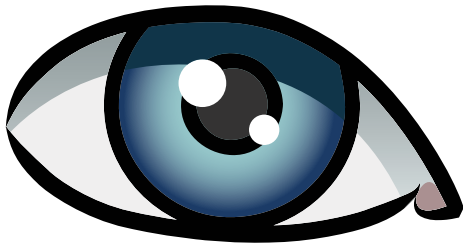


Communication & Learning Styles



Visual Style People...

- See things as pictures
- Memorize by creating visual pictures in their mind
- Learn quickly
- Get bored easily when they have no plans
- Value time, so they like things to start and end punctually
- Prefer getting the “big picture” rather than the details

Common Visual Words...

Focus	Clarity
Imagine	Picture
Look / See	Bright
Show	Appear
Visualize	Dull/Hazy
Illustrate	View/Scan
Clear/Clearly	Enlighten

Common Visual Phrases...

- I **see** what you mean
- That’s not **clear** enough
- Don’t keep me in the **dark**
- Can you **clarify**
- Just give me the **big picture**
- I **see** what you are talking about



Auditory Style People...

- Remember what they hear — precisely
- Learn by listening and often don’t take notes
- Are good storytellers
- Talk to themselves when working or concentrating (You can often hear them making sounds like ahh, hmm, ooh, umm.)

Common Auditory Words...

Resonate	Noisy
Harmony	Whisper
Repeat	tune
Tune in	Hear/Heard
Buzz	Say
Discuss	Babble
Ringling	Clicking
Listen	Quiet
Sound	Earshot

Common Auditory Phrases...

- **Tell** me more
- I **hear** you **loud** and clear
- That **rings** a **bell**
- It was **music** to my **ears**
- That **clicks** for me
- That **resonates** with me
- It was all double **talk**
- **Tune** in / **Tune** out

Communication & Learning Styles



Kinesthetic Style People...

- Often speak slowly
- Learn best through doing
- Need time to “feel their way” through new information
- May say that they “feel” something is either right or wrong when asked to make a decision
- Have a tendency to take time to “settle into” a new environment or situation

Kinesthetic Words...

Feel	Complete
Firm	Fun / Play
Together	Soft
Relationship	Numb
Touch	Stumble
Connect	Fit
Press	Strike
Catch	Comfortable
Hard	Grasp/Handle

Kinesthetic Phrases...

- It **feels** right to me
- Get **comfortable** with...
- **Walk** me through this
- It just **rubs** me the wrong way
- I’ve got a **handle/grasp** on that now
- This **fits**
- I get the **point**



Digital Style People...

- Memorize by steps and sequences
- Process information in a methodical, rational and logical way
- Are very detail oriented
- Have a strong need to make sense of the world around them
- Learn by working things out in their mind
- Need time to process new information

Common Digital Words...

Perceive	Conceive
Consider	Change
Detail	Sequence
Know	First / Last
Describe	Think
Figure out	Thought
Process	Rational
Logical	Decide
	Understand

Common Digital Phrases...

- Without a **doubt**
- **Word** for word
- **Describe** in **detail**
- **Figure** it out
- Makes **sense** to me
- Pay **attention** to...
- I **know**
- I **know** what you mean

Greetings & Goodbyes

Visual Style Greetings and Goodbyes...

GREETINGS

- It's great to **see** you
- You are **looking** great
- I've been **looking** forward to it

GOODBYES

- **See** you later
- I'll **look** for you online
- **See** you around
- **See** you soon

Auditory Style Greetings and Goodbyes...

GREETINGS

- I'm glad you **called** to **chat**
- So good to **talk** to you
- I **called** to tell you...

GOODBYES

- I'll **talk** to you later
- **Call** later
- **Chat** later

Kinesthetic Greetings and Goodbyes...

GREETINGS

- I **love** it when you call
- I'm **happy** to hear from you
- I'm **excited** you called
- Let's **catch** up
- **Feels** good to **connect** again

GOODBYES

- Take **care**
- **Hugs / Big hug**
- Nice **connecting** with you
- Let's **connect** again soon
- Stay in **touch**

Digital Style Greetings and Goodbyes...

GREETINGS

- Hello
- Yes
- This is John...

GOODBYES

- Bye for now
- Bye