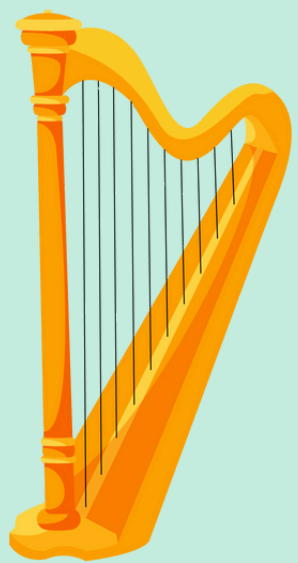


10 Wildly Effective Communication Techniques

Master the art of connection, confidence, and influence.

1 Play The Harp



When someone asks, “How are you?”, rather than providing a surface-level answer, share something genuine and personal about a recent experience you’ve had. In doing so, you will open the other person up to share more about themselves.

Example:

“How are you?”

“I’m great. This morning, my daughter texted me saying she got a 95% on her test, and she was so worried about getting a bad grade, so that really was a great start to my day! How are you?”



2 Permission to Proceed

If you have an idea you want to share, ask a question to gain permission to express your perspective.

This approach will open the person up to your ideas and get them saying “yes” before you even start.

Examples:

“Would it be okay if I shared my perspective on this?”

“Can I challenge you on that?”

“Is it okay if I offer a suggestion?”

3 And, Not But

In situations where you have a disagreement or you're sharing feedback, be very careful not to use the word “but”, since it will invalidate everything said before it.

Instead, use the word “and” to bridge acknowledgement of the other person and the point you wish to make.



Example:

*“I know the goal is to reduce costs in Q1, **and** I have a suggestion about how we can deliver a low-cost wellness program next quarter. Is it okay if I share it with you?”*



4 0.5x

“Brevity is confidence. Length is fear” - Jim VandeHei (co-author of Smart Brevity).

In order to be more concise, we need to slow down our pace of speaking.

Therefore, practice speaking at 0.5x the rate of your normal speech. Include longer pauses between words and sentences to be more composed and confident in your communication.

5 The AWE Question

When you're seeking to connect with someone, you always hear about the power of asking great questions.



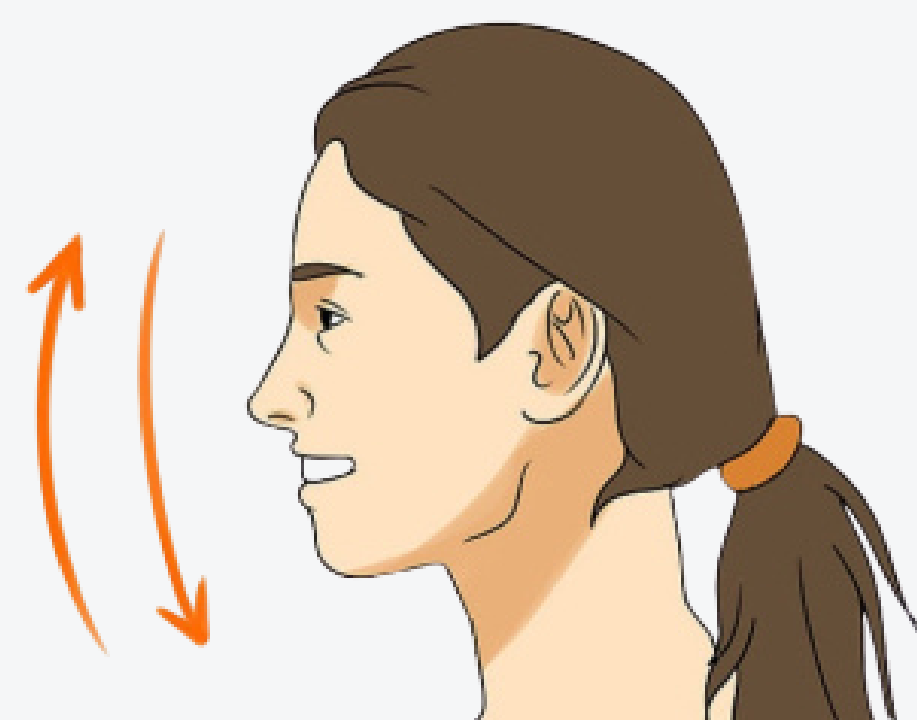
What's an advanced technique is to invite the other person to go deeper with a simple but effective question: “And what else?” These three words will encourage the other person to open up to you about what's truly important to them.

