

Improve Your Relationships through DANCE!

People of all ages are returning to partner dances such as swing, waltz, tango and many others. This resurgence is directly connected to our reevaluation of relationships and courtships in our culture. Today, partners are coming back together on the dance floor after decades of unfulfilled 'separateness'.

Americans are making a new commitment to intimacy. The resurgence of social ballroom dance reflects the efforts people are making to get to know their partners and avoid meaningless liaisons. Relationships are the fabric of our lives, and partner dancing directly reflects the steps needed to strengthen good relationships and heal difficult ones.

Cooperation - Partner dancing is "two people learning to work together to the same end, from very different perspectives; leader and follower" - a mini relationship! The dance floor is an enjoyable, easy going place to improve cooperation ...resulting in better teamwork, coordination and understanding both on AND off the dance floor!

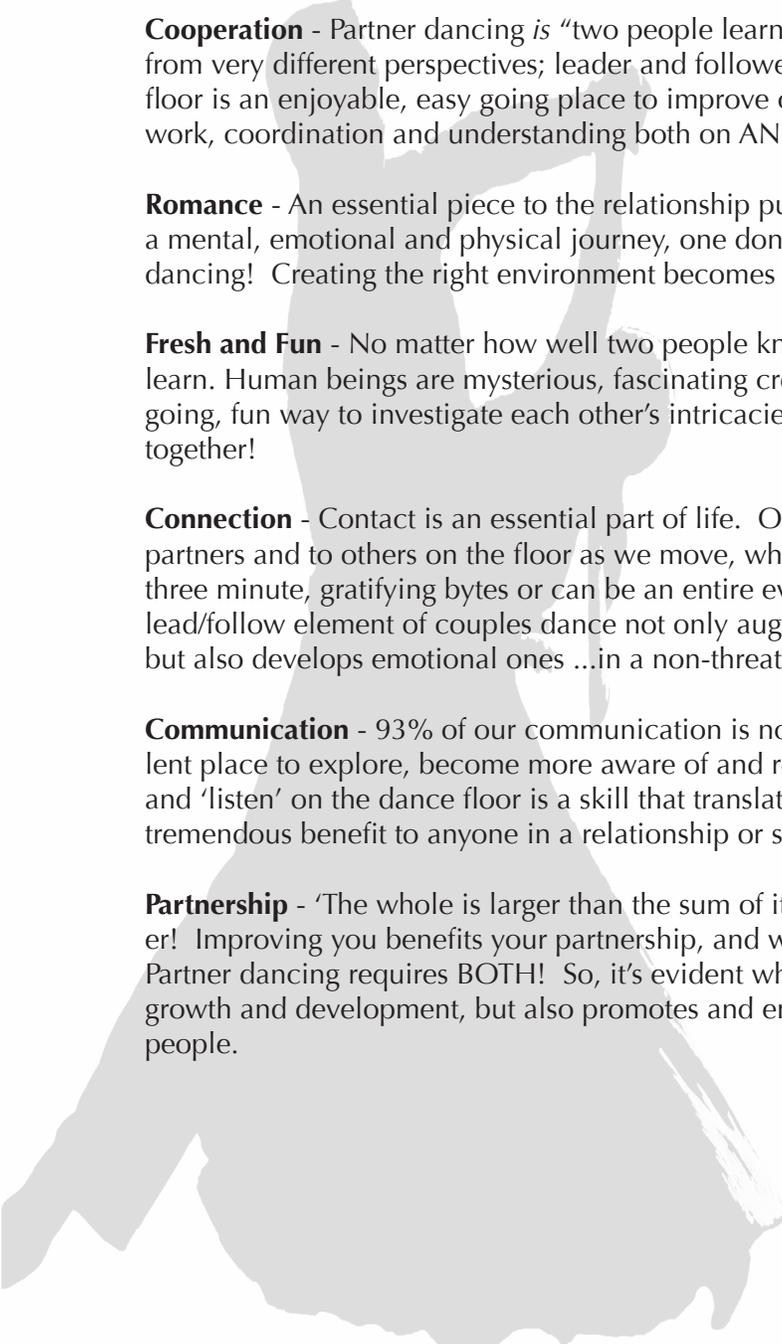
Romance - An essential piece to the relationship puzzle. Setting the mood for passion is a mental, emotional and physical journey, one done magnificently well through partner dancing! Creating the right environment becomes effortless with dance courtship!

