying is often institutional and sterile prolonged by unnecessary resuscitations and other intrusive interventions we are not going gently into that good night our reliance on modern medicine can actually prolong suffering and strip us of our dignity yet our lives do not have to end this way centuries ago in the wake of the black plague a text was published offering advice to help the living prepare for a good death written during the late middle ages ars moriendi the art of dying made clear that to die well one first had to live well and described what practices best help us prepare when dugdale discovered this medieval book it was a revelation inspired by its holistic approach to the final stage we must all one day face she draws from this forgotten work combining its wisdom with the knowledge she has gleaned from her long medical career the lost art of dying is a twenty first century ars moriendi filled with much needed insight and thoughtful guidance that will change our perceptions by recovering our sense of finitude confronting our fears accepting how our bodies age developing meaningful rituals and involving our communities in end of life care we can discover what it means to both live and die well and like the original ars moriendi the lost art of dying includes nine black and white drawings from artist michael w dugger dr dugdale offers a hopeful perspective on death and dying as she shows us how to adapt the wisdom from the past to our lives today the lost art of dying is a vital affecting book that reconsiders death death culture and how we can transform how we live each day including our last

The Lost Art of Connecting: The Gather, Ask, Do Method for Building Meaningful Business Relationships 2021-03-23 named a best business book of 2021 by soundview magazine reclaim the power of genuine human connection networking is often considered a necessary evil for all working professionals with social media platforms like linkedin twitter instagram and facebook at our disposal reaching potential investors or employers is much easier yet these connections often feel transactional agenda driven and dehumanizing leaving professionals feeling burnt out and stressed out instead we should connect on a human level and build authentic relationships beyond securing a new job or a new investor for your next big idea to build real and meaningful networking contacts we need to go back to basics remembering that technology is a tool and more than just a means to an end we need to tap into our humanity and learn to be more intentional and authentic as a serial connector and communications expert susan mcpherson has a lifetime of experience building genuine connections in and out of work her methodology is broken down into three simple steps gather instead of waiting for the perfect networking opportunity to come to you think outside the box and create your own opportunity host your own dinner party join a local meet up group or volunteer at your neighborhood food pantry ask instead of leading with our own rehearsed elevator pitches asking for help ask to help opening the door to share resources experience contacts and perspectives that add diversity to your own vision do turn new connections into meaningful relationships by taking these newly formed relationships deeper follow through on the promises you made and keep in touch woven together with helpful tips and useful advice on making the most out of every step this book draws on mcpherson s own experience as a renowned serial connector as well as the real life success stories of friends and clients filled with humor humility and wisdom the lost art of connecting is the handbook we all need to foster personal and professional relationships that blur the lines between work and play and enrich our lives in every way

Treasures of a Lost Art 2003 treasures of a lost art presents 144 leaves cuttings and illuminated manuscript fragments from the collection of robert lehman 1891 1969 one of the largest and most impressive private holdings of italian manuscripts assembled after the first world war discussed here with many of them handsomely illustrated in full color are important examples of the major schools of illumination in southern italy umbria tuscan emilia lombardy and the veneto previously unpublished and perhaps even unknown to scholars are works by some of the foremost italian painters of the middle ages and renaissance including a leaf here attributed for the first time to the sienese master duccio di buoninsegna and cuttings by stefano da verona and cosimo tura lesser known arists such as neri da rimini belbello da pavia and girolamo da cremona once renowned for their beautifully illuminated volumes are also discussed in full book jacket

The Museum of Lost Art 2018-05-04 true tales of lost art built around case studies of famous works their creators and stories of disappearance and recovery from the bestselling author of the art of forgery comes this dynamic narrative that tells the fascinating stories of artworks stolen looted or destroyed in war accidentally demolished or discarded lost at sea or in natural disasters or attacked by iconoclasts or vandals works that were intentionally temporal knowingly destroyed by the artists themselves or their patrons covered over with paint or plaster or recycled for their materials an exciting read that spans the centuries and the continents

