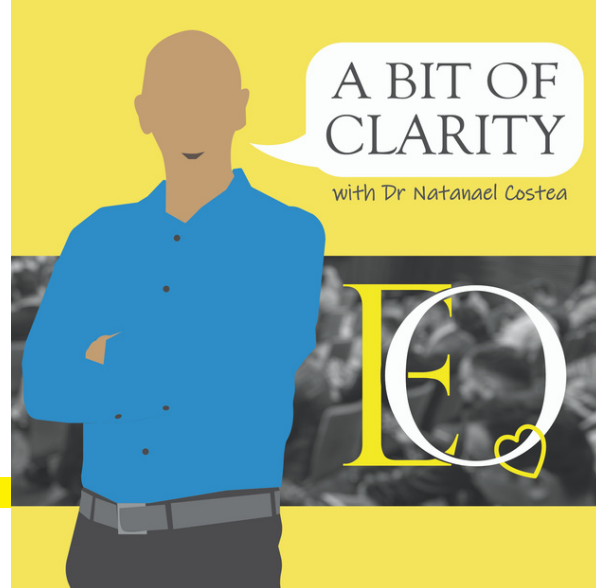


# EP 035 TIMING



## SHOW NOTES

### OBJECTIVE

> Develop an understanding of timing.

### UNDERSTANDING TIMING

Timing refers to someone's ability to know what to say and when to say what they need to say. Timing is everything. In our daily communication, knowing when the communication receivers are most receptive is critical if we are to get our message across. Advertisers know this (right time, right place), politicians know this, and at times, we notice this.

### CHRONOS & KAIROS

The ancient Greeks had two ways to describe how time is experienced, **chronos** (sequential or linear quantitative time that can be measured in hours, minutes and seconds, as per our clocks) and **kairos** (a moment in time, an opportunity, a perfect timing, a circular moment that comes and goes, and then comes again, a qualitative moment, an appointed time). We can experience 'good' kairos moments or 'opportunities to learn' kairos moments.

### READING THE KAIROS (PERFECT TIMING)

- 1. Look for it.** Become aware of the power of timing, be awake and alert, eyes and ears (and hearts) wide open.
- 2. Be present.** Kairos can only be experienced in the very moment it happens. Be in the moment, live in the present.
- 3. Realise the power of today.** Take one day at a time and realise its gift and its power. Learn the power of one day.
- 4. Pause.** Learn to pause and reflect during during or after kairos. Learn to pause and wait in conversations.
- 5. Patience to understand.** Put yourself patiently in the mindset of the people to whom you are trying to communicate.
- 6. Read the season.** People go through various life or situational seasons. Listen to understand their season.
- 7. Shift.** Every kairos brings an opportunity to shift, for you and the other person. Help yourself while helping them.

### APPLICATION

> Look for a few kairos moments throughout today and write them down together with the shift that they brought to you.

### RESOURCES

- > More from Dr Natanael Costea: [www.eq.org.au](http://www.eq.org.au)
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