

Communication Matters

Learning Focus #1

Being Aligned Supports Working Together

TC&A



*“The way we
THINK and
COMMUNICATE...
Matters.”*

- The Leadership Blueprint

Every day, we have the opportunity to **CHOOSE “how”** we are going to enter in, participate, engage and communicate within our personal and professional relationships. **ALIGNMENT** gives us the advantage to **CHOOSE “how”** to work and be in relationship with others.

What does **ALIGNMENT** mean?

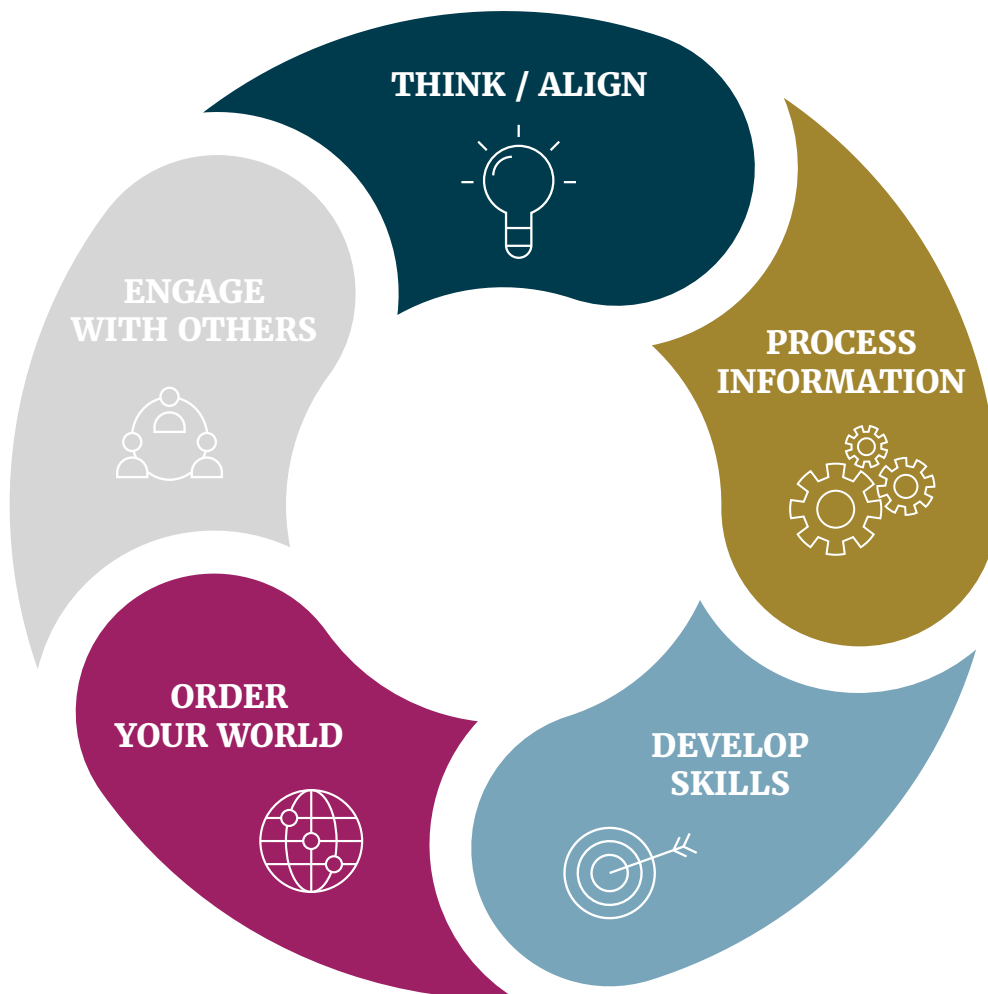
It means the way we **THINK** is in agreement or in alliance with another person, group or vision.

Often, our professional relationships focus on building relations with others that will support our work (or, we are supporting the work on behalf of others) for external outcomes within our role and responsibility. We may experience our relationships being diplomatic, kind, driven to succeed, competent, skilled and willing to be challenged. We have an opportunity to continuously learn and grow with others, in order to improve our present success and future goals for further success.

