

PREDICATE PHRASES

Predicates are the process words (verbs, adverbs, adjectives) people use in their communication to represent their experiences internally through the visual, auditory, or kinesthetic modality. Listed below are some of the more commonly used predicate phrases*

Visual (see)	Auditory (hear)	Kinesthetic (feel)
An eyeful	Afterthought	All washed up
Appears to me	Blabbermouth	Boils down to
Beyond a shadow of a doubt	Clear as a bell	Chip off the old block
Bird's-eye view	Clearly expressed	Come to grips with
Catch a glimpse of	Call on	Control yourself
Clear cut	Describe in detail	Cool/calm/collected
Dim view	Earful	Firm foundations
Eye to eye	Express yourself	Floating on thin air
Flashed on	Give an account of	Get a handle on
Get a perspective on	Give me your ear	Get a load of this
Get a scope on	Grant an audience	Get in touch with
Hazy idea	Heard voices	Get the drift of
Horse of a different color	Hidden message	Get your goat
In light of	Hold your tongue	Hand in hand
In person	Idle talk	Hang in there
In view of	Inquire into	Heated argument
Looks like	Keynote speaker	Hold it!
Make a scene	Loud and clear	Hold on!
Mental image	Manner of speaking	Hot-head
Mental picture	Pay attention to	Keep your shirt on!
Mind's eye	Power of speech	Know-how
Naked eye	Purrs like a kitten	Lay cards on 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	Pain in the neck
Visual (see)	Auditory (hear)	Kinesthetic (feel)
See to it	Tattletale	Pull some strings
Short-sighted	To tell the truth	Sharp as a tack
Showing off	Tongue-tied	Slipped my mind
Sight for sore eyes	Tuned in/tuned out	Smooth operator
Staring off into space	Unheard-of	So-so
Take a peek	Utterly	Start from scratch
Tunnel vision	Voiced an opinion	Stiff upper lip
Under your nose	Well informed	Stuffed shirt
Up front	Within hearing range	Too much of a hassle
Well defined	Word for word	Topsy-turvy
		Underhanded

* The objective in matching predicates is to match the language in which your client speaks, thus creating an atmosphere of rapport and understanding.

PREDICATE WORDS

Visual	Auditory	Kinesthetic	Unspecified
see	hear	feel	sense
look	listen	touch	experience
view	sound(s)	grasp	understand
appear	make music	get hold of	think
show	harmonize	slip through	learn
dawn	tune in/out	catch on	process
reveal	be all ears	tap into	decide
envision	rings a bell	make contact	motivate
illuminate	silence	throw out	consider
twinkle	be heard	turn around	change
clear	resonate	hard	perceive
foggy	deaf	unfeeling	insensitive
focused	mellifluous	concrete	distinct
hazy	dissonance	scrape	conceive
sparkling	attune	unbudging	be conscious
crystal clear	overtones	get a handle	know
flash	unhearing	solid	<i>sensitive</i>
imagine	question	suffer	

ELICITING LOVE STRATEGIES

Can you remember a time when you felt totally loved?

Can you remember a specific time?

As you go back to that time and experience it . . . (get the person in state.)

V: In order for you to feel these deep feelings of love, is it *absolutely necessary* for your partner to show you he/she loves you by . . .

taking you places?

buying you things?

looking at you in a certain way? . . .

Is it *absolutely necessary* that your partner show you he/she loves you in this way for you to feel totally loved? (Judge by physiology.)

A: In order for you to feel these deep feelings of love, is it *absolutely necessary* for your partner to . . .

tell you he/she loves you in a certain way? (Judge by physiology.)

K: In order for you to feel these deep feelings of love, is it *absolutely necessary* for your partner to . . .

touch you in a certain way? (Judge by physiology.)

Now elicit the submodality. How specifically? Show me, tell me, demonstrate for me.

Test inside and outside the strategy. Judge by congruent physiology.