

How the Smartest Leaders Are Talking Less — And Winning More

LISTENING LOUDER: New leadership parable reveals how active listening and coaching questions transform average teams into exceptional performers.

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/EINPresswire.com/ -- Leadership coach and author Joel Greig announces the release of [LISTENING LOUDER: Why the Best Leaders Talk Less and Achieve More](#), a business parable challenging conventional management wisdom with a practical roadmap for developing high-performing teams.

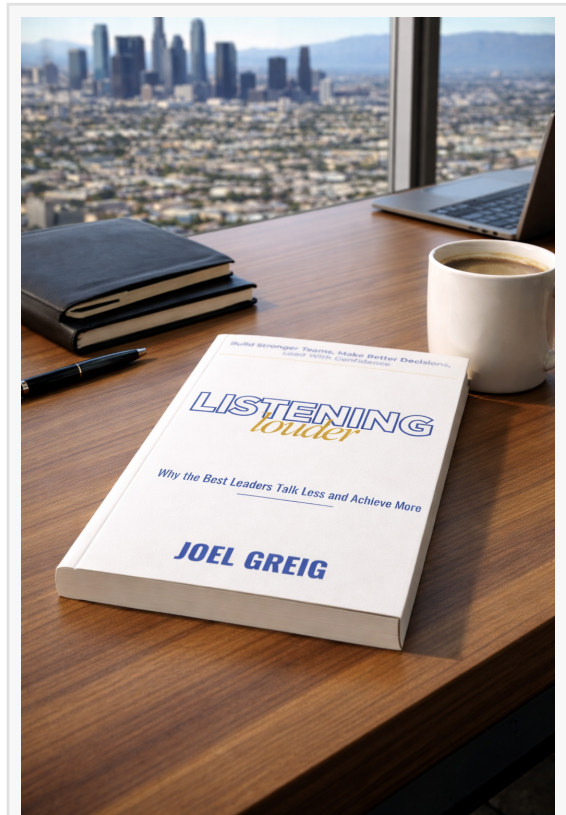
After 25+ years leading teams from the Marine Corps to real estate development and property management, Greig discovered a counterintuitive truth: the managers who talk the most often achieve the least. LISTENING LOUDER transforms that insight into an actionable framework.

The book follows Jordan Vale, a manager whose team underperforms despite his efforts. Through mentorship with a retired executive, Jordan discovers ten principles that transform his leadership in three months—from having all the answers to empowering his team to find them.

Key Principles Include:

- [The Listening Paradox – Leaders who talk less achieve more](#)
- The 3-Second Pause – Where wisdom lives
- Ask, Don't Tell – Creating owners, not dependents
- Listen for Potential – Hearing who people could become
- The Trust Compound Effect – Results lag effort, then explode

Unlike traditional business books, LISTENING LOUDER combines engaging narrative with practical tools: a 30-day implementation guide, self-assessment frameworks, and quick-



Most leaders confuse activity with impact. Real leadership isn't about your thinking—it's about developing others' thinking.

reference materials.

LISTENING LOUDER is available now in eBook, paperback, and hardcover on Amazon. For review copies or interview requests, contact joel@joelgreig.com.

About Joel Greig

Joel Greig is a leadership coach, author, and speaker with 25+ years leading teams in real estate development and property management. His approach combines real-world business experience with transformational leadership principles. Based in Oceanside, California, Joel coaches leaders and speaks at organizations about leadership transformation.

Book Details

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