Lost Art of Listening, Third Edition 2021-03-18 one person talks the other listens it s so basic that we take it for granted unfortunately most of us think of ourselves as better listeners than we actually are why do we so often fail to connect when speaking with family members romantic partners colleagues or friends how do emotional reactions get in the way of real communication this

The Lost Art of Keeping Secrets 2007-03-27 rice s remarkable gift for creating singular characters in this memorable story underscores her presence as a fresh new voice in fiction publishers weekly set in 1950s london the lost art of keeping secrets centers around penelope the wide eyed daughter of a legendary beauty talitha who lost her husband to the war penelope with her mother and brother struggles to maintain their vast and crumbling ancestral home while postwar london spins toward the next decade s cultural revolution penelope wants nothing more than to fall in love and when her new best friend charlotte a free spirit in the young society set drags penelope into london with all of its grand parties she sets in motion great change for them all charlotte s mysterious and attractive brother harry uses penelope to make his american ex girlfriend jealous with unforeseen consequences and a dashing wealthy american movie producer arrives with what might be the key to penelope s and her family s future happiness vibrant witty and filled with vivid historical detail this is an utterly unique debut novel about a time and place just slipping into history

The Lost Art of Happiness 2011 the key to the good life is compassion drawing on recent findings dobrin convincingly shows that compassion is built into human nature when we act upon this inherent moral instinct individuals find what they want most to be happy

Almost Lost Arts 2019-09-03 this book is a celebration of tactile beauty and a tribute to human ingenuity in depth profiles tell the stories of 20 artisans who have devoted their lives to preserving traditional techniques gorgeous photographs reveal these craftspeople s studios from oaxaca to kyoto and from milan to tennessee two essays explore the challenges and rewards of engaging deeply with the past with an elegant three piece case and foil stamping this rich volume will be an inspiration to makers collectors and history lovers

The Old Fashioned Way 2014-08-15 contrary to popular opinion being old fashioned doesn t mean you re dull or unromantic in fact a true old fashioned relationship can be more exciting and romantic than anything you ve ever experienced so what does it mean to do things the old fashioned way sure it means opening doors holding out chairs and taking things slow but a true old fashioned romance goes much deeper than that inspired by the motion picture old fashioned this book will show you how to reclaim the lost art of romance by introducing you to romantic love as god intended it for all of us regardless of your past experiences where you ve been or where you are now you can find and create a love that will last a lifetime as you work your way through this 40 day journey of inspiring readings and questions for reflection you ll discover all the unique and amazing benefits of doing things the old fashioned way and be well on your way to creating a love story for the ages

The Lost Art of Doing Nothing: How the Dutch Unwind with Niksen 2021-03-16 the best thing about niksen is the absence of a goal it doesn t serve a purpose but it s wonderful don t you think it s time for a break plagued as we

are by nonstop pings and notifications we have lost the knack of zoning out kicking back slacking off even when pandemic induced lockdowns forcibly cleared our calendars many who thought i m free filled their days with netflix and doomscrolling how can we reclaim our free time planned or not to truly rest and reset the dutch have it figured out with niksen perhaps their best kept lifestyle secret niksen is the art of doing well nothing it s the opposite of productivity and it s incredibly good for your mind it makes you calmer body it offers rest on hectic days creativity it clears a space for brilliant ideas wallet it s free if you re waiting for an invitation to go lie down in the sunshine this book is it

The Lost Art of Doing Nothing 2021-03-16 the best thing about niksen is the absence of a goal it doesn t serve a purpose but it s wonderful don t you think it s time for a break plagued as we are by nonstop pings and notifications we have lost the knack of zoning out kicking back slacking off even when pandemic induced lockdowns forcibly cleared our calendars many who thought i m free filled their days with netflix and doomscrolling how can we reclaim our free time planned or not to truly rest and reset the dutch have it figured out with niksen perhaps their best kept lifestyle secret niksen is the art of doing well nothing it s the opposite of productivity and it s incredibly good for your mind it makes you calmer body it offers rest on hectic days creativity it clears a space for brilliant ideas wallet it s free if you re waiting for an invitation to go lie down in the sunshine this book is it

