

3 Ways People Communicate

	SEE Visual	HEAR Auditory	FEEL Kinesthetic
Breath	Hi Chest	Mid Chest	Low Stomach
Weight	Ball of Foot	Mid Foot	Heel
Vocabulary	Hi Speed	Mid Speed	-S-L-O-W-
	See attached list	See attached list	See attached list
Notes	Thinks other are Slow; Stupid Shares 1 st - Sees You're There	Cocked Head Tapping Shares 2 nd - wants to be listened to	Thinks other are Fast; Mistrusts Shares last - Wants to feel connection

Visual –

There is a house which I'm sure you would like to see. The first house is in a beautiful neighborhood and is very picturesque. Even the doorbell has a unique design. You'll certainly see for your self that the rooms appear large and have the right colors. If you go to the balcony, you can see some really nice scenery. I'm sure you'll perceive this as an excellent choice.

Auditory –

Yet, there is another house that I'm sure you would like to hear about. This second house is in a quiet neighborhood and is of very sound construction. Even the doorbell has a nice tone. You'll certainly say to yourself that the rooms are large and have the right tones. If you go to the balcony, you can hear the birds chirping and the sound of the breeze. I'm sure you'll tell yourself that this is an excellent choice.

Kinesthetic -

There is one more house that I'm sure you would find satisfying. This third house is in a warm neighborhood and is very solidly built. Even the doorbell gives a welcome feeling. You'll certainly sense that the rooms are spacious and have the touch. If you go to the balcony, you can feel the warm sun and a light breeze. I'm sure you'll feel that this is an excellent choice.

Visual	Auditory	Kinesthetic
An eyeful	Blabber mouth	All washed up
Appears to be	Clear as a bell	Boils down to
Bird's eye view	Clearly expressed	Chip off the old block
Catch a glimpse of	Call on	Come to grips with
Clear - cut	Describe in detail	Cool/Calm/Collected
Dim view	Earful	Firm foundation
Eye to eye	Express yourself	Floating on thin air
Flashed on	Give an account of	Get a handle on
Get perspective on	Give me your ear	Get a load of this
Get a scope on	Heard voices	Get the drift of
Hazy idea	Hidden message	Get your goat
In light of	Hold your tongue	Hand - in - hand
In person	Idle talk	Hang in there
In view of	Idle tongue	Heated argument
Looks like	Inquire into	Hold it
Make a scene	Keynote speaker	Hold on
Mental image / picture	Loud and clear	Hot - head
Mind's eye	Power of speech	Keep your shirt on
Naked eye	Purrs like a cat	Lay cards on the table
Paint a picture	Outspoken	Light - headed
Photographic memory	Rap session	Moment of panic
Plainly see	Rings a bell	Not following you
Pretty as a picture	State your purpose	Pull some strings
See to it	Tattletale	Sharp as a tack
Short -sighted	To tell the truth	Slipped my mind
Showing off	Tongue tied	Smooth operator
Sight for sore eyes	Turned in/out	So - so
Staring off in space	Unheard of	Start from scratch
Take a peek	Utterly	Stiff upper lip
Tunnel vision	Voiced an opinion	Stuffed shirt
Up front	Within hearing range	Topsy - turvy
Well defined	Word for word	Underhanded

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