

"I hear and I forget.

I see and I remember.

I do and I understand!"

Confucius

By Bob 'Idea Man' Hooey

These *wise words* were written thousands of years ago and yet they ring just as true in our 21st century lives and evolving business endeavors. We *best equip* those we lead with use-it-now information, practical tools and applicable actions, *when we facilitate* them in getting their hands *dirty* or actually getting up and using what we provide.

For example: In our presentation skills training or executive speech coaching programs the quicker we get the students or clients up speaking, the better they learn and accelerate their learning curve. Consider the thousands of Toastmasters around the world who *nervously* start speaking and find that their confidence and competence increases in *direct* relation to how often they are in front of an audience and in how they *apply* the feedback received. Becoming an effective presenter is not learned *exclusively* from a book or observing others in action. It is essentially a learn-as-you-do project. Kind of like life!

My challenge for you is to revisit what you are doing for your own learning curve, as well as those you work with... see where you can adapt it to add more *hands-on* experience. How can you make it more experiential to anchor the learning and enhance the skill?

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