6 No Bobbleheads

Many think “active listening” means asking questions and waiting to speak.

In truth, it's about giving full attention and seeking to understand.

Constant nodding sends the wrong message. It shows a desire to be liked or a rush to respond. Nod occasionally to show understanding, but overdoing it signals insecurity and impatience.



7 Window to Window

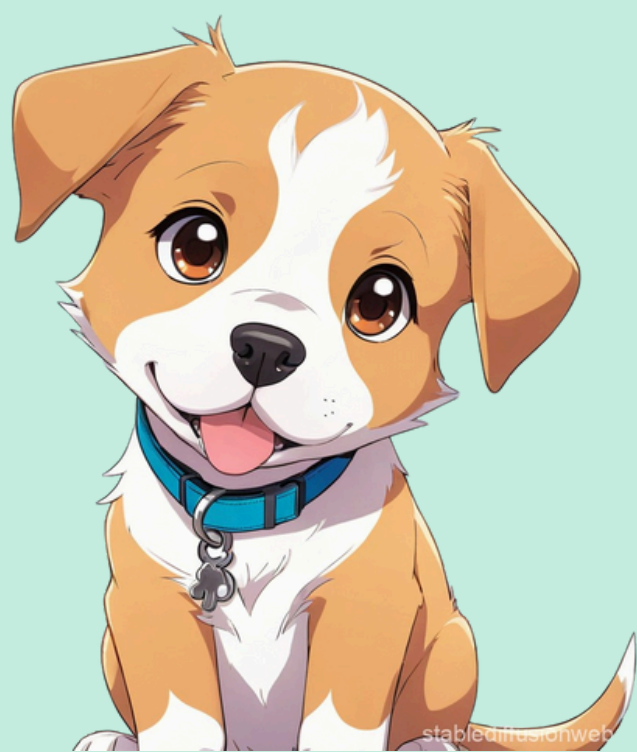


They say eyes are the windows to the soul, and you hear how important it is to hold eye contact in communication. What often happens is that we are better at holding eye contact when listening, and less prone to it when speaking. While you don't want to overdo it and stare into someone's eyes for too long, adopt the 80/20 rule, and hold eye contact even when speaking for 80% of the time.

“Brevity is Confidence Length is Fear.”

~ Jim VandeHei

8 The Head Tilt



When a puppy tilts its head, you instantly feel a sense of warmth and safety.

The same effect happens in human interaction. A subtle head tilt signals trust because it exposes your jugular vein, communicating that you feel safe. This nonverbal cue often prompts the other person to feel the same.

Use it intentionally to convey empathy, compassion, and emotional connection.



9 Isopraxism

Isopraxism, or “mirroring,” is the subtle art of matching another person’s body language, tone, and word choice.

When someone is animated, reflect that energy. When they’re calm and measured, align with their pace and tone. Even repeating key words they use helps them feel understood.

On a subconscious level, mirroring communicates similarity and safety, leading others to perceive you as more relatable and trustworthy.

10 The String Technique

Did you know that your words make up only 7% of whether someone perceives you as likable or trustworthy? 55% is perceived from your body language, and 38% from your tonality.



Therefore, projecting confidence through body language is key to effective communication. The “String Technique” involves imagining a string from the sky attached to your chest, gently pulling upward. This simple visualization straightens your spine, opens your shoulders, and helps you embody confident presence.



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