Recovery 2023-09-05 an essential book for our times full of wisdom compassion and sound advice every patient needs a copy of this gem katherine may author of wintering and enchantment a gentle expert guide to the secrets of recovery showing why we need it and how to do it better for many of us time spent in recovery from a broken leg a virus chronic illness or the crisis of depression or anxiety can feel like an unwelcome obstacle on the road to health modern medicine too often assumes that once doctors have prescribed a course of treatment healing takes care of itself but recovery isn t something that just happens it is an act that we engage in and that has the potential to transform our lives if only we can find ways to learn its rhythms and invest our time energy and participation drawing on thirty years of medicine and on insights from practitioners psychologists and writers across history physician gavin francis delivers a profound practical and deeply hopeful guide to recovery rejecting the idea that healing is passive recovery offers tools and wisdom for convalescence and shows how tending to our bodies environments and perspectives can help us move through the landscape of illness and come out the other side whole

The Lost Art of Conversation 1910 a cornucopia of tales from the sideroads of reminiscence a by catch of memories from a long ago time when the detour was the destination the bliss of being lost in the traveller s world of whimsy and wonderment and laughter at once wise thoughtful intimate wistful and loving with much human goodness a good helping of miracles and more than a few luminous moments it is also a cry for reflection on the state of the natural world and a call for action generous and exuberant colin browne poet author of here and other works documentary filmmaker a wonderful ramble across worlds that really don t exist anymore filled with enormous charm and rare insight michael elcock author of eyes of rain and ragged dreams and other books

The Lost Art of Being Lost 2022-11-14 a lost art rediscovered includes a fully illustrated catalogue of all known tiles produced in the region of constantinople including the substantial collection owned by the walters art museum as well as those belonging to museums and private collections around the world some tiles included in the catalogue are now lost the discovery of others is reported here for the first time a series of scholarly essays gives the ceramics their rightful place in the study of byzantine art and treats aspects of patronage manufacture function ornament and cultural significance this comprehensive publication heralds the first large scale permanent installation of the byzantine tiles in the collection of the walters art museum book jacket

A Lost Art Rediscovered 2001 a yale physician s fascinating and wise exploration of why so many people die poorly and how a medieval bestseller on the art of dying well holds important lessons for today

The Lost Art of Dying Well 2020-05 digicat publishing presents to you this special edition of the lost art of reading by gerald stanley lee digicat publishing considers every written word to be a legacy of humankind every digicat book has been carefully reproduced for republishing in a new modern format the books are available in print as well as ebooks digicat hopes you will treat this work with the acknowledgment and passion it deserves as a classic of world literature

The Lost Art of Reading 2022-08-01 the lost art of forgiving is a collection of stories showing the healing power of forgiveness in the experiences of ordinary people scarred by crime betrayal abuse bigotry and war it lets the lives

and voices of those who have forgiven and those who haven't speak for themselves

The Lost Art of Forgiving 1998 the usa today bestseller by the star sales speaker and author of the sales blog that reveals how all salespeople can attain huge sales success through strategies backed by extensive research and experience anthony iannarino never set out to become a salesman let alone a sales manager speaker coach or writer of the most prominent blog about the art and science of great selling he fell into his profession by accident as a day job while pursuing rock and roll stardom once he realized he'd never become the next mick jagger iannarino turned his focus to a question that's been debated for at least a century why are a small number of salespeople in any field hugely successful while the rest get mediocre results at best the answer is simple it's not about the market the product or the competition it's all about the seller and consequently any salesperson can sell more and better all the time over twenty five years iannarino has boiled down everything he's learned and tested into one convenient book that explains what all successful sellers regardless of industry or organization share a mind set of powerful beliefs and a skill set of key actions including self discipline how to keep your commitments to yourself and others accountability how to own the outcomes you sell competitiveness how to embrace competition rather than let it intimidate you resourcefulness how to blend your imagination experience and knowledge into unique solutions storytelling how to create deeper relationships by presenting a story in which the client is the hero and you're their guide diagnosing how to look below the surface to figure out someone else's real challenges and needs once you learn iannarino's core strategies picking up the specific tactics for your product and customers will be that much easier whether you sell to big companies small companies or individual consumers this is the book you'll turn to again and again for proven wisdom strategies and tips that really work

