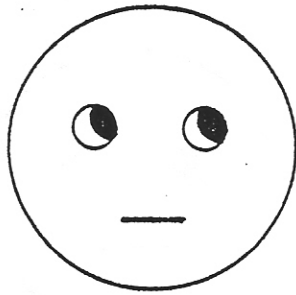
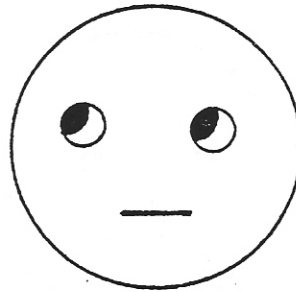


TYPICAL VISUALIZER



*(Remembering something
visual from the past)*



*(Imagining something
visual in the future)*

What Your Visual Is Likely to Say to You

From my *perspective* our relationship looks good.
I *see* what you mean.
Look at that beautiful *view*.
Imagine how it would be.
I have an *image* of my ideal woman.
I like to *observe* human nature.
I enjoy finding new ways of *looking* at things.
Do you get the *picture*?
I have a *clearer* idea now.
It all seems *vague* to me.
I don't like *shiny bright* things.
I prefer *muted* hues.
That fur bedspread sure *looks* good to me.
The more I *look* at you, the *clearer* a *picture* I have of what
we're going to do tonight.
Seeing you naked makes me want to *paint* you.
I could *see* a destructive *pattern* with my ex.
I just can't *picture* myself doing that.
That *looks* like a good idea.
My mind is a *blank*.
Looking back at my past relationships, I can begin to *see the*
light.

TYPICAL VISUALIZER

What You Should Say Back

I really *see* what you mean.
I can *visualize* that.
How do you *see* our relationship?
I can *imagine* us having a good time doing that.
I can *picture* us making love right now.
You sure *look* good in that shirt.
Those *colors* make you *look* really healthy.
That *shine* in your *eyes* turns me on.
I could *see* us getting older together.
We need a *clearer image* of the problem.
Let me try to *cast some light* on the subject.
Let's get some *enlightenment* this weekend.
That was a *colorful* example you gave.
Let's go to the country and *look* at some local *color*.
I'd love to take *pictures* of you.

More Visual Clues

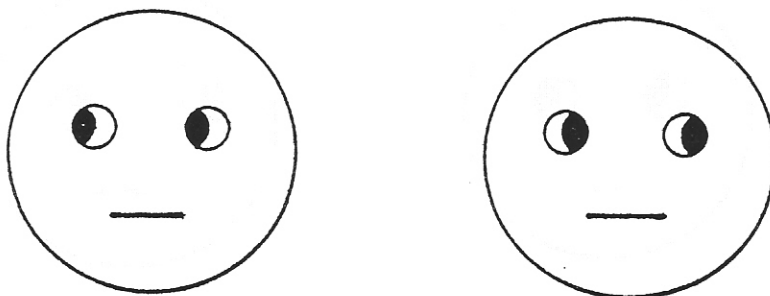
How the Visual . . . Will Spend His Time

Photography
Art collecting
Coin or stamp collecting
Going to the movies
Watching television
Taking the picturesque route
Windowshopping
Reading
Buying clothes
Decorating his house
Primping
Landscaping
Collecting antiques
Collecting classic cars

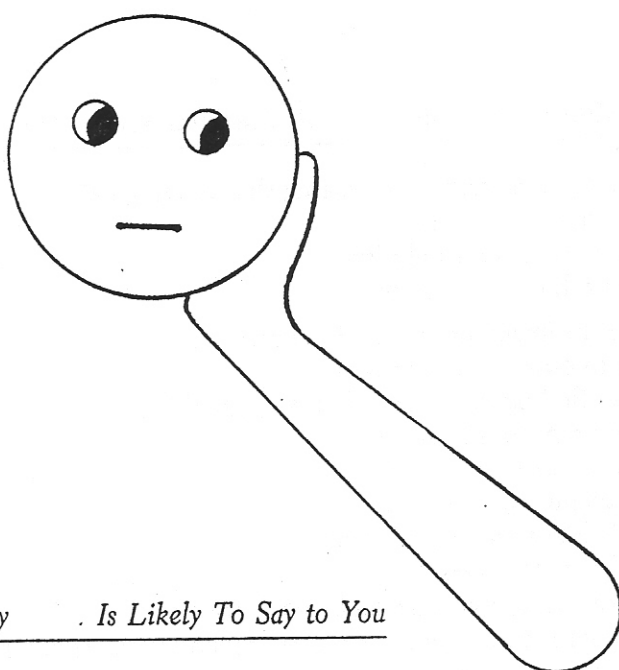
What the Visualizer Does for a Living

Filmmaker
Cameraman
Photographer
Decorator
Clothes designer
Artist
Signpainter
Housepainter
Hair dresser
Makeup artist
Architect
Landscape design
Graphic arts
Advertising
Publishing
Computer graphics
Airplane pilot
Race car designer

TYPICAL AUDITORY .



AUDITORY (TELEPHONE POSTURE)



What Your Auditory Is Likely To Say to You

It sounds like fun.
Let's talk things over.
Do you hear what I'm saying?
Tell me what you think.
I can tune in or tune out when I want.
The tone of someone's voice is important.
I don't like a lot of raucous noise at home.
Listen to what I'm saying.
Do you hear the rhythm?
Harmony is important to me.
It's clear as a bell to me now.
I'll be a sounding board for you.
My ex gave me a lot of static.
That has a negative ring to it.

