

# BUSINESSWOMAN

## Listening With the Heart

**C**arol McCall's words are precise as her voice clearly carries her message: listening and being heard are the most important, and least available, things needed for forward movement in all personal and working relationships.

Early in her career as an educator, McCall found herself looking at curriculum first and foremost as a vehicle to develop her young charges as human beings. Interested in her own development as well as making a move to San Francisco in the early 60s, she immersed herself in the personal growth/transformation movement, working with many of that movement's eventual luminaries.

As McCall moved into her own growth and development, she asked herself "what is it that people don't get in their lives?," and "what's my role in helping them get it?" To the first question she found almost everyone feels they are not heard and almost everyone, even the best of speakers, doesn't know how to listen. As to her own role, the answer came intuitively and the work came naturally.

Forty years later, she is now a pioneer in the personal/business coaching profession and widely considered *the* authority on listening and effective communication. And, 12 years into her own business, McCall's Empowerment of Listening and Possibility of Women courses, The Path to Skillful Listening Workshop, and CEO coaching practice, still contain her basic concept of listening as a gift and a means to live a full and exciting life.

"I have people look at what serves them in their life — what gives them the freedom and the



*Carol McCall*

authenticity and the excellence to live life according to their philosophy. Does that mean to the exclusion of other people? No. It means you get to live your life and, because you have given yourself honor and respect, you allow others the same freedom, the same respect," McCall states.

Of her spiritually grounded work, she adds, "I live like I want to be treated, whether or not I am treated that way. It is the only way to live with all others on the planet. And the principles I live by are the tools I teach in my courses." ✨

*Carol McCall is presenting the Possibility of Women course in San Francisco, May 9-11, Sept. 5-8, and The Empowerment of Listening course, July 13-14. For more information, call (888) 728-9975 or at [www.listeningprofitsu.com](http://www.listeningprofitsu.com). McCall's book Listen! There's A World Waiting To Be Heard is available online at [amazon.com](http://amazon.com) and [bn.com](http://bn.com). (Barnes & Noble) or send an email request to [info@listeningprofitsu.com](mailto:info@listeningprofitsu.com).*