

# *just* **SAYING**

Just Saying – a podcast by Joe McCormack

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Season 1 – Episodes 1 through 25

- Episode 1**    **Job interviews: no time for an interrogation**  
Nobody loves going on a job interview. So, turning them into a confident and comfortable conversation will set you apart.
- Episode 2**    **Pitching a bright idea**  
Getting overly enthusiastic can actually shine too much light on your new idea and blind people.
- Episode 3**    **Does a moment of anger make you rant and repeat?**  
Losing your temper is one of the fastest tickets to becoming longwinded and a recipe for hurting your reputation.
- Episode 4**    **Hoping vs. knowing your point got across?**  
There's a big difference between people who are confident that they're clear and wanting to be.
- Episode 5**    **Why people struggle to get to the point.**  
If you don't know what your weaknesses are, you'll never be able to conquer them.
- Episode 6**    **Owning a message that's important**  
Some important insights on making the story your own versus sharing a half-hearted rendition.
- Episode 7**    **Tesla's not-so-secret strategy**  
It's no surprise that Elon Musk and Tesla have been on a roll. It started a decade ago with a clear and concise story declaring their purpose and plan.
- Episode 8**    **Great messages are as simple as 1-2-3**  
Delivering a convincing message is tough. Challenge yourself to define the gist in a few words as possible. It's a game worth playing to boil it all down to the basics.
- Episode 9**    **Concise writers are ruthless redactors**  
Becoming a better writer means learning to cut, trim and omit needless words. In an attention-starved world, concise writing means being ruthless on what really belongs and what's just fluff.
- Episode 10**    **Signs your team is not on the same page**  
Learners need to learn to monitor early on warning signs that their organization isn't aligned. Waiting and hoping to see positive results is not a strategy. Anticipate how initial disconnects can spell disaster.

- Episode 11 Bearing the heavy burden of delivering bad news**  
Nobody likes to be the bearer of bad news, yet it's part of everyone's professional life. Taking great care to manage tough conversations can ease the pressure greatly.
- Episode 12 Knowing if a meeting should've been an e-mail**  
You feel the frustration being stuck in a long meeting only to realize that what was covered could have been better delivered in an e-mail. Determining the core criteria will help you make the right choice.
- Episode 13 Leaders we all love deliver precise praise**  
Kind words from a boss or client not only lift our spirits but also motivate and move us. We all need to learn to lead by improving how and when we show others succinct forms of flattery and encouragement.
- Episode 14 The uncomfortable allure of a crucible story**  
There's so much to gain when dealing with past pressures and pain. By embracing and sharing stories of our own struggles, conflicts, failures and frustrations, we grow as real leaders that others can trust and follow.
- Episode 15 Confident leaders don't get it**  
Leaders can be passionate, powerful and captivating. Nearly all of them are completely convinced that their explanations are crystal clear- and they're not. The fallout can leave people excited, yet deeply confused.
- Episode 16 Getting some people to talk more (not less)**  
We all know people that are longwinded, confusing and unclear. But there's also a segment of professionals that needs to speak up and doesn't say nearly enough. Let's explore ways for them to find their voices.
- Episode 17 Quiet time**  
In a world that's always on, we feel drained. Ironically, we need to unplug to recharge. Finding critical moments for quiet in our day will help us gain peace, perspective and rest from the noise.
- Episode 18 Why is listening so hard?**  
Very few people are good listeners and the majority get no formal training to improve this valuable skill. We've all felt the frustration talking to someone who isn't really listening. So why is it so hard?

- Episode 19 Avoiding an audience double standard**  
If you had to speak to an important, influential and busy executive, you'd expect brevity to be built in. Yet there's a totally different (longer) standard when communicating with teammates, peers and subordinates. And it's not ok.
- Episode 20 Bite your tongue**  
Some comments can derail conversations and send people down a rabbit hole or over the edge. There's wisdom to know when to keep your mouth shut, no matter how tempting saying one more thing might be.
- Episode 21 Is there power in repetition?**  
What's the hidden risk of repeating yourself? When people are easily distracted, it may be worth restating, reiterating or rephrasing. Just don't overdo it (like I just did).
- Episode 22 Conversation highjacking**  
The ugly reality is an errant word or simple comment is all it takes to send a conversation off track. Who's to blame and how to avoid this painful problem?
- Episode 23 Senseless notetaking**  
Writing down every word verbatim in the middle of a conversation, call or a meeting is a quick ticket to getting lost in the weeds. Listening, waiting and writing noteworthy notes is what drives big-picture thinkers.
- Episode 24 An argument against persuasion (and for civil discourse)**  
Nobody wants to be pushed, persuaded, swayed or sold anything. Nowadays, powerful persuasion is ironically what's killing civil discourse and making everyone tune each other out.
- Episode 25 The BRIEF Lab Annual Report**  
In a survey of 1,000 professionals we disclose and discuss how constant connectivity is affecting our performance. Is always being plugged in helping or hindering us?

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