

7 Principles to a Balanced & Effective Communication

A photograph of two people, a man and a woman, sitting on a rocky mountain trail. They are both wearing dark outdoor jackets and glasses, smiling and looking at each other. The man is on the left, wearing a dark jacket with a 'NORTH FACE' logo. The woman is on the right, wearing a dark jacket and a white cap. The background shows a misty mountain landscape with a lake and a blue sky.

The Balance Tree



WELCOME

Thanks for taking the time to download the **7 Principles to Balanced & Effective Communication**.^(c) We have put this together to help you gain the key components to what we believe will bring you closer towards balanced and effective communication.

We developed these Principles to help you gather key components that we believe will make a difference in your communication and in your relationships and we are excited to share these techniques with you!

We are Jaye & Ricci Barros, married for over 30 years with 3 adult children and 3 grandchildren. Coming from Corporate backgrounds we now run our own online business to help others gain clarity, unlock their true potential and live their dream plan. We want this for you too!

Below are our 7 Principles which will help you create more balanced and effective communication skills. As you begin to understand different language techniques you will be able to enhance your communication and relationships.

We know these Principles will help you improve.

Jaye & Ricci Barros
Your Effective Life Team

For our full services go to <https://academy.thebalancetree.com.au>

COMMUNICATION

1 Speak my language



When you understand how those around you describe their world you will be able to speak their language and make a greater connection with greater results. And it just comes down to these three senses: Sight, Sound, Touch. What words are they using to describe their day, their thoughts, their conversations. I SEE you've had a great day.
It SOUNDS like you've had a great day.
It FEELS like you've had a great day.
Work out their go-to language and use it when you communicate. See what I mean? Can you hear it? Reach out and speak the other person's language!

2 Rapport



Building rapport is key to any relationship. It involves a number of components and applications. First up you need to be aware and present with the other person. Observe what they do and how they behave then get 'in-sync' with their behaviour.

Here's an easy way to start:
Match their breathing or eye blinking pattern.
This works from newborns to adults!

3 World View



Basically, respect the other person's view of the world.

We are all different, with different pasts, cultures, thoughts, views, memories, baggage, relationships it goes on and on. And all of this comes together when we say, think and act.

Most of the time you, or the other person, is not right or wrong, just different.

COMMUNICATION

4 Processing



How do you, and others, process information? Most people start with either a big picture view or a detailed view. Do you look towards the end result and all the possibilities (big picture) or are you checking the facts, making a spreadsheet and needing all the info (details)? Knowing these two processes will help you understand others' needs and you will be able to communicate with them much more effectively.

5 Agreement



This is about giving respect to the other person's opinion whilst at the same time expressing yours. This way you can avoid resistance from the other person, in order to keep them involved in the conversation, and open up new ideas for discussion. To use this start your sentence with "I appreciate ..." or "I agree". For example, "I appreciate this isn't easy, and it will be great when you master it and your conversations are more effective!"

6 Avoid



Knowing what NOT to say is as important as knowing what to say! Words like "but" and "why" can create a negative tone and turn a conversation into something you didn't intend.

The word "but" negates everything that came before it.
The word "why" can create offense/defence for the recipient.

7 Phrases



If you are someone who can't say no, need more information or want the real meaning of what's going on then this is one of the most simple and effective phrases we have ever used! Just ask "What's the purpose of that?" You will be amazed at the results!

WANT MORE ?

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WHAT WILL YOU GAIN?

- the ability to strengthen your relationships
- language skills for successful conversations
- a positive mindset
- the power of positive and effective communication
- the clarity and balance to unlock your true potential and live your dream plan

<https://academy.thebalancetree.com.au>



TESTIMONIALS



Great to complete with your partner to recognise and achieve balance and effective communication as a unit.

— Joanne & Patrick

Life tools, broken down into recognisable and achievable bites, allowing them to be utilised and polished into a balanced and effective life.

— J Sherry



It was really good. Clear, simple, with food for thought without setting expectations ... It is Do-able! And principles that can be practiced in real life situations.

— R Mason

I did the TWO courses today. They were fab, I really enjoyed them. Holding my attention in these things is not easy, I am fast-paced and bore so easily, so the split screen of visuals and Jaye on the side was great!

— Jess N