

# The Four NLP Communication Styles

With thanks, Teleleader International

<p><b>Commonly used words</b></p>	<p><b>Visual</b></p> <ul style="list-style-type: none"> <li>• Appear</li> <li>• Bright</li> <li>• Clear</li> <li>• Cloudy</li> <li>• Crystallize</li> <li>• Dim</li> <li>• Display</li> <li>• Envision</li> <li>• Flash</li> <li>• Focus</li> <li>• Foggy</li> <li>• Glance</li> <li>• Graphic</li> <li>• Highlight</li> <li>• Imagine</li> <li>• Look</li> <li>• Perspective</li> <li>• Picture</li> <li>• Preview</li> <li>• Scan</li> <li>• See</li> <li>• Show</li> <li>• Sight-see</li> <li>• Sparkle</li> <li>• View</li> <li>• Watch</li> </ul>	<p><b>Auditory</b></p> <ul style="list-style-type: none"> <li>• Announce</li> <li>• Answer</li> <li>• Argue</li> <li>• Ask</li> <li>• Attune</li> <li>• Boom</li> <li>• Call</li> <li>• Click</li> <li>• Complain</li> <li>• Cry</li> <li>• Discuss</li> <li>• Explain</li> <li>• Harmonize</li> <li>• Harsh</li> <li>• Hear</li> <li>• Idea</li> <li>• Inquire</li> <li>• Listen</li> <li>• Noisy</li> <li>• Resonate</li> <li>• Ring a Bell</li> <li>• Scream</li> <li>• Shout</li> <li>• Sound</li> <li>• Talk</li> <li>• Tell Me</li> <li>• Tone</li> <li>• Tune In</li> <li>• Tune Out</li> <li>• Whisper</li> </ul>	<p><b>Kinesthetic</b></p> <ul style="list-style-type: none"> <li>• Catch On</li> <li>• Comfortable</li> <li>• Connect</li> <li>• Complete</li> <li>• Excite</li> <li>• Feel</li> <li>• Fit</li> <li>• Get Hold of</li> <li>• Hook-up</li> <li>• Play</li> <li>• Play together</li> <li>• Resonate *as a feeling</li> <li>• Touch</li> <li>• Touch Base</li> </ul>	<p><b>Auditory-Digital</b></p> <ul style="list-style-type: none"> <li>• Compute</li> <li>• Conceive</li> <li>• Consider</li> <li>• Data</li> <li>• Decide</li> <li>• Detail</li> <li>• Evaluate</li> <li>• Experience</li> <li>• Facts</li> <li>• I think</li> <li>• I know</li> <li>• Learn</li> <li>• Logical</li> <li>• Meaning</li> <li>• Methodical</li> <li>• Orderly</li> <li>• Precise</li> <li>• Process</li> <li>• Rationalize</li> <li>• Relevant</li> <li>• Sense</li> <li>• Sequence</li> <li>• Specific</li> <li>• Study</li> <li>• Think</li> <li>• Thought</li> <li>• Thorough</li> <li>• Understand</li> <li>• Words</li> </ul>
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<p><b>Questions/phrases that engage each style</b></p>	<p>Do you see what I mean? Is this clear? How does this look so far? Are we seeing eye-to-eye on this? Get the picture? Do you have a clear view of this? Can you shed some light on this? What was a highlight for you? What do you see yourself doing as a result of today's class? Appears to me... Mental picture... As different as night and day... Sight for sore eyes...</p>	<p>Does this sound OK? Does this ring a bell? How does this sound so far? Is this clicking? Does this resonate with you? How can this be improved? (Appeals to their love for generating new ideas!) Sound familiar? As clear as a bell... Hidden message... I hear you... Manner of speaking... Purrs like a kitten...</p>	<p>Are you catching on? Are you grasping this? How does this grab you? Can you wrap your arms around this/ Can you roll this around in your brain for a while and get back to me? Are you getting the handle on this? What do you feel you learned today? What's your take-home point? What did you come away with that really grabbed you today?</p>	<p>Does this make sense? Do you understand? Any thoughts on this? What did you like best? (Requires sorting, prioritizing etc.) Let's review some facts &amp; figures! Relevant details... Steps and procedures... First this, then that... Figure things out... 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>...ABC... Getting my ducks all in a row...</p>
<p><b>How they end a conversation</b></p>	<p>"See you later?"</p>	<p>"Talk to you later!"</p>	<p>"Let's touch base soon." "Hugs."</p>	<p>"Bye" or no reply at all if the other person says "Bye" first!</p>