

Favoured Representational Systems

V: Visual (my score ____)

People who are visual often stand or sit with their heads and/or bodies erect, with their eyes up. They will be breathing at the top of their lungs. They often sit forward in their chair and tend to be organized, neat, well-groomed and orderly. They memorize by seeing pictures, and are less distracted by noise. They often have trouble remembering verbal instructions because their minds tend to wander. A visual person will be interested in how your programs LOOKS. Appearances are important to them.

A: Auditory (my score ____)

People who are auditory will move their eyes sideways. They breathe from the middle of their chest. They typically talk to themselves, and are easily distracted by noise (some even move their lips when they talk to themselves). They can repeat things back to you easily, they **learn by listening**, and usually like music and talking on the phone. Often auditory people will tilt their head (telephone position) when they are listening. The auditory person likes to be **TOLD** how they're doing, and responds to certain tones of voice. They will be interested in what you have to **SAY** about your program and remember **HOW** it is said. The tone, tempo, timbre and volume are most important to the auditory person.

K: Kinesthetic (my score ____)

People who are kinesthetic will typically be breathing from the bottom of their lungs, so you'll see their stomach go in and out as they breathe. They often move and talk very slowly, and sometimes have pauses as they speak. They respond to physical rewards and touching. They also may stand closer to people than a visual person. They memorize by **doing or walking through** something. They will be interested in your program if it **FEELS RIGHT**.

AD: Auditory Digital (my score ____)

Auditory digital means that words themselves, theoretically, are discrete units of meaning. Consider the difference between analogue and digital clocks. Analogue has a hand that moves through a range and the full spectrum has meaning. Digital clocks have numbers that are discrete and very precise – the meanings are fixed, either one or the other. Individuals who have this preference experience words as having discrete meanings. You might find that someone "corrects" you when you say 'ottoman' and they want it called a 'foot stool'.

The auditory digital preference person will spend a fair amount of time talking to themselves. They will want to know if your program **MAKES SENSE**. This person can exhibit characteristics of the other major representational systems. They memorize by **steps, procedures and sequences** (sequentially).

Key Words & Phrases in Representational Systems

Visual "Seeing"

Key words

See
View
Envision
Look
Hazy, foggy
Image
Clear, sparkling

Key phrases

Appears to me
I see what you mean
I'll see to it
Take a peak
Well defined
Mental picture
In view of
Get perspective on
Clear cut
Short sighted
Showing off
Tunnel Vision
Naked eye
Mental image
Photographic memory
In light of
Paint a picture
Bird's eye view
Looks good
Mind's eye

Sample scripts

If I could SHOW you an ATTRACTIVE way in which you could benefit, you would at least want to LOOK at it, wouldn't you?

Auditory "Hearing"

Listen
Sound, sounds like
Resonate
Overtones
Tell
Be heard
Harmonize

Clear as a bell
Describe in detail
Manner of speaking
Earful
Give me your ear
Pay attention to
Rings a bell
To tell the truth
Well formed
Word for word
Unheard of
Outspoken
Loud colors
Tongue-tied
Voice an opinion
Sounds good
Loud and clear
Power of silence
Express yourself
Sounds right

If I could TELL YOU a way which you could benefit, you would at least want to HEAR about it, yes?

Kinesthetic "Feeling"

Touch, rub
Grasp
Solid, soft, hard
Unfeeling
Throw out
Unfeeling
Insensitive

Come to grips with
Firm foundation
Feels right
Under pressure
Sharp as a tack
Hand in hand
Keep your shirt on
Cool/calm/collected
Pain in the neck
Underhanded
Get in touch with
Connect with
Feels all wrong
Calming colours
Cool atmosphere
Light headed
Light and airy
Heavy weight
Control yourself
Heart felt

If I could help you GET HOLD of a CONCRETE way in which you could benefit, you would at least try to GET A FEEL for it, wouldn't you?

Auditory Digital "Making sense of"

Conscious
Understand
Learn
Process
Motivate
Conceive
Remember

A sense of that
Thinking about that
A distinct look
I understand that
I'll consider that option
My understanding is
I need more info
I'll contemplate that
What order is it?
Make a decision
The wonder of it
A good question!
What's the process?
I need more info
I know what you mean
A unique concept
Process that idea
A distinct possibility
My idea is
Know-how

If I could help you UNDERSTAND a DISTINCT way that you could benefit, you would at least CONSIDER it, right?

Kinesthetic/Feelers/Clairsentient

40% of population

In Balance

Extremely sensitive to environment

Sensitive to people and feelings

Out going

Gift of healing

Psychometric gifts

Full of energy

Powerhouse

Organize details

Manual dexterity

Off Balance

Defensive about feelings

Hard to receive criticism or suggestions

Needs reassurance

Disorganizes and manipulates

Wants attention

Highly emotional

Difficult to discipline feelings

Depends on others

Love to suffer

Biggest Challenge

Discernment – where is the feeling coming from (self or others)?

Auditory Digital/"Knower"

30% of population

In Balance

"Knows" things

Uses hunches and premonitions

Outstanding executives

Future minded

Commands respect

Good channel for spirit

Talks to self out loud

Direct, accurate, dependable

Can be extremely sensitive and productive

Off Balance

Distrusts

Moody, critical

Controlling

Takes on too much work

Judgmental

Blame game

Doubts self

Gossiper

Minds others' business

Biggest Challenge

Trust - learning to trust, believe or be sure about (self, others and circumstances)

Personality Attributes of the Representational Profiles

Visual/Clairvoyant
20% of population

In Balance

Very good organizer
Sees the over-all plan
Can stay detached
Good communicator
Neat appearance
Usually artistic (visual creative)
Likes beauty and balance
Traditional minded
Good at visualization
Can see beyond "what is"

Off-Balance

Poor listener because of fixed picture
Not good with pressure
May insist others see it their way
Challenged with achieving peace within self and surroundings

Will disorganize with many details
Wants perfection
Wants to dominate, if not may quit
Worries a lot
Holds negative emotions

Biggest Challenge:

Flexibility – has own picture in mind of how things are – if changes, adjustment period takes longer

Auditory/Clairaudient
10% of population

In Balance

Born leader
Warm & affectionate
Original and creative
Understanding
Highly skilled with people
Best sense of what's fair
Direct, frank and to the point
Big picture most comfortable
Analyses thoroughly
Go getter, pioneer

Off Balance

Applies pressure, hostile
Aggressive
Plants fears
Doesn't work well under pressure

Can be humiliating to others
Silent treatments
Not very kinesthetic at all

Biggest Challenge:

Diplomacy – needs to soften delivery so that people can hear it. Hors d'oeuvres on a platter delivery rather than a cannon ball