

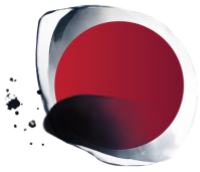
## Cultivating Presence



*Listening is an art we have lost and must learn anew.*

### Generous Listening

“Listening is an everyday art and virtue, but it’s an art we have lost and must learn anew. Listening is more than being quiet while others have their say. **It is about presence as much as receiving; it is about connection more than observing.** Real listening is powered by curiosity. It involves vulnerability — a willingness to be surprised, to let go of assumptions



and take in ambiguity. It is never in “gotcha” mode. The generous listener wants to understand the humanity behind the words of the other, and patiently summons one’s own best self and one’s own most generous words and questions.”— Onbeing

## Step-In Process

- Recognize: Patterning of the mind that limits your participation as well as a cultural patterning that needs to shift. Presence for the pain points opens the possibility of more choice regarding your performance.
- Set your course:
  - Contribute: Be ready to share what the other person really needs to know and believe it is relevant to their work or life.
  - Reflect and Receive: When you are asking for are insights, help, or solutions.

## Ask Yourself

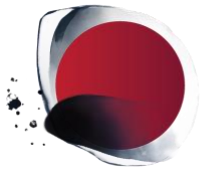
- “What are my expectations regarding my participation?”
- “What is my method to remain curious about how to make this the most valuable meeting possible?”

## Readiness State

- Consider taking notes.
  - Split page: What am I observing, assessing in the process of the meeting? — Right Column
  - What am I self-reflecting on in my own participation? — Left Column
- All that limits us are the patterns we succumb to and the limitations we accept in our own mind.

## Transitioning

- Every 15 minutes ask yourself: “Am I on course?”



## Step-Out: Self-Assessment

- Checkout: Reflection on your success.
- Did you live up to your expectations?

## Guidelines

- Induction: Note where you are and where you are headed.
- Awareness: Pay attention to everyone in this meeting for the duration of the meeting. Take notes , always.
- Authenticity: Be here, notice when you are distracted, take care of it and return.
- Connection: Sustain your presence.

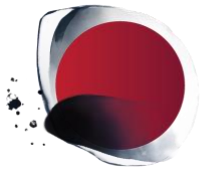
“It is good to listen. If you listen carefully, without always passing judgment, you will enter into the very heart of the creature to whom you pay attention. You will begin to grow the flowers of your soul. Then all of nature will whisper to you, her secrets.”

— Moore, 1992, p. 161

## Quote

“Whatever the expertise we have acquired, the greatest gift we bring to anyone who is suffering is our wholeness. **Our listening creates sanctuary for the homeless parts within the other person.** That which has been denied, unloved, devalued by themselves and by others...Listening creates a holy silence. When you listen generously to people, they can hear truth in themselves, often for the first time. And in the silence of listening, you can know yourself in everyone. Eventually you may be able to hear, in everyone and beyond everyone, the unseen singing softly to itself and to you.”

— Remen, 1996, pps.219-220



## Notes: Indications of Internalizations

The indication that the other person is internalizing you is often like ripe fruit hanging on a tree. It is visible and available yet may require a stretch to reach it.

Each of us, in our interactions with one another will experience ourselves being internalized by other people. This refers to how we perceive our existence as experienced by them. This experience of us can be conscious or unconscious.

“The other day I was meeting with a “Rainmaker.” What she does is that she makes things happen for other people. Well, she also has the capability to make things happen for the person she is speaking with. While I was describing something to her, I watched her face begin to beam. She had a slight smile on her face, was holding eye contact, and seemed to be savoring every word. Whether this was conscious or unconscious, part of her communication tool set or a natural interest and appreciation for what I was saying; almost didn’t matter. I left the interaction feeling received, heard, and understood.” — Tdukes May 25, 2014

## Link: Reversing Course

- Read: Present Company: Reversing Course. P. 106

## References

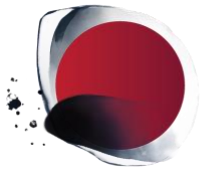
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*The Tim Dukes Method provides an opportunity for self-reflective individuals to cultivate the capacity to receive into consciousness hidden aspects of the self, claiming your unique gifts – ensuring that today’s brilliance successfully transitions into tomorrow’s wisdom. The Tim Dukes Method is designed and implemented by Dr. Timothy Dukes for determined creatives to ensure long-term viability — as a continuing investment in the well-being of yourself, family, organizations, culture, society, and the Earth itself.*