

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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