

Communication for abundance



The language of plenty

The way you communicate says a lot about your relationship with yourself and the world. Learning to communicate clearly can open you to the abundance of life.

BY SHELLEY VISKOVICH

Communication is one of the most universally required skills to excel in life, yet many people do not understand communication and don't execute it well, either. It's a skill that is actually not as easy as it sounds and takes a lot of study and self-awareness to get it right. It's complex but, if you learn to use it correctly, you can use it to get what you want in life. The art of communication is not about manipulating outcomes or people; it is about tapping into the reality of what is happening

for you and the people you are with. It is about sharing that truth in ways that benefit all, and that is the essence of living abundantly.

What is communication?

Many people would probably say that communication is speaking or talking. Some may say body language. You may be surprised to know that verbal communication, that is what comes out of our mouths, makes up a measly 7 per cent of our total communication. It seems ridiculous that something we spend so

much time doing is actually of such little value overall.

The balance of communication (that is a whopping 93 per cent) is made up of body language and energetic communication. Most of you will know of body language; it's often apparent when someone's body is saying something different from what their words are and people will often trust the body language more in these instances. Body language can tell you a lot about how a person is feeling, whether they are open or closed in nature, if they are lying, how

Energetic communication

Energetic communication may sound a bit out there, but I promise you it isn't. Have you ever walked into a room after two people have had a huge argument? You walk in, look at the people in there and think, "What happened in here? You could cut the air with a knife." That saying refers to the fact

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that even though the people have stopped arguing, they haven't had a chance to resolve it and the residue of the tension is still in the room.

In this same way, we communicate energetically with people all the time. You'd know yourself that when you say something to someone, it is never just the spoken word but a combination of how you feel, what you think, past experiences, what you want, what you don't want, getting your own way and probably other stuff as well. All this comes through energetically.

For example, when you fight with your partner and you say something like "Stop controlling me" or "You always have to win", more often than not it hasn't been the words your partner has used that have made you react this way, but rather the feelings surrounding the interaction. This is energetic communication; it is the feeling you get from interactions as opposed to what was said. If you can match your body language and energetic communication with your spoken word, you will possess an amazing ability that can be used not only for dealing with others but also for getting what you want, making things happen and manifesting abundance.

Meeting your needs

The prime importance of communication is getting your needs met and then branching out from there. It might sound a touch selfish to want your needs met, but if you think of your needs as a sign of the divine energy within you, then meeting those needs is the basis of living abundantly. When you meet your own needs, you can support others. Communication allows human beings to achieve their needs without conflict or harm. If practised appropriately and when used fittingly, communication leads to awareness and growth.

Your needs are the physical, emotional and mental wishes you require to feel safe and fulfilled and they differ for everybody. There are basic needs such as companionship, shelter, sex, food and water and then higher needs such as self-worth, self-respect, feeling listened to and appreciated, having a satisfying career and relationship and so on. When you aren't getting certain needs met, it creates disharmony and you will consciously or unconsciously strive to meet these needs. The problem is, if you are doing it unconsciously, you will often choose unproductive ways to meet those needs. Awareness of your needs and communicating these accurately mean you are being as productive (and abundant) as possible.

When you know what your needs are, first and foremost you must be able to communicate about them clearly and directly. Initially, that can mean being uncomfortable about asking for what you want, but you will get used to it and, once you do, you won't be relying on someone else to do, say or act how you want them to.

When you act in this way, asking for what you want and need, your self-esteem, self-worth and self-respect all increase. When you love and respect yourself, others will treat you like this, too, and abundance is on its way.

Talking to yourself

The essence of all communication is your relationship with yourself. If you had no relationship with yourself you wouldn't know what you wanted to communicate and how to do it. When you have a solid relationship with yourself, you can soul search and discover who you are at a much deeper level. This is why communication shouldn't be undervalued. It's not just about words or a "look"; it's about who you are and who you want to be. If you want abundance, you have to be able to communicate who you are and what C,

aggressive they are and what they think of themselves. So it's important that your body language matches what you say.

Research has also found that your body language not only represents your emotions but can affect them, too. Stand for a moment and slump your shoulders as you walk around and don't smile. How does it feel? Research has shown that if you walk around like you are sad, eventually you will begin to feel that way. So assess your posture, stand tall, take a deep breath in, raise your shoulders and shift them back. Make sure you are not dragging your feet or frowning without realising it. Finally, try not to cross your arms as it is a closed posture. It may feel strange initially but then it will feel great. If you can walk tall and try to smile, you'll be halfway there to shifting your state. Adopt an open, cheery posture and you are opening yourself to abundance.

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you desire. The deeper your relationship with yourself, the more you understand what you love, want and desire and how you want to live your life. You have to know this first before being able to communicate it to others.

Communication strategies

Ultimately, you want communication to be a genuine and heartfelt activity that comes without effort. In the meantime, you need to have strategies that you can keep in mind to keep your communication on track.