Fresh and Fun - No matter how well two people know each other, there is always more to learn. Human beings are mysterious, fascinating creatures... and partner dancing is an on-going, fun way to investigate each other's intricacies, maintain a sense of wonder, and grow together!

Connection - Contact is an essential part of life. On the dance floor, we connect to our partners and to others on the floor as we move, whirl and twirl! This can be in simple, three minute, gratifying bytes or can be an entire evening of rich 'one-on-one' time. The lead/follow element of couples dance not only augments physical and mental connections, but also develops emotional ones ...in a non-threatening way, three minutes at a time!

Communication - 93% of our communication is non-verbal. Partner dancing is an excellent place to explore, become more aware of and refine non-verbal chat! Learning to 'talk' and 'listen' on the dance floor is a skill that translates into everyone's everyday life. (A tremendous benefit to anyone in a relationship or seeking a relationship!)

Partnership - 'The whole is larger than the sum of it's parts,' so let's build something together! Improving you benefits your partnership, and working on a partnership benefits you! Partner dancing requires BOTH! So, it's evident why it's not only effective in individual growth and development, but also promotes and enhances the quality of contact *between* people.



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NON VERBAL COMMUNICATION

RESPONSE #1

According to various sources, the percentage break down for how messages are conveyed in face-to-face situations is as follows (the percentages my sources show vary just a bit from the ones you listed)

Body Language: 55%, Tonality: 38%, Actual words: 7%

-- Rose Polchin, President, RPolchin Consulting and Training, Certified Associate, Incoming Calls Management Institute, Tel. 201-652-0443, Fax 603-806-8162, rpolchin@att.net

RESPONSE #2

According to Kristin Anderson and Ron Zemke in *Delivering Knock Your Socks Off Service* at least 70 percent of what is communicated is done without speaking a word. This would be nonverbal communication, which is defined as everything we don't say (i.e., body language, what we do, how we act and react, and what we show to others when we are with them). -- Kathryn M. Baker

RESPONSE #3

ICMI recently included this information in its publication, *Call Center Leadership and Business Management Study Guide: CIAC Certification Module Four*. Our research found the following:

Studies have shown that, in a face-to-face interaction, 58 percent of communication is through body language, 35 percent through how it was said and a mere seven percent through the content of the message.

RESPONSE #5

Face to Face 55% Body Language, 38% Tone of voice, 7% Words

Source UCLA study. These are standard stats used worldwide. -- Ian Ian Stern / Lynda Lepcha, Holistic Enterprise (India)

Wikipedia - "Silent Messages" Alber Mehrabian

In his studies, Mehrabian (1971) comes to two conclusions. Firstly, that there are basically three elements in any face-to-face communication:

* words, * tone of voice and * body language.

According to Mehrabian, these three elements account differently for our liking for the person who puts forward the message: words account for 7%, tone of voice accounts for 38%, and body language accounts for 55% of the liking. They are often abbreviated as the "3 Vs" for Verbal, Vocal & Visual.

For effective and meaningful communication about emotions, these three parts of the message need to support each other - they have to be "congruent". In case of any "incongruency", the receiver of the message might be irritated by two messages coming from two different channels, giving cues in two different directions.

The following example should help illustrate incongruence in verbal and non-verbal communication.

* Verbal: "I do not have a problem with you!"

* Non-Verbal: person avoids eye-contact, looks anxious, has a closed body language, etc.

It becomes more likely that the receiver will trust the predominant form of communication, which to Mehrabian's findings is non-verbal (38 + 55 %), rather than the literal meaning of the words (7 %).

It is important to say that in the respective study, Mehrabian conducted experiments dealing with communications of feelings and attitudes (i.e., like-dislike), and that the above, disproportionate influence of tone of voice and body language becomes effective only when the situation is ambiguous. Such ambiguity appears mostly when the words spoken are inconsistent with the tone of voice or body language of the speaker (sender).

