

## Understanding Eye Accessing Cues

# PREDICATES

<b>VISUAL</b>	<b>AUDITORY</b>	<b>KINESTHETIC</b>	<b>UNSPECIFIED</b>
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
imagine	be heard	turn around	change
clear	resonate	hard	perceive
foggy	deaf	unfeeling	insensitive
focused	mellifluous	concrete	distinct
hazy	dissonance	scrape	conceive
crystal	question	get a handle	know
picture	unhearing	solid	

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# LIST OF PREDICATE PHRASES

### VISUAL

An eyeful  
Appears to me  
Beyond a shadow of a doubt  
Bird's eye view  
Catch a glimpse of  
Clear cut  
Dim view  
Flashed on  
Get a perspective on  
Get a scope on  
Hazy Idea  
Horse of a different color  
In light of  
In person  
In view of  
Looks like  
Make a scene  
Mental image  
Mental picture  
Mind's eye  
Naked eye  
Paint a picture  
See to it  
Short sighted  
Showing off  
Sight for sore eyes  
Staring off into space  
Take a peek  
Tunnel vision  
Under your nose  
Up front  
Well defined

### AUDITORY

Afterthought  
Blabbermouth  
Clear as a bell  
Clearly expressed  
Call on  
Describe in detail  
Earful  
Give an account of  
Give me your ear  
Grant an audience  
Heard voices  
Hidden message  
Hold your tongue  
Idle talk  
Inquire into  
Keynote speaker  
Loud and clear  
Manner of speaking  
Pay attention to  
Power of speech  
Purrs like a kitten  
State your purpose  
Tattle-tale  
To tell the truth  
Tongue-tied  
Tuned in/tuned out  
Unheard of  
Utterly  
Voiced an opinion  
Well informed  
Within hearing  
Word for word

### KINESTHETIC

All washed up  
Boils down to  
Chip off the old block  
Come to grips with  
Control yourself  
Cool/calm/collected  
Firm foundations  
Get a handle on  
Get a load of this  
Get in touch with  
Get the drift of  
Get your goat  
Hand in hand  
Hang in there  
Heated argument  
Hold it!  
Hold on!  
Hothead  
Keep your shirt on  
Know-how  
Lay cards on table  
Pain-in the neck  
Pull some strings  
Sharp as a tack  
Slipped my mind  
Smooth operator  
So-so  
Start from scratch  
Stiff upper lip  
Stuffed shirt  
Too much of a hassle  
Topsy-turvy

## Understanding Eye Accessing Cues

# FAVORED REPRESENTATIONAL SYSTEMS

### **V: Visual**

People who are visual often stand or sit with their heads and/or bodies erect, with their eyes up. They will be breathing from 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 program LOOKS. Appearances are important to them. They are often thin and wiry.

### **A: Auditory**

People who are auditory will move their eyes sideways (remember Richard Nixon?). 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. They memorize by steps, procedures, and sequences (sequentially). The auditory person likes to be TOLD how they're doing, and responds to a certain tone of voice or set of words. They will be interested in what you have to say about your program.

### **K: Kinesthetic**

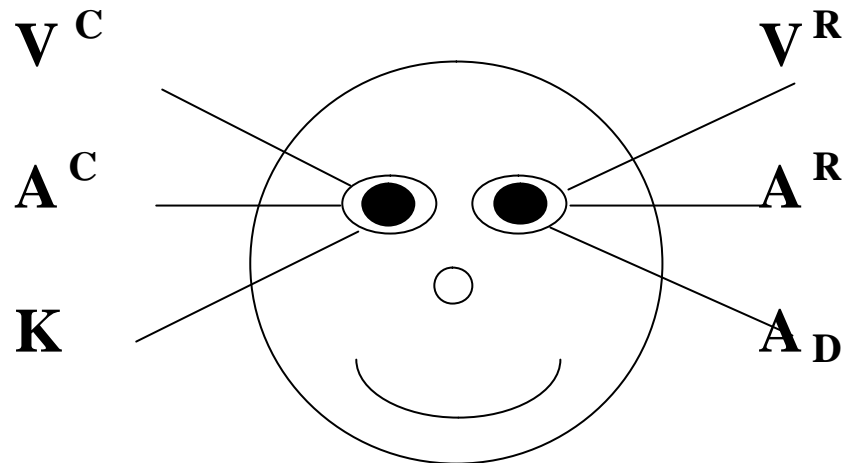
People who are kinesthetic will typically be breathing from the bottom of their lungs, so you'll see their stomach go in and out when they breathe. They often move and talk verrry slooowly. They respond to physical rewards, and touching. They also stand closer to people than a visual person. They memorize by doing or walking through something. They will be interested in your program if it "feels right".

### **A<sub>d</sub>: Auditory Digital**

This person will spend a fair amount of time talking to themselves. They will want to know if your program "makes sense". The auditory digital person can exhibit characteristics of the other major representational systems.

## Understanding Eye Accessing Cues

# EYE PATTERN CHART



V<sup>C</sup> = Visual Constructed

V<sup>R</sup> = Visual Remembered

A<sup>C</sup> = Auditory Constructed

A<sup>R</sup> = Auditory Remembered

K = Kinesthetic (Feelings)

A<sub>D</sub> = Auditory Digital (Self-talk)

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## EYE PATTERNS

**V<sup>c</sup>: Visual Constructed**

Images of things that people have never seen before.

When people are making it up in their head, they are using visual constructed.

**QUESTION: “What would your room look like if it were blue?”**

**V<sup>r</sup>: Visual Remembered**

Seeing images from memory, recalling things they have seen before.

(In addition, some people access visual remembered by defocusing their eyes.)

**QUESTION: “What color was the room you grew up in?”**

**A<sup>c</sup>: Auditory Constructed**

Making up sounds that you have not heard before.

**QUESTION: “What would I sound like if I had Donald Duck’s voice?”**

**A<sup>r</sup>: Auditory Remembered**

When you remember sounds or voices that you’ve heard before, or things that you’ve said to yourself before.

**QUESTION: “What was the very last thing I said?”**

or **“Can you remember the sound of your mother’s voice?”**

**K : Kinesthetic**

(Feelings, sense of touch)

Generally you look in this direction when you are accessing you feelings.

**QUESTION: “What does it feel like to touch a wet rug?”**

**A<sub>d</sub>: Auditory Digital**

This is where your eyes go when you are talking to yourself — internal dialogue.

**QUESTION: “Can you recite the pledge of Allegiance to yourself?”**