



The Don Hutson Report

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Listen to Comprehend Not to Respond

We all are frequently exposed to ideas from others, skills from internet learning, and takeaways from traditional training. We literally have great ideas whizzing by our heads every day.

Comprehending things that are really vital to us out of all that we see and hear can become a daunting task. It is vitally important that we recognize and improve on the means by which we capture and process new ideas and turn them into best practices. People who don't take learning seriously enough usurp their opportunity to improve themselves. Let's listen and learn for *comprehension*, not to just craft a reaction.

Below are six ideas on how to get the most out of a learning opportunity. If you will do these things you will not only learn more but profit more from the content than ever before.

Here are the To Do's...

1. Vow to have a high level of concentration as you read or listen to new ideas, and fewer gems of wisdom will whiz by your head!
2. Develop the habit of rapid evaluation of an idea; if it is valuable to you, capture it! Write it in your journal! Say it out loud! Share it with someone on your team!
3. Recognize it as a valuable idea you will want to reference in the future and highlight the entry in a certain color for that category. If it is an actionable idea you want to move on right away, highlight it in a different color. If the input is from other than a book, write it immediately in your journal, or create a computer file for "Action Items".
4. Internalize the idea by thinking of how you will use it.
5. Energize yourself to implement the idea or skill at the next appropriate time. Some people watch things happen and some people make things happen!
6. Actualize your desired outcome by making the idea or skill work for you. Adapt it as necessary to deploy it in the framework of your success plan.

With a solid means of processing valuable ideas as you are exposed to them, you can take action and assure yourself of growth and progress. Remember, it's not what we know, it's what we do with what we know that can propel us to the next level.

My favorite writer in the self-help/success space is Orison Swett Marden. He wrote in his book *Round Pegs in Square Holes* the following: "It is pitiable to see bright people remaining for years in occupations against which every nerve and fiber in them protests, when a change into their niche would make a new world for them!"

Let's don't be among those who have put learning on the back burner and just continue to do today that which they did yesterday. The knowledge mass of the human race is now doubling approximately every four years, so let's be part of the crowd that listens to comprehend, learns to capture solid ideas, and takes action to produce results!

Those who listen marginally because they are busy trying to figure out what they are going to say next are afflicted by the whiz-by phenomena referred to earlier. To experience a quality learning process, think comprehension and you will be able to capitalize on some great options for progress.

Capture and internalize the skills. Find your niche. Propel yourself into action and make your life a masterpiece!

Note: I suggest that you follow this link to The Don Hutson Report Library to review the previous issues. <https://donhutson.com/dhreport-library/>

Here's our latest approach to sales Promotion; The Don Hutson Flipbook Press Kit. If you are a Corporate or Association Meeting Planner, you will want to review Don Hutson's Flipbook Press Kit and consider him for your upcoming events. Just click on the image below.

The U.S. Learning Online Learning Flipbook allows you to review our four top-level programs on Sales, Negotiations, Sales Management and Leadership with sub-topics and video excerpts for educating you to be your best! Just click on the image below.





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