



FOR IMMEDIATE RELEASE – December 12, 2012 Contact: Miryam S. Roddy,
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Hello, Are You Listening?

Marjorie Brody's New Listening Skills Book Is Published

Jenkintown, PA – Are you a great listener? You may have excellent hearing, but listening is not the same thing as hearing.

Hall of Fame speaker and Professional Certified Coach Marjorie Brody says good listening is a fine art – a skill that's not innate in most people. She believes this critical skill *can* be learned, however, and has a huge impact on the people we interact with in our daily professional (and personal) lives. Her new book can help -- ***The Art of Listening: How to Get the Point and Get Ahead*** -- ISBN #978-1-931148-27-6, \$8.99, Career Skills Press (also available for Kindle and NOOK, \$3.99).

In *The Art of Listening*, Marjorie Brody's pocket-sized 6-chapter book, the newest volume in her *Competitive Advantage* series, she details the why and how of effective two-way communication -- and the reasons it's so critical to professional success.

How many bosses take the time to truly listen to what's important to their people – gaining an understanding of what really motivates them in the process? How many salespeople really listen to their clients, versus talking over them to share their own “great” ideas? That's why Marjorie wrote this book – to help improve these critical listening skills and working relationships and business success. Here's five tips for improving listening:

- Don't multi-task; give the speaker your full attention
- Use your body language to help connect with the speaker
- Give verbal responses that will acknowledge or reinforce the speaker's message.
- Ask great questions
- Take notes

Brody, President & CEO of BRODY Professional Development, delved into her more than 25 years of corporate coaching and training experience in writing this book. She has written many other books on business skills development topics, including *Courageous Coaching*, *Speaking is an Audience-Centered Sport*, *Accountability: Four Keys to Manage Success (Yours & Others)*, *Help! Was That a Career-Limiting Move?*, and *Career MAGIC: A Woman's Guide to Reward & Recognition*. For 30 years, BRODY Professional Development has offered *Fortune* 1000 companies and executives customized training programs, executive coaching and conference speaking services in the areas of Presentation Power, Business Communications, Leadership Presence & Sales Impact. More information: www.brodypro.com.