The Only Sales Guide You'll Ever Need 2016-10-11 the author of *Bleeding London* and *Sex Collectors* turns his eye to the intellectual and cultural history of that most common of activities walking this fascinating rumination by a skilled cultural commentator analyzes the hows wheres and whys of walking through the ages

The Lost Art of Walking 2011-09 like those of his distinguished ancestor sun tzu ii's insights and strategies can be applied to life situations far beyond warfare including government diplomacy business relationship and social action

The Lost Art of War 1996 this is a book about life as a foreigner in japan japanese culture is examined in detail this book is also about finding and training in the long thought to be extinct military arts known as koka and iga ninjutsu these arts are still taught by the banke shinobinoden clan the banke shinobinoden clan is the only group recognized in japan as teaching authentic ninjutsu authentic ninjutsu has remained underground for almost 1000 years even in japan only select military historians and martial artists knew of its existence only recently has the banke shinobinoden family opened its doors to the world and started to teach part of their military knowledge yasushi kiyomoto is the head instructor of banke shinobinoden and known in japan as one of the last two remaining ninjutsu masters alive the other is his teacher jinichi kawakami also known as the last living modern day ninja

A Story of Life, Fate, and Finding the Lost Art of Koka Ninjutsu in Japan 2008-03 in the lost art of caring leighton e cluff m d and robert h binstock ph d bring together experts to address the importance of caring the reasons why it has eroded and measures that can strengthen caring as provided by health professionals families communities and society

The Lost Art of Caring 2003-05-01 a millennium after the formidable war machines of the user cultures devoured entire civilisations and rewrote planetary geography earth is in the grip of a perpetual dark age scientific endeavour is strongly discouraged while remnant technology is locked away hidden by a church determined to prevent a new armageddon this is the world to which benzamir michael mahmood must return a descendant of the tribes who fled the planet during those ages old wars he comes in pursuit of enemies from the far reaches of space the technology he brings is wondrous beyond the imaginings of those he will meet but can its potency match that of the church's most closely guarded treasure for centuries it has lain dormant buried in a lead lined tomb deep beneath the flagstones of a remote siberian monastery but it is about to be unearthed and the powers that will be unleashed may be beyond anyone's capacity to control even a man as extraordinary as benzamir

The Lost Art 2010-06-01 a christian perspective on the joys of reading reading has become a lost art with smartphones offering us endless information with the tap of a finger it's hard to view reading as anything less than a tedious and outdated endeavor this is particularly problematic for christians as many find it difficult to read even the bible consistently and attentively reading is in desperate need of recovery recovering the lost art of reading

addresses these issues by exploring the importance of reading in general as well as studying the bible as literature offering practical suggestions along the way leland ryken and glenda faye mathes inspire a new generation to overcome the notion that reading is a duty and instead discover it as a delight

Recovering the Lost Art of Reading 2021-03-02 the real crisis in medicine today is not about economics insurance or managed care it s about the loss of the fundamental human relationship between doctor and patient in this wise and passionate book one of our most eminent physicians reacquaints us with a classic notion often overlooked in modern medicine health care with a human face in which the time honored art of healing guides doctors in their approach to patient care and their use of medical technology drawing on four decades of practice as a cardiologist and a vast knowledge of literature and medical history dr lown probes the heart and soul of the doctor patient relationship insightful and accessible to all the lost art of healing describes how true healers use sympathetic listening and touch to hone their diagnostic skills how language affects the perception of illness how doctors and patients can cultivate a relationship of trust and how patients can obtain the most complete and beneficial care through a combination of healing techniques and conventional practices as dr lown explains the art of healing does not mean abandoning the spectacular advances of modern science but rather incorporating them into a sensitive humane enlightened approach to medical care with its urgent message and poignant fascinating vignettes the lost art of healing is a book of vital universal importance

