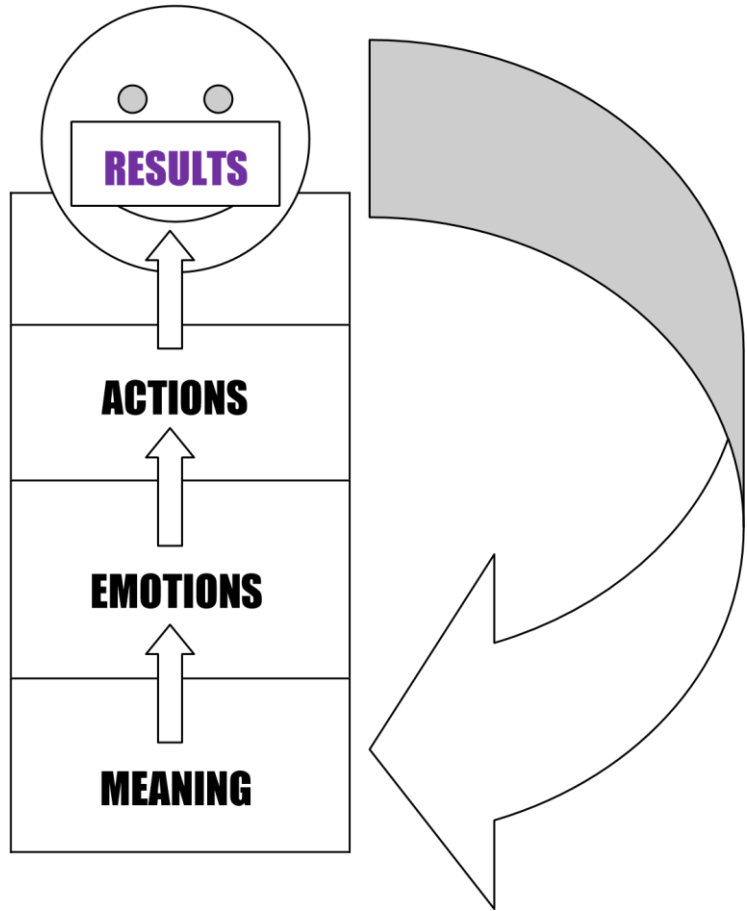




How Are You Communicating?

www.finetofab.com



Your Cycle of Meaning

The quality of your life is a reflection of the meaning you create.

How did you create this meaning in the first place?

How did you get to this moment?

What is your path of meaning?

Meanings we generate create the emotions of our lives, which drive all our actions, therefore producing the results we experience.

Words to Avoid

Avoiding certain words that are disempowering and instill doubt and pain to ourselves. Words like these will potentially negate the suggestions you give yourself.

Can't	Could have	Should	But
-------	------------	--------	-----

Try	If	Might	Would have
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The Don't Pattern

In our heads, don't doesn't work. "Don't worry." Don't doesn't process in our brains.

"Don't think about handing me that pen." It understands what follows. If you tell your teenager, "Don't stay out past curfew!" What do they hear? They hear "Oh, stay out past curfew." Embedding the DON'T command can take advantage of the situation.. "And don't think about how those houses and how quickly they are selling." Urgency is built this way.

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Week #6



How Are You Communicating?

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How to Know Someone's VAK Model: Learn how to communicate better...

Seeing [Visual]

Eyes	As people gaze up or down, right or left, you look at the eyes that seem to lack focus.
Gestures	You can make them speedy, sudden and sharp, which includes pointing.
Breathing &	Elevated, thin and rapid.
Speech	Swift
Words	Words that gain notice: Observe, watch, envision, disclose, viewpoint.
Presentations	They choose images, illustrations, films.

Hearing [Auditory]

Eyes	People who look down to the left and may seem “shifty-eyed.”
Gestures	If gestures are in balance, like thinking and rubbing your chin.
Breathing & Speech	Mid-chest: cadenced. Talk in a musical patten.
Words	Words that obtain other people’s notice: Heed, listen, question, enlighten, clicks, in-tune.
Presentations	People favor lists, summaries, quotations, read.

Feeling [Kinesthetic]

Eyes	Those of us who look down to the right.
Gestures	Those of us whose gestures are rhythmic - which is very common for men - touching their chests when talking, providing sincerity.
Breathing & Speech	Profound, measured with silences. Talks bit by bit.
Words	Words that seize attention: Experience, pat, clutch, comprehend, bond.
Presentations	Aiming for objectives: accomplish, conquer, profit. Getting away from issues: evade, alleviate, exposed.

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