



THE BACK PAGE

JENNIFER NYCZ-CONNER AND SARA GILGORE cover the D.C. networking scene

▶ WORKING THE ROOM

Don't let your constituents go unheard

It's not often that Washington, and the whole country for that matter, finds itself totally surprised.

But last week, it happened.

There have been all kinds of punditry and positing in the days that followed. What happened? What did we miss? What exactly was the root cause that drove such a surprising result?

A major driver had been talked about, but clearly not given its due weight: the vast section of the country that was angry, because it felt its voice had not been heard by Washington and the media.

The anger of being unheard is a raw, powerful emotion, one that runs like a silent river until it explodes in a flood.

Feeling unheard is a killer of all kinds of relationships. While it may be a major topic of the election postmortem right now, you've probably seen it plenty of times before in your own life, even if you didn't recognize it by name.

It was just about a year ago when I had lunch with a wise friend who was talking about something he had learned about relationships, as part of a conference. A speaker he had heard said there was one killer of all relationships, be that marriage, friendship, workplace or electoral: not being heard.

The feeling of not having a voice leads to resentment.

That's a big part of what happened in this election. But it's also probably happening in your office right now.

We'll be learning lessons from this election for many months, even years, to come. But if there's one thing you can apply right now in your own workplace, it's the importance of listening as early and as often as possible. There are groups of people in your company who feel like they aren't being heard, like they don't have a voice.

If you start actively listening now, you can slow that river of resentment down to a trickle, long before it leads to a flood.

— Jennifer Nycz-Conner

And the award goes to...

The D.C. Chamber of Commerce held its 2016 "Choice Awards & Gala" Nov. 4 at the Marriot Marquis Washington, D.C., with a reception, awards dinner and entertainment. The annual black-tie event celebrated the innovations and accomplishments in Greater Washington's business community.



KEA TAYLOR / IMAGINE PHOTOGRAPHY

1. Cathy Hughes of Radio One Inc., center, receives the "Business of the Year" award, with, from left, Alfred Liggins of Radio One, Vincent Orange of the D.C. Chamber of Commerce, D.C. Mayor Muriel Bowser and Carl Hairston of City First Bank.

2. Jan Adams of JMA Solutions, second from right, accepts the "Community Impact Award" from Bill Von Hoene of Exelon, from left, Orange and Hairston.



Art infusion

Art Night 2016, a fundraiser between Hickok Cole Architects and Washington Project for the Arts to support artists, was held Nov. 3 at Hickok Cole's Georgetown offices and generated \$95,000 in two hours. The fundraiser is expected to exceed \$100,000 when it ends Nov. 18. It's raised more than \$900,000 in the last 16 years.

Dennis Cotter of Davis Construction Corp., left, and Yolanda Cole of Hickok Cole Architects.