The Lost Art of Healing 1999-02-02 it s time to take back the kitchen it s time to unlock the pantry and break free from the shackles of ready made industrial food it s time to cook supper the lost art of real cooking heralds a new old fashioned approach to food laborious and inconvenient yet extraordinarily rewarding and worth bragging about from jam yogurt and fresh pasta to salami smoked meat and strudel ken albala and rosanna naziger arm you with the knowledge and skills that let you connect on a deeper level with what goes into your body ken and rosanna celebrate the patience it takes to make your own sauerkraut and pickles they divulge the mysteries of capturing wild sourdoughs and culturing butter the beauty of rendering lard making cheese and brewing beer all without the fancy toys that take away from the adventure of truly experiencing your food these foods were once made by the family in the home rather than a factory and they can still be made in the smallest kitchens without expensive equipment capturing flavors that speak of place and personality what you won t find here is a collection of rigid rules for the perfect meal ken and rosanna offer a wealth of recipes history and techniques that start with the basics and evolve into dishes that are entirely your own

The Lost Art of Real Cooking 2010-07-06 being a man is not about what you are but about who you are it is about how you chose to live your life there is a huge difference between being a male and being a man in this humorous and slightly irreverent book derrick van orden builds on his 26 years as a navy seal sailor father and grandfather to guide the next generation along the path to manhood intertwining stories from his extensive career as a frogman with contributions from subject matter experts ranging from highly decorated fellow navy seals to the academy award winning actor jon voight derrick explains in simple terms how to do the things men across the world used to know how to do the forgotten art of manhood change a tire sight in a gun tie a tie cook a bat to eat throw a punch drive like a seal and many more need to know man skills

Book of Man 2015-05-26 damaged attacked rejected destroyed transient there are many ways that art can become lost with work by marcel duchamp wassily kandinsky frida kahlo joseph beuys john baldessari rachel whiteread and lucian freud this is a lively look at a often little considered aspect of contemporary art

Lost Art 2014-05-06 national bestselling author of reese witherspoon s book club pick the scent keeper erica bauermeister returns to the enchanting world of the school of essential ingredients in this luminous sequel lillian and her restaurant have a way of drawing people together there s al the accountant who finds meaning in numbers chloe a budding chef who hasn t learned to trust after heartbreak finnegan quiet and steady as a tree who can disappear into the background despite his massive height louise al s wife whose anger simmers just below the boiling point and isabelle whose memories are slowly slipping from her grasp and there s lillian herself whose life has taken a turn she didn t expect their lives collide and mix with those around them sometimes joining in effortless connections at other times sifting together and separating again creating a family that is chosen not given a beautifully imagined novel about the ties that bind and links that break the lost art of mixing is a captivating meditation on the power of love food and companionship readers guide included

The Lost Art of Mixing 2013-01-24 one person talks the other listens it s so basic that we take it for granted unfortunately most of us think of ourselves as better listeners than we actually are why do we so often fail to connect

when speaking with family members romantic partners colleagues or friends how do emotional reactions get in the way of real communication this thoughtful witty and empathic book has already helped over 100 000 readers break through conflicts and transform their personal and professional relationships experienced therapist mike nichols provides vivid examples easy to learn techniques and practical exercises for becoming a better listener and making yourself heard and understood even in difficult situations

The Lost Art of Listening 2009-02-15 relationships are beautiful messes dan chrystal tackles the heart of relationship based on the time honored instruction to love your neighbor as you love yourself but what does that mean how do we live out this odd instruction this book will refresh encourage inspire and motivate readers to love the people in their life more fully

The Lost Art of Relationship 2018-10

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