Don't blame

Any time you blame someone or something else, you are not taking responsibility and can become a victim. If you want to lay blame, say or think to yourself, "I really want to blame you right now." That will take the pressure off the blaming energy and allow you to figure out why you are so upset.

Be clear

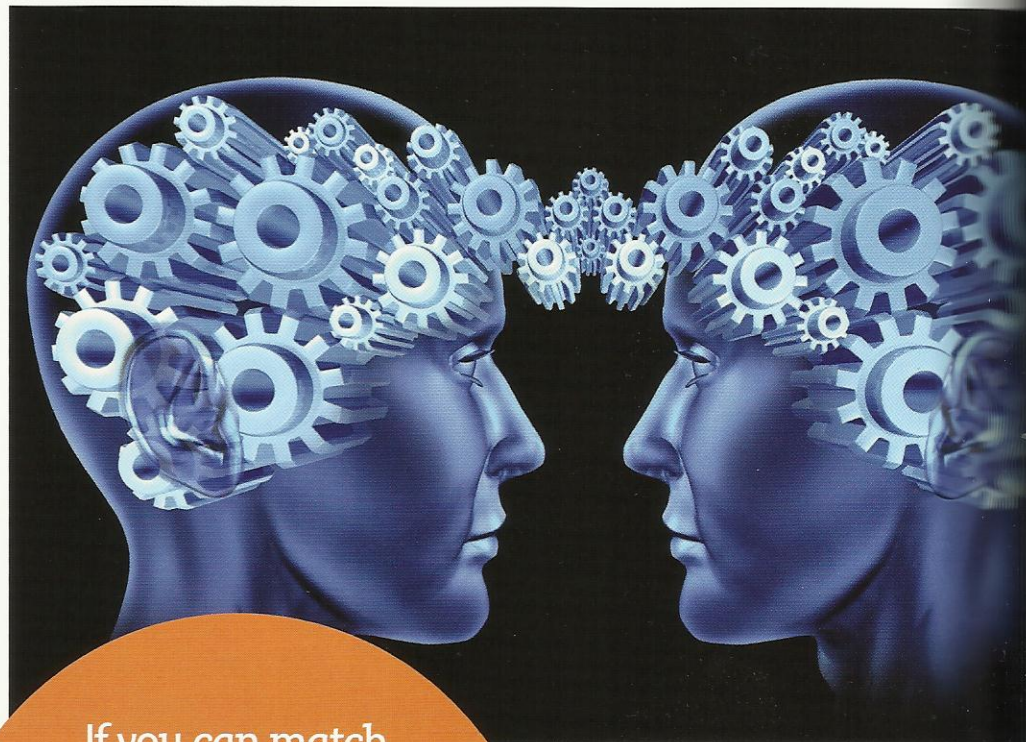
Clarity is a great gift and will be a useful tool for life. The more you ask yourself "why", the more you will get clarity about how you feel and what you want. Journaling or talking out loud to yourself is a great way to achieve more clarity and discover the deeper layers where you need to be for change to occur. Thinking about the communication styles of your family or origin also help you work out where you learnt your communication style from and can provide you with the perspective of the receiver.

Don't ever assume

You know the old saying that assuming it makes an ass out of you and me (ass-u-me)? Never assume someone else knows what you are thinking and feeling, even if it is your partner. Everyone processes things through their own unique perception and it's unfair to expect them to always know what you are on about. Besides, it is your responsibility to let others know what you need, not theirs.

Always use feeling in your communication

If you say "When you ... (eg spoke to me so rudely) it made me feel ... (eg really hurt like you don't care for me)" it will be much better received than if you say "You jerk, you always speak to me like dirt." Using this communication model allows you to take full responsibility for your feelings while still communicating your hurt, anger, sadness and so on.



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thoughts on exactly what you want and then what words to use so the communication is crystal clear. If you feel your message isn't getting across, simply say, "I'm sorry, I think I am not being clear", and try again using different language. A big mistake is to keep saying the same thing over and over but still get frustrated when the other person doesn't hear you.

Practise

Learning to communicate is like learning to ride a bike. It takes a while to master but, once you've got it, you've got it for life.

Release tension

When you are tense, so is your diaphragm, so use a few short coughs to open it up so your communication will be confident and strong instead of tense and hesitant. In the end, with communication as with all else in life, be kind to yourself. It's all right to make mistakes and get confused sometimes. Work towards being clear in your communication and this will lead you to manifest abundance in your life at the same time. ☺

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Be appropriate

A good communicator alters their style like a good salesman. It's not manipulating; it's called discernment. Using discernment allows you to know how to alter what you need to say so your message gets across. It's not about one style fits all.

Be congruent

Another point worth mentioning again is to make sure your verbal communication matches your non-verbal and energetic communication. When it's your turn to talk, make sure what you are saying and feeling is congruent. In other words, don't say you're OK when you're not, or you'll be the one frustrating others with mixed messages.

Don't rush, don't panic

If you are having trouble communicating, spend a few moments gathering your