When we seek ALIGNMENT, we have a choice to:

- 1** Listen for AGREEMENT.
- 2** Process information together, while staying in ALIGNMENT.
- 3** Provide focus for moving plans, strategies and goals forward because we are ALIGNED.
- 4** Organize with ALIGNMENT to stay the course.
- 5** Stay engaged with one another, as we work together for the common good of the organization or for the relationships we seek to build for the communal benefit.

***IN SUPPORT OF BEING IN ALIGNMENT,
SEE THE TC&A COMMUNICATION MODEL[®] BELOW:***



When a working or personal relationship seems disconnected, strained, difficult, or just not going well, we may want to ask ourselves,

“Where am I NOT in ALIGNMENT?”

Often, our thoughts or our “gut” will indicate to us when we are not in alignment with another person or with a goal, strategy or vision. Many times, our inability to address a different thought, opinion or conflict, impedes our ability to say to someone,

“I’m not in full alignment with you or in alignment with the direction you want to go.”

Or, “I need more information to understand where we are going or what your expectations are with the project.”

We can THINK of ALIGNMENT in this way:

When the wheels on your car are not properly aligned, it can create an imbalance with your tires. This will create more damage of wear and tear on your tires, due to the lack of alignment. A lack of alignment can make driving difficult and even uncomfortable with the shaking and vibration from the steering wheel. If, you wait too long to align your tires, you run the risk of your tires blowing out, which can create a dangerous accident. From an automotive perspective, it is best to address the small issues of wear and tear on your tires and car, rather than wait for something more serious to transpire, which can be even more costly to your life and your car.

There are always WARNING SIGNS, when there is not ALIGNMENT.





We cannot stress enough how **IMPORTANT ALIGNMENT** is for us all - for our roles and responsibilities, our teams and for your organizations. TC&A is **ALIGNED** together in the way we **THINK** as a **TEAM** and **MOTIVATED** to bring our best support and communication of tools, resources and leadership coaching to YOU.

Our desire is for you to experience the benefits of *Leading Yourself...FIRST*, along with the gains of;

- Being in **ALIGNMENT** with others
- **PROCESSING** information with others
- Providing **FOCUS** with others
- **ORGANIZING** with others and
- Staying fully **ENGAGED** in dialogue with others

We experience greater purpose when reaching our goals and desired outcomes by following these steps.

The exercise below will guide you to further understand where you are or may not be in alignment with others.

We are here for communication support and always want the best for you.

**With Gratitude,
The TC&A Team**

Communication Matters

Learning Focus #1 Exercise

Are We Aligned?



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In Tess' book, "The Leadership Blueprint – Becoming the Architect of Your Life and Work," one of the key elements of successful personal and professional relationships is the focus and understanding of this thought:

"The way we THINK and COMMUNICATE...Matters."

At the beginning of every long and lasting relationship, it is important to seek ways to shape, influence and impact the lives of one another and find ALIGNMENT in the way we THINK and COMMUNICATE. Our ability to find AGREEMENT supports a genuine MOTIVE within our choices and decisions that are most important in our lives.

When we seek ALIGNMENT, we have a choice to: Listen for AGREEMENT.

We encourage you to THINK about a recent dialogue you had with a co-worker, supervisor or employee. THINK about HOW you were in ALIGNMENT within your dialogue?

Let's agree to THINK in a positive and proactive way.

1. What phrase or words did you hear that led you to agreement?

Ex. I heard the words, "I am in agreement with the strategy we have created to complete the project."

Let's be MOTIVATED by our common goal.

2. What phrase or words did you hear that led you to stay motivated?

Ex. I heard the words, "I am in agreement to stay focused on the timeline to complete the project."

Let's be good COMMUNICATORS to reach our desired outcomes.

3. What phrase or words did you hear that led you to good communication?

Ex. I heard the words, "I am in agreement to follow up with communication on the progress to meet the details of the project."

When working and being in ALIGNMENT with others, the way you THINK matters, the way you stay MOTIVATED matters and the way you COMMUNICATE matters. ALIGNMENT will support you to experience outcomes that benefit the whole.

We believe in your ability to grow in your communication skills!

With Gratitude,
The TC&A Team