TYPICAL AUDITORY

What You Should Say Back

I love the *sound* of your voice.
I *hear* what you're saying.
Listen to this music.
You and I could *make beautiful music* together.
Your idea really *clicks* with me.
When we kiss, I *hear bells ringing*.
I feel like we're in *perfect harmony* when we're together.
What you just *said rings a bell* with me.
Your idea *sounds good* to me.
I can *hear* that you want to *listen* to the *stereo* tonight.
That *sounds* right to me.
I feel *tuned in to your frequency*.
Ask yourself what's right and *listen* carefully to the answer.
Something *tells* me we're right for each other.
I have this idea about us *rattling around* in my head.

More Auditory Clues

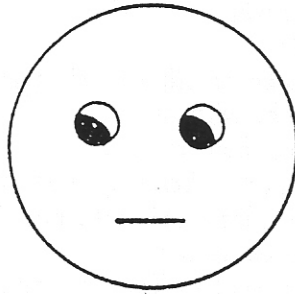
How the Auditory Will Spend Time

Listening to music
Going to concerts
Talking on the telephone
Playing a musical instrument
Dancing at a disco
Hearing a lecture
Listening to the radio
With the television on, but not necessarily watching
Constructing conversations in his head
Eavesdropping on other people's conversations
Operating a C.B. radio

What the Auditory Does for a Living

Sound engineer
Stereo salesman
Stereo repairman
Piano tuner
Telephone sales
Teacher
Radio announcer
Therapist
Singer
Musician
Lawyer

TYPICAL FEELINGS



What Your Feelings Is Likely to Say to You

I don't *feel* right about going out tonight.
Do you *understand* what I mean?
I like to *keep in touch* with my friends.
I *hate* to *hurt* anyone.
Do you *feel* the wind blowing?
My ideal woman is *warm* and *exciting*.
Bonding is important to me.
Let's *get a grasp* on ourselves.
I prefer *warm, close* friendships.
I try to *keep abreast* of my family.
I'm *sensitive* about that.
That *shook me up*.
I can't seem to *get a handle* on this
That left a *sour taste in my mouth*.
My ex was *cold* and *unresponsive*.
I like to *reach out* to friends during *hard* times.
I don't *feel comfortable* in a little car.

What You Should Say Back

I can *understand* how you *feel*.
I can *empathize* with you.
That's a *heavy* problem.
How do you *feel* about our relationship?
Let's stay *in touch*.
That story really *moves* me.
Let's *walk through* the problem.
I *sense* that you're a *warm* person.
I love the way your body *feels*.
Touch is very important to me.
I *love* you to *hold me tightly*.
I have good *feelings* about us.

TYPICAL FEELINGS

More Feeling Clues

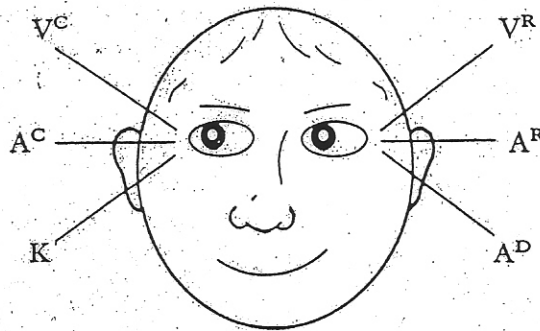
How the Feelings Will Spend Time

Lying in the sun
Swimming
Dancing
Working out
Eating
Running
Cooking
Drinking
Smoking
Getting high
Sailing
Participating in sports
Dancing

What the Feelings Does for a Living

Cook
Masseur or physical therapist
Sculpture
Hairdresser
Psychologist
Counselor
Teacher
Minister
Carpenter
Construction worker
Doctor
Dentist

EYE-ACCESSING CUES



V^R Visual remembered: Seeing images of things seen before in the way they were seen before. Sample questions that usually elicit this kind of processing include "What color are your mother's eyes?" and "What does your coat look like?"

V^C Visual constructed: Seeing images of things never seen before, or seeing things differently than they were seen before. Questions that usually elicit this kind of processing include "What would an orange hippopotamus with purple spots look like?" and "What would you look like from the other side of the room?"

A^R Auditory remembered: Remembering sounds heard before. Questions that usually elicit this kind of processing include "What's the last thing I said?" and "What does your alarm clock sound like?"

A^C Auditory constructed: Hearing words never heard in quite that way before. Putting sounds or phrases together in a new way. Questions that tend to elicit this kind of processing include "If you were to create a new song right now, what would it sound like?" and "Imagine a siren sound made by an electric guitar."

A^D Auditory digital: Talking to oneself. Statements that tend to elicit this kind of processing include "Say something to yourself that you often say to yourself" and "Recite the Pledge of Allegiance."

K Kinesthetic: Feeling emotions, tactile sensations (sense of touch), or proprioceptive feelings (feelings of muscle movement). Questions that elicit this kind of processing include "What does it feel like to be happy?" "What is the feeling of touching a pine cone?" and "What does it feel like to run?"