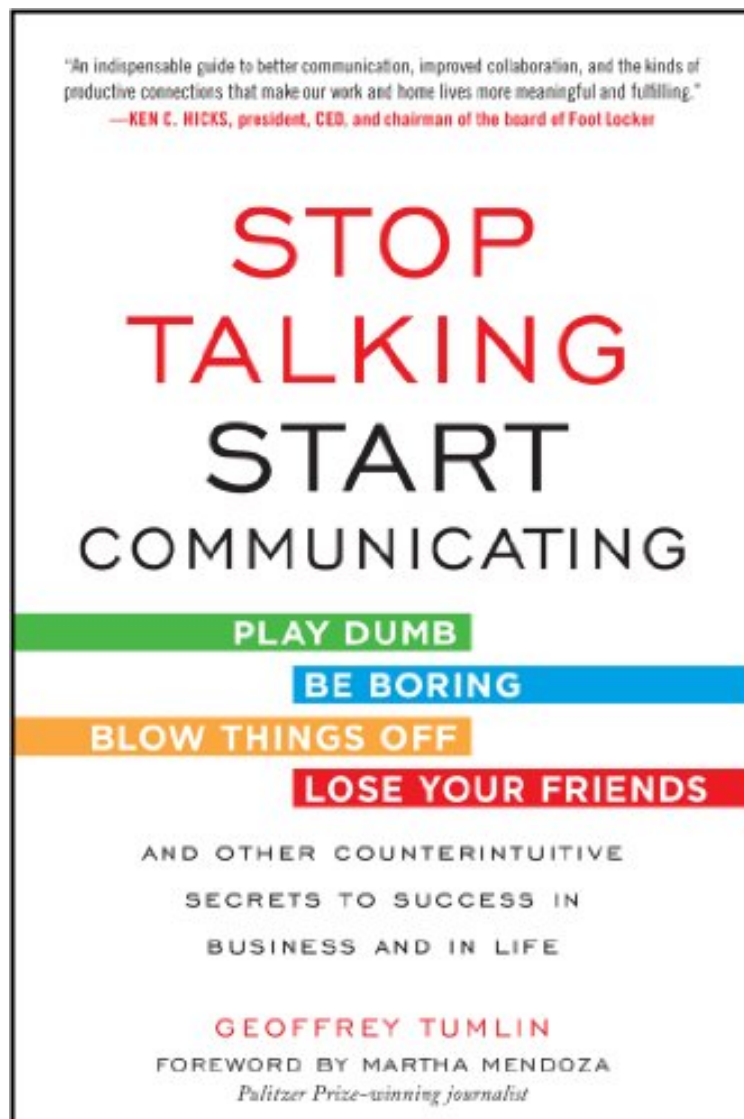


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## **Stop Talking, Start Communicating: Counterintuitive Secrets to Success in Business and in Life, with a foreword by Martha Mendoza: Counterintuitive Secrets ... in Life, with a foreword by Martha Mendoza**

*Geoffrey Tumin*

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before purchasing it in order to gauge whether or not it would be worth my time, and all praised *Stop Talking, Start Communicating: Counterintuitive Secrets to Success in Business and in Life*, with a foreword by Martha Mendoza: *Counterintuitive Secrets ... in Life*, with a foreword by Martha Mendoza:

2 of 2 people found the following review helpful. Practical, Easy-to-Read, Entertaining  
By Lillian Ammann (Lillie) I was introduced to the author by a mutual acquaintance, and he sent me an autographed paperback. However, that didn't influence my review; in fact, though I appreciated the book and was pleased to add it to my collection of autographed books, I purchased a copy of the ebook to read. On the surface, it seems we have more ways of communicating than ever before. But Geoffrey Tumlín shows us that much of what passes for communication isn't real communication. We're often talking over each other in person, and how can we communicate meaningfully with online "friends" we don't know using the shorthand of technology? You have probably seen a photo of a table full of people, each engaged with their smartphone or other technological device rather than having a conversation with the family members and friends sitting with them. Many people post more words on Facebook and Twitter than they speak to their loved ones each day. The author describes digital communication as i-based conversation rather than much more effective we-based conversation. Even when people are seemingly carrying on a conversation in person, all too often there isn't any real communicating taking place. I am reminded of a "conversation" I observed my husband have with a friend near the end of his life. The two men were taking turns speaking, but they weren't talking about the same thing. The other gentleman was trying to tell my husband a story about something that happened to him. As soon as his friend paused in his story, my husband jumped in and said something totally unrelated. At the time, my husband had advanced dementia, so it was no surprise he couldn't carry on an intelligible conversation. Unfortunately, this scenario happens with people who don't have illness as an excuse but who simply have their own agenda. They want to have their say but don't want to listen to what the other person says. The author gives excellent practical advice on how to start really communicating rather than just talking. Communication requires effective listening, speaking, and interacting. Though the examples in the book often include business situations, the advice applies to all kinds of communication--whether you are talking to your spouse and children, your boss, your subordinates, an important client, or the neighbor whose dog is tearing up your flowerbed. If you want to reduce conflict, increase cooperation, and become more effective in communicating, this practical, easy-to-read, and entertaining book will help.  
2 of 2 people found the following review helpful. Read this book, then give a copy to all the professionals in your network!  
By Ryan Messner "Stop Talking, Start Communicating"; Dr. Tumlín tackles issues which are exponentially growing in importance and complexity across the business world. He uses real life examples and his own personal experiences to help guide readers through the treacherous waters of personal communication/connection in the modern world. As a sales leader in a fortune fifty company I enjoyed the material so much that I had my entire team read "Stop Talking, Start Communicating"; then I partnered with Mouthpiece Consulting in order to have Dr. Tumlín provide face to face training for my team based on the content outlined in the book: Story Telling and Dealing with difficult people. The only thing my team enjoyed more than the book itself was learning from and asking questions to one of the country's lead authorities on communication -- Dr. Geoff Tumlín. My advice to you: buy the book, read it, then give a copy as a Christmas gift to all the professionals in your network. Sincerely, Ryan Messner!  
1 of 1 people found the following review helpful. We were fortunate enough to bring Geoff in to facilitate a session ...  
By Ninja Mom The world of communication has evolved as we rely more on electronic devices. This evolution has come about without the a guide book on how to manage life in a digital era. Geoff reminds us about the importance of taking our conversations offline and how to refocus on accomplishing tasks without a keyboard and screen. Our department has bought 20 copies of Geoff's book to share with various positions. We were fortunate enough to bring Geoff in to facilitate a session with our Management team. Geoff is insightful, candid, and colourful which is mirrored in his writing style. In getting to meet Geoff you want to keep talking to him to absorb some just a glimmer of the expertise he has developed on the subject of Communication; Communication is a fine art and skill that needs to be developed and nurtured. The book offers useful tools to help navigate through communication challenges at work and in life (but sadly without the southern accent).

PLAY DUMB. BE BORING. LOSE YOUR FRIENDS. DON'T SOLVE PROBLEMS. AND ABOVE ALL, DON'T BE YOURSELF. Not exactly what you'd expect to hear from a communication expert, but these counterintuitive strategies are precisely what we need to interact productively and meaningfully in today's digital world. Our overreliance on quick, cheap, and easy means of "staying connected" is eroding our communication skills. Speed steamrolls thoughtfulness; self-expression trumps restraint. Errors and misunderstandings increase. And our relationships suffer. With startling insights and a dash of humor, *Stop Talking, Start Communicating* combines scientific research with real-world strategies to deliver a proven approach to more effective communication. "Stop Talking, Start Communicating is filled with no-nonsense advice, actionable communication strategies, and plenty of wit and humor to keep you turning the pages. Grab a copy of this book and start improving the quality of the time you spend with colleagues today." Jason Santamaria, president of Stanley Healthcare "An elegantly analytical,

accessible, and enjoyable guide to improving interpersonal communication, *Stop Talking, Start Communicating* is a key resource for anyone who wants to be a difference-making leader, manager, or team member." Eduardo Sanchez, deputy chief medical officer of the American Heart Association "*Stop Talking, Start Communicating* is the perfect book for our time. Geoffrey Tumin spells out strategies we can immediately use to strike the right balance between our powerful digital devices and the important people they connect us to." Kathy Whitmire, former mayor of Houston and former board member of the New York Stock Exchange

"*Stop Talking, Start Communicating* addresses one of the biggest challenges we all face--effectively maintaining a thoughtful and human touch in our interactions in the face of the tremendous amounts of data and words that bombard us daily. *Stop Talking, Start Communicating* is an indispensable guide for better communication, improved collaboration, and the kinds of productive connections that can make our work and home lives more meaningful and fulfilling." -Ken C. Hicks, President, CEO, and Chairman of the Board